Who is Xsigo Systems?

- The leader in data center fabric technology

What is Xsigo System’s relationship to Dell?

- Dell Preferred Partner, resold globally by Software and Peripherals
- Part of the Dell UCS Playbook, providing virtualized connectivity for converged fabrics
- Dell partner in key customer wins at Verizon Wireless, Salesforce.com, Telus, CA, US Army, and more

How is the Xsigo Systems/Dell solution unique?

Highest performance
- Up to 112Gb bandwidth to each server
- Accelerates applications, virtual machine migrations, and backups by up to 12X

Optimizes data center agility
- Software-defined connectivity
- Moves, adds and changes in seconds
- Zero downtime server management

Simplifies data center infrastructure
- 70% fewer cards, cables and switch ports
- 50% less CAPEX, greater availability

How does Xsigo System’s technology help drive revenue?

Provides competitive differentiation for Dell solutions
- Compared with Cisco UCS: 4X the performance of 10GE, native Fibre Channel support, manage connectivity on live servers
- Compared with HP FlexFabric: 4X the performance of 10GE, open architecture, secure multi-tenancy without reliance on VLANs
- Open solution vs. Cisco’s and HP’s proprietary solutions

Delivers greater value to the customer vs. competitive offerings
- Better price/performance
- Optimized management for virtualized environments
- Application/Virtualization centric approach (as opposed to network centric)
- Superior operational efficiencies

Accelerates Dell product adoption
- Facilitates blade deployments in I/O intensive applications
- Enables Compellent deployment on servers data center-wide

Product Overview

Xsigo Products and Technology

Xsigo Fabric Director:
Consolidates connections from servers to networks and storage.

Fabric Manager:
Single point of management for all network and storage connections.

Xsigo I/O Modules:
Provides uplinks to Ethernet and Fibre Channel networks. Plugs into I/O Director.
## Joint Value Proposition

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<tr>
<th>Dell Product</th>
<th>Joint Value Proposition</th>
<th>Qualifying Questions</th>
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<tbody>
<tr>
<td><strong>PowerConnect</strong></td>
<td>• Integrates multiple 1G and 10G networks into single data center infrastructure.</td>
<td>• Do you need to connect multiple isolated networks to your servers?</td>
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<td>• Would you like to easily accommodate new network requirements without changing server hardware?</td>
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<td><strong>Force10</strong></td>
<td>• Removes 10G adoption barriers by converging 1GE, 10GE and Fibre Channel server connectivity to a single fabric.</td>
<td>• Are you deploying 10GE to servers together with other connections types? (i.e. 1GE, Fibre Channel)</td>
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<td>• Do you need multiple 10GE connections per server?</td>
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<td>• Would you like to consolidate all server connectivity to a single 40G cable?</td>
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<td><strong>PowerEdge</strong></td>
<td>• Maximize server efficiency with the industry’s fastest server connectivity.</td>
<td>• Are you deploying or upgrading 10 or more servers?</td>
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<td>• Compared with Cisco UCS, Dell/Xsigo provides a 4X faster, more agile solution.</td>
<td>• Would you like to be able to run up to 2X more virtual machines per server?</td>
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<td>• Are I/O bandwidth limitations preventing you from virtualizing mission critical applications?</td>
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<td>• Are network limitations (# of connections, bandwidth, VLAN complexity) preventing you from reaching your virtualization objectives?</td>
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<td><strong>Compellent/EqualLogic etc.</strong></td>
<td>• Optimize storage performance with the highest bandwidth, lowest latency connectivity.</td>
<td>• Would you like to accelerate data throughput, backup jobs, and virtual machine management?</td>
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<td>• Flexibly connect all storage types to any server without hardware configuration.</td>
<td>• Do you need to flexibly connect multiple storage types (FC &amp; Ethernet) to your servers?</td>
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## Reference Architectures/Key Deployment Examples

### Private Cloud: Data Center in a Rack
- Ideal for server virtualization
- Industry’s highest data throughput
- Boosts efficiency, application performance, and VM density
- Software-defined connectivity eliminates hardware limitations

### VDI: Reduces the cost and complexity of desktop virtualization
- Reduce VDI cost by over $100 per seat
- Minimize boot storm delays
- Accelerate user-experience with low-latency, high-bandwidth connectivity
- Scale easily with the industry’s simplest infrastructure

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Learn more at [www.xsigo.com](http://www.xsigo.com)

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