TWO COMPETING SOLUTIONS HAVE EMERGED, BUT BUYERS NEED TO UNDERSTAND THE DIFFERENCES

- **CISCO ACI** is an integrated solution that addresses the physical and virtual networks:
  - Automated Application centric, policy driven framework
  - Single pane of glass for managing application components with embedded security
  - Every leaf is a gateway for physical and virtual application, no additional gateways or compute nodes required

- **VMware NSX** is a hypervisor overlay-based model:
  - VMware centric
  - Only manages overlay. Underlay is managed separately
  - Requires network gateways to talk to bare-metal applications and other network endpoints

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When you're creating an overlay network (NSX, or other), you are buying TWO networks

- Zeus Kerravala,
  Principal Analyst,
  ZK Research

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Cisco ACI cost advantage over VMware NSX*

- **Total Network Savings**: 80%
- **Total Compute Savings**: 17%
- **VMware vCloud/vSphere License Savings**: 15%
- **Total Cost of Acquisition Savings**: 47%

*Large organization solution with up to 25,000 virtual machines, based on Arista underlay and permanent licenses for NSX

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