



QLogic® for Sun Storage

SANbox® 9000 Director Switch Simplicity, Efficiency & Performance

Key Applications for the QLogic SANbox 9000

The SANbox 9000 is ideal for key SAN applications in the data center including:

- Tiered Storage Architectures
- Information Life Cycle Management
- Local and Remote Tape Backup
- Low-Cost Tape SAN
- VTL and Data De-duplication

Enhancing the Value of Sun Solutions with QLogic

Sun storage solutions require a storage to networking vendor that supports the needs of customers today, as well as in the future. That is why Sun selected QLogic for simple, efficient and scalable solutions. The SANbox 9000 is ideal for:

Virtualization & SAN Consolidation

QLogic's efficient, cost-effective switch and HBA designs make it easy integrate with Sun Server virtualization (XenSource, Sun xVM, VMWare) and consolidation programs.

Budget-Friendly, Lower-Cost SAN

The SANbox 9000 delivers pay-as-you-grow enterprise-class switching at the cost of edge switching.

Green Power

The SANbox 9000 has StarPower™ green-friendly technology that lowers power, enhances recyclability and is built with green-friendly substances.

Business Continuance & DR

Predicable price and performance help support backup, BC and DR needs for operational and regulatory requirements.

Investment Protection

The road forward always needs to be addressed, and the SANbox 9000 is ready for 8Gb and beyond. It will provide many years of infrastructure ROI and TCO.

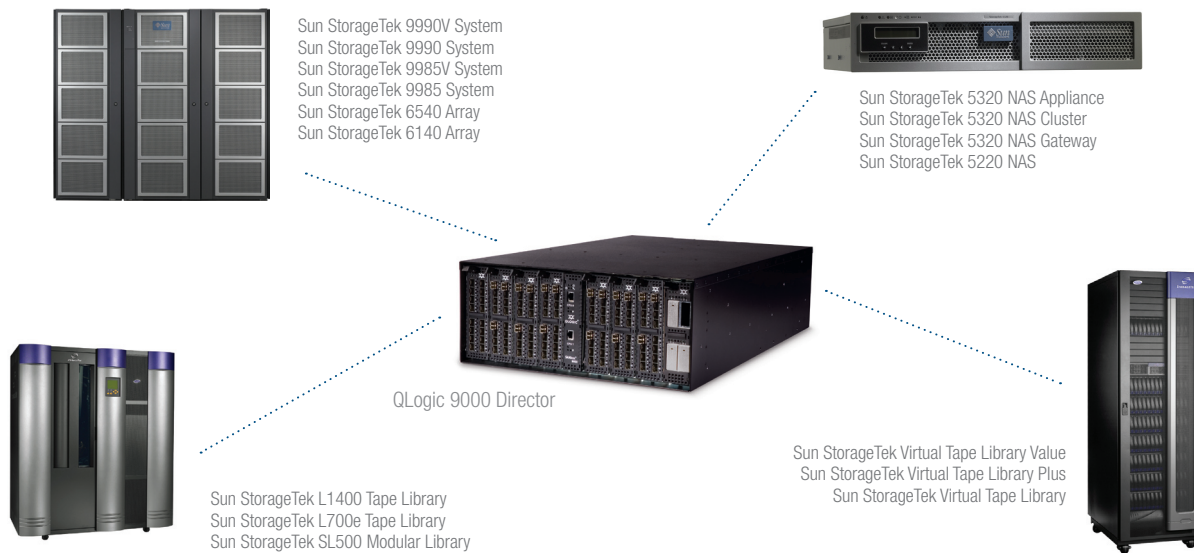
SANbox 9000 -- Top 10 Differentiators

1. 100% Performance - Unlike other leading Director- class switches, the SANbox 9000 provides 100% bandwidth for all 256 ports with our non-blocking HyperStack™ architecture.
2. Enterprise Fabric Suite – QLogic's bundled Enterprise Fabric Suite 2007™ makes the SANbox 9000 easy to manage and own.
3. Pay-As-You-Grow – Helps deliver enterprise scalability from 16-256 ports at the cost of edge switching
4. High Availability – The SANbox 9000 features a fully redundant design, offering full hot-swap customer replaceable component modules to keep cost low and availability high.
5. Simple Software Licensing – QLogic's EFS software site license lowers the initial and recurring cost of management software.
6. Leading Port Density – Big pipes in a small foot print. The SANbox 9000 squeezes more ports in a smaller rack space.
7. More Ports/Rack, Less Weight – The SANbox 9000 is the light-weight champ -- weighing in at under 100lbs vs. the 300lbs or more for competitors' offerings. This makes the 9000 easy to install and re-deploy.
8. Low Latency – The SANbox 9000 is the most efficient FC switch on the market, which makes it an ideal choice for transaction-intensive applications such as Microsoft Exchange, SAP and Oracle.
9. Performance for Every Tier – The SANbox 9000 provides the right balance of price and performance to support every tier in the storage hierarchy.
10. 10Gb for Better Core-to-Edge Distribution – QLogic uses 10Gb ISLs to maximize core-to-edge distribution without sacrificing 4Gb device ports. The ISLs can also support long-distance FC.

Why move a Sun customer to QLogic from Brocade or Cisco?

Business is competitive -- finding the right solutions for your customers matters. Many end-users feel they have made a solid choice for SAN Directors and have significant investments in staff, services, training, software and hardware infrastructure. These concerns are real, and are the leading points of resistance to change. So why should you suggest a QLogic SANbox 9000 to an existing Brocade or Cisco shop? There are five fundamental reasons:

- **Lower Costs with Site Software Licenses** – The initial SANbox 9000 installation includes a site license for EFS (Enterprise Fabric Suite). This eliminates the need for additional software licenses for management features such as performance monitoring, fabric management, security, and more. The savings can be over \$100K/year for sites with multiple Directors.
- **Improved SLA Response** – The SANbox 9000 is customer serviceable -- key components are designed to be customer replaceable units (CRU). This CRU strategy lowers service times, improves SLA response and lowers TCO.
- **Lower Risk Switching** – The SANbox 9000 uses 16-port switching modules. So if one fails, the risk of SLA impacts is lower – and our CRU strategy makes it faster to get back online.
- **Get-What-You-Pay-For-Performance** – If you paid for 256 ports, shouldn't you be able to use them all and at full performance? SANbox 9000 is the only Director with a full non-blocking architecture. Brocade and Cisco reduce performance as they scale.
- **Better use of Floor Spaces, Power and Cooling** – The SANbox 9000 weighs less than 100 lbs., allowing it to be mounted in any 4U rack space that is available. Brocade and Cisco directors must be installed in the bottom of the rack so they don't fall over. This means smaller foot prints in the data center, less power, and less cooling required with fewer racks in the data center.
- **End-To-End Optimization** - For optimal end-to-end performance use QLogic HBAs with our SANbox 9000 switches with complete support for NPIV (N-Port ID Virtualization) to improve virtualization performance and flexibility.



QLogic PN	Sun Number	Description
SB9100-16B-04X	SG-XSWQLG9100-16BZ	QLogic 9100 Stackable Chassis, Single CPU, HA PS & FAN, 16 ports, Enterprise Fabric Suite SW
SB9200-32B-04X	SG-XSWQLG9200-32BZ	QLogic 9100 Stackable Chassis, Dual CPU, HA PS & FAN, 32 ports, Enterprise Fabric Suite SW
SB9004-4G-04X	SG-XSWQLG9004-4G-Z	4Gb FC I/O Blade, 16 FC ports, No SFPs included
SB9010-10G-04X	SG-XSWQLG9010-10GZ	10Gb FC I/O Blade, 4 ISL ports, No Cables