



Data Center Switching

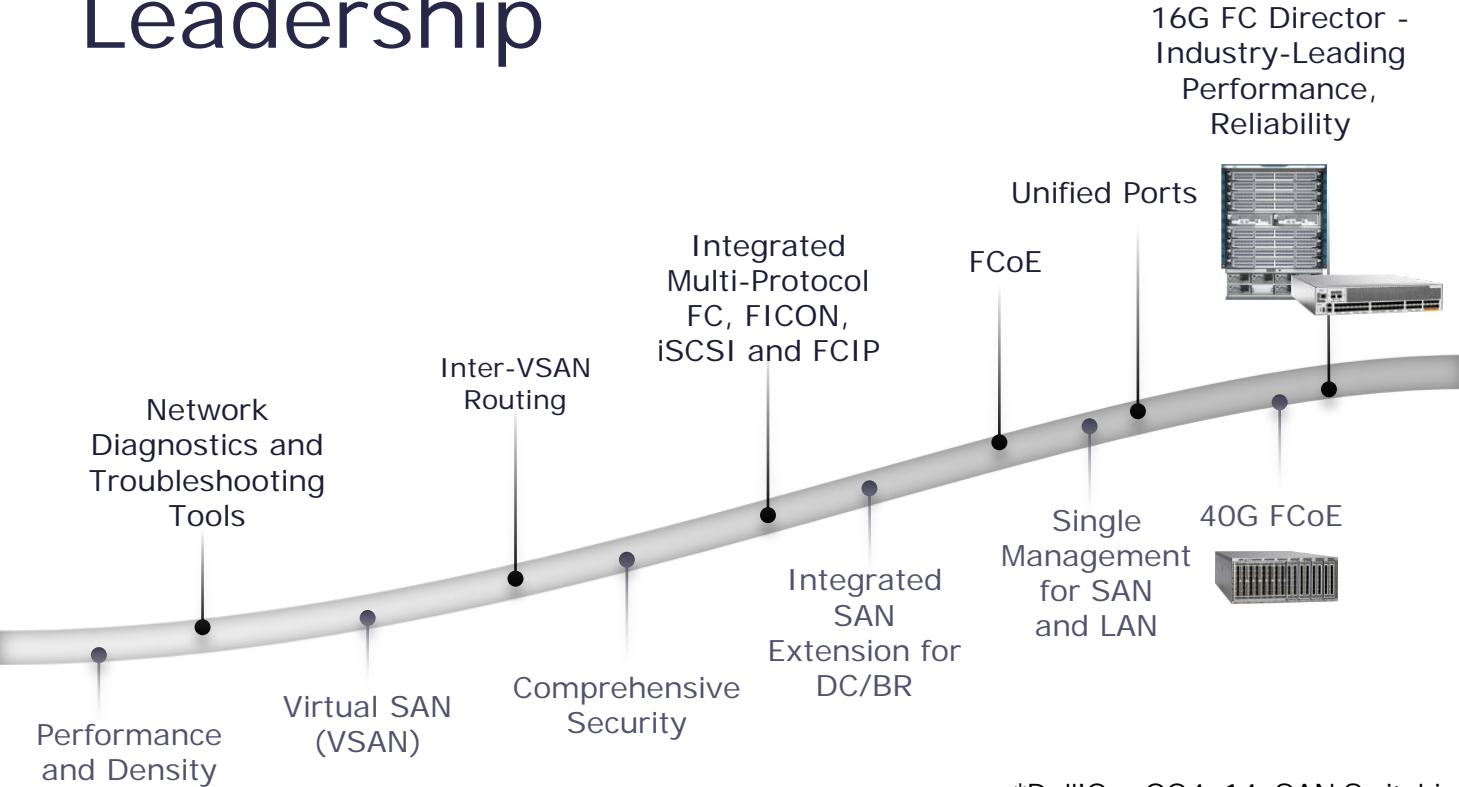
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In Collaboration with Intel® 

Innovation Driven SAN Switching Leadership



#1
In SAN Switching with 48.1% Market Share*

*Dell'Oro CQ4, 14, SAN Switching Revenue Share (FC+ FCoE)

Nexus 2K-7K Strategic Focus Areas

Performance & Scale

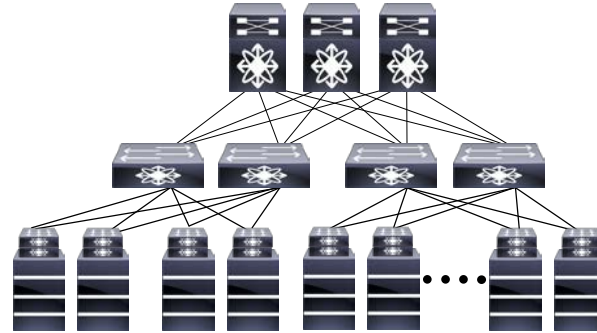
(Drive 1G->10G; and 10G->40G/100G)

Converged Networks

(Unified Port, 4G/100G FCoE)

Fabric Technologies

(vPC, FabricPath, VxLAN, ITD, RISE)



N2K-7K/ DCNM

Core/DCI

(MPLS, OTV, LISP, VxLAN)

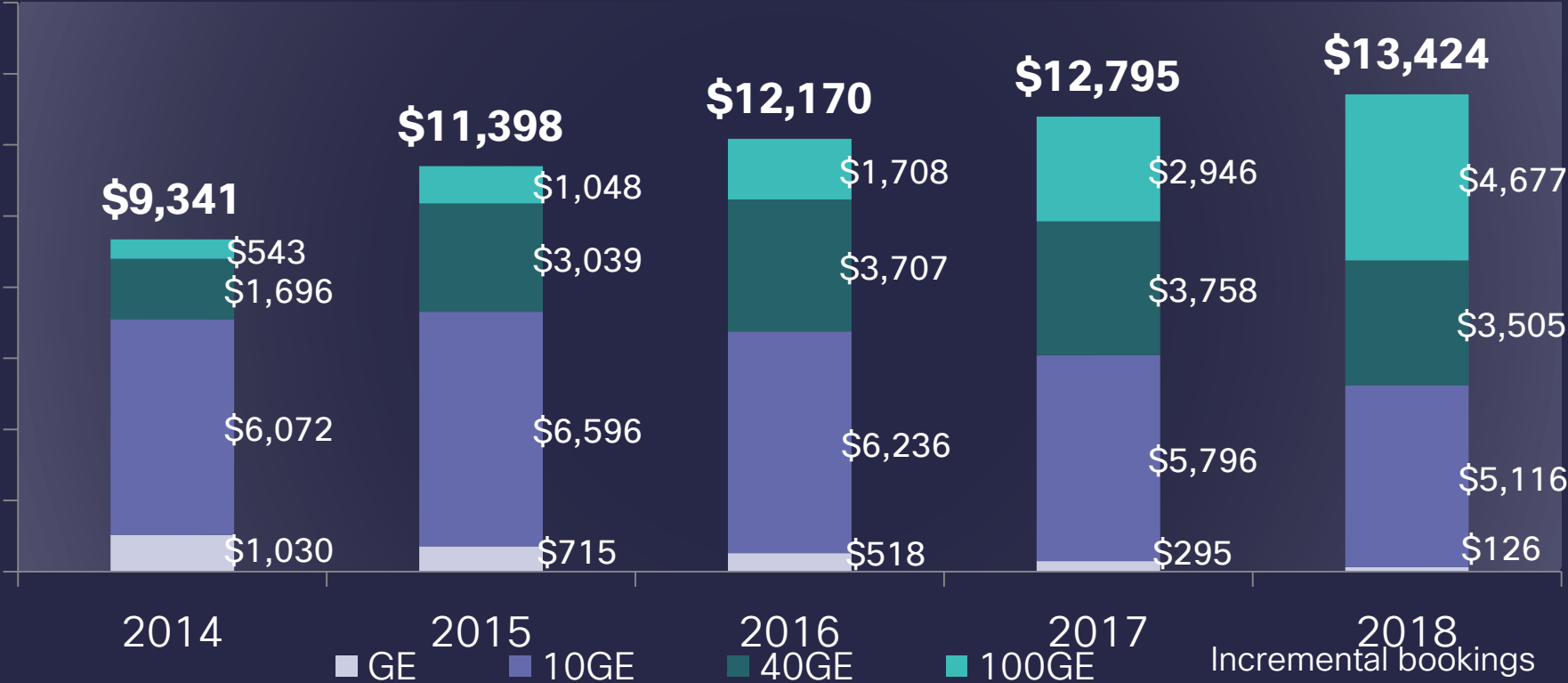
SDN/Programmability

(Chef/Puppet, NXAPI)

ACI Integration

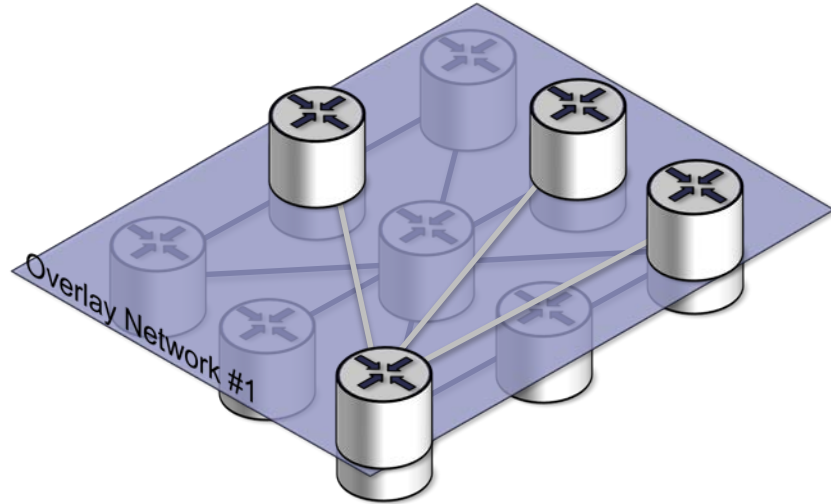
(Remote Leaf, N7K as a DCI Router)

Data Center Switching Addressable Market Opportunity



Source: Dell 'Oro Switching Forecast by Vertical, July, 2015

VXLAN-based Fabric



- ✓ Pervasive VXLAN support across the portfolio
 - Nexus 5600, 7000/7700, 9300/9500
- ✓ Standards-based, multi-vendor support
- ✓ BGP/EVPN Control Plane

Workload
Mobility

Agility

Multi-Tenancy
At Scale

Internet-Class
Scale

Integrating Nexus 2K-7K with ACI Fabric

#1

Deploy Nexus 2000 in ACI Fabric
Flexibility and Simplification for Server Connectivity

#2

Deploy Nexus 7000 for Connecting ACI PODs
Enabling Workload Mobility and Disaster Recovery Solutions

#3

Deploy Nexus 9300 and AVS in existing Fabric
Extend ACI Policy to existing Unified Fabric

New Sales Incentive & Profitability Programs for Partners

Back-End Profitability

VIP 25

Unified
Fabric

10G / 40G
VIP
Accelerators



Registration Based Programs

Nexus New
Account
Breakaway

SeedIT / First
Time Buyer

REGISTER NOW!



Nexus 9K Bundles

ACI Starter
Bundles

End of Row
Bundles

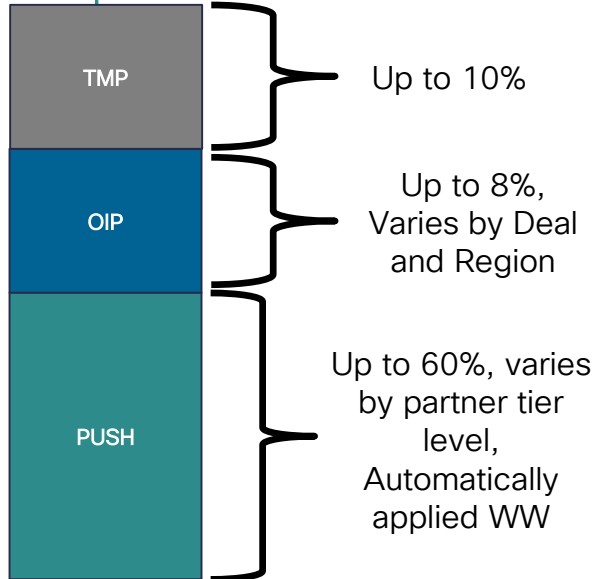
SeedIT
Bundles

Compelling Partner Promotions for MDS 9148s

Partner Profitability

TMP, OIP and Push Promotions

Up to 78% off
list price



SeedIT

First-Time Buyer Promotion

High Discount for NEW
Customers

Up to 75% off List Price
for one 9148S Switch

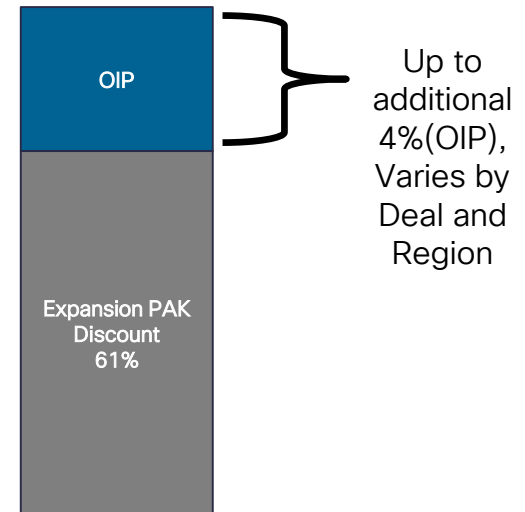
** Please refer to your GPL for local
currency pricing and Availability
Schedule*



UCS SmartPlay

Expansion Pack Promotion

Up to 65%
(61% + 4%)
off list price



Thank you.

