ANDY BECHTOLSHEIM
GALAXY Q&A

Q: Andy, what is Galaxy and what problems have you designed it to solve?

Andy Bechtolsheim: Galaxy is actually our internal code name for our new family of industry-standard Sun Fire(TM) x64 servers that were completely designed by Sun. We wanted to design and deliver a family of systems that are enterprise-class, that are very high-performance, very manageable, very serviceable, etc. - basically build on the best of Sun tradition and create the best servers in the market.

Q: To build this range of servers you chose AMD Opteron(TM) processors over Intel processors. Why?

Andy Bechtolsheim: Well, that was a very easy choice because the AMD Opteron processor is much faster than Intel's x86 processors. It's less power hungry than the Intel processor and AMD had multi-core capability for servers way before Intel had it. Powered by AMD Opteron processors, the highest-performance x64 processors on the market and running the Solaris(TM) 10 Operating System (OS), our new Sun Fire x64 industry-standard servers are about one-third the power, one-and-a-half times the performance, and cost half as much than comparably configured 4-way servers from Dell(1).

Additionally, we really like AMD's road map of achieving even higher performance levels going forward.

Q: What new systems will you be launching from the Galaxy product line on September 12, 2005?

Andy Bechtolsheim: Well, the first two systems that are being launched are the 4-way Sun Fire X4100 and Sun Fire X4200 servers. Our new industry-standard Sun Fire x64 servers can run the Solaris 10 OS, standard distributions of Linux and Windows operating systems.

Q: How would you compare the Sun Fire X4100 server against a comparable Dell machine?

Andy Bechtolsheim: The Sun Fire X4100 is our new server with two sockets but it has dual cores -- so, it's essentially a 4-way. When equipped with the multi-core AMD Opteron processor, the Sun Fire X4100 server can save customers up to 60 percent in power and cooling costs(2) and deliver up to 2.5 times the performance of IBM servers equipped with the single-core DP Xeon processors(3).

Q: You've talked about power, power in these very dense systems is a challenge for everyone. Power and heat. How did you design Galaxy to deal with these problems?

Andy Bechtolsheim: So, as we said earlier, the AMD Opteron processor is more power efficient than the Intel Xeon processor so you can get more computation out of an AMD processor than an Intel processor for the same power. At the same time, we actually added more power to these boxes than we see in competitive offerings because we wanted to be able to support the absolute fastest CPUs that are coming out in the future. Another differentiation we have over comparable systems is that we will have the absolute highest clock rate CPUs that are available from AMD at any given time in these systems.

Q: What's next with the Galaxy product line?

Andy Bechtolsheim: Future servers in this same family are being designed to accommodate up

to 8 multi-core processors to achieve 16-way mid-range system performance levels, offering customers the ability to standardize x64 servers across their entire IT infrastructure. Stay tuned.

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(1) The Sun Fire X4100 server (2x AMD Opteron processor Model 280, 4 core, 2 chip, 2 core/chip, 16 GB DDR1, 72GB disk, Solaris 10): SPECfp_rate2000 – 79.1. The Dell PowerEdge 6850 (4xIntel Xeon 3.33GHz, 4 core, 4 chip, 1 core/chip, 1MB L2, 8MB L3, 16GB DDR2, 36GB disk , MS Windows): SPECfp_rate2000 - 52.5. Prices as tested: Sun Fire X4100 - $14,825; Dell PE6850 - $33,624. Prices as of 8/22/05 using Dell Enterprise price list..
(2)Based on manufacturer's official rating of power supplies needed to power on the same number of processor cores. Sun Fire X4100: 550W , Dell PowerEdge 6850 - 1470 W.
(3) The Sun Fire X4100 server (2x AMD Opteron processor Model 280, 4 core, 2 chip, 2 core/chip, 16 GB DDR1, 72GB disk, Solaris 10): SPECfp_rate2000 – 79.1.IBM eServer xSeries 336 (2x3.6 GHz Intel Xeon, 2 cores, 2 chips, 1 core/chip, 2MB L2 Cache): SPECfp_rate2000 – 32.

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These forward-looking statements involve risks and uncertainties and actual results could differ materially from those predicted in any such forward-looking statements. Factors that could cause actual results to differ materially from those contained in our projections and forward-looking statements include: failure of AMD to achieve higher performance levels for their Opteron processors; Sun's failure to rapidly and successfully develop and produce new products with greater capacities; and delays in customer acceptance and implementation of new products. These and other risks are detailed from time to time in Sun's periodic reports that are filed with the Securities and Exchange Commission, including Sun's annual report on Form 10-K for the fiscal year ended June 30, 2004 and its quarterly reports on Form 10-Q for the fiscal quarters ended September 26, 2004, December 26, 2004 and March 27, 2005.