



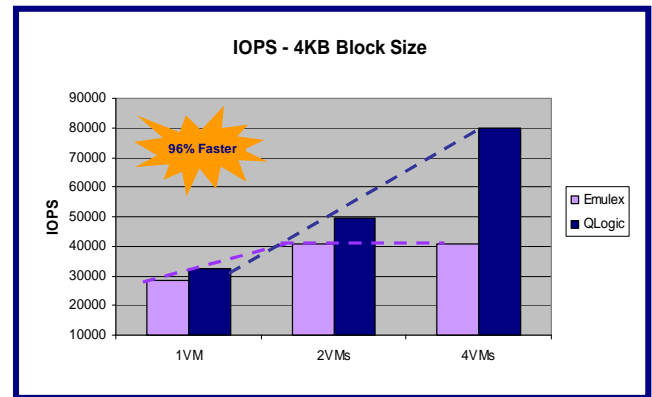
VMware® Advantage

Highest Performance and Scalability, Comprehensive Portfolio

Industry Challenges

Server virtualization technologies are rapidly gaining traction as they deliver significant cost savings through better utilization and management of hardware resources.

SAN administrators are now faced with the challenge of seamlessly deploying and managing high performance, easy-to-use, end-to-end storage networking infrastructure solutions that fully support VMware® ESX Server solutions.



Note: Similar results were demonstrated at 8KB block size. Refer to white paper at <http://www.qlogic.com/> for more details.

QLogic Advantage

- **Higher Degree of Server Consolidation** – QLogic's SANblade™ Pro 4Gb FC HBAs enable 100% higher server consolidation with its ability to scale in multi-virtual machine (VM) environments
- **Superior User Experience** – ~40% faster in Enterprise applications such as Microsoft Exchange and Oracle
- **Simplified Management** - Unique unified driver and firmware binary model for FC HBAs eliminates interoperability issues between firmware and VMware ESX 2.x/3.x drivers
- **Reduced Cost of Ownership** – Single vendor providing global support for VMware-compatible FC / iSCSI HBAs and FC Switches

Competitive Shortfalls

- **Limiting Server Consolidation** - Competitive HBAs' performance plateaus with just **two** virtual machines
- **HBA Performance Bottlenecks** - Lowers performance in key enterprise applications such as Exchange and Oracle
- **Complex Management** – Separate firmware and driver model for FC HBAs introduces potential for incompatibility and lead to interoperability issues
- **Lack of Comprehensive Solutions** - No global support and limited product portfolio to address the needs of enterprise customers