CISCO VIRTUOSITY presents
Data Center
A Series of Byte-Z Events

Greetings Cisco Channel Partners,

Welcome to June 2008 Cisco DC Byte-Z Webinar Series, an on-demand resource to help **partners** learn and gather the latest data center technology information in an efficient and interactive way.

Every month Cisco will cover innovative data center topics, which focus in four main areas: **DC integration in Vertical Space; Competitive Positioning; DC Design Architecture and Deployment; and New Product Overview**, brought to you by leading Cisco technology experts and business units.

Thank you for your participation and support these past months. We welcome your feedbacks and comments. We hope you enjoy our sessions and use them as vehicles to learn about data center technology and to communicate directly with your US Data Center Channel team.

Week 1 – DC 3.0 Transformation and Infrastructure Planning for Vertical Solutions (Migration and Design Foundations)

Guest Speaker: Shamin Barkat, Consulting Systems Engineer for the Enterprise Central Area Data Center at Cisco Systems, Inc.

Target Audience Level: Technical & Sales

Wednesday, June 4th, 8:00 AM PST
Duration: 1.5 Hours each with 15 Minutes of Q&A

In Week "ONE," we'll highlight the innovative architecture planning and design in financial vertical, which simplifies **data center transformation** from common fault tolerant networking infrastructure to enabling **virtualization, consolidation, and automation** specifically designed to unify all existing intelligence and components of the data center.

Register for Wednesday, June 4th
https://ciscosales.webex.com/ciscosales/onstage/g.php?t=a&d=929774509

Week 2 – Setting the Agenda Against F5

Guest Speaker: Doug Parks, Product/Systems Marketing Manager of Data Center Solutions at Cisco Systems, Inc.

Target Audience Level: Business & Technical Sales (AMs, PSS, SE)

Wednesday, June 11th, 8:00 AM PST
Duration: 1.5 Hours each with 15 Minutes of Q&A

Week "TWO" is all about battling the tough competitor. Do you know what our **competitive edge against F5**? How to compete and respond to F5 as well as how to identify architectural weaknesses to customers? W will describe Cisco's superiority in environmental considerations for ACE vs. F5.

Register for Wednesday, June 11th
https://ciscosales.webex.com/ciscosales/onstage/g.php?t=a&d=928351411

DC Quick Start!

DCE – Data Center Ethernet
Consolidation onto a single fabric—DC over Ethernet (DCE)—will reduce physical complexity, lower material costs and simplify operations...
http://www.cisco.com/en/US/prod/collateral/switches/ps9441/ps9402/White_Paper_DC_IO_Consolid.pdf

ITPro Review of ACE
ACE 4710 impresses us. It compares favourably on price with the competition, optional application acceleration & optimization feature...
http://www.cisco.com/en/US/prod/collateral/modules/ps2706/ps6906/itpro_ace_report.pdf

Cisco WAF (Web Application Firewall)
http://www.cisco.com/en/US/prod/contnetw/ps5719/ps9586/ace_video_ds.html

www.cisco.com/go/datacenter/

Week 3 – Web Application Threat Landscape and ACE Web Application Firewall

Guest Speaker: Christopher Paggen, Manager of Technical Marketing Engineering, Data Center Application Networking Services (DCANS), CISCO

Target Audience: Technical Design and Implementation

Wednesday, June 18st, 8:00 AM PST
Duration: 1.5 Hours each with 15 Minutes of Q&A

In week "THREE," we will take a deeper dive into what threats / attacks a company should be prepared to mitigate and how ACE XML Gateway with its **Web Application Firewall features** are able to meet these objectives. We will also discuss how the ACE XML Gateway solves **PCI DSS v1.2** requirements.

Register for Wednesday, June 21st
https://ciscosales.webex.com/ciscosales/onstage/g.php?t=a&d=925042741

Week 4 – Networkers at CISCO Live!
Target Audience: All Partners

Wednesday, June 22nd to 26th – Orlando, Florida

Data Center Technologies Session Group
Sample Sessions
- **Data center Networking** - Architecture and Design Guidelines
- How to **Optimize Your SAP or Oracle** Business Application
- How to Build and Deploy a **Scalable Video Communication** Solution for Your Organization
- Implementing DC Services (Interop, Design, and Deployment)
- Towards Zero Down Time - Recovery, Failover and Replication Architectures
- End-to-End Virtualization and Management

Register for Networkers at CISCO Live!
http://www.cisco-live.com/about_registration.php

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