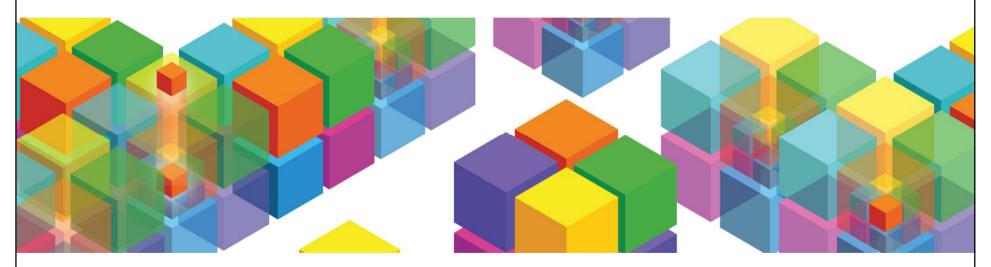
SMB Roadshow Split 2013



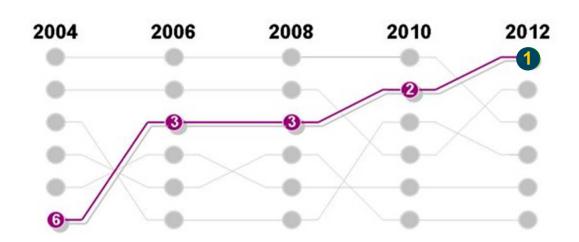
IBM PureFlex – ekspertni integrirani sustav

Zorislav Sić Split, 10.5.2013.





For the first time, CEOs identify technology as the most important external force impacting their organizations



Factors impacting organizations:

- 1. Technology factors
- 2. People skills
- 3. Market factors
- 4. Macro-economic factors
- 5. Regulatory concerns
- 6. Globalization

Source: IBM CEO Study 2012

Speed Value

90%

view cloud as critical to their plans





Extended Reach

1Billion

Smartphones and 1.2 billion mobile employees by 2014

Responsiveness

20B+

Intelligent business assets





New Insights

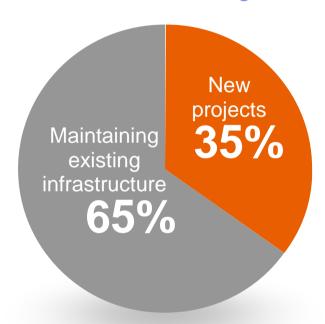
2.7ZB

of digital content in 2012, up 50% from 2011



However, only 1 in 5 organizations can allocate more than half of their IT budget to innovation

Less Efficient IT Organizations



Less effective use of technology:

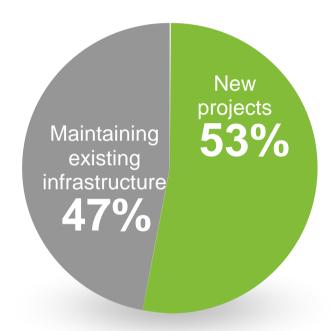
43% first and fast technology adoption

1% move virtual machines to meet desired outcomes

21% use storage virtualization

3% use a storage service catalog (tiered storage)

Most Efficient IT Organizations



More effective use of technology:

86% first and fast technology adoption

58% move virtual machines to meet desired outcomes

93% use storage virtualization

87% use a storage service catalog (tiered storage)



The PureFlex System Value Proposition

Built-in Expertise

Capturing and automating what experts do

from the infrastructure patterns to the application patterns



Integration by Design

Deeply integrating and tuning hardware and software

in a ready-to-go workload optimized system

Simplified Experience

Making every part of the IT lifecycle easier

with integrated management of the entire system and a broad open ecosystem of optimized solutions



What does it mean for you?

Agility

- Get up and running in hours, cutting months off deployment time of new application projects.
- Accelerate industry capabilities with solutions from a broad open ecosystem
- Elastically adapt to workload spikes without overbuying

Simplicity

- Free up time from procuring, supporting, testing & deploying assets
- Avoid delays due to limited IT skills or complex integration with factory integration and built-in expertise
- Maintain more quickly and easily with integrated system patches

Efficiency

Expert integrated systems

Simplified Experience

- Deploy twice as many applications per square foot of data center space
- Cut lifecycle maintenance time in half with no downtime
 - Save up to 50% of applicable IT costs over traditional IT approaches

Control

- Lower risk and costs with automated provisioning and seamless scalability with security and resiliency
- Maximize flexibility with choice of architectures, and open standards
- Intelligently manage cloud environments



Introducing the IBM PureSystems Family - Infrastructure with integrated Experience

client tuned systems expert integrated systems **IBM IBM PureSystems Family IBM PureFlex System** IBM FlexSystem **IBM PureApplication System IBM PureData System** Systems (POWER, x, z), Storage, Networking, Build to Order based on Systems Management System x, Storage, and Infrastructure systems Platform Systems **Business Systems** Networking ITEs - HW-Platform -MW-Platform -Application-platform Client-built with Optimized Components Integrated and optimized Pre-integrated and optimized Pre-integrated application platform optimized for business applications (e.g., Commerce, infrastructure to work together by application platform for database, Enterprise Resource Planning) and industries design transaction, or web applications Supports broad range of workloads Supports broad range of Multiple workloads tuned at Select workloads tuned at the workloads the factory factory

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IBM PureFlex

Integrated configurations ease acquisition experience and match your needs



Express

Infrastructure for Small and midsize businesses. Most affordable entry point

Standard

Infrastructure for application servers with supporting storage and networking

Enterprise

Infrastructure for scalable cloud deployments. Redundancy for resilient operation

- Designed for Cloud SmartCloud Entry included on Standard and Enterprise
- Designed for choice of architectures: IBM POWER7 and/or Intel x86 processors within the same systems
- Designed for choice of OS: AIX, IBM i, Microsoft Windows, and Linux from Red Hat, SUSE
- Designed for choice of hypervisors: PowerVM, KVM, VMware, or Microsoft HyperV
- Designed for simplicity: Integrated, single system management across physical and virtual resources



Enterprise Chassis Design

Networking



System infrastructure



Infrastructure supporting multi fabrics, Ethernet, FCoE, Fibre Channel

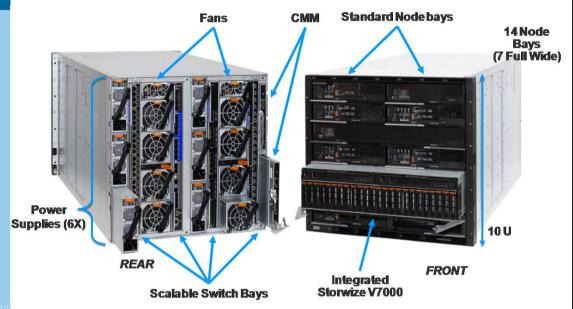
Energy efficient cooling and power system

Multi-chassis management

Easy to use with integrated single-point management

Designed to support future advancements in I/O, processors, memory, and storage

IBM Flex System Enterprise Chassis



- 4 scalable switch bays
- 10U Chassis, 14 bays
- Standard and Full width node support
- Up to 6 2500W power supplies N+N or N+1 configurations
- Up to 8 cooling fans (scalable)
- Integrated chassis management through CME



Diverse offerings to match the diverse workloads

Compute



System infrastructure



System Portfolio tuned to workloads

Reduce acquisition costs through virtualization consolidation

Maximum platform capability provides deployment flexibility



IBM Flex System x220





IBM Flex System x440 Compute Node



IBM Flex System PEN (PCIe Expansion Node)



IBM Flex System p260



IBM Flex System p24L



IBM Flex System p460



Enterprise Storage Flexibility

Storage



System infrastructure



Simplifies storage administration with a single user interface and common CLI through a tightly integrated management console

Virtualizes third-party storage with non-disruptive migration of the current storage infrastructure

Balances high performance and cost for mixed workloads

Protects data for business continuity and disaster recovery with built-in local and remote replication and snapshot functions

IBM PureFlex extends the Storwize capabilities:

Maximum performance and flexibility, integrated management and ease of use for customer for all customer configurations

Full spectrum of servers and storage options

Integrated Rack (w/ Internal and External Storage)



Separate Server & Storage Racks



External Storage

Internal Chassis Storage







Storage that is virtualized – Storwize V7000

Storage



System infrastructure



Double high / full wide
Thin Provisioning, Flash Copy,
and Easy Tier

External Virtualization Metro / Global Mirroring

High Perf. Shared Block Storage

Scalable Storage up to 240 SFF (HDD and SSD)

Cluster-able to four systems and 4x the bandwidth performance

FCoE, FC, & iSCSI host protocol options



IBM V7000 Storage Node

Simplifies storage administration with a single user interface through a tightly integrated management console

Virtualizes third-party storage with non-disruptive migration of the current storage infrastructure

Balances high performance and costs for mixed workloads

Protects data for business continuity and disaster recovery with built-in local and remote replication and snapshot functions



Full breadth of Networking offerings

Networking



System infrastructure



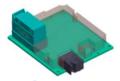
Simplifies network deployment via integrated management

Reduces network complexity via convergence and intelligent fabric monitoring

> Improves network performance via uncompromised IO throughput

Fits with existing infrastructure and scales with Customer's IO needs

IBM Networking Offerings



- Scalable Switch modules for Next Generation Platform.
- Four Scalable switches per chassis
- Capable to provide up to 16 virtual switch partitions per chassis
- Feature on Demand port upgrades for switches

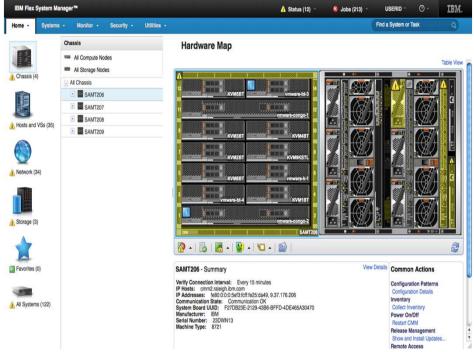
	Ethernet & FCoE	Fibre Channel	InfiniBand	
Switch	 52 port 1Gb Switch Base: 14/10 (internal/external) Upgrade: 14/10 Upgrade: four 10Gb uplinks 64 port 10Gb Ethernet Switch Base: 14/10 Upgrade: 14/8 (two 40Gb uplink) Upgrade: 14/4 1/10Gb Pass Thru 	 20 port 8Gb 20 port 8Gb Pass Thru 48 port 16Gb 	QDR Switch upgrade: FDR	
Adapter	 4 port 1Gb - Broadcom 4 port 10Gb - Emulex 2 port 10Gb - Mellanox 	 2 port 8Gb – Qlogic 2 port 8Gb – Emulex 2 port 16Gb – Brocade 	QDR & FDR Adapter	



Flex System Manager – Simplified Management Experience

Management integration across all physical and virtual resources





Manage physical/virtual resources across compute, storage, network

Manage workloads while the system automatically manages resources

Thousands of end points at your fingertips with Quick Find



Flex System Manager

Flex System Manager Strategy

- Primary Interface: FSM is the primary user interface for PureFlex platform
- Single Point of Control: FSM UI is the single point of control for PureFlex
 - The role of the FSM administrator is to provide centralized "systems" or "infrastructure" management
 - FSM console provides cross-resource management (compute, network, storage) for physical and virtual resources
 - For recommended PureFlex system deployments, FSM orchestrates all required system setup.
 - For advanced customization, launching an embedded element manager for a particular resource(s) may be required (Eg. CMM, ToR, configuration toolkit)
- Controls and Orchestrates Virtualization: FSM controls KVM & PowerVM, orchestrates VMware for added value
 - All: FSM optimizes resources and workloads within the PureFlex management domain across all hypervisors
 - KVM & PowerVM hypervisors: FSM also provides a single consolidated interface for end-to-end virtual resource management
 - **VMware**: FSM integrates with VMware and complements the functions provided by vCenter
 - vCenter is the primary console for base ESXi hypervisor, virtual resource, & image management
 - FSM integration does not replace the vCenter console, rather adds value on top of vCenter
 - Hyper-V: Microsoft System Center Virtual Machine Manager (SCVVM) provides the analog to vCenter



Simplified Virtualization Management experience

Management Workload Intelligent **Automation** System infrastructure Resource Virtual **Pooling** Resource Utilization **Management** Physical Integration **Physical** Consolidation & Setup Choice of **Hypervisors**

- Automated virtual machine placement
- Dynamic allocation of virtual server, storage and network resources
- Network QoS
- Virtual workload definition
- Placement services and advisors
- Pooling of all network switch resources to enable consistent network policy application
- Monitors VM network utilization within the fabric
- Virtual Machine relocation for compute, storage and networking
- Monitors the Network Fabric for congestion





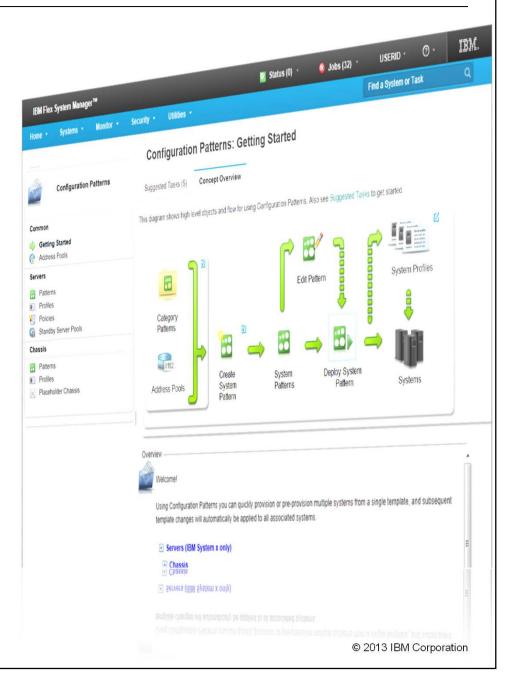






Configuration Patterns

- Configuration Patterns
 - Intuitive step-by-step configuration flow
 - Store and reuse patterns
 - Capture patterns from existing device(s)
 - Dramatically improve out-of-box experience by enabling Out-of-Band configuration
 - Deploy to empty bays to prepare for new hardware
 - Failover monitoring
- Server Components Included
 - RAID
 - Adapters and IFM
 - Boot order and targets
 - IMM and UEFI
 - IP address pools (management IPs)
- Chassis Components Included
 - CMM
 - IO Modules: Port enablement settings





PureFlex System and SmartCloud Entry Optimized platform for cloud solutions

Cloud-ready, cloud enabled systems with IBM SmartCloud Entry included ... Deploy a cloud workload in 4 clicks

Converged server, storage and network resources with integrated platform management ...

... Completely integrated solution on day 1, no tuning needed

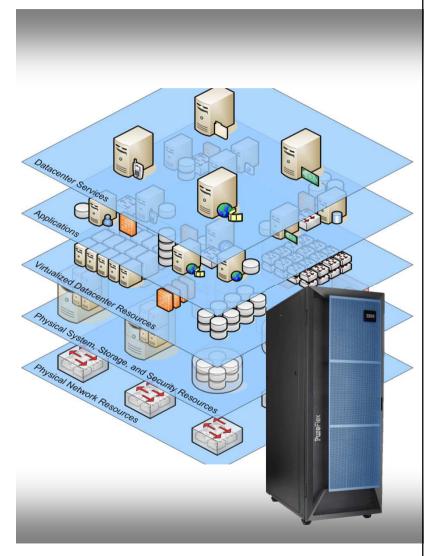
Resource Pooling & Automated Provisioning Expertise ...

... Manage a cloud as easily as a single system

Certified Trusted Computing Standards system to ensure a secure cloud environment ...

17

... Centrally control all user permissions and access



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IBM PureSystems Benefits

The first IT infrastructure to deliver integration with flexibility across compute, storage and networking

Efficiency

Consolidation / Virtualization



- Manage across server, storage, and networking
- Single management interface
- Consolidate your IT needs in a single package, virtualizing your workloads based on your policies not the hardware

Flexibility Open / Dynamic



- Flexible choice of OS and hypervisor support
- Flexible networking choice, open choice for internal as well as top of rack switches
- Flexible storage options, with internal or external choices

Agility — Deploy / Performance



- Time to value, quickly deploy new workloads with the Deployment manager
- Intelligent workload placement and optimization
- React to business needs, quickly manage to get to resolution



Hvala!



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