



Nexus 1000V ROI



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How Will Nexus 1000V Impact Your Budget?

Before = 100 Servers, 10% Virtualized

After = 24 Servers, 40% Virtualized

Estimated 3-Year Savings \$1,029,805

Nexus 1000V Price (\$24,340)

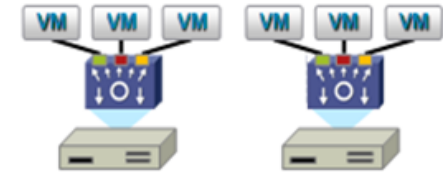
Nexus 1000V ROI \$1,005,465



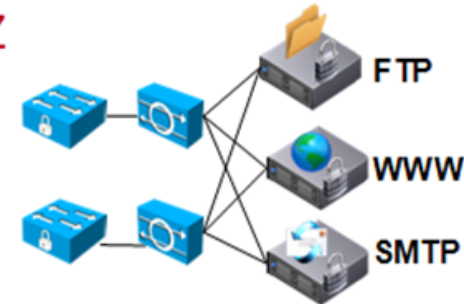
Virtualize 30% More of Your Datacenter With Nexus 1000V

- Virtualize DMZ's with VLAN isolation, and security policy enforcement with ACL
- Virtualize PCI, SOX, HIPAA applications with Netflow, ERSPAN, and port statistics
- Virtualize Tier-1 applications with LACP, vPC host mode
- Virtualize High Density VM's with DHCP Snooping, Port Security, Dynamic ARP Inspection

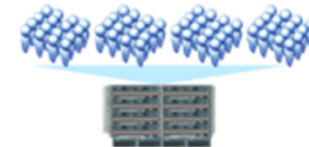
Regulatory, Tier 1



DMZ



High Density VM



Spend 30% Fewer Hours with Nexus 1000V

- Domain mgmt vs. device management
 - Before = 30 minutes per server on the average change request.
 - After = 1 Hour for entire DVS domain
- VM level visibility and port profiles mean that regulatory and organizational audits take 20 minutes per server rather than 1 hour
- The 1000V allows the server admin to offload network configuration to the network admin, this division of labor increases productivity

View live calculator in slideshow mode

(will not work natively in Mac Office)

Hundreds are Using Nexus 1000V



University of Arizona



terremark®



Nexus 1000V Return on Investment

- Customer Example:

VMware Standard Switch (vSS): 100 servers, 290 apps, 10% of servers virtualized
 Compared to Cisco Nexus 1000V: 24 servers, 290 apps, 40% of servers virtualized

Capex		Opex		Availability	
vSS*	1000V	vSS*	1000V	vSS*	1000V
100 servers	24 servers	288 hrs/yr	155 hrs/yr	0.8 errors	0.4 errors
3-Year Savings \$325,574		3-Year Savings \$14,094		3-Year Savings \$3,600	

3-Year Savings \$ \$1,029,805
10 x 1000V + 3yr support (\$24,340)
 1000V ROI \$1,005,465

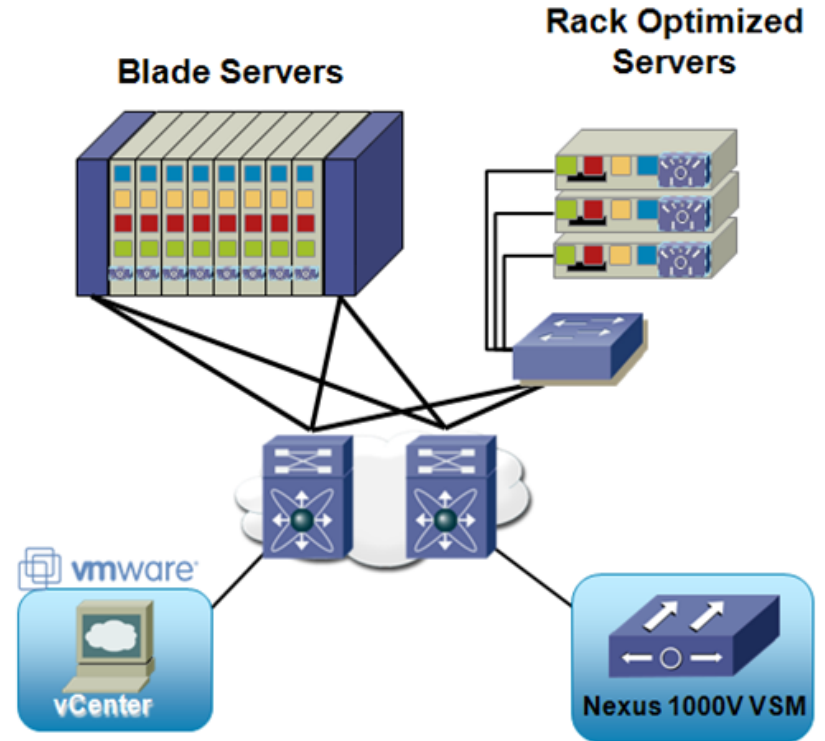


*vSS = VMware Standard Switch with Enterprise Edition

Source: VMware Operational Readiness Surveys, Customer case studies, Lightreading analyst study, VMmark Benchmarks, Joint Cisco/VMware ROI Model

Nexus 1000V Works with Everything

All servers on VMware Compatibility List
All hardware switches, including Cisco
1G & 10G NICs



Available Now

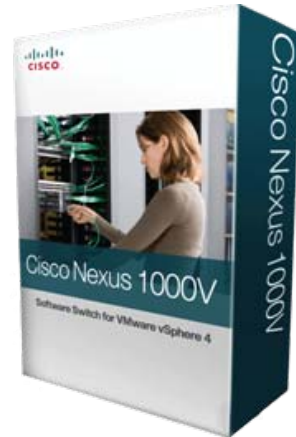
Download and Evaluate Free
www.cisco.com/go/1000veval



Buy the Upgrade Bundle for \$795
(limited time offer)



Until 12/15/09





Backup: ROI Examples (50 servers)



Cisco Nexus 1000V ROI Calculator



START HERE: Configure Baseline

Physical Servers

% Servers Virtualized

VMs per Server (VI 3)

Nexus 1000V compared to VMware vSS
 With the Nexus 1000V, you can now virtualize 30% more servers - including hard to virtualize apps like the DMZ, Regulatory and Tier-1. This means that you will only need 8 servers and save \$179,923 on hardware, power and cooling. With the 1000V, you can save your server and network admins 7 hours in managing and troubleshooting your virtual network and save \$1,456 in operational expenditure every year.

3-Year Savings of 1000V

Cost of Nexus 1000V

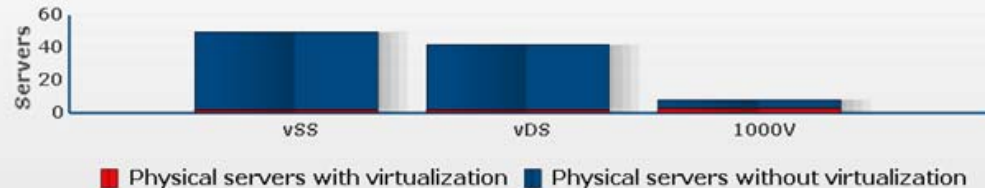
3-Year Nexus 1000V ROI



Server Chart Details


vSS = VMware Standard Switch. vDS = Virtual Distributed Switch.

Virtualize 30% More Applications with Nexus 1000V




Source: Customer case studies, Lightreading analyst study, VMmark Benchmark Study, Cisco/VMware ROI Model

Backup: ROI Examples (250 servers)



Cisco Nexus 1000V ROI Calculator



START HERE: Configure Baseline


Physical Servers

% Servers Virtualized

VMs per Server (VI 3)

Nexus 1000V compared to VMware vSS
 With the Nexus 1000V, you can now virtualize 30% more servers - including hard to virtualize apps like the DMZ, Regulatory and Tier-1. This means that you will only need 38 servers and save \$908,181 on hardware, power and cooling. With the 1000V, you can save your server and network admins 31 hours in managing and troubleshooting your virtual network and save \$6,744 in operational expenditure every year.

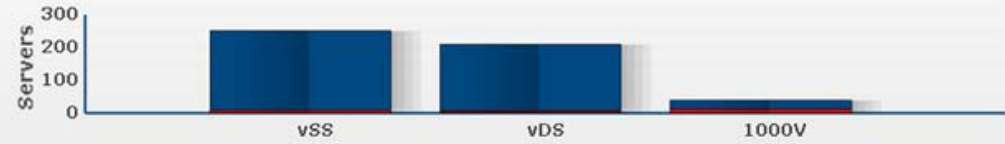
3-Year Savings of 1000V	\$2,744,776
Cost of Nexus 1000V	\$(31,642)
3-Year Nexus 1000V ROI	\$2,713,134



Server Chart Details

vSS = VMware Standard Switch. vDS = Virtual Distributed Switch.


Virtualize 30% More Applications with Nexus 1000V




Configuration	Physical servers without virtualization	Physical servers with virtualization
vSS	250	212
vDS	200	163
1000V	0	38

Source: Customer case studies, Lightreading analyst study, VMmark Benchmark Study, Cisco/VMware ROI Model

Backup: ROI Examples (500 servers)



Cisco Nexus 1000V ROI Calculator




START HERE: Configure Baseline

Physical Servers	500
% Servers Virtualized	3%
VMs per Server (VI 3)	10

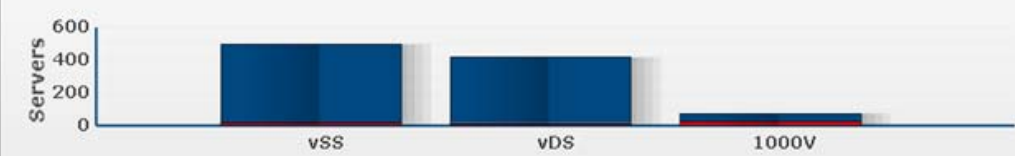
Nexus 1000V compared to VMware vSS
 With the Nexus 1000V, you can now virtualize 30% more servers - including hard to virtualize apps like the DMZ, Regulatory and Tier-1. This means that you will only need 75 servers and save \$1,820,647 on hardware, power and cooling. With the 1000V, you can save your server and network admins 55 hours in managing and troubleshooting your virtual network and save \$12,350 in operational expenditure every year.

3-Year Savings of 1000V	\$5,498,991
Cost of Nexus 1000V	\$(60,850)
3-Year Nexus 1000V ROI	\$5,438,141



Server Chart Details vSS = VMware Standard Switch. vDS = Virtual Distributed Switch.

Virtualize 30% More Applications with Nexus 1000V



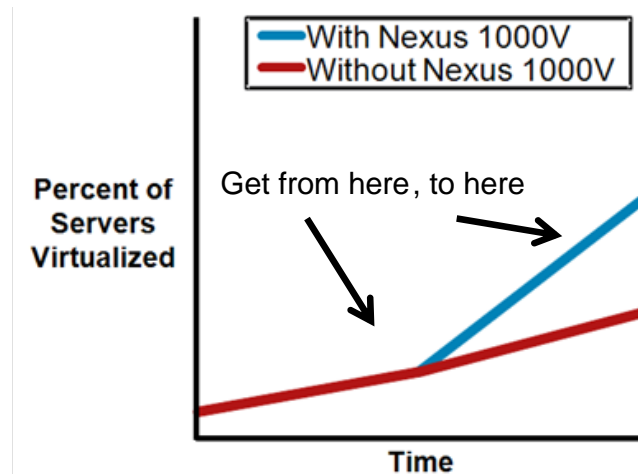
Configuration	Physical servers without virtualization	Physical servers with virtualization
vSS	400	130
vDS	400	130
1000V	75	75

■ Physical servers with virtualization
 ■ Physical servers without virtualization

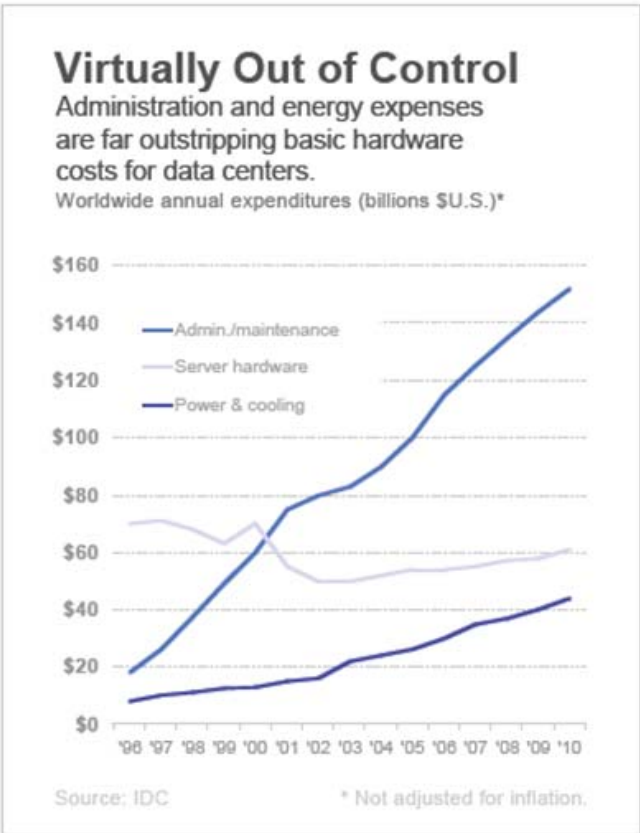
Source: Customer case studies, Lightreading analyst study, VMmark Benchmark Study, Cisco/VMware ROI Model

Accelerate Data Center Virtualization

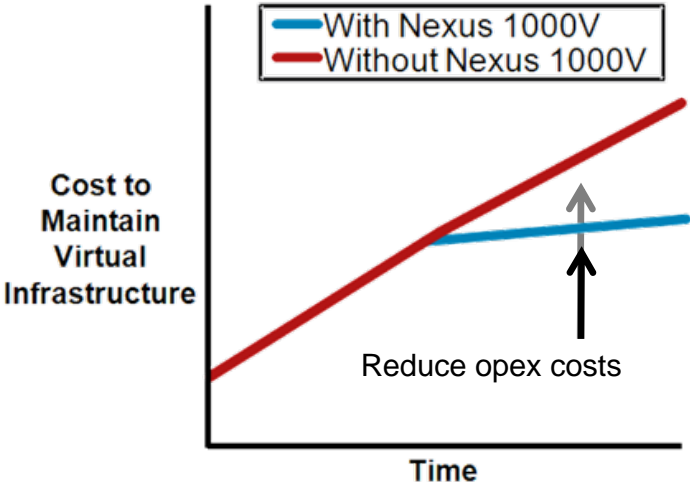
Virtualize 30% more apps
and buy fewer servers



Accelerate Data Center Virtualization



Spend 30% less time on your virtual network



Source: Customer case studies, Lightreading analyst study and VMmark Benchmark Study



For more information visit:
www.cisco.com/go/vmworld09



