



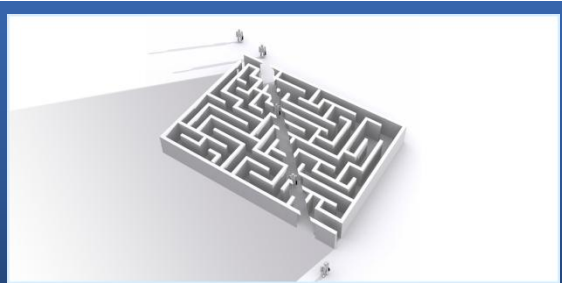
Efficiency. Control. Choice.

VCE Coalition: Accelerate your journey to the Private Cloud

Panos Adrianos

Technology Solutions Manager, EMC Greece, Cyprus and Malta

Businesses Are Transforming...



Simple



Flexible



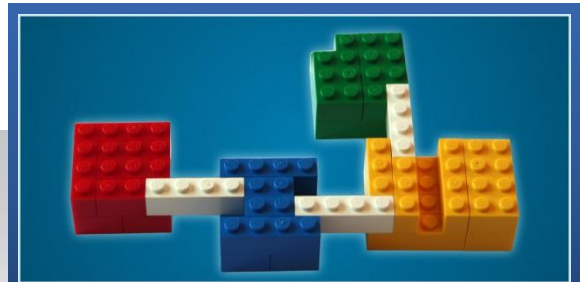
Shared



Energy Efficient



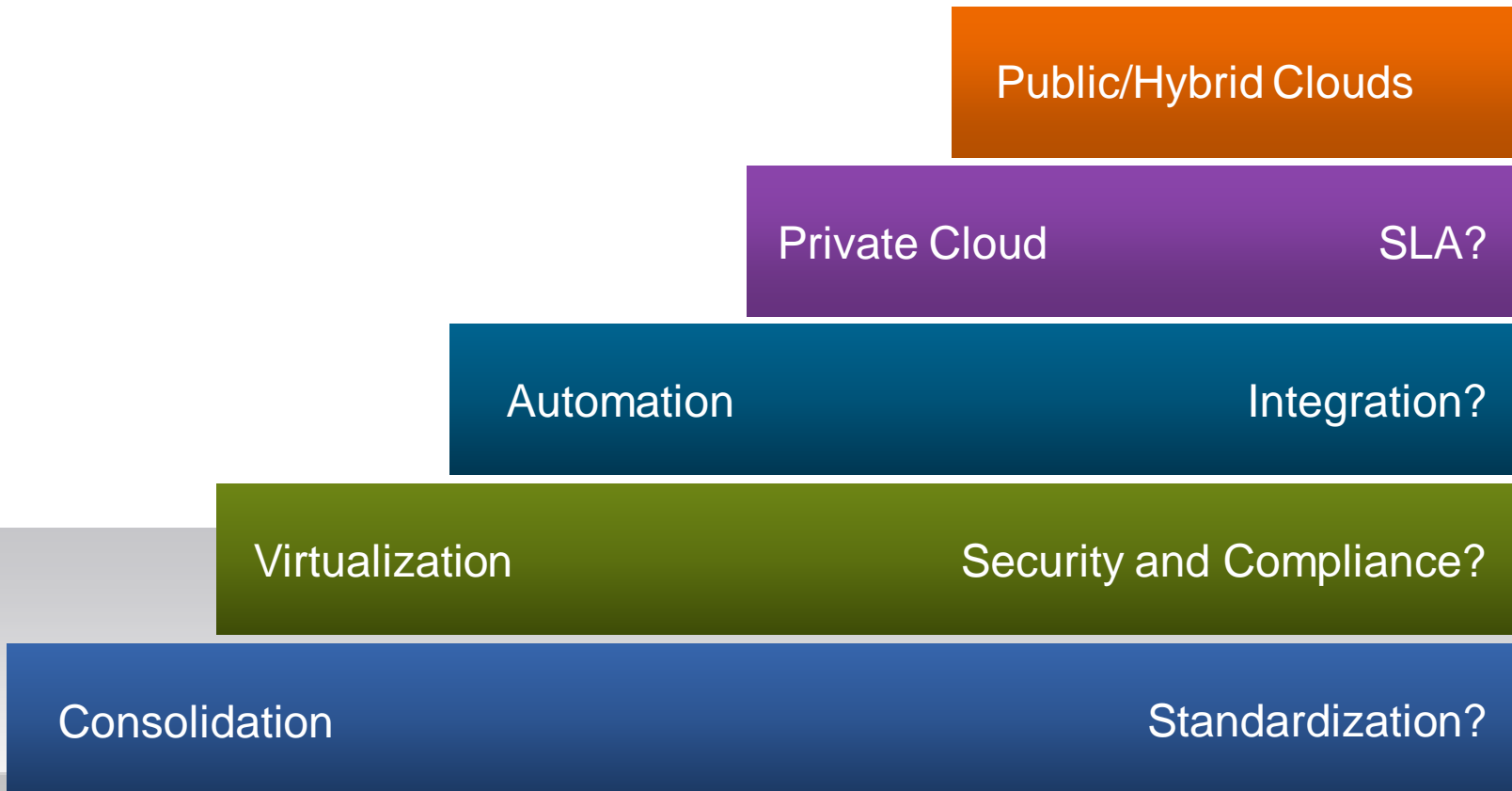
Transparent



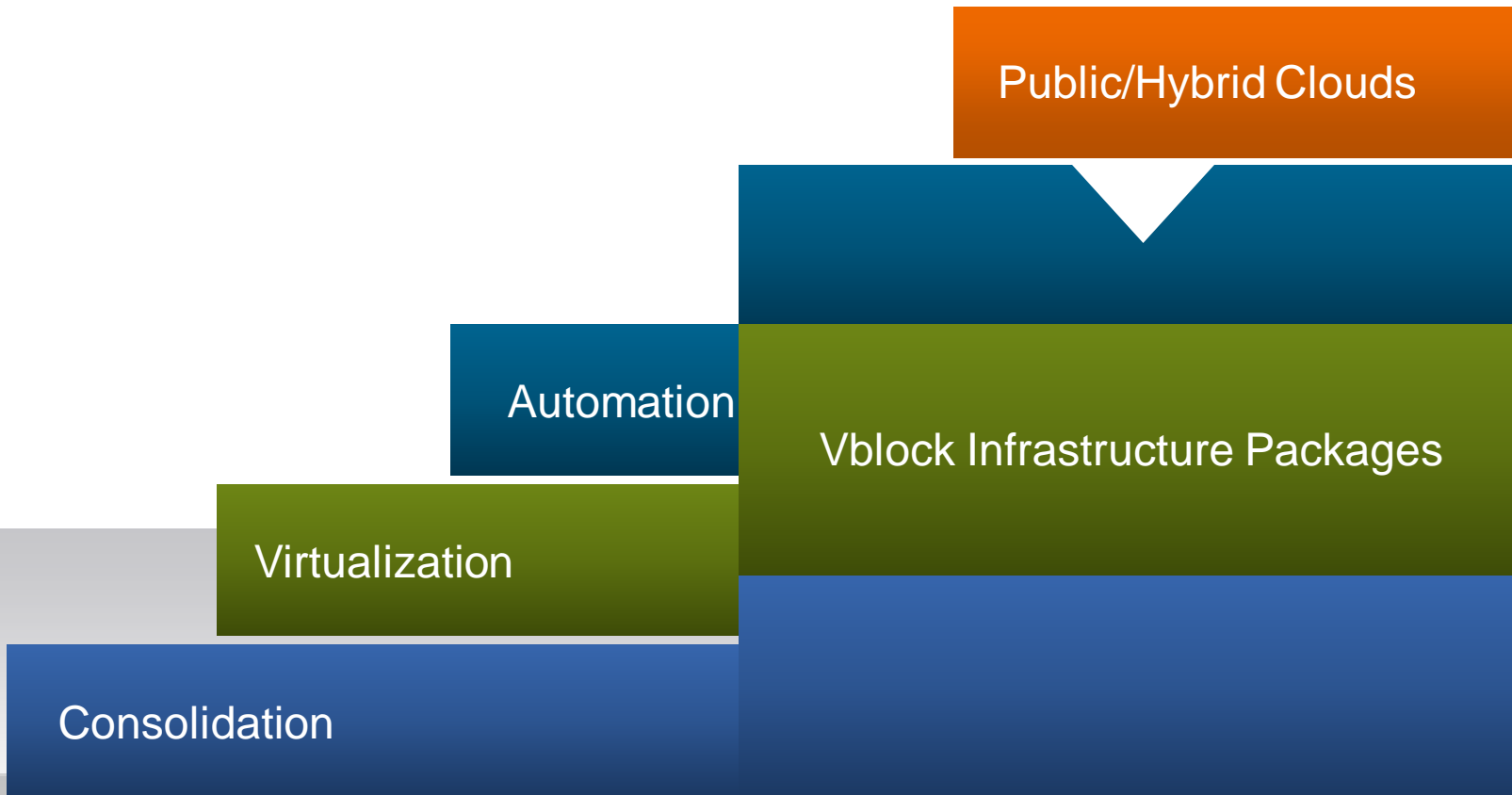
Integrated

... IT Has to Change

IT Transformation Has Begun....



IT Transformation Has Begun...



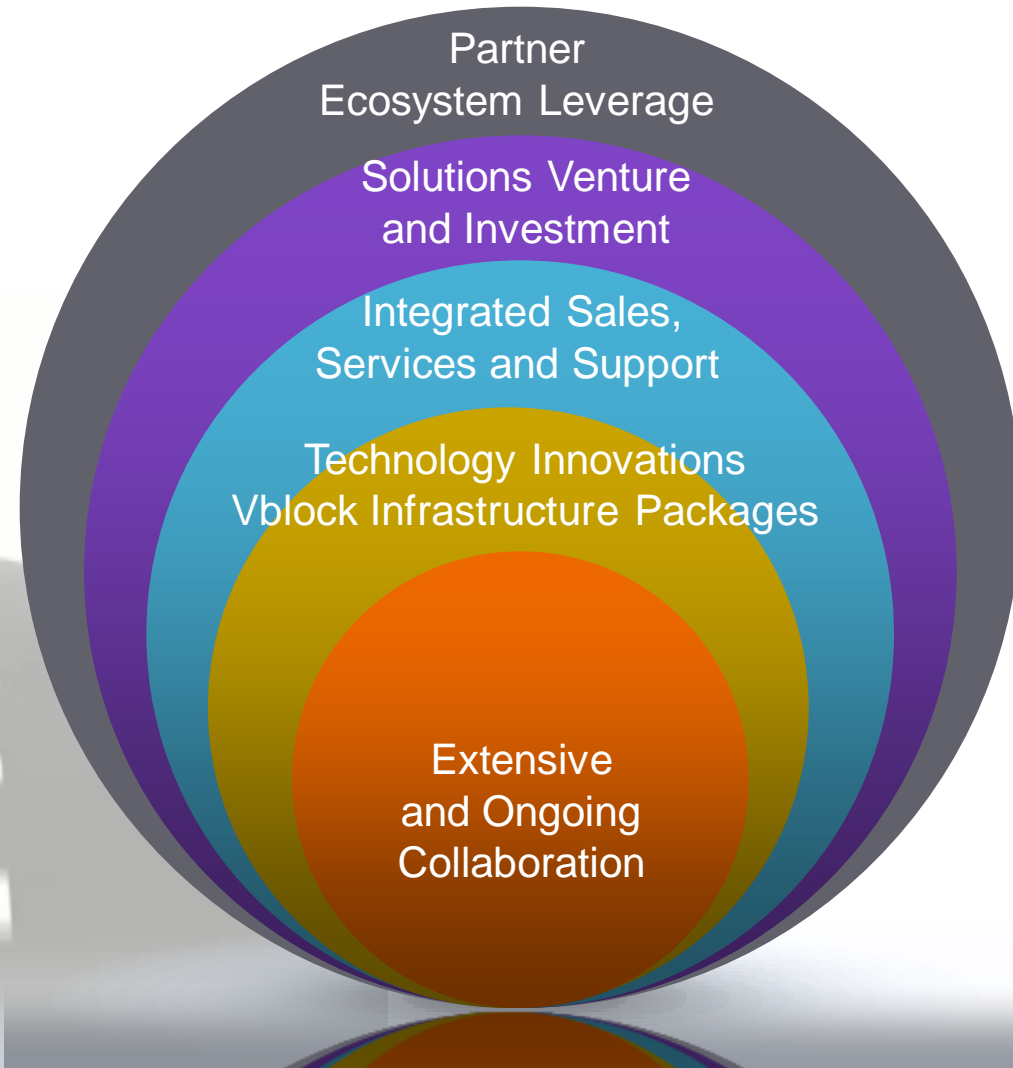
... Vblock Infrastructure Packages Accelerate Infrastructure Virtualization and Private Cloud Adoption

Virtual Computing Environment

Leading the journey to pervasive virtualization
and private cloud

Imagine the power of three...

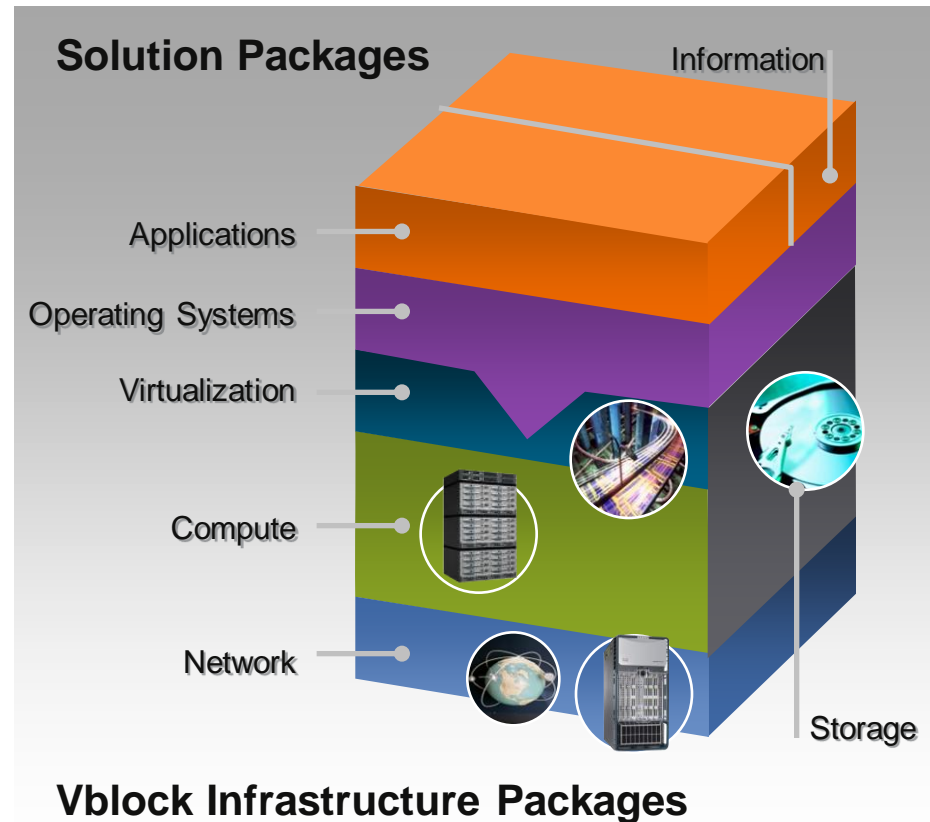
**Unprecedented collaboration of
three technology innovators and
market leaders in concert with
their partner ecosystems**



Vblock Infrastructure Packages

A New Way of Delivering IT

- Rapid deployment model of virtualized infrastructure
- Pre-integrated and validated solutions reduce total cost of ownership
- Service-level driven through predictable performance and operational characteristics
- Improved compliance/security and reduced risk



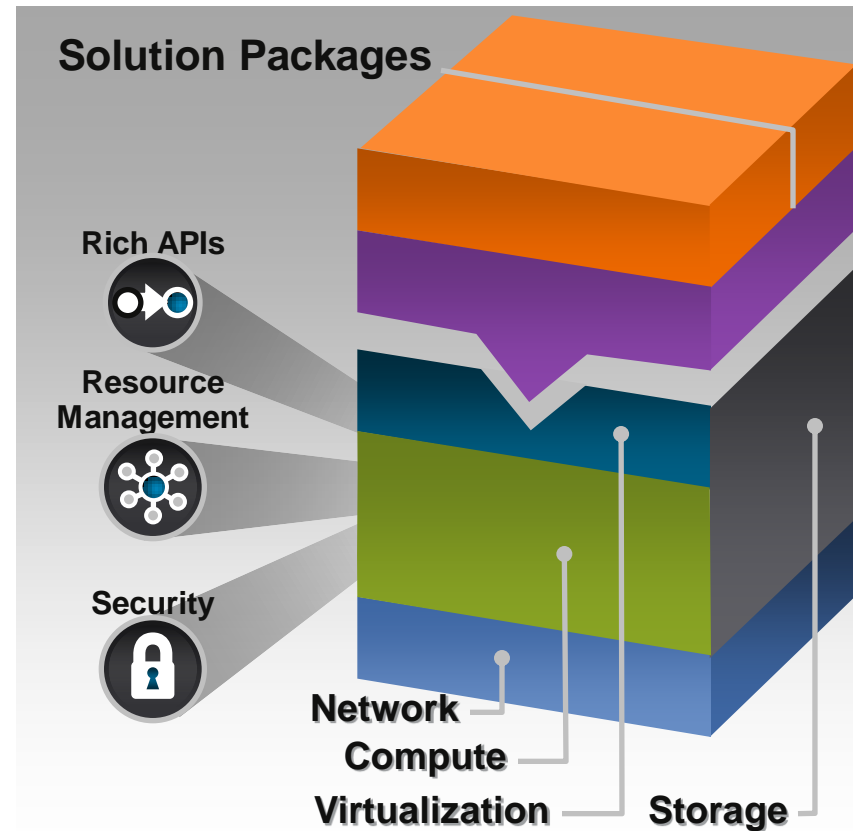
Accelerate Time to Results—Reduce TCO

Vblock Infrastructure Packages

A New Way of Delivering IT

Benefits:

- Accelerate the journey to pervasive virtualization and private cloud computing while lowering risk and operating expenses
- Ensure security and minimize risk with certification paths
- Support and manage Service Level Agreements
 - Resource metering and reporting
 - Configuration and provisioning
 - Resource utilization
- Vblock is a validated platform that enables seamless extension of the environment



Secure, Extensible, SLA-Driven Infrastructure

Vblock Infrastructure Packages

Architecture Details

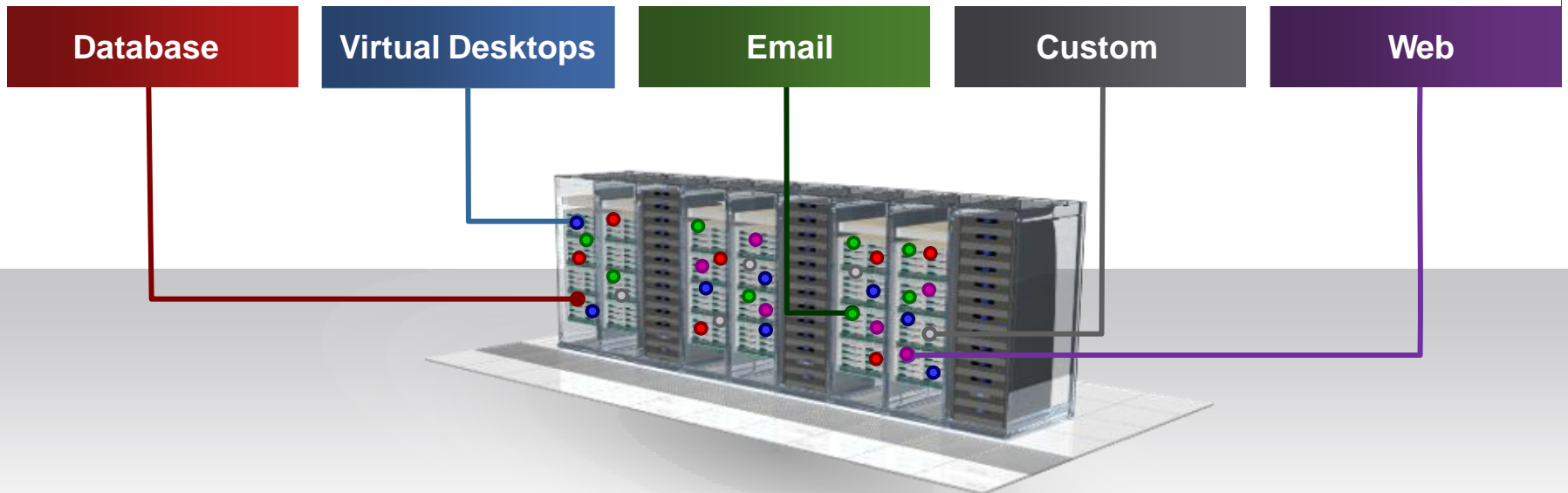
- Enables incremental scaling with predictable performance, capability and facilities impact
- Best of breed technologies
 - Compute: Cisco UCS family
 - Network: Cisco Nexus family, Cisco MDS 9000 series
 - Storage: EMC Symmetrix V-Max or EMC Unified Storage (Celerra, CLARiiON)
 - Virtualization: VMware vSphere 4
 - Unified Infrastructure management framework



Pre-Engineered, Pre-Integrated and Validated

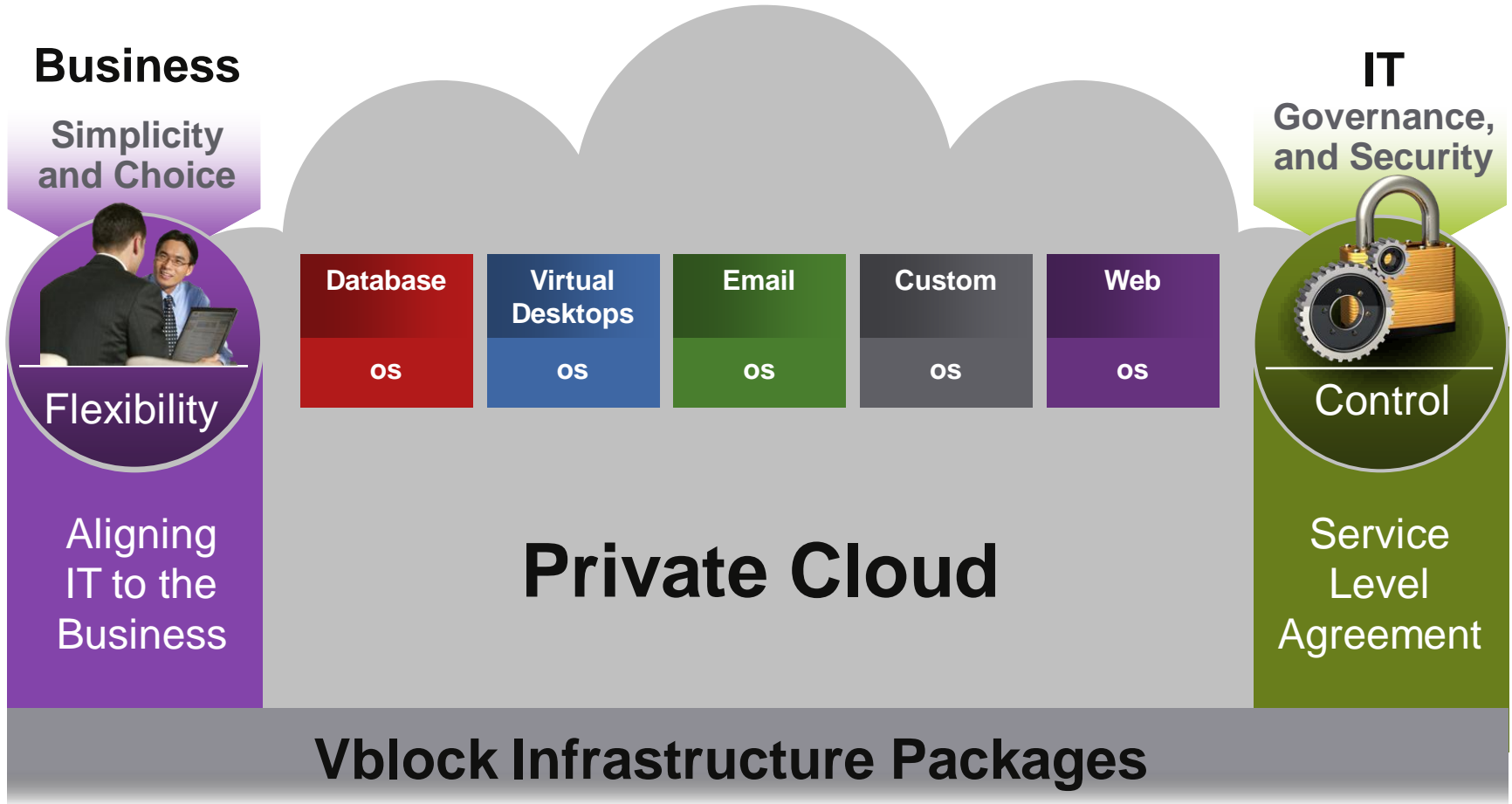
Accelerating Virtualization...

Accelerate IT Standardization and Simplification



Enable Virtualization at Scale—Simplify IT

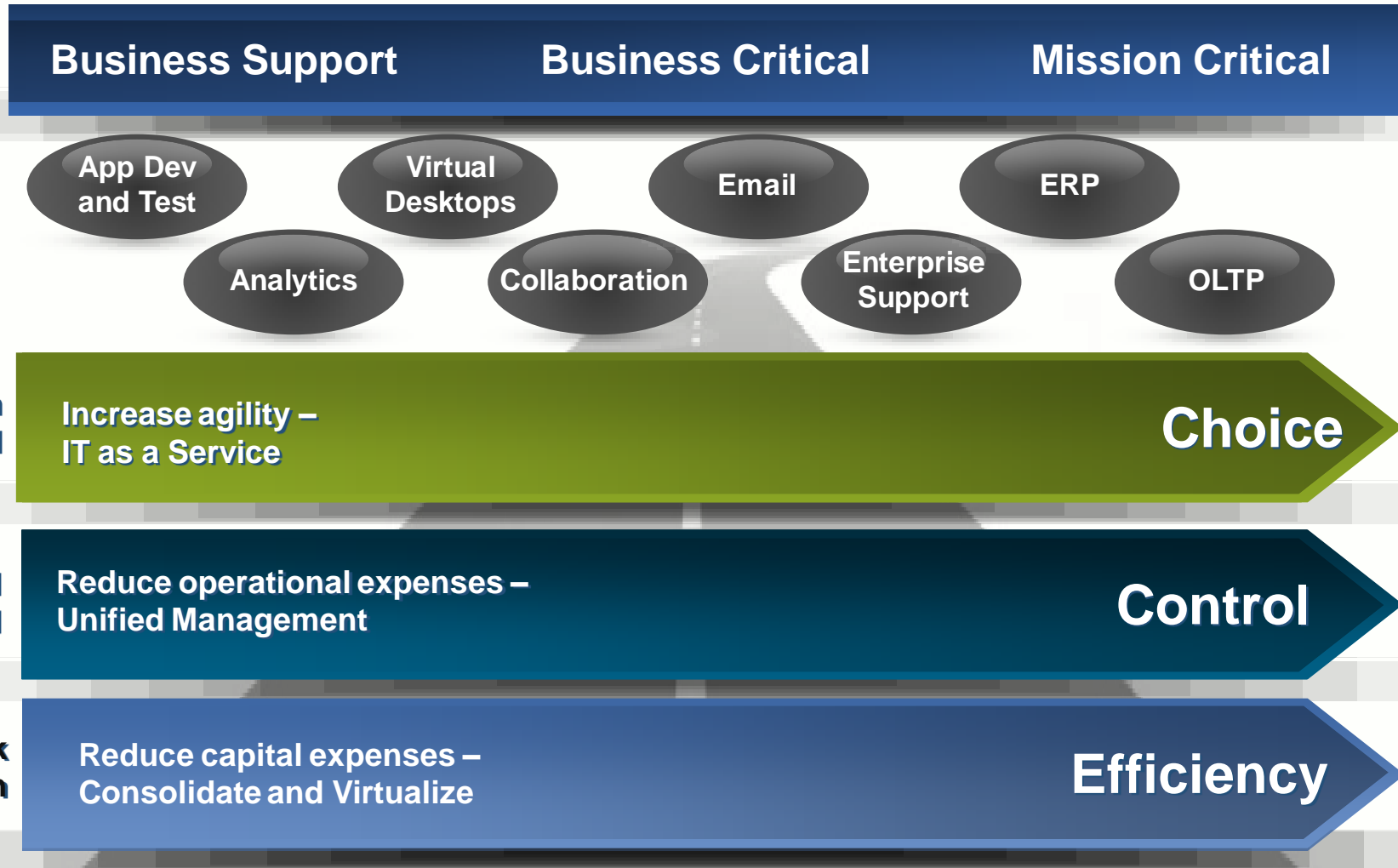
Balancing Business Choice and IT Control



The Foundation for Private Clouds

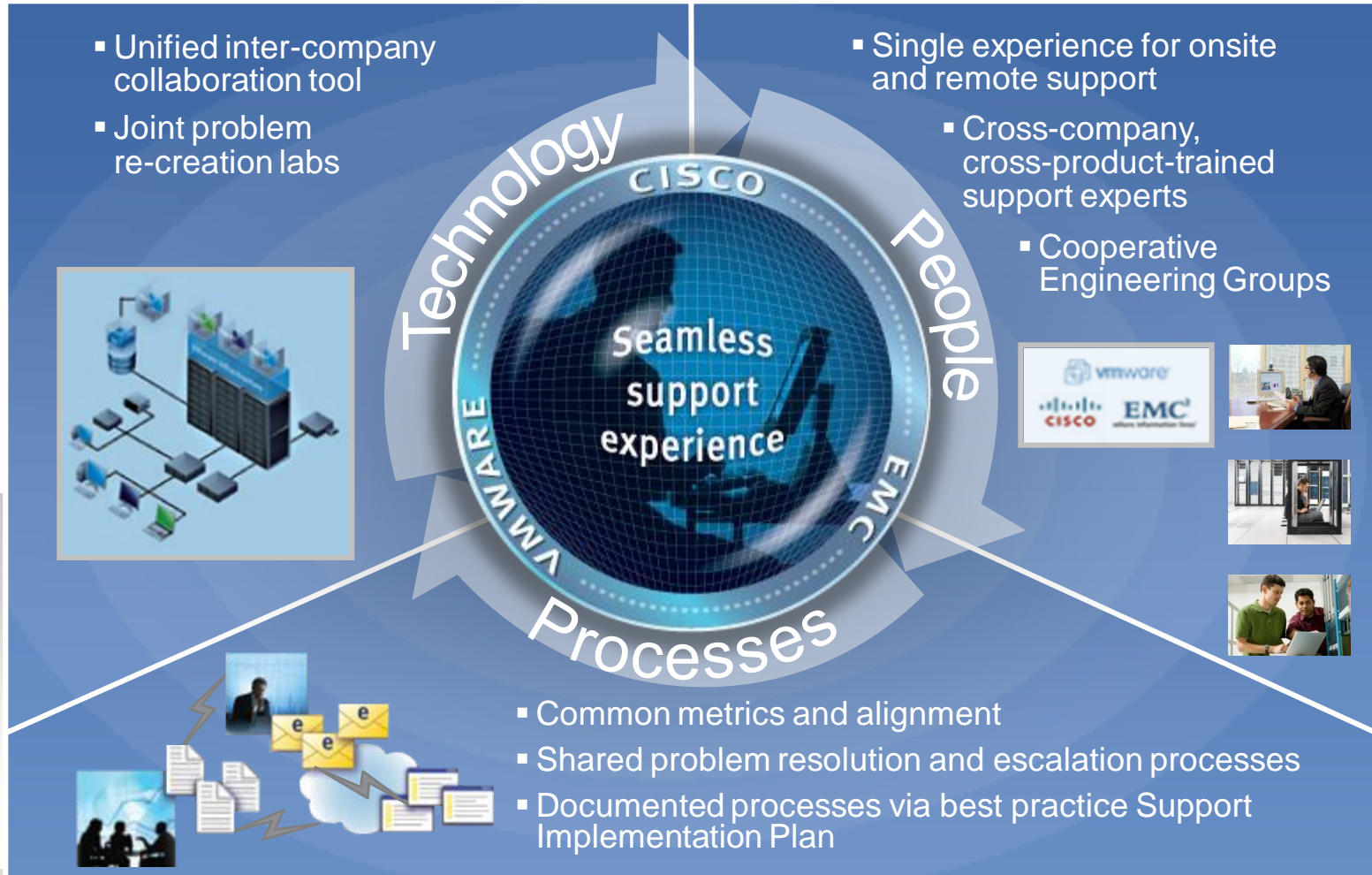
Vblock Roadmap

Joint Development



Vblock Seamless Support Experience

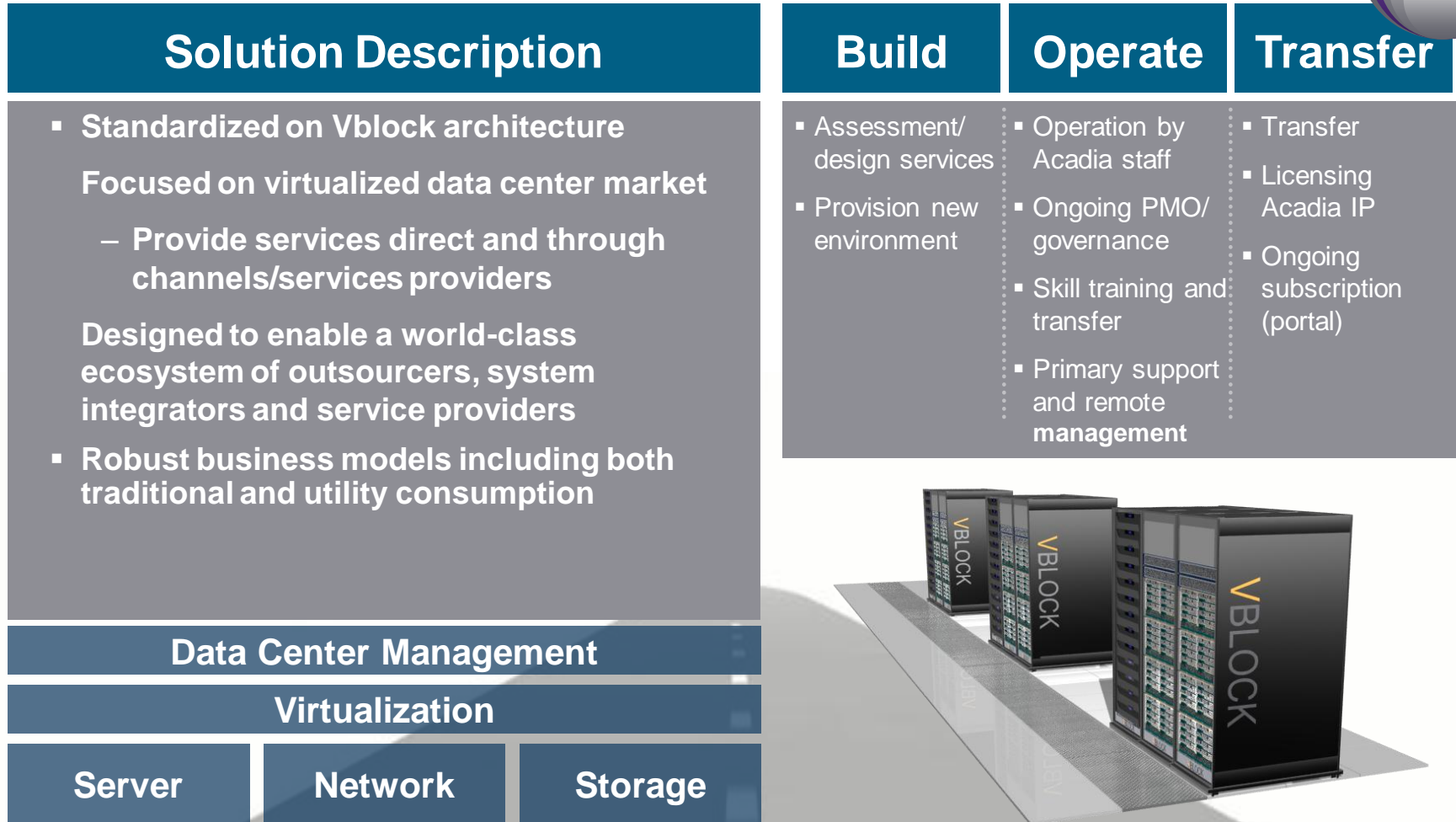
Enabling Pervasive Virtualization and Private Cloud





Acadia: Cisco and EMC Solutions Joint Venture

Unique Build/Operate/Transfer model to speed customer adoption



Imagine the power of three ...
Offering end-to-end enablement addressing people, process and technology

Vblock Infrastructure Packages

Accelerating Deployment of the Private Cloud

Deliver Private
Cloud Efficiencies
and Flexibility

Choice

Standardize
Infrastructure,
Streamline IT Process

Control

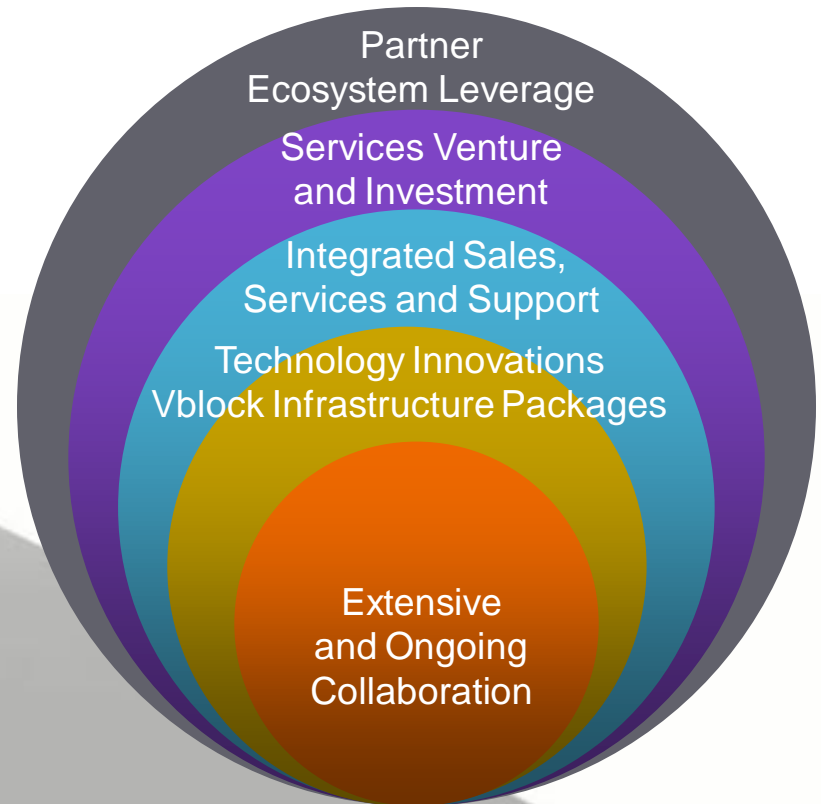
Accelerate
Infrastructure
Virtualization

Efficiency

Imagine the power of three...

Committed to customer success in the journey to pervasive virtualization and private cloud

The Virtual Computing Environment coalition, formed by Cisco and EMC with VMware, is an unprecedented collaboration to accelerate the journey to private cloud and its compelling efficiency and agility. This includes the joint development of solutions, services and partner enablement that minimize risk and speed time-to-value.





Thank You