

Emulex LightPulse® Fibre Channel Adapters

Emulex Connects With...

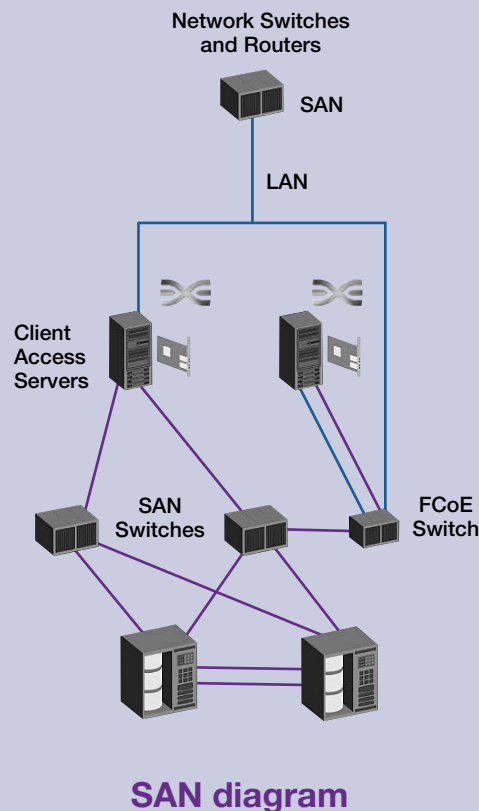
- Emulex 2Gb/s, 4Gb/s, 8Gb/s Fibre Channel Host Bus Adapters (HBAs) or Emulex Converged Network Adapters (CNAs)
- Emulex HBAAnyware® Management Software
- Emulex AutoPilot Installer® for Windows
- Emulex Common Device Drivers

What does this mean for your customers?

Emulex LightPulse® Fibre Channel adapters are installed in the server to provide Fibre Channel connectivity from the server to the storage area network (SAN).

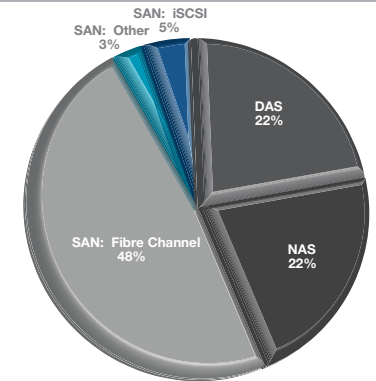
- Emulex LightPulse Adapters (HBAs or CNAs) deliver powerful performance, advanced data integrity and superior quality. With a unique firmware-based architecture Emulex adapters can be remotely installed and upgraded without downtime.
- HBAAnyware facilitates installation, configuration and troubleshooting through an easy-to-use graphical user interface (GUI) and scriptable command line interface (CLI) for process automation. Only one installation is required no matter how many adapters there are in the server. Also included is Emulex AutoPilot Installer which initiates the entire software stack including drivers and utilities.
- Supporting all Emulex adapters no matter how old or new, the Common Device Drivers guarantee backward and forward compatibility. In addition they support all major operating systems including: Linux, Windows, VMware and Solaris.

Visit www.emulex-emc.com or www.emulex.com today!



The SAN Market

- SANs connect approximately 60% of storage
- SANs are extremely reliable; delivering a comprehensive ecosystem that boasts excellent performance



Source: IDC 2007

What's driving the use of SANs:

- Virtualized Environments: facilitating Scalability and Data Center efficiencies
- Growing companies: looking to move from Direct Attached Storage (DAS) environments
- Oracle database servers: SANs enable enterprises to access data quickly and securely
- Blade servers: work better with a centralised storage solution such as a SAN
- Disaster recovery requirements: the need to facilitate quick and simple data migration
- Email services: such as Microsoft Exchange
- Content management systems: such as Microsoft SharePoint

Contacts

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Why Emulex?

Emulex Adapters “Just Work!”

- Go for decades without disruption – with 30% better MTBF over 10 million hours
- Emulex 8Gb/s HBAs run 20°C cooler with 166% greater reliability
- 8 Generations – 10 years of shipments – 6 million ports – field proven with all major server platforms, switches, storage and software
- Emulex remains a preferred storage connectivity provider to the world’s leading OEMs and their data centre customers

Emulex adapters are ideal for any size organisation

- Superior Management: One Command Management Framework
- Excellent Performance: Better 8Gb/s dual-channel performance with advanced features and diagnostics

Emulex does Virtualisation better

- Supports more Virtual Machines (VM) per server
- N_Port ID Virtualisation (NPIV) gives each VM a unique VPort for a secure path to the storage
- Driver and management support for all virtualisation platforms: VMware ESX and ESXi, Windows Server 2008 Hyper-V, Linux Xen, and Solaris 10

www.emulex-emc.com
or www.emulex.com

Cross Selling Opportunities

Emulex adapters can be added to the sale of any of the following products to make a more complete solution and help increase your margin:

Hardware:

- Servers (HP, IBM, Sun, Dell)
- Storage Arrays (EMC)
- Fibre Channel Switches (Brocade, Cisco)

Infrastructure software:

- VMware, Citrix, RedHat, Novell, Microsoft; Solaris

Application software:

- Oracle, Microsoft, Symantec and SAP

Qualifying Questions

Server customers

“How will you be connecting your server to a storage area network (SAN)?”

Switch / Array customers

“Which HBA do you plan to use on the server side?”

Software customers

“How is your customer storing the information generated from these applications?”

Your Benefits

Selling Emulex fibre channel adapters enables you to:

- Increase your hardware and software sales attach rate
- Meet your commission targets faster with increased margin and revenue opportunities
- Earn additional money with the Emulex Reseller Program Rewards*
- Increase your company’s profitability with the Emulex Reseller Program’s Deal Registration and Trade-In offerings*
- Help you become your customer’s trusted supplier by selling a reliable, tried and tested solution that you know just works!

* See the Emulex Reseller Program for more details: www.emulex-channel.com

Emulex Part Number	Adapter Type	System Bus	Fibre Channel Speed	Number of Channels	Operating System			
					Windows	Linux	VMware	Solaris
LP21000-M-E	CNA	PCI Express	10Gb/s Ethernet & 4Gb/s FC	Single	•	•	•	•
LP21000-C-E	CNA	PCI Express	10Gb/s Ethernet & 4Gb/s FC	Single	•	•	•	•
LP21002-M-E	CNA	PCI Express	10Gb/s Ethernet & 4Gb/s FC	Dual	•	•	•	•
LP21002-C-E	CNA	PCI Express	10Gb/s Ethernet & 4Gb/s FC	Dual	•	•	•	•
LPe12000-E	HBA	PCI Express	8Gb/s	Single	•	•	•	•
LPe12002-E	HBA	PCI Express	8Gb/s	Dual	•	•	•	•
LPe1250-E	HBA	PCI Express	8Gb/s	Single	•	•	•	•
LPe11000-E	HBA	PCI Express	4Gb/s	Single	•	•	•	•
LPe11002-E	HBA	PCI Express	4Gb/s	Dual	•	•	•	•
LPe11004-E	HBA	PCI Express	4Gb/s	Quad	•	•	•	•
LPe1150-E	HBA	PCI Express	4Gb/s	Single	•	•	•	•
LP11000-E	HBA	PCI-X	4Gb/s	Single	•	•	•	•
LP11002-E	HBA	PCI-X	4Gb/s	Dual	•	•	•	•
LP1150-E	HBA	PCI-X	4Gb/s	Single	•	•	•	•
LP10000ExDC-E	HBA	PCI Express	2Gb/s	Dual	•	•	•	•
LP1050Ex-E	HBA	PCI Express	2Gb/s	Single	•	•	•	•
LP10000-E	HBA	PCI-X	2Gb/s	Single	•	•	•	•
LP101-E**	HBA	PCI-X	2Gb/s	Single	•	•	•	•
LP10000DC-E	HBA	PCI-X	2Gb/s	Dual	•	•	•	•
LP1050-E	HBA	PCI-X	2Gb/s	Dual	•	•	•	•
LP1050DC-E	HBA	PCI-X	2Gb/s	Dual	•	•	•	•

**Single Channel low profile, SMB class