



Cisco Unified Communications on the Cisco Unified Computing System

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Concerns & Opportunities in a Challenging Economy



Can I cut my communications costs?



How do I effectively manage Key Business Relationships?



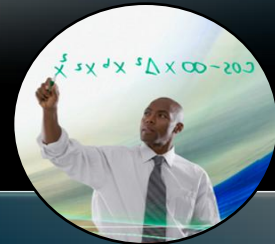
How do I keep pace with the changing nature of collaboration?



How do I manage my communications securely?



How do I migrate without disrupting my business?



How can I improve employee productivity?

Cisco Collaboration Portfolio Today



IP
Communications



Mobile
Applications



TelePresence



Conferencing



Messaging



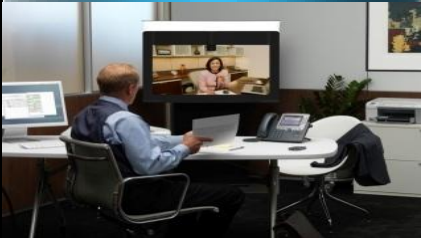
Enterprise
Social Software



Customer
Care

Technology Trends Are Driving Unified Communications

Virtualization



Software as a Service



Global Value Chains



Video Everywhere



Mobility



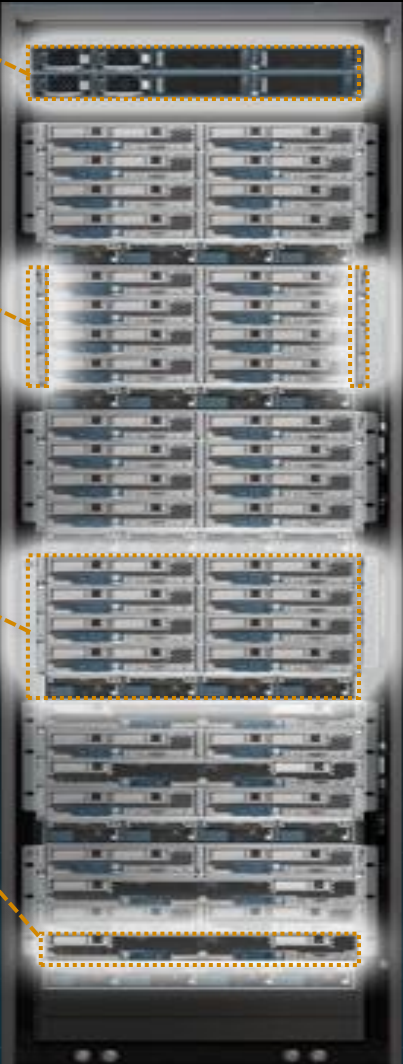
Cisco Unified Computing System

Unified Fabric

**Fabric Extender
Virtualized Adapter**

Scale Out

**Extended
Memory**



Automated Provisioning

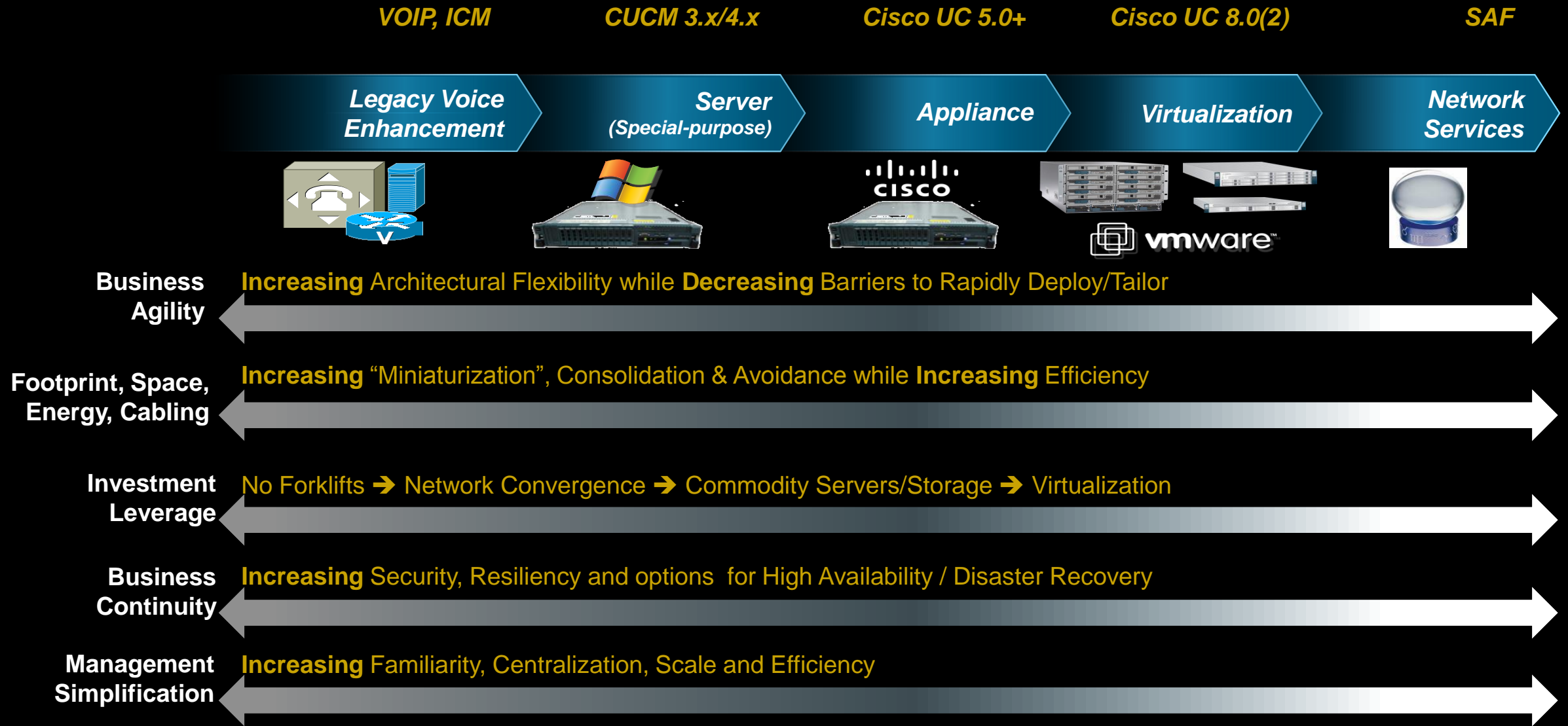
Virtualization Optimization

Industry Standard Servers

Unified Fabric



UC Platform Evolution: Accelerating Pace of Innovation



Cisco UC on UCS

- Introducing ability to deploy Unified Communications applications in a virtualized environment
 - Supported on Unified Computing System
 - Based on market-leading VMware vSphere ESXi
- Ensure performance, reliability, management and high availability
- Support across all UC applications



UCS B200 M1



UCS C200 M2



UCS C210 M1

Benefits

- Lower TCO
- Increased Agility
- Investment Protection

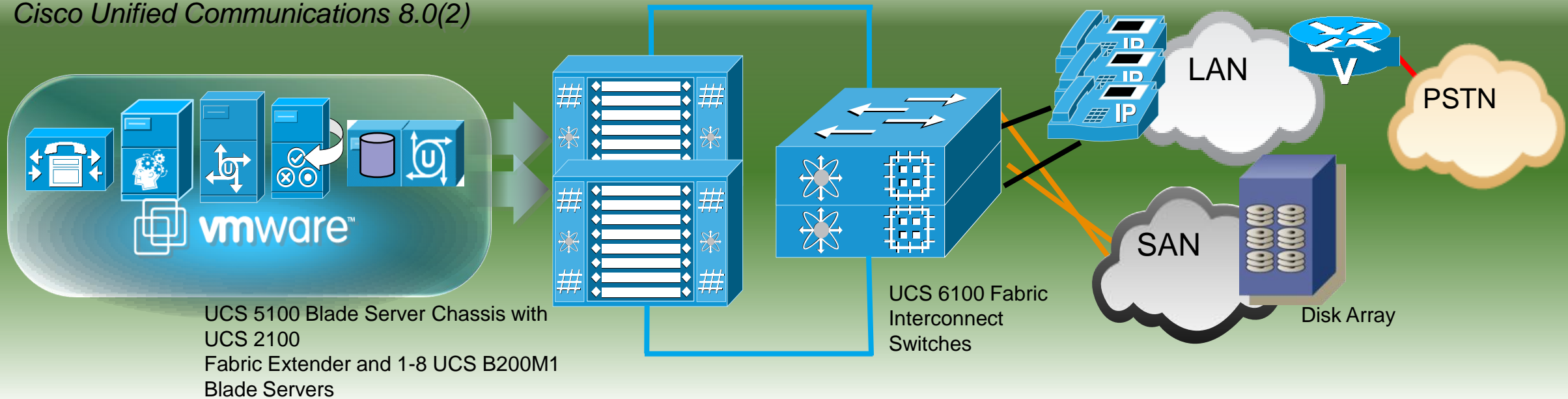
“UC on UCS” B-series Released with Cisco Unified Communications 8.0(2)

- Half-width blade server form factor
- Broadest support for Virtualized Collaboration
 - Unified Communications Manager with Integrated Mobility
 - Unity Connection
 - Unity
 - Unified Presence
 - Unified Contact Center (Enterprise & Express)
 - Unified Customer Voice Portal
 - Others later – CUEA, CUMA, CER, etc.
- Best for
 - Medium to high server count & concentration
 - Existing or planned data center
 - “Ready, willing, able” to support servers, VMware, storage
 - Operational “maturity”



“UC on UCS” B-series

Cisco Unified Communications 8.0(2)



“UC on UCS” C-series

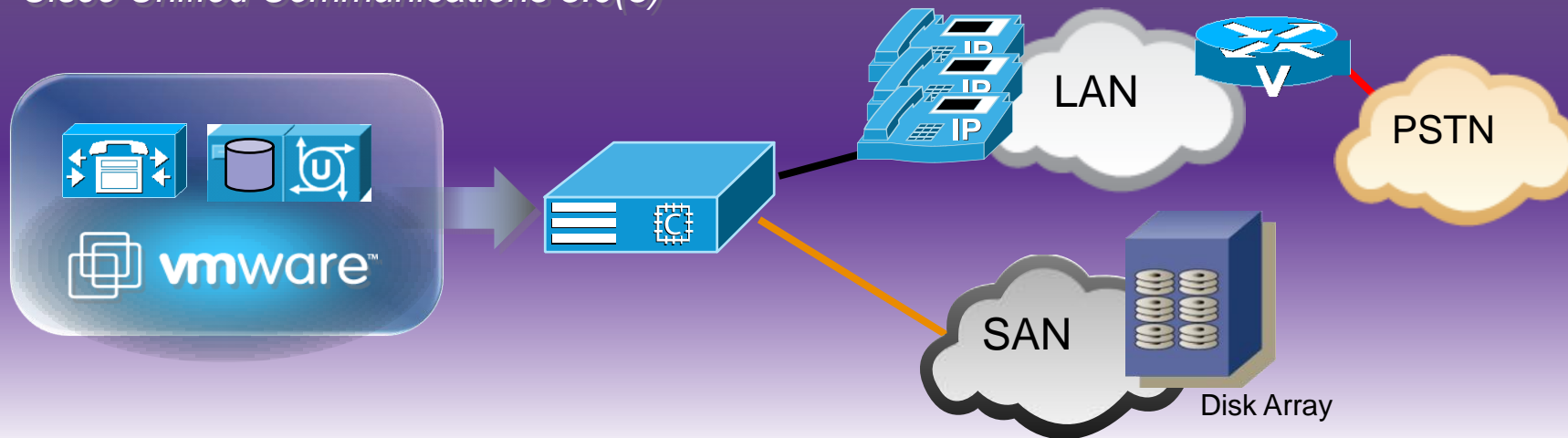
Updated for Cisco Unified Communications 8.0(3)

- Rack server form factor
- Initial Collaboration support at FCS
 - Unified Communications Manager with Integrated Mobility
 - Unity Connection
 - Others later – CUP, CUCCE, etc.
- Best for
 - Low to medium server count
 - Ready to move off an appliance model (server/VMware admin)
 - Preference for rack server form factor
 - Interim migration step for data center solution



“UC on UCS” C-series

Cisco Unified Communications 8.0(3)



Lower TCO

Before



After



UC applications
now co-resident



CAPEX

- Reduced Server Count (50-75%)
- Storage Consolidation (50+%)
- Reduced Network Ports (50+%)
- Reduced Cabling (50+%)

OPEX

- Reduced Rack & Floor Space (36%)
- Reduced Power/Cooling (20+%)
- Fewer Servers to Manage (50-75% less)
- Reduced Maintenance/Support Costs (~20%)

Increased Agility and Investment Protection

- More easily adapt
- Portability
- Mobility
- Repurposing
- Leverage existing infrastructure





CISCO