



Cisco Unified Fabric



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Emerging trends....

Great Benefits...but also New Challenges



New Paradigm

- Virtual Machine is the New “Atomic Unit”
- Dynamic Movement of VMs / Applications
- New Options: VDI, Clouds, Workload Portability

Infrastructure

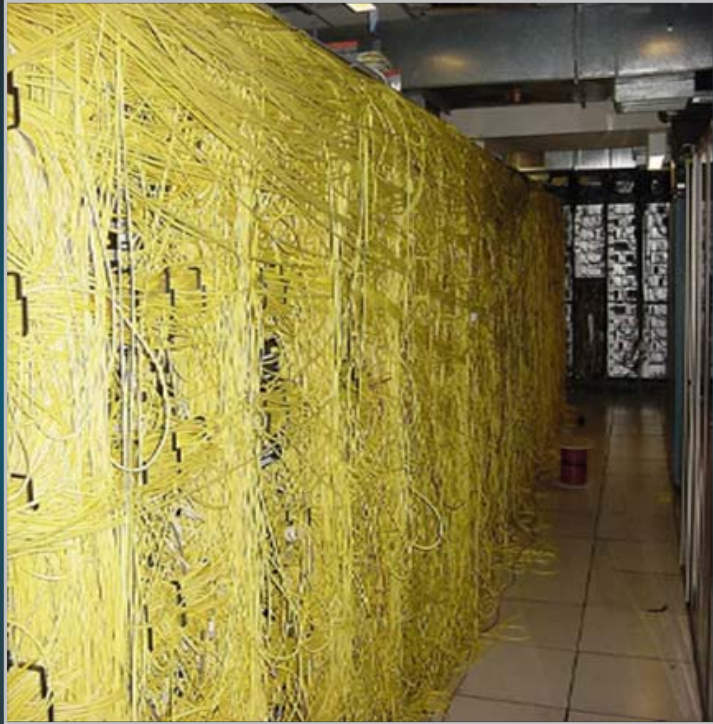
- Per-Virtual Machine services required
- Multi-Core CPU's, More Networked Storage
- Increased emphasis on Security, Trust, QoS

Organization

- Breaks Current Operational Model
- Reduced Visibility into ‘Hidden’ Resources
- Requires Continuous Availability/Provisioning

Virtual Interconnect: Unified Fabric

Reducing complexity, Foundation for VM Mobility



Complexity, Cost, Power

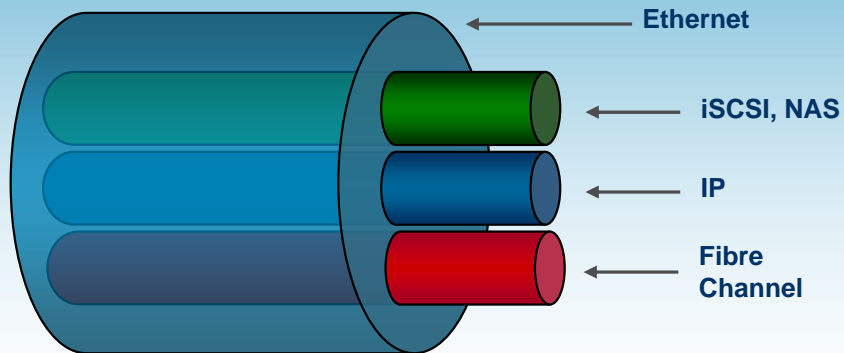


Efficient, Simpler Operations

Multi-protocol Storage Access

Unified Fabric

- Mapping of IP & Fibre Channel over Ethernet
- Enables any storage access over a lossless network
- Zero operational changes



Benefits

- Wire Server Once
- Fewer Cables
- Fewer switches
- Fewer adapters
- Overall less power
- Multi-protocol SAN Access
- Interoperates with existing LANs & SANs

Unified Fabric Benefits

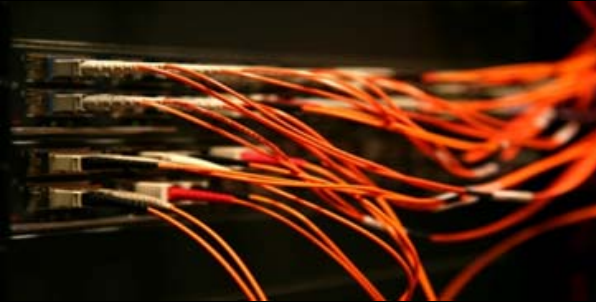


Reduce overall Data Center power consumption Extend the lifecycle of current data center



**Wire once, connect to any network
Fast, flexible rollout of new applications & services**

Every host will be able to mount any storage target Drive storage consolidation and improve utilization



Rack, Row, and X-Data Center VM portability become possible

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Customer case studies

Beverage Distributor

- Reduced cabling costs 60%

Storage Manufacturer

- Reduced infrastructure costs by 40%
- \$150,000 network savings
- 1.2 PUE rating

Anonymous

- 41% Power & Cooling savings
- 66% reduction in network Interfaces
- Reduced rack space: 172 servers














Cisco IT

- 66% Reduction in Cabling: \$2M savings
- 30% more Compute capacity: \$50M savings

The image displays three overlapping document thumbnails, each a Cisco case study. The top document, titled "Beverage Distributor Virtualizes Data Center", discusses how a beverage distributor consolidated 10 Gigabit Ethernet servers into 4, reducing cabling costs. The middle document, titled "Power and Cooling Savings with Unified Fabric", details how a customer achieved a 1.2 PUE rating and 41% power and cooling savings. The bottom document, titled "Storage Manufacturer Virtualizes Data Center Applications", describes how a storage manufacturer reduced infrastructure costs by 40% and saved \$150,000 in network costs. Each document includes an executive summary, business opportunity, and solution details.

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Partner Ecosystem

Adapters	Storage and Servers	Virtualization and Management	Facilities
			
			
			
			
			

Unified Fabric

Business and Deployment Points



Reduces Total Cost of Ownership (TCO) Through Data Center Infrastructure Simplification



Enables Data Center Consolidation With Investment Protection for Existing Server, LAN, and Storage Assets



Eases Deployment And Aligns To Existing Operational Models And Best Practices



Increases Business Agility Through Virtual Machine Optimized Services In The Network



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





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