



MDS 16G Accelerator

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Cisco MDS 9148S 交换机

正面



48 x 16G FC 线速端口

背面



双电源和风扇
保证企业级的高可用性

业界领先的灵活性 按需付费的16G SAN交换机

- 线速16/8/4/2G FC 端口
- 起始配置12, 24 端口或满配置48端口
- 每12端口的增长量

简化操作 易于使用

- 自动配置开通
- 快速配置向导

强大的企业级技术 可部署在虚拟环境中

- 非中断软件升级
- Virtual SANs (VSANs), Inter-VSAN Routing (IVR)
- SAN 的扩展性 — NPV
- VM 管理 - N-Port ID Virtualization (NPIV)

高性能, 灵活性, 买得起以及部署简单的SAN交换机

Program Framework - MDS

Problem Statement

- Partner quantity and partner motivation for Cisco SAN switch business
- Product offerings in SAN Low End 16G switch business (volume)
- SAN Low End Switch w/ 16G platform is almost 85% dominated by Brocade and OEM vendors
- The 16G TAM is around 25-35M\$ per year in China, main vendors are Brocade, Huawei, HDS, etc, but Cisco only have around 1.5M booking a year

Target Customer

Vertical focus: FSI, Manufacturing & Healthcare
Partner focus: Existing Cisco OSM partner, and China local SAN Vendors (紫光, 宏杉 etc)

Program Component

Cisco Low end MDS product promotion

- DS9148s-B16 for 30*9148s w/ 240*16G SFP Bundle Offering
- Fixed discount @ 89.9% off for Chassis and @93% off for SFP
- Minimum booking: 50K (~30 bundles) for a deal
- Partner eligibility: Commit >100K booking/quarters can use this promotion
- Enjoy volume play rebate

Program Purpose

- Offer a competitive price to Cisco traditional partners and OSM partner to win more brocade market share
- Price promotion to recruit more brocade partners
- Pricing Strategy: ~20% price premium vs Brocade
- Eligibility: Open to all distributors

Promotion Proposal

- Intended to provide cost savings on the purchase of Low End 16G SAN switch
- Leverage the power of WHITE SPACE, attract Brocade's main channel and local storage player.
- Dedicate BR code: DS9148s-B16 for 30*9148s w/ 8*16G SFP Bundle, and 3* port upgrade license.

* Service could be booked separately

Part Number	Description	Service Duration (Months)	Estimated Lead Time (Days)	Unit List Price	Pricing Term	Qty	Unit Net Price	Disc(%)	Extended Net Price
DS-C9148S-12PK9	MDS 9148S 16G FC switch, w/ 12 active ports	---	8	11,970.00		30	1,208.97	89.90	36,269.10
CON-SNT-C48S	SNTC-8X5XNBD MDS 9148S 16G FC switch	12	N/A	460.63		30	138.65	69.90	4,159.50
DS-SFP-FC16G-SW	16 Gbps Fibre Channel SW SFP+, LC	---	8	697.20		240	48.80	93.00	11,712.00
M9148S-PL12=	MDS 9148S 16G FC 12-port upgrade license, spare	---	N/A	11,760.00		3	1,058.40	91.00	3,175.20

Total 55K

- Eligibility - Any partners who have minimum 100K booking per quarter
- Fixed discount @89.9% off for 9148s, @93% off for SFP, @91% off for license
- PM endorsement is required, Approver yugang@cisco.com

MDS 9148S 竞争对比

>10KM
远程互连
无需付费

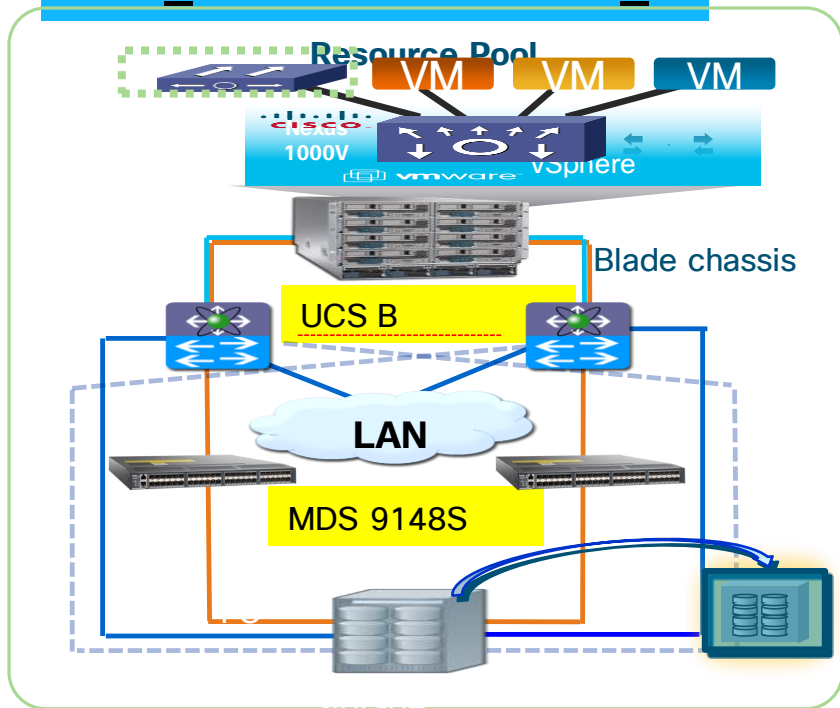


Feature	Brocade 6505	Brocade 6510	Cisco MDS 9148S
FC 端口数	12, 24	24, 36, 48	12, 24, 36, 48
VSAN数量	0	3	16
VSAN间的路由功能	否	是	是
多链路捆绑: 条数/带宽	8条/128Gb	8条/128Gb	16条/256Gb
支持速率	FC: 2, 4, 8, 16Gb	FC: 2, 4, 8, 16Gb	FC: 2, 4, 8, 16Gb
上电自动开通(POAP)	否	否	是
电源	单	双	双
VoQ	否	否	是



应用场景1： UCS环境

Mini_Datacenter Block_1



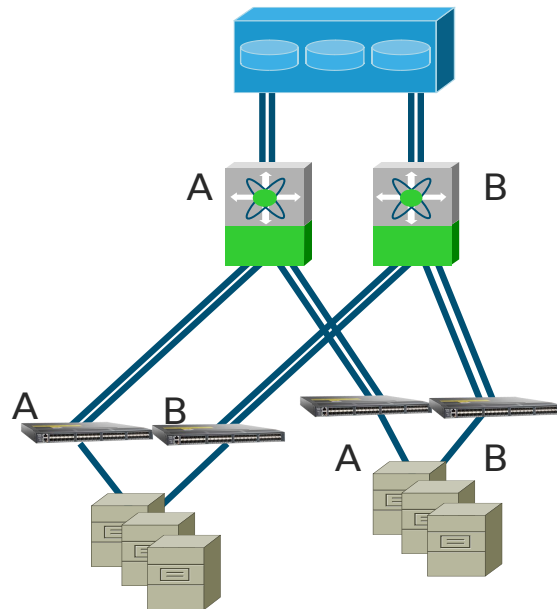
UCS+MDS:

配备虚拟化应用的服务器, 通过FCoE整合的虚拟化网卡实现与外部LAN和SAN网络的连接

MDS 作为整个FC路径的控制器, 负责整个SAN 路径的管理, 配置和故障跟踪。

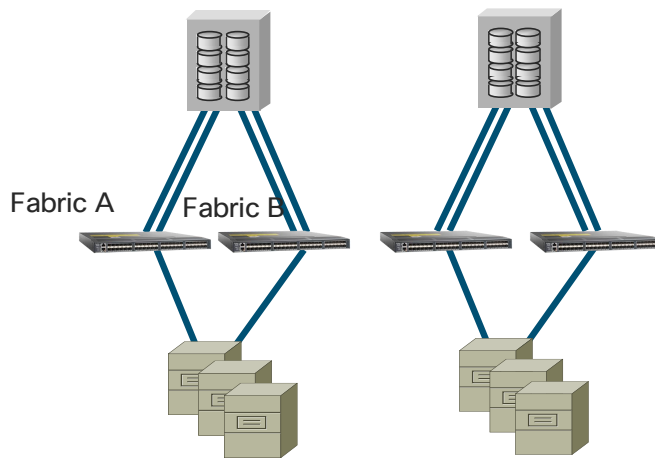
应用场景2:传统核心边缘SAN设计

- 传统SAN设计, 适用于发展中的SAN
- 使用SAN 导向器MDS 9700作为核心, 连接存储系统
- 使用MDS 9148S, 9396S作为边缘, 连接服务器
- 适用于大中型SAN部署, 或者离散的SAN孤岛整合



应用场景3:小型业务系统里的SAN交换机

- 小型系统里的SAN 交换机, 完成连接服务器和存储备份设备的功能
- 使用加速促销包



应用场景4:灾容/双活项目

