

SIMPLER, SAFER, AND SWIFTER

THE SUN™ CUSTOMER READY PROGRAM

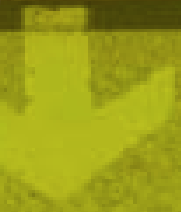




SHIFT FOCUS

...FROM HARDWARE INTEGRATION TO BUSINESS PRODUCTIVITY

The SunSM Customer Ready program can make life easier for your entire IT team. We help simplify implementation, accelerate deployment, and reduce risk for your project by configuring, installing, racking, cabling, and testing your system for you. Integration and testing are carried out in ISO 9000- and TL 9000-certified factories, so you know your systems will arrive at your locations around the world ready to run.

- Purchase integrated, tested systems — ready to go
 - Leverage the economies of scale of a world-class factory
 - Manage and integrate dozens to thousands of pieces of material coming from numerous sources on different delivery schedules
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Whether your needs are basic or extensive, the Sun Customer Ready program offers you three ways to make your life easier: Express Integration, Architected Systems, and Custom Integration

| Sun Customer Ready Program Offerings | | |
|--------------------------------------|--|---|
| Product name | Description | When to use and key benefits |
| Express Integration | Factory integration of Sun hardware components. <ul style="list-style-type: none"> • Servers, storage, racks, and add-on options • Systems arrive integrated with all Sun hardware fully assembled and tested | Use for fast, simple hardware integration. <ul style="list-style-type: none"> • Reduce implementation risks • Cut installation time • Simplify receiving, ease inventory management, and reduce box count |
| Architected Systems | A range of systems designed, built, and tested by Sun experts to solve business challenges including: <ul style="list-style-type: none"> • High-performance computing (HPC) • Data-intensive archive and backup applications • Data warehousing • Enterprise infrastructure applications | Use when deploying new applications and business solutions. <ul style="list-style-type: none"> • Reduce risk on new projects • Speed design, development, and implementations • Cut development and implementation manpower requirements |
| Custom Integration | Factory integration of Sun and third-party components. Extensive services portfolio, including OEM partnering on design, development, and global distribution. <ul style="list-style-type: none"> • World-class, global manufacturing facilities • Engineering, manufacturing, and lifecycle project management support • Technical specialists in HPC, IT infrastructure, networking, servers, and storage | Use when addressing detailed requirements, including third-party products, OEM, and large IT or technical computing projects or recurring deliveries. <ul style="list-style-type: none"> • OEMs can shift focus to product differentiation and outsource implementation processes • Cut risks of large projects, such as HPC or other IT infrastructure implementations • Flexible support to help manage workloads from minimal to turnkey solutions, including global delivery |

Key customer benefits help:

- Accelerate time to productivity by reducing time to deployment by up to 90%
- Lower project risks by avoiding early-life system issues
- Leverage Sun hardware expertise for the deployment of complex architectures
- Simplify vendor management with “one-stop” procurement
- Leverage Sun’s factory for hardware integration, and use your key resources for more value-added implementation steps
- Offer a wide choice of Sun and third-party software
- Provide consistent quality delivered worldwide

FASTEST WAY TO SPEED DEPLOYMENT

— use Express Integration

Express Integration is the fast way to deploy your systems, with any Sun upgrades or options integrated, tested, and shipped directly from Sun's factory. It is available for Sun servers, workstations, and storage at the individual system level, or as racks of systems in Sun racks. Express Integration is a fast and simple way to save time on your next implementation.

SIMPLICITY OVER COMPLEXITY

— use Architected Systems

Based on Sun's experience and expertise, Architected Systems are preengineered and designed to solve business problems. Use them to help reduce risk and to speed the deployment of a new infrastructure for your next IT project. For the most current updates to the portfolio, click "offerings" on sun.com/customerready.

Learn more about Architected Systems at:
sun.com/servers/cr/offerings.jsp.

"We did the right thing. Our cluster was quickly implemented, and the production phase has proved the high reliability of the system."

— Dr. Joachim Biercamp, manager of computing science at German Climate Computing Centre

| Application | Product | Description |
|---|--|--|
| For HPC | Sun Compute Cluster | A modular HPC cluster architecture provides record-breaking performance and agile deployment for small to very large HPC infrastructure. sun.com/server/cr/hpccluster |
| | Sun's Storage Cluster | Industry-leading Lustre™ parallel file system and Sun's innovative server-storage hybrid systems are at the core of this HPC scratch storage system. sun.com/server/cr/scalablestorage |
| | Sun Visualization System | Immersive and remote visualization and collaboration systems drive multidisplay, 3D-immersive environments — or 3D applications — over the network. sun.com/server/visualization |
| For data-intensive storage and archive applications | Sun's Infinite Archive System | Intelligent, tiered archiving solution that enables you to lower storage costs by automatically matching value and frequency of data access to the appropriate tier. sun.com/servers/cr/contentinfrastructure |
| | Sun Customer Ready Automated Cartridge System Library Software High Availability (ACSLS HA) System | Help maximize uptime for your tape libraries with this highly available, fault-tolerant enterprise library management solution. sun.com/servers/cr/acslsha |
| | Sun StorageTek™ Virtual Tape Library Prime (VTL Prime) System | Easy-to-use, highly available, fault-tolerant, all-in-one deduplication solution helps eliminate redundant data, maximize utilization, and increase energy efficiency. sun.com/storagetek/tape_storage/tape_virtualization/vtlprime |
| For data warehousing | Data Warehouse Appliance from Sun and Greenplum | One of the industry's first cost-effective, high-performance, supercapacity data warehouse appliances. sun.com/solutions/landing/infrastructure/dwa |



HAVE IT YOUR WAY

— use Custom Integration

Custom Integration offers a broad portfolio of materials and engineering services including third-party products and solution lifecycle management, along with extensive integration and testing capabilities. Now you can partner with Sun to handle assembly, labeling, bundling, configuration, testing, and documentation of your systems, supported by a program manager and delivered worldwide. We offer proven expertise and we can help save you money, time, and trouble.

WHO BENEFITS FROM CUSTOM INTEGRATION?

Many customers benefit from the services of the Custom Integration offering, at any phase in a project.

| Customer | How they can use Custom Integration |
|------------------------------------|---|
| Network equipment providers (NEPs) | To outsource manufacturing, enabling more focus on applications. Some Tier 1 NEPs have lowered costs, shortened lead times, and improved product quality; in some instances, they have closed their factories to use Sun's Custom Integration offering exclusively. |
| Financial services companies | To have tailored systems tested, tagged, cataloged, and shipped around the world in 48 hours from order. |
| Government | To deliver systems that can be very large — and for projects with little tolerance for risk — along with meeting strict regulatory and other requirements. |
| HPC | To deliver expertly built HPC infrastructure sized to meet their needs — quickly and cost-effectively — while lowering the risk of their projects. |

“The Sun Customer Ready program saved us several weeks of work. Instead of the servers arriving in 500 cartons, which we would have had to deal with, they were preinstalled, configured, and tested — ready for power, cooling, and networking.”

— Chuck Boeheim, assistant director of computing at Stanford Linear Accelerator Center (SLAC)

EVERYTHING TO GET YOU WHERE YOU'RE GOING

**EXPRESS INTEGRATION: FOR SIMPLE AND QUICK
INTEGRATION OF SUN HARDWARE**

**ARCHITECTED SYSTEMS: DESIGNED AND BUILT TO
SOLVE BUSINESS PROBLEMS**

**CUSTOM INTEGRATION: WHEN YOUR NEEDS
REQUIRE MORE**

To reach a Sun sales representative or authorized reseller with any general questions, please contact: customerready@sun.com, or call 1-800-786-0404 in the United States and Canada.

Learn more about Architected Systems at:
sun.com/servers/cr/offerings.jsp.

For more information, and to learn how other Sun customers have benefited from the Sun Customer Ready program, go to: sun.com/customerready.

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SunWIN #451025 Lit. #SYBR12607-1 11/08