



Cisco Expo
2010

Introduction to Unified Computing Systems



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A New Architectural Approach Is Needed

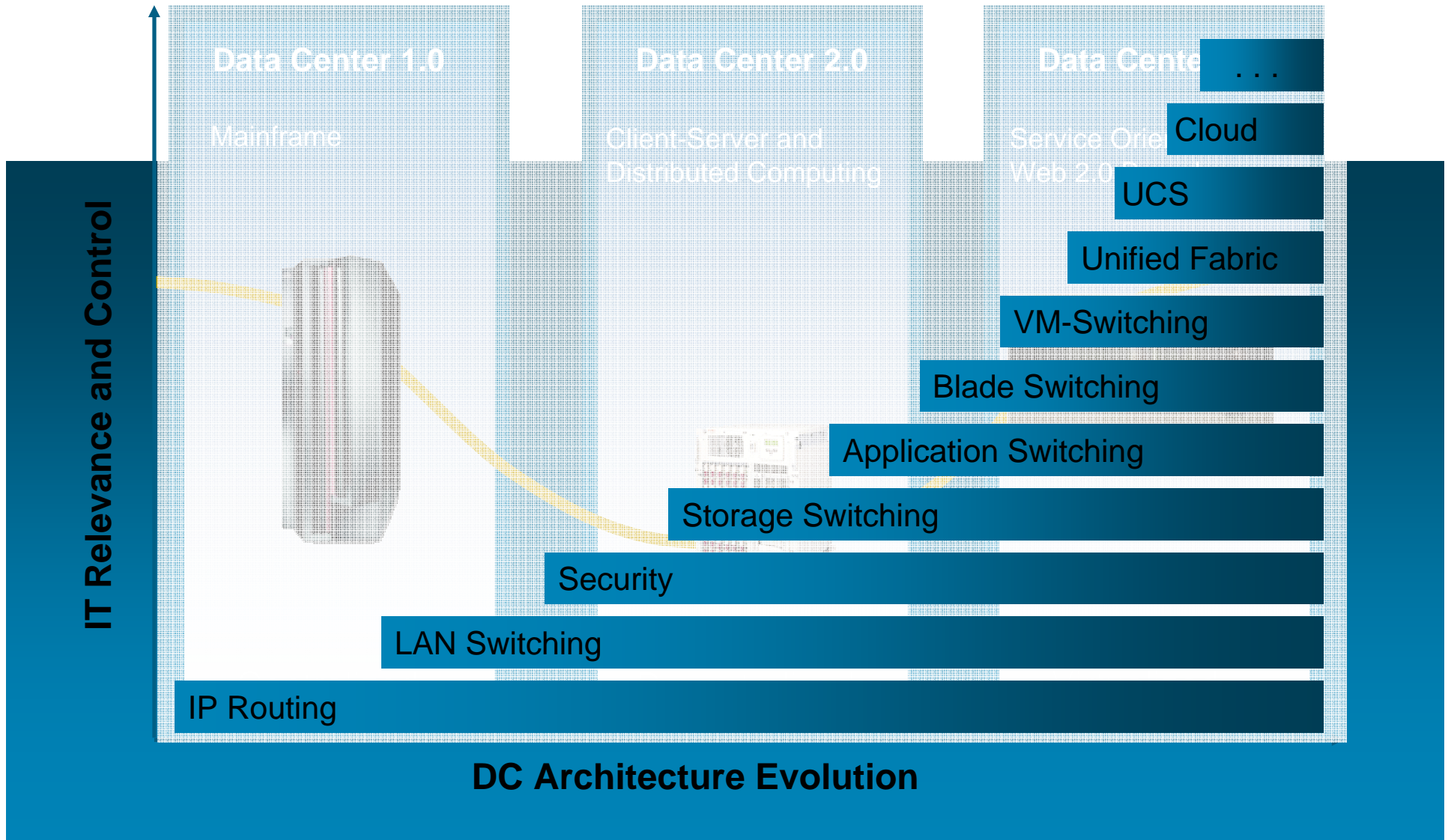
Tomorrow's Data Center Can't Be Built On Yesterday's Technology



- The data center needs to evolve
 - Both computing and networking have to change
 - Management needs to be native, not an after-thought
- Virtualization is changing the focus
 - Applications no longer tied to server hardware
 - Applications are now objects moving through the network
- Cisco is leading Data Center innovation
 - Cisco Unified Fabrics was the first step
 - Cisco Unified Computing is the next step
- Cisco Unified Computing is a clean sheet approach for next generation virtualized data centers

New DC Architecture

New Infrastructure



Pragmatic Adoption Path to Next-Gen DC

Incremental, Architectural Approach from Silos to Services

Infrastructure Maturity Level

Silo'd	Standardized	Virtualized	Dynamic	Service-Based
<ul style="list-style-type: none">▪ Departmental Svrs▪ Storage Silos▪ Multiple Networks▪ Application Silos▪ Branch IT	<ul style="list-style-type: none">▪ Standardized Svrs▪ Consolidate SANs▪ Consolidated Nwks▪ Consolidated Apps▪ Centralized IT	<ul style="list-style-type: none">▪ Virtual Servers▪ Virtualized Storage▪ Unified Fabric▪ Web 2.0/SOA▪ Virtual Branch	<ul style="list-style-type: none">▪ VM Mobility▪ VM-Aware SANs▪ Dynamic Provision'g▪ App/Infra Portability▪ Private Ent. Clouds	<ul style="list-style-type: none">▪ Elastic, Federated cloud services (Public/Private)▪ Policy/SLA based▪ Trust, Security▪ Service Hosting

IT Initiatives

Consolidate

Virtualize

Automate

XaaS

Network Innovation

Inter-Cloud

Private Clouds

Unified Computing

Unified Fabric

Data Center Networking

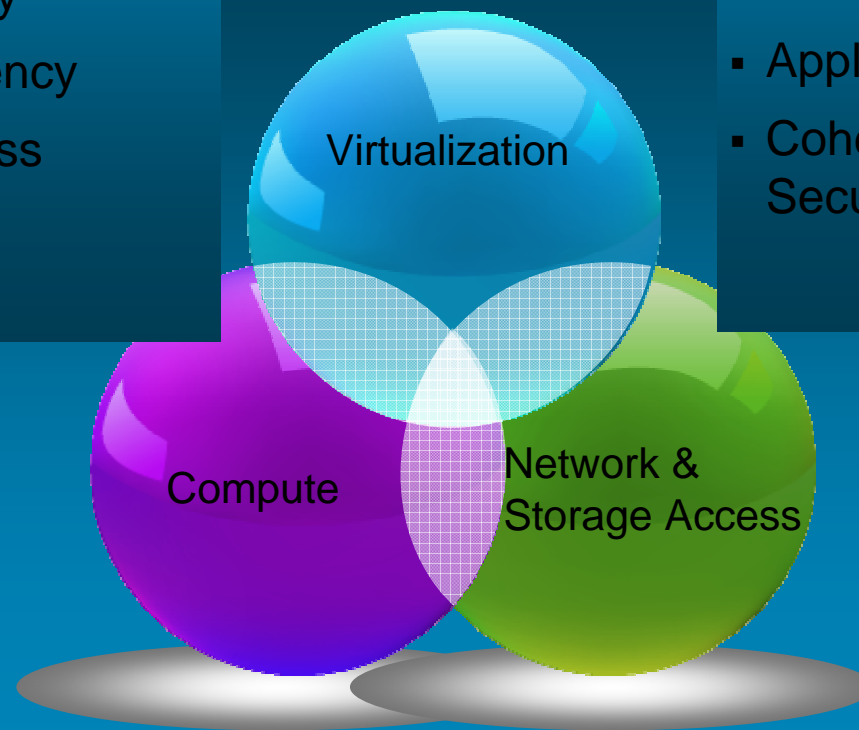
The Data Center is at a Market Transition

Transformation

- Technology Advances
- Energy Efficiency
- Economic Efficiency
- Dynamic Business Environment

Challenges

- Scalability
- Management Integration
- Application Migration
- Coherent Policies and Security

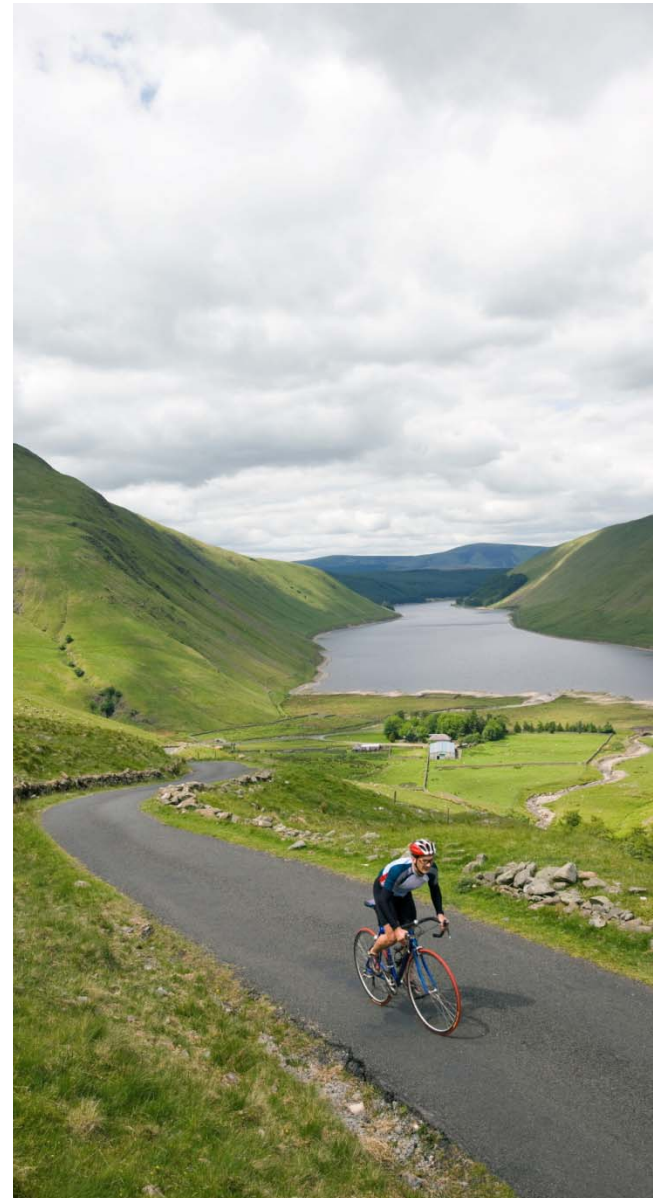


Market Driver: Virtualization

- Virtualization is creating a market transition
 - Servers are becoming fluid objects in the network
- Cisco has historically been successful in capitalizing on market transitions
 - Data, voice and video
 - Unified fabrics for LAN and SAN
- Cisco is innovating to lead this change
 - Unified Fabrics was the first step....

“Virtualization is the *highest-impact* issue changing *infrastructure and operations* through 2012.”

“It will change how you manage, how and what you buy, how you deploy, how you plan and how you charge. It will also shake up licensing, pricing and component management. Infrastructure is on an inevitable shift from components that are physically integrated by vendors (for example, monolithic servers) or manually integrated by users to logically composed “fabrics” of computing, I/O and storage components.”



Unleashing the Full Potential of the Data Center

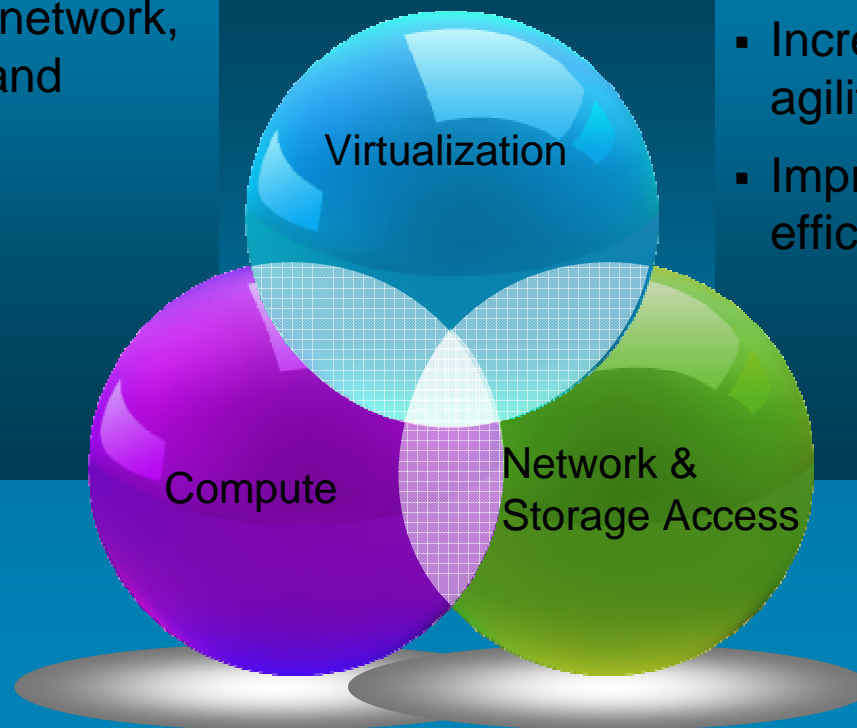
Unified Computing

Solution

- Cohesive system that unites compute, network, storage access and virtualization
- Management simplification

Benefits

- Reduced TCO
- Increased business agility
- Improved energy efficiency



Unified Computing System

A single system that unifies

- Compute: Industry standard x86
- Network: Unified fabric
- Virtualization: Control, scale, performance
- Storage Access: Wire once for SAN, NAS, iSCSI

Embedded management

- Increase scalability without added complexity
- Dynamic resource provisioning
- Ability to integrate with broad partner ecosystem

Energy efficient

- Fewer servers, switches, adapters, cables
- Lower power and cooling requirements
- Increase compute efficiency by removing I/O and memory bottlenecks

Rapid Data Center Innovation and Integration



Nexus 7000
Lossless Fabric



Nexus 5000
10GbE DCB & FCoE



Nexus 2000
Fabric Extender



Nexus 1000V
VM-Aware Networking



Cisco UCS
Integrated Compute Platform



Cisco MDS
VM-Aware Storage

8GB FC



4.1

4.2

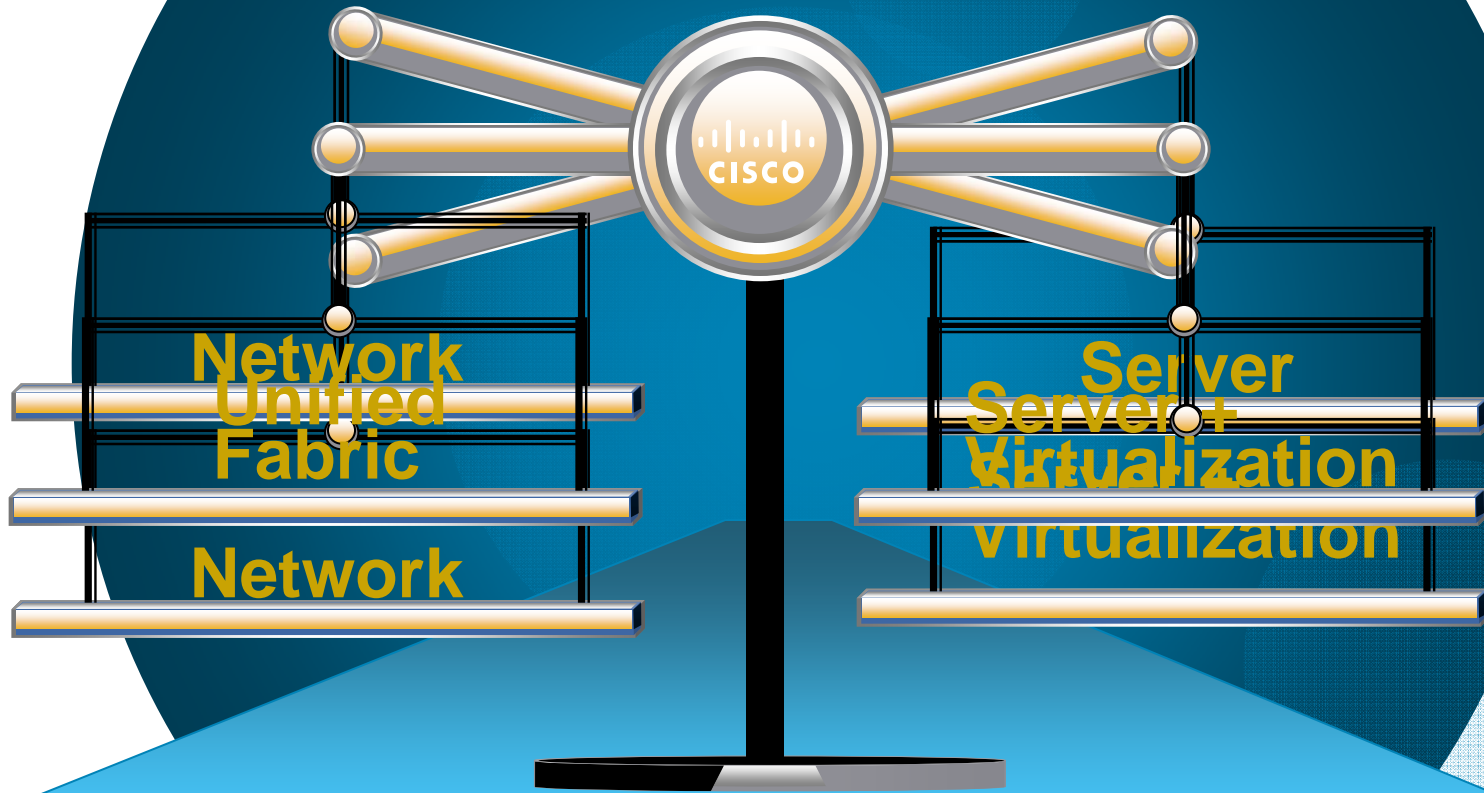
2008

June

2009

June

Transparency and Balance to Virtualization



Server Virtualization changes Network Architecture

Cisco Systems Data Center 3.0

Technology Journey Leading To a Unified Data Center



1/10GE Lossless Ethernet

Nexus 5K, 2K-FEX

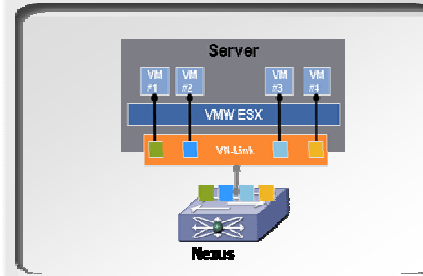
- Add Nexus 5k/2k for 1/10GE Ethernet
- Server access switch



Unified Fabric

Nexus 5K, 2K-FEX

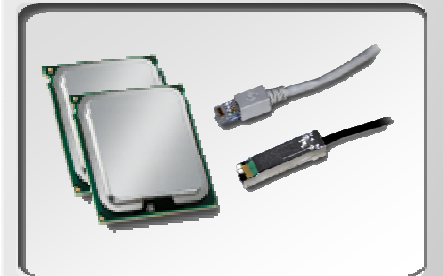
- ToR server access
- Wire once infrastructure
- Low-latency lossless
- Virtualization aware
- Standards-based



Server Virtualization

VN-Link, Nexus 1K

- Virtualization aware access layer
- Compatible with switching platforms
- Combine VM and physical network ops
- Standards-based

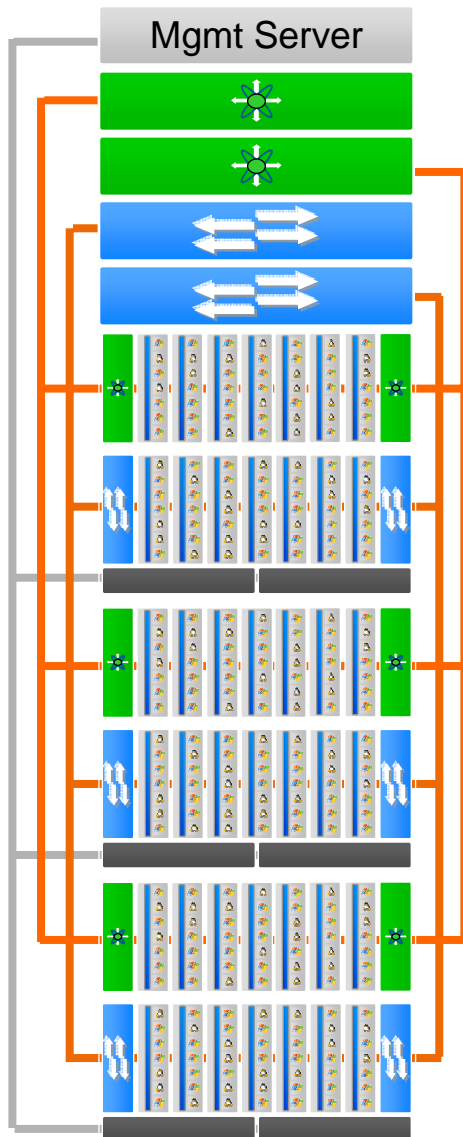


Unified Computing

UCS

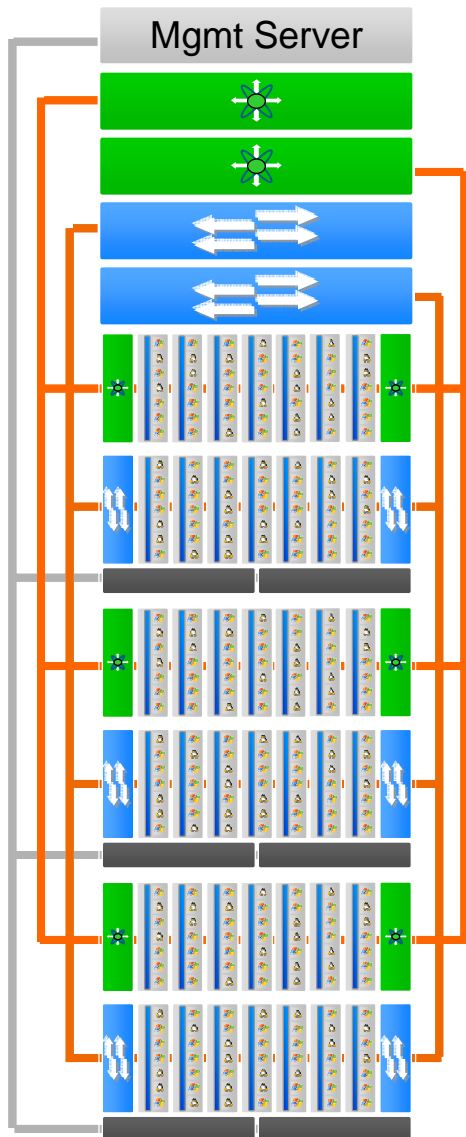
- Industry Standard x86
- Platform for stateless computing and virtualization
- Standards-based

Server Deployment Today

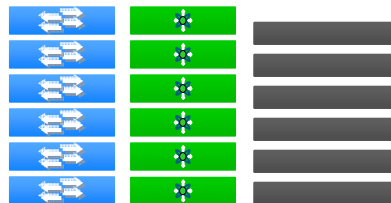


- Over the past 10 years
 - An evolution of size, not thinking
 - More servers & switches than ever
 - More switches per server
 - Management applied, not integrated
- An accidental architecture
 - Still a 1980's PC model
- Result: Complexity
 - More points of management
 - More difficult to maintain policy coherence
 - More difficult to secure
 - More difficult to scale

Server Deployment Today

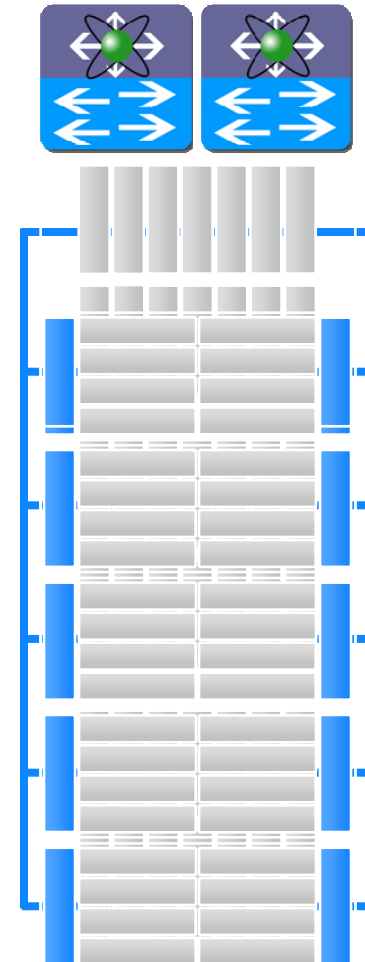


- Embed management
- Unify fabrics
- Optimize virtualization
- Remove unnecessary switches, adapters, management modules
- Less than 1/3rd the support infrastructure



Our Solution: Cisco UCS

- A single system that encompasses:
 - Network: Unified fabric
 - Compute: Industry standard x86
 - Virtualization optimized
- Unified management model
 - Dynamic resource provisioning
- Efficient Scale
 - Cisco network scale & services
 - Fewer servers with more memory
- Lower cost
 - Fewer servers, switches, adapters, cables
 - Lower power consumption
 - Fewer points of management



Embedded Unified Management

Tightly Coupled Partner Management Tools Existing Customer Management Tools



Unified management domain

- Management embedded in all system elements
- Integration with 3rd party tools
- Not just identity

Dynamic provisioning

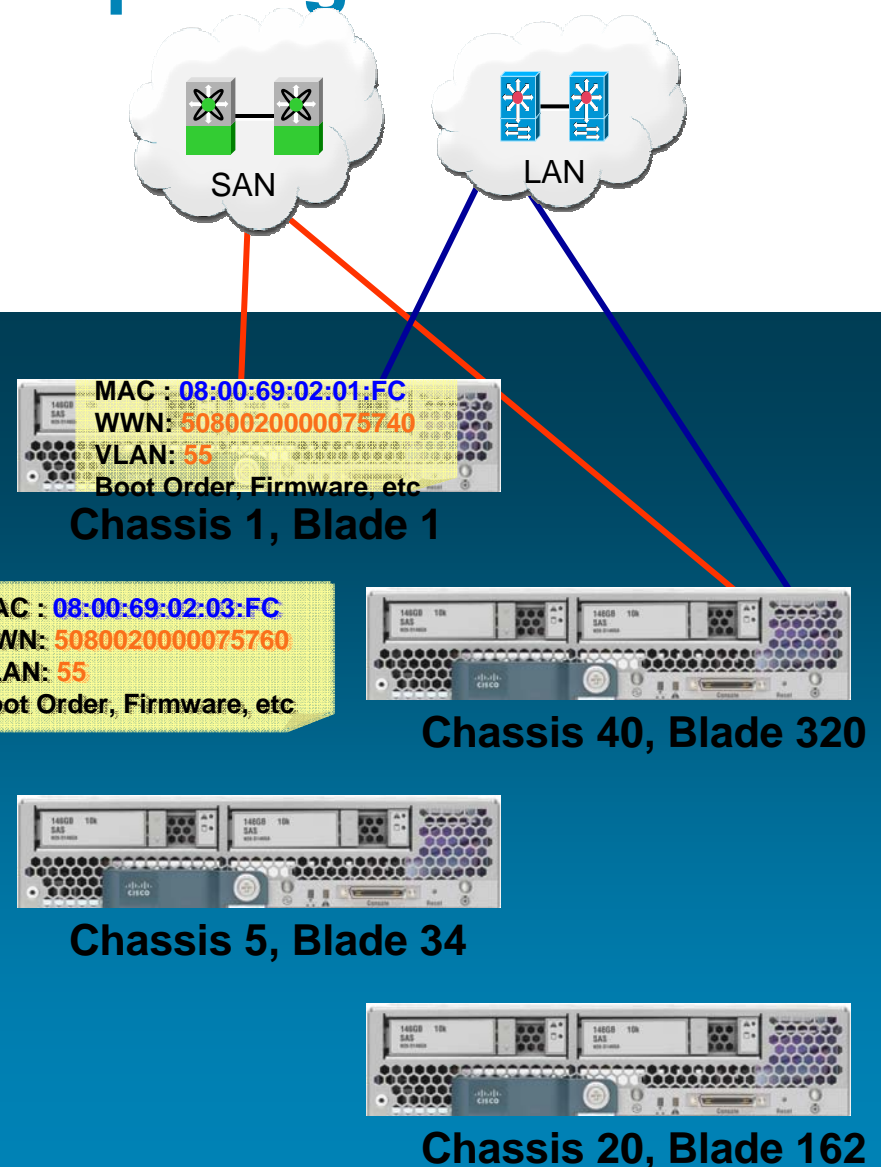
- Complete infrastructure repurposing
- Seamless server mobility
- Deploy in minutes, not days

Service Profile: HR-App1
Network: HR-VLAN
Network QoS: High
MAC: 08:00:69:02:01:FC
WWN: 5080020000075740
BIOS: Version 1.03
Boot Order: SAN, LAN

Integrated Stateless Computing vLAN

- Scale out ESX clusters faster
- Fail-over service profiles for higher availability
- Scale out applications quickly
- Reduce errors from manual deployment
- Reduce the size of spare pools and share resources across applications
- With VICs - one adapter in datacenter and change the I/O profile

True wire once architecture



Extending the network to the Virtual Machine

VN-Link With the Cisco Nexus 1000V

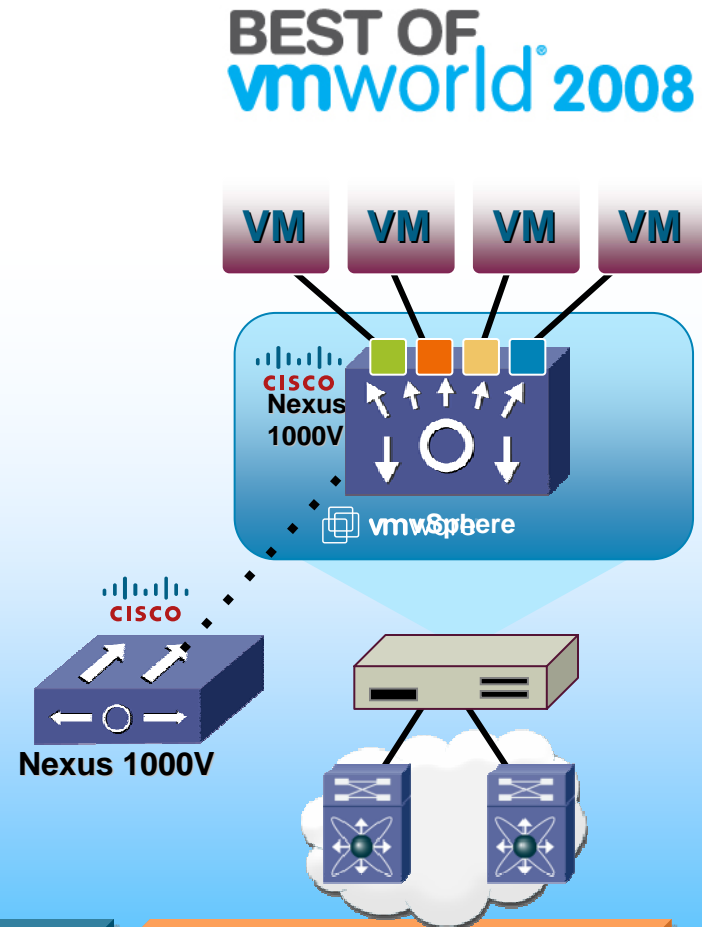
Cisco Nexus 1000V Software Based

- Industry's first 3rd-party vNetwork Distributed Switch for VMware vSphere
- Built on Cisco NX-OS
- Compatible with all switching platforms
- Maintain vCenter provisioning model unmodified for server administration; allow network administration of virtual network via familiar Cisco NX-OS CLI

Policy-Based
VM Connectivity

Mobility of Network &
Security Properties

Non-Disruptive
Operational Model



Case for a Unified Data Center



From ad hoc and inconsistent...



...to structured, but siloed, complicated and costly...



...to simple, optimized and automated

Sample Configuration – 8 Blades

Legacy System

• Blades	\$45,528
• Adapters	\$5,992
Total Blade	\$51,520
• Chassis, Fan, PSUs	\$8,713
• Networking	
• 10Gb Eth Switch	\$24,398
• 4Gb FC Switch	\$18,998
• Management Software	\$7,000
Total Infrastructure	\$59,109
Overall Total	\$110,629

Unified Computing System

• Blades	\$45,320
• Adapters	\$5,992
Total Blade	\$51,312
• Chassis, Fan, PSUs	\$4,197
• Networking	
• Fabric Interconnect	\$36,592
• Fabric Extender	\$3,998
• Management Software	0
Total Infrastructure	\$44,787
Infrastructure Savings	\$14,322
	24%
Overall Total	\$96,099
Savings	\$14,530
%	13%

Sample Configuration – 320 Blades

Savings at Scale – 1/3 the Infrastructure Cost

Legacy System

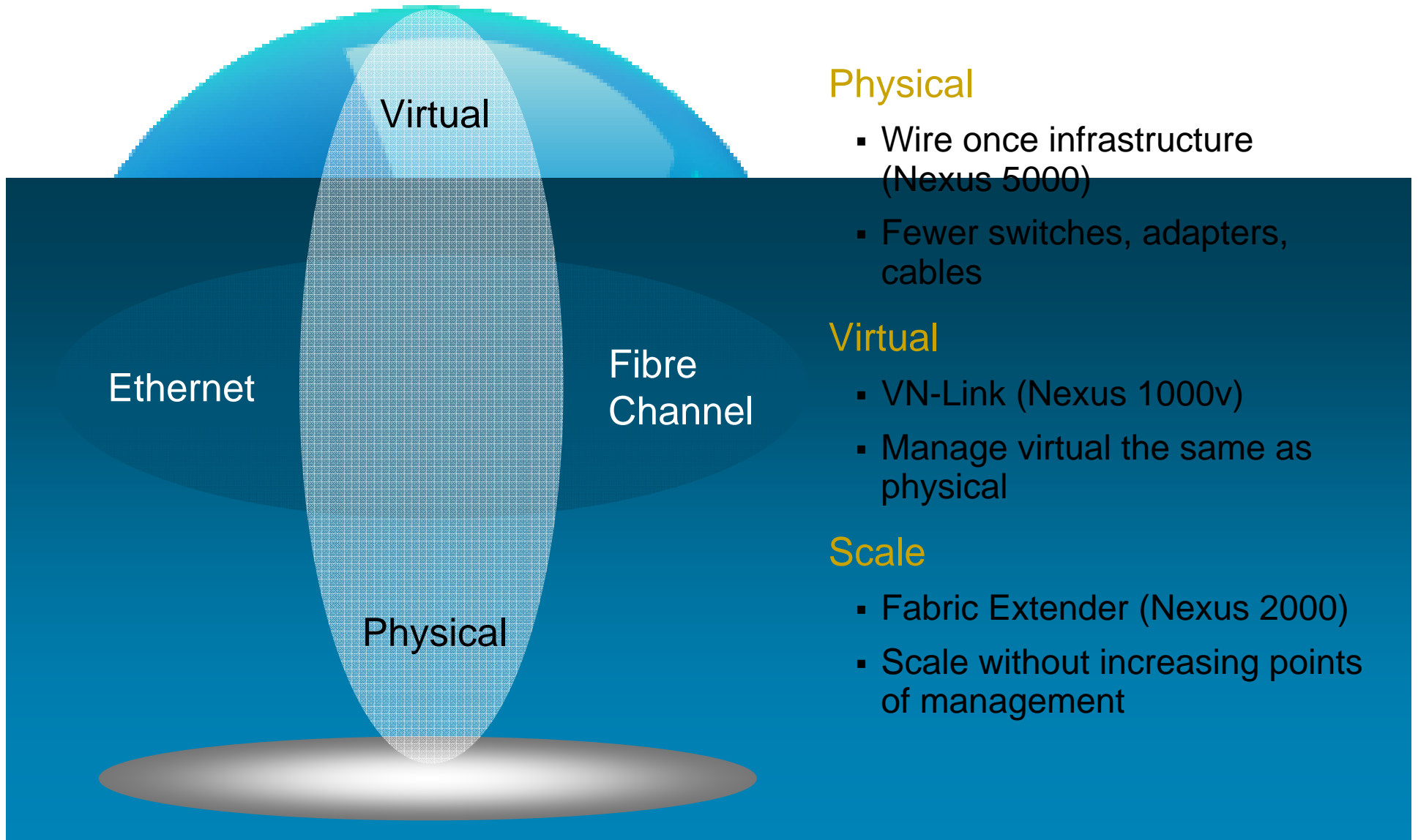
• Blades	\$1,821,120
• Adapters	\$239,680
Total Blade	\$2,060,800
• Chassis, Fan, PSUs	\$174,260
• Networking	
• 10Gb Eth Switch	\$487,960
• 4Gb FC Switch	\$379,960
• Management Software	\$554,400
Total Infrastructure	\$1,596,580
Overall Total	\$3,657,380

Unified Computing System

• Blades	\$1,812,800
• Adapters	\$239,680
Total Blade	\$2,052,480
• Chassis, Fan, PSUs	\$167,880
• Networking	
• Fabric Interconnect	\$138,182
• Fabric Extender	\$159,920
• Management Software	0
Total Infrastructure	\$465,982
Infrastructure Savings	\$1,130,598
	71%
Overall Total	\$2,518,462
Savings	\$1,138,918
%	31%

Unified Computing Building Blocks

Unified Fabric Introduced with the Cisco Nexus Series



Physical

- Wire once infrastructure (Nexus 5000)
- Fewer switches, adapters, cables

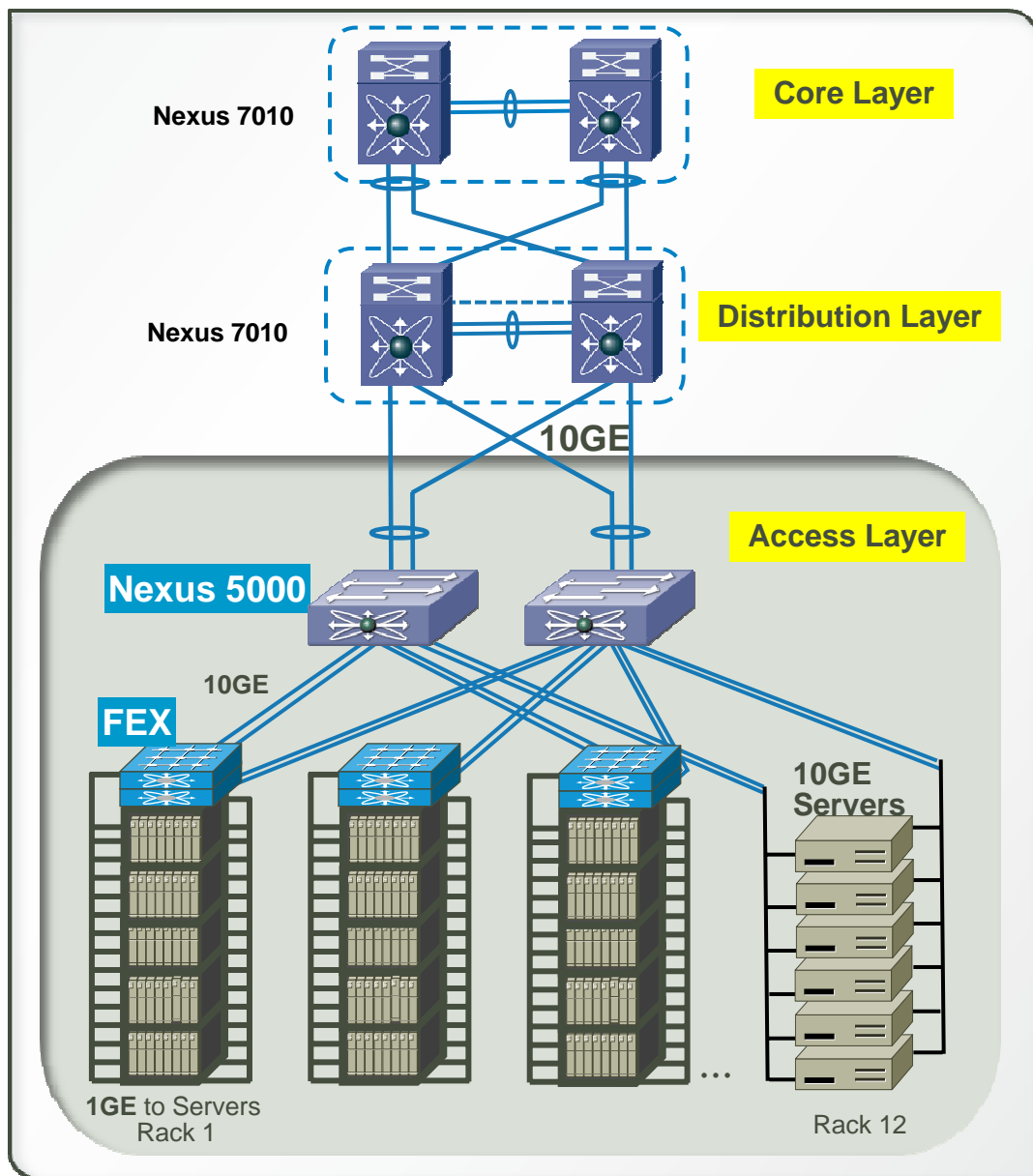
Virtual

- VN-Link (Nexus 1000v)
- Manage virtual the same as physical

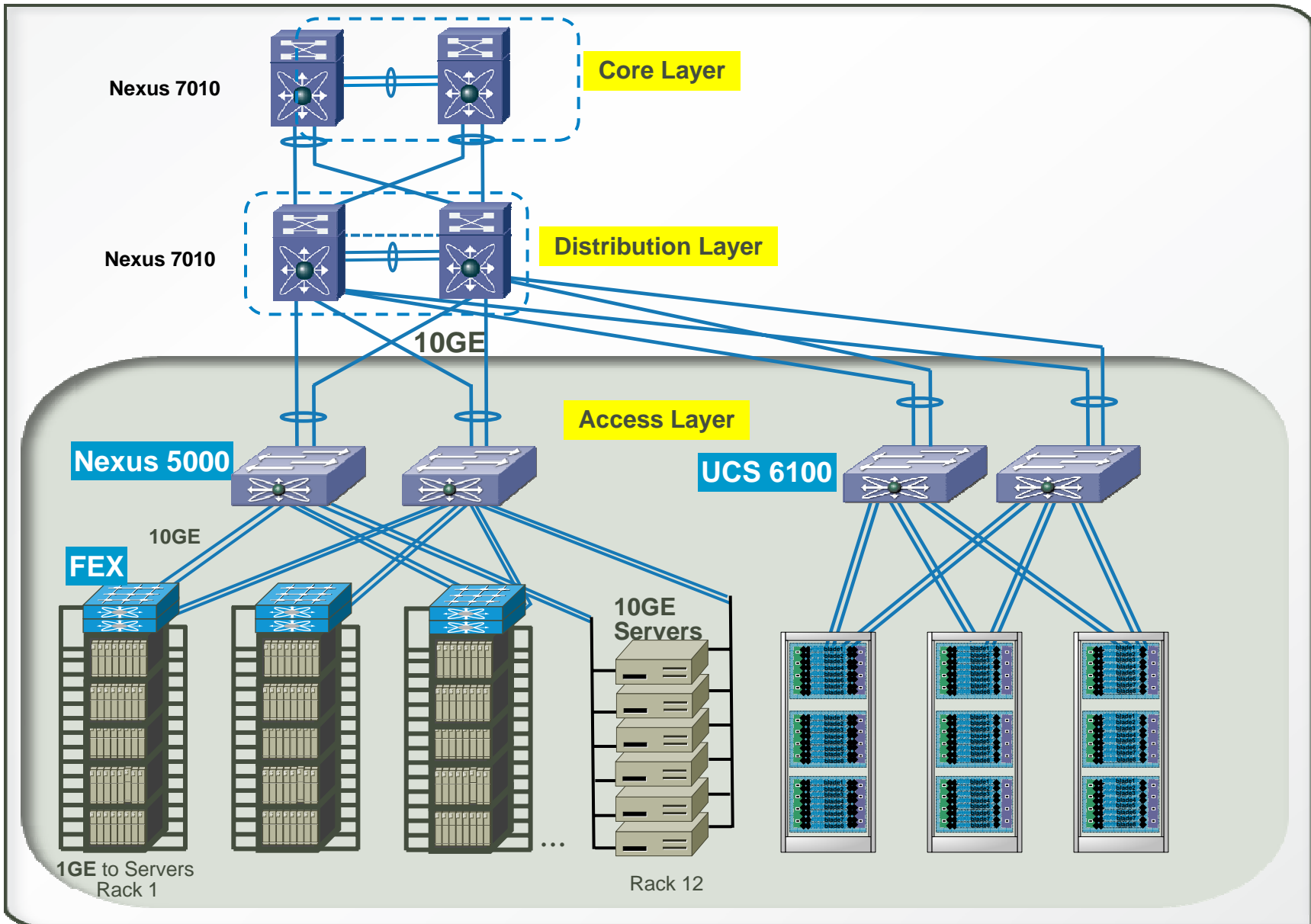
Scale

- Fabric Extender (Nexus 2000)
- Scale without increasing points of management

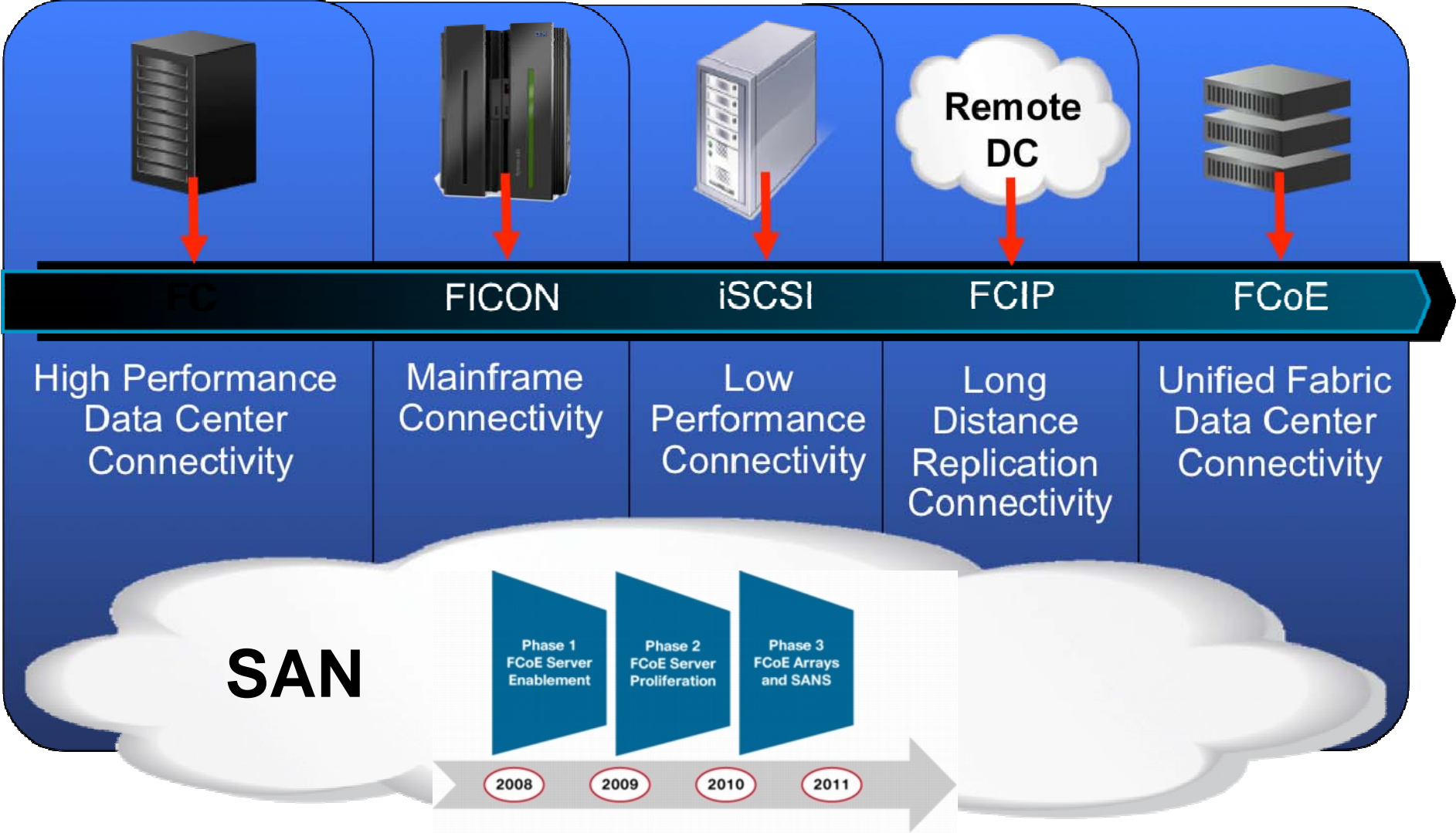
UCS and Nexus in the Data Center



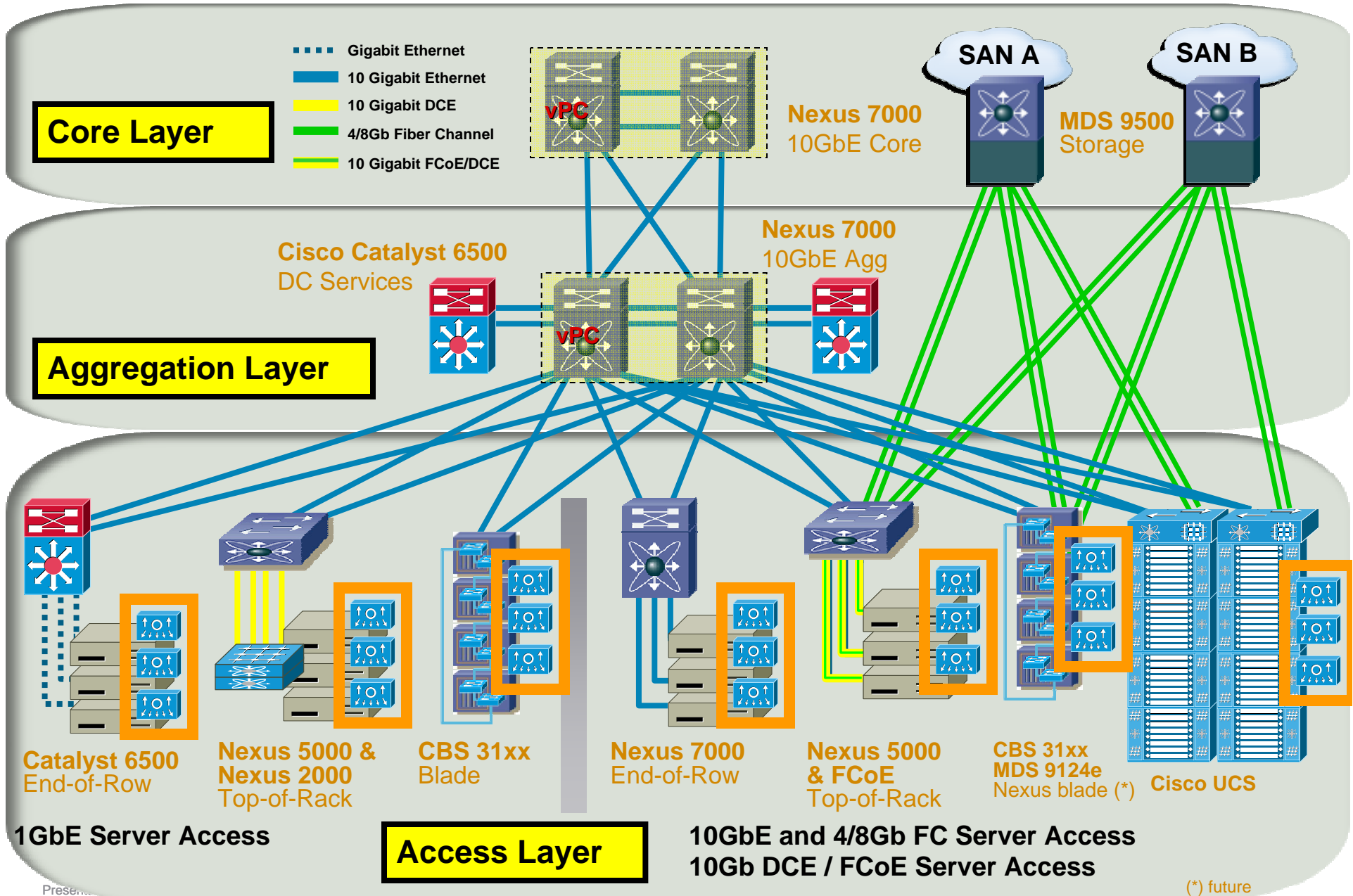
UCS and Nexus in the Data Center



Multiprotocol SAN Evolution



Virtualized Data Center Infrastructure



Service Providers

Large South African Service Provider

Challenges

- Deregulation introduced new SP challengers that would threaten SPs customer base
- Increase revenues and meet current customer demands

Technical:

- Legacy infrastructure was inhibiting the acceleration of new services

Solution

- Implemented Cisco DC 3.0 Architecture
- Highly flexible and virtualized DC infrastructure based on Cisco Nexus technology
- VMware for server virtualization
- EMC Tiered storage solutions with Cisco virtualized SAN network

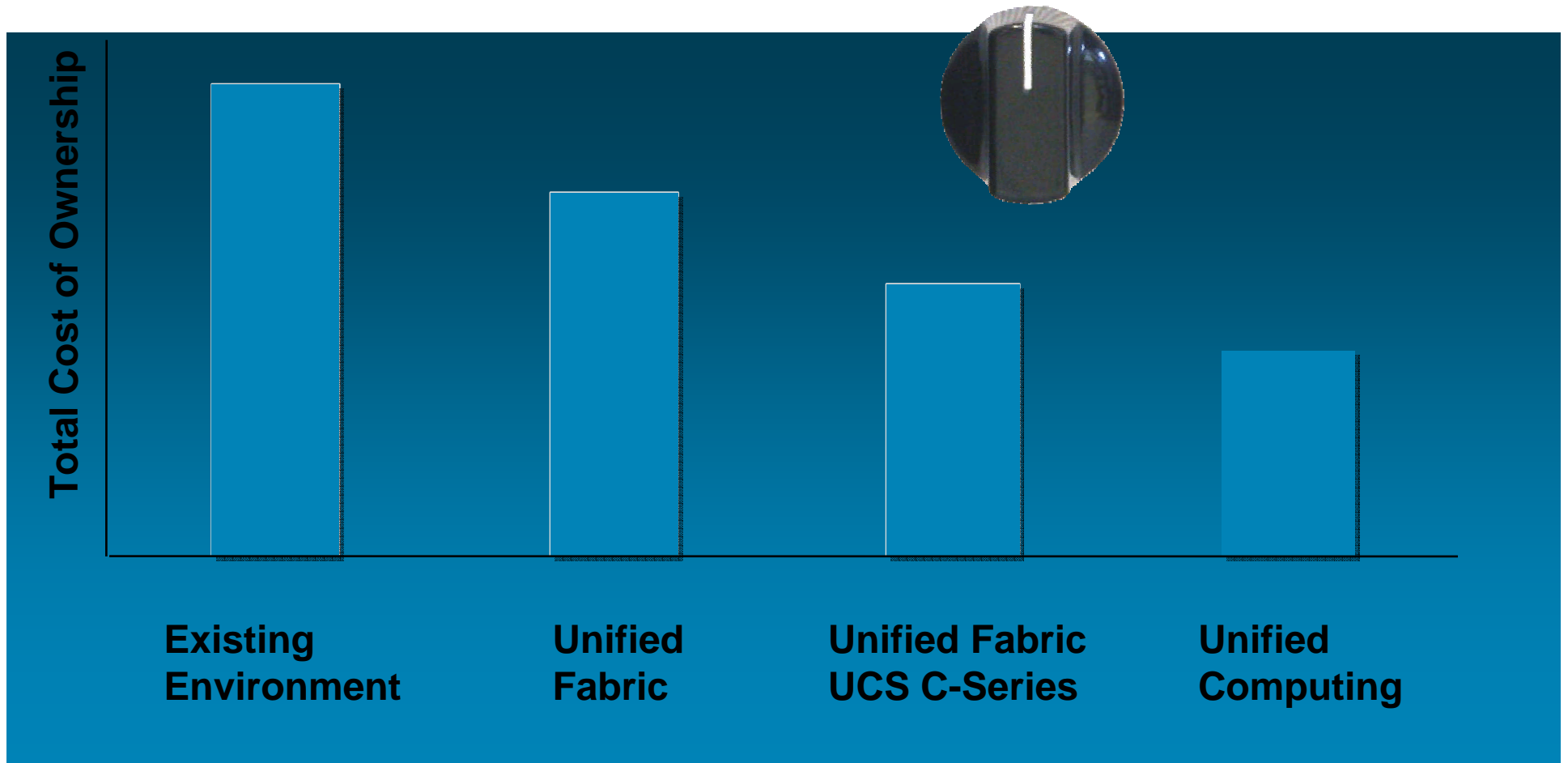
Business Value

- Business service creation of multiple SLA's and flexible, tiered pricing models
- Delivered next-generation services and captured new opportunities for wholesaling platform capabilities

Customer Choice: Dial In to Reduce Costs at Any Stage

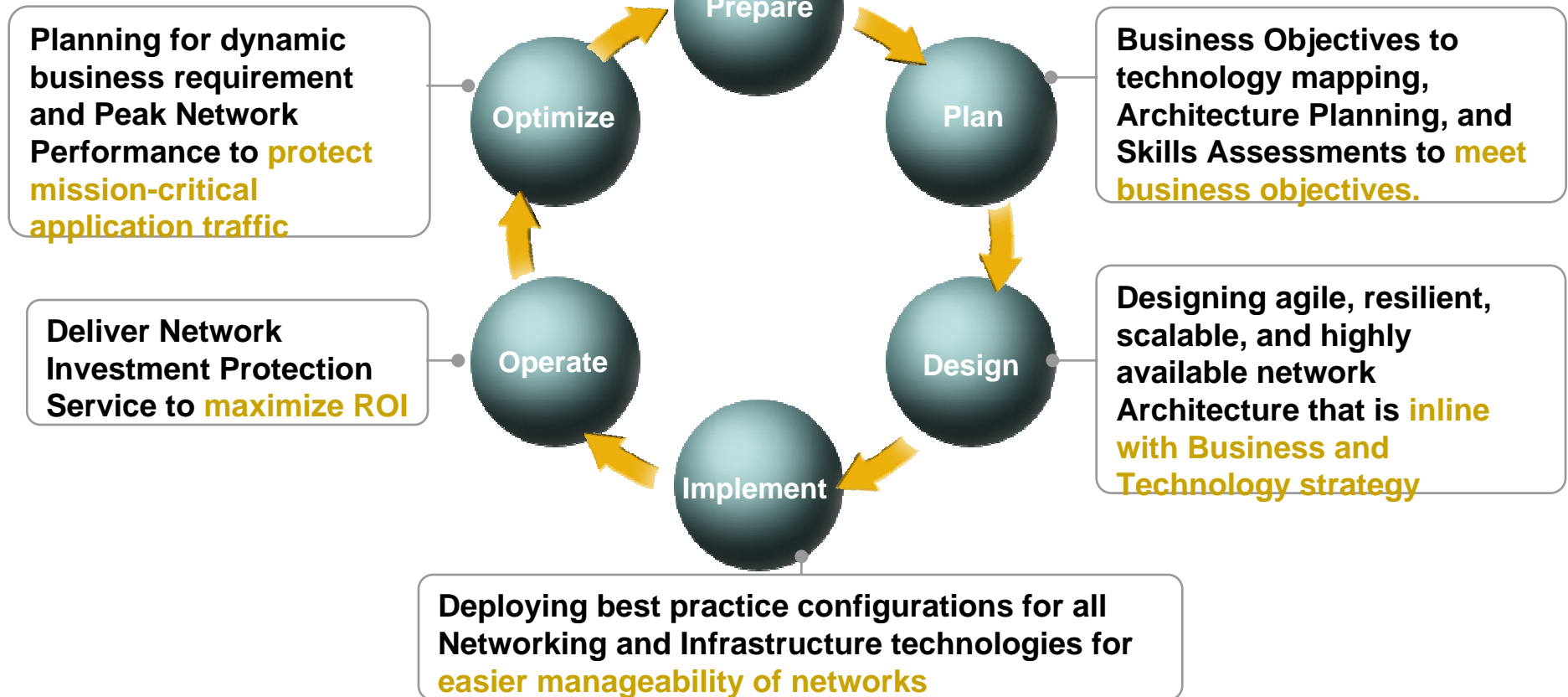
Every IT organization is unique. Each is in a different place with workloads, environment, budget, and IT investment cycles.

Customers have the flexibility and choice to deploy technology at whatever point makes sense for their environment.



Data Center Networking Lifecycle Services

Delivering a Technology Vision and Architecture Principles Consultancy Services to **align with Business Vision.**



What is Cisco's Sustainable Differentiation?

- Build on Cisco's core competence
 - Networks, convergence of data, voice and video, virtualization
- It's the right time to converge compute and networking with Unified Computing
 - Cisco is best positioned to enable a new compute model, no legacy and new innovation in network services
- The network is what makes the data center virtual
- End to End Data Center solutions
 - Networks, Compute, Storage Access, Branch and virtualization
- Cisco Advanced Services





Recommended next steps:

- Develop a virtualization strategy and involve server, storage, facilities and network architects
- Develop a 10GE Unified Fabric strategy in your Data Center and evaluate physical design considerations: End of Row, Middle of Row, Top of Rack
- Develop a managed services strategy with Cisco and partners
- Partner with Cisco, VMware, EMC
 - Virtual Cloud Environment: vBlock architectures
- Plan for technical design workshops with Cisco Advanced Services and partners
 - Network designs
 - Server access and virtualization
 - Storage services
 - Application services
- Cisco Advanced Services

