



Cisco Small Business IT Webinars

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Fuel My Business

AGENDA

1. Introduction

2. Solution Overview – *HyperFlex + Veeam*

3. Case Studies

4. Demo – *HyperFlex + Veeam*

5. Q&A

6. Conclusion

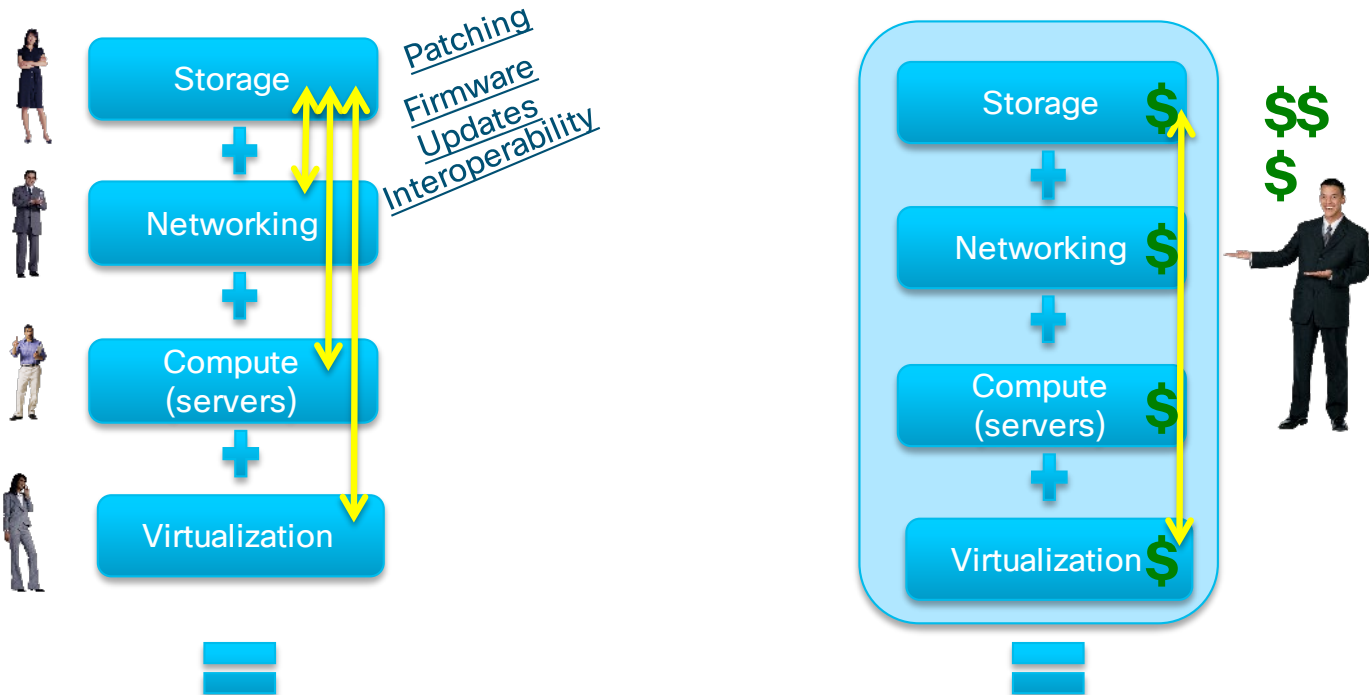


Solution Overview:

HyperFlex + Veeam

Build Your Own

vs

HyperFlex

- Complexity
- Multiple Patching Cycles
- Many skillsets
- Finger Pointing Support
- Interoperability Testing nightmare

- Pre-Tested, Pre-Configured
- Treated as a "System" – not a bunch of pieces assembled together
- Single call support
- Lower CapEx, Lower OpEx!

One Architecture for Operational Simplicity

UNIFIED MANAGEMENT MODEL

UCS MANAGEMENT



HX Edge UCS Mini 5th Gen UCS



Mainstream Computing

CLOUD CENTER



HITACHI NetApp IBM DELL EMC PURE STORAGE



Converged Infrastructure



HyperFlex Systems



Hyperconverged Infrastructure

ACI



UCS C240 UCS S3260



Software-Defined Storage

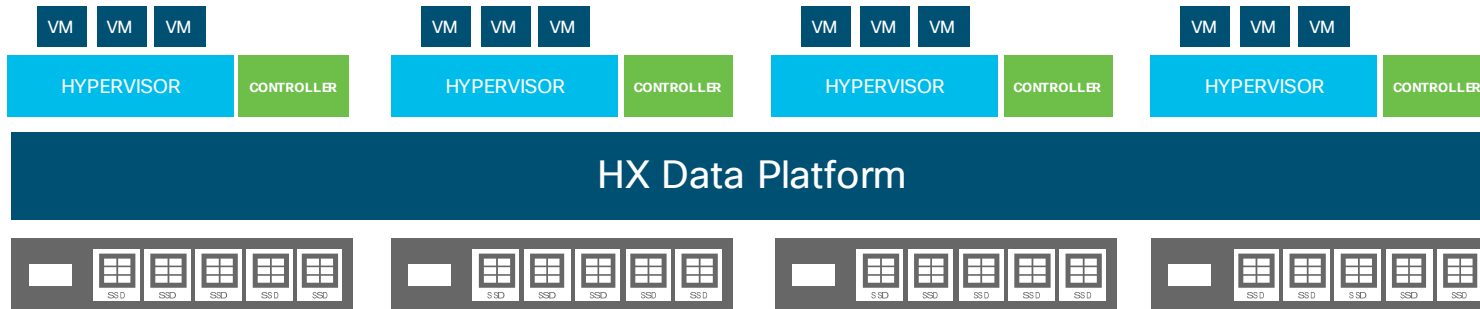
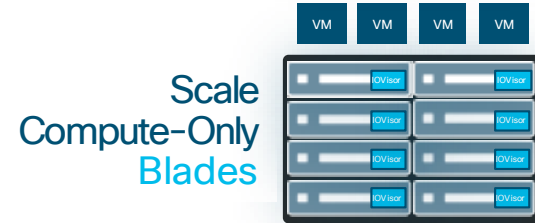
Scale Out

EDGE

CORE DATA CENTER

CLOUD

Independent Scaling of Compute and Capacity



Non-HyperFlex Hosts Can Connect to Storage with IOVisor



Primary HyperFlex Use Cases



Virtual Desktop Infrastructure

- Low upfront costs
- Consistent performance
- Predictable scaling



Server Virtualization

- Reduce operational complexity
- Adaptive scaling
- Always-on resiliency



Test and Development

- Agile provisioning
- Frequent iterations
- Instant cloning and snapshots



Large Remote Branch Office

- Simple deployment
- Centralized management
- No “fly-and-fix” missions



Databases

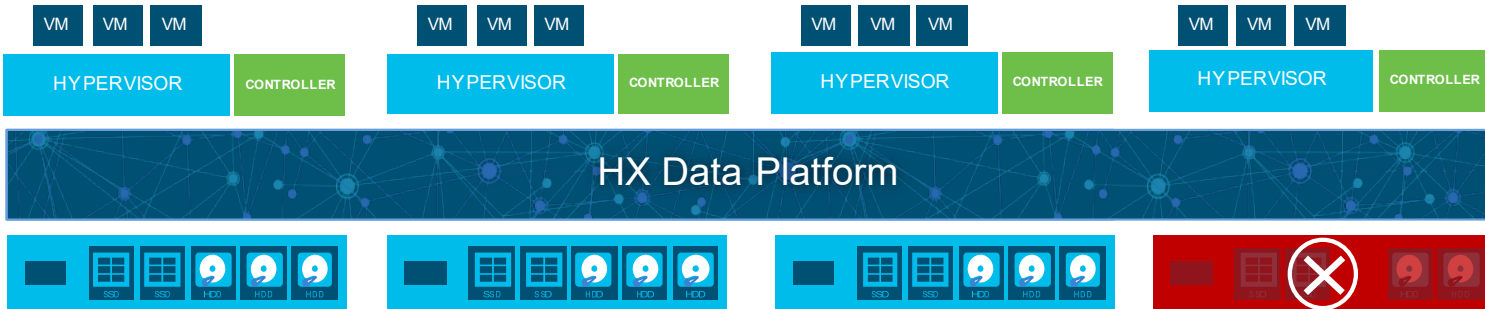
- Consistent, low-latency
- High IOPS
- All-flash nodes

High Resiliency, Fast Recovery

Platform can sustain simultaneous 2 node failure without data loss; replication factor is tunable

If a node fails, the evacuated VMs re-attach with no data movement required

Replacement node automatically configured via UCS Service Profile
HX Data Platform automatically re-distributes data to node







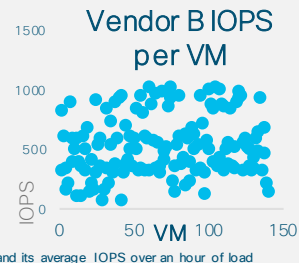
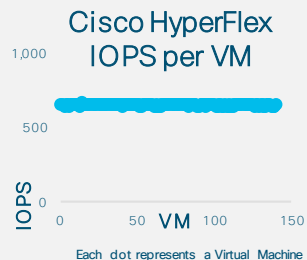


CISCO HYPERFLEX
MULTICLOUD
PLATFORM



#1 PERFORMANCE

**#1 in Performance
and consistency**



Log structured file system with
dynamic data distribution

Purpose built for HCI

Highest performance and consistency
for the most mission critical enterprise
applications

Certification SAP® Standard Application Benchmarks

The SAP Sales and Distribution (SD) Standard Application Benchmark performed on November 22, 2017, by Cisco Systems in San Jose, CA, USA, was certified by SAP on behalf of the SAP Benchmark Council on December 11, 2017, with the following data:

Number of SAP SD benchmark users: 11,348
Average dialog response time: 0.88 seconds
Throughput: 3,750,000
Fully processed order line items per hour: 1,251,670
Dialog lines per hour: 3,750,000
SAPS: 82,580
Average database request time (dialog/update): 0.078 sec / 0.027 sec
CPU utilization of control server: 94%
Operating system, control server: Windows Server 2012 R2 Datacenter Edition on VMware vSphere 6.5 Update 1
Operating system, central server: Microsoft SQL Server 2013 Enterprise Edition
SAP Business Suite software: SAP enhancement package 5 for SAP S/4HANA

Configuration:

No. of Servers	Usage	Hardware	Segmentation
1	Central Server	Cisco HyperFlex HXAP120C-M400-2 processors / 28 cores / 56 threads, Intel Xeon Processor E5-2690 v4, 2.60 GHz, 44 GB L3 cache and 256 GB L2 cache per core, 32 GB L3 cache, 512 GB main memory	One VM with 56 vCPUs/256GB RAM running on one HyperFlex vSphere host. HyperFlex software version: 3.6.14 for server cluster

Certification number: 2017050

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1st Hyperconverged system
to pass stringent [SAP SD
Benchmark](#)

Solving Key Customer Challenges

Moving at the Speed of Business



Deployment of computing, networking and storage resources in less than 1 hour

Operationalizing Speed and Simplicity



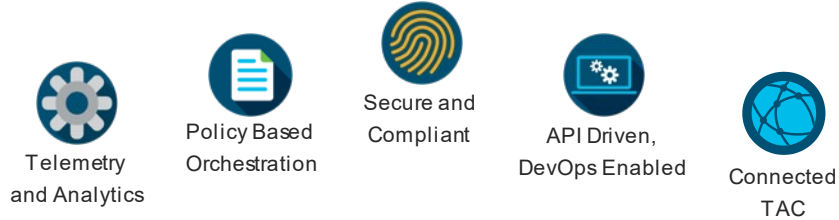
Single management plane for converged and hyperconverged solutions

CFOs Expect a Cloud Economics On-Premise



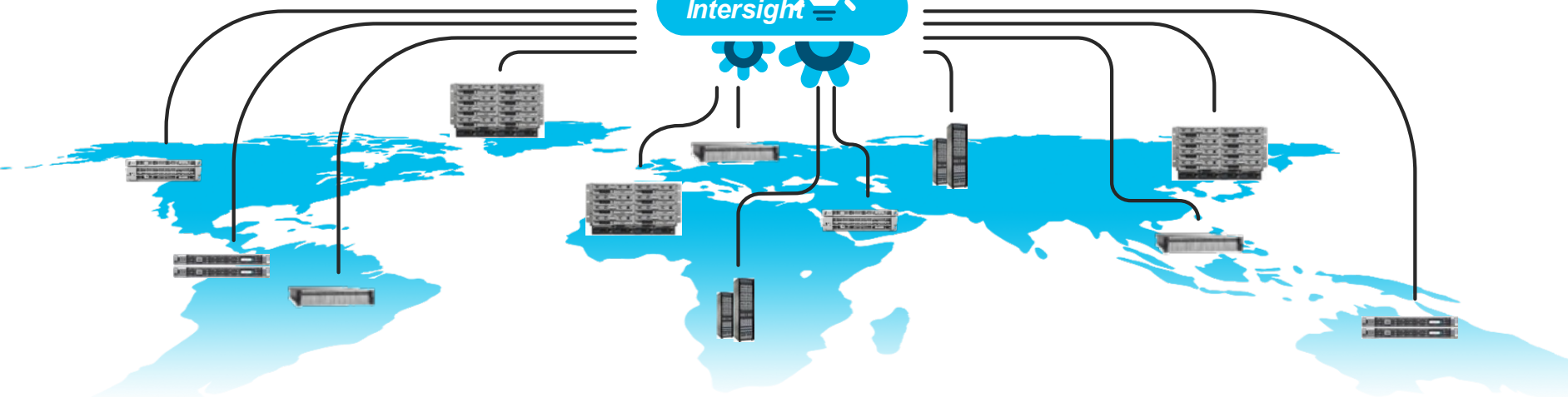
Purchasing model and independent scaling allow to pay as you grow

Cisco Intersight Intelligent Centralized Management

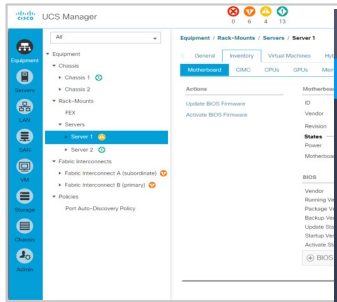


SaaS
Simplicity

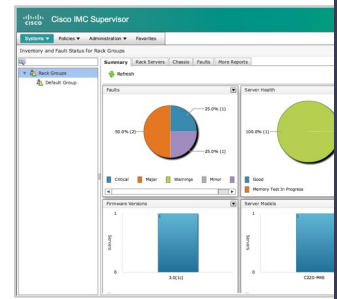
Actionable
Intelligence



Unified Interface, Management Tools



Operatio



Remote / Bran

Dashboard overview with various health and inventory metrics.

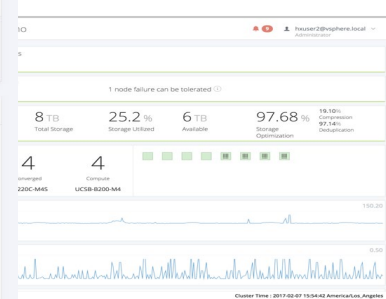
Category	Count	Status
Server Health	10	WARNING
Server Health	3230	HEALTHY
HX Health	24	CRITICAL
HX Health	10	WARNING
HX Health	374	HEALTHY
FI Health	118	HEALTHY
Servers Inventory	3240	TOTAL
HX Cluster Inventory	408	TOTAL
FI Inventory	118	TOTAL
Server Model Summary	3240	TOTAL
Hardware Summary	360	STANDALONE
Hardware Summary	2880	MANAGED

Performance

Cisco Intersight

Hardware	Configuration	Status
ES 1/3 JVG-SJC UCSB-8200 M3 12 Cores 128 GB RAM 5.6Tb FC11821750X	LG-DEM0-3 3.12TB.3.12GB F/W Ready	Power Off Standalone OK Fault Cleared Power Off Locator LED Off
ES 1/7 JVG-SJC UCSB-8200 M3 12 Cores 128 GB RAM 5.6Tb FC11821750X	LG-DEM0-7 3.12TB.3.12GB F/W Ready	Power Off Standalone OK Fault Cleared Power Off Locator LED Off
ES 1/8 JVG-SJC UCSB-8200 M3 12 Cores 128 GB RAM 5.6Tb FC11821750X	LG-DEM0-8 3.12TB.3.12GB F/W Ready	Power Off Standalone OK Fault Cleared Power Off Locator LED Off
ES 1/1 JVG-SJC UCSB-8200 M3 12 Cores 128 GB RAM 5.6Tb FC11821750X	LG-DEM0-1 3.12TB.3.12GB F/W Ready	Power Off Standalone OK Fault Cleared Power Off Locator LED Off
ES 1/2 JVG-SJC UCSB-8200 M3 12 Cores 128 GB RAM 5.6Tb FC11821750X	LG-DEM0-2 3.12TB.3.12GB F/W Ready	Power Off Standalone OK Fault Cleared Power Off Locator LED Off
ES 1/4 UCSB-8200 M3	LG-DEM0-4	Power Off Locator LED Off

Multi-Site



erconverged



Cisco HyperFlex Systems

Better together: Bringing the power of HCI to data protection

Cisco HyperFlex

Complete hyperconvergence
Cisco HyperFlex unifies fabric network and computing technology in a next-generation data platform

Independent scaling
Scale nodes, computing, and capacity independently in clusters as needs change

Flash-optimized system
Gain high performance and storage longevity with a file system built for hyperconvergence

Flexible multi-cloud services
Everything you need to deploy virtualized, cloud, and multi-cloud applications



Veeam

Best-in-class data protection
Address modern IT recovery, retention, and resiliency

High-speed recovery
Rapid recovery of what you want, the way you want it

Any workload
Any app, any data, any cloud, including physical/bare metal and multi-cloud

Complete visibility
Proactive monitoring and alerting of issues before operational impact



Case Studies

Cisco Write up – Salina Win!



Cisco/Veeam replace Data Domain

Situational Overview

Salina - regional health care company.

Long-time Cisco customer who recently set a budget to renew their Data Domain/SyncSort environment and add additional capacity.

Salina was not happy with the costs of renewing so, Cisco's Justin Hessman asked the customer if he could come in with Veeam and pitch our joint solution.

Salina agreed and we introduced Veeam into the account and held 1 meeting with the customer that lasted a total of 2 hours.

The Outcome

Salina was impressed with the proposal - realized the cost difference in the solutions and the additional functionality they were able to gain from our joint solution far outweighed the extra costs they would have to incur to renew EMC.

Cisco & Veeam solution came in about \$400K - 50% less than what Salina had budgeted just for the EMC. Salina wouldn't allow EMC to re-submit their quote. With the budget already approved, we were able to upgrade Salina's connectivity from 10G to 40G FI.

The customer already had the money budgeted, the sales cycle from start to finish was very quick.

What was Learned?

- **Ask the question - "What are you doing for backup?"**
 - 99% of customers have a solution. However the backup space is very much a "rip and replace" market and customers are quick to pull the trigger on new solutions if they're not happy with their existing solution.
- **The Cisco team believes 80% of their customers are willing to have discussion.**
- **Cisco asked the question and came away with a win.**

The Team

- Justin Hessman - Cisco TAM & Dan Brown - Cisco SE
- Nicholas Reker - Veeam SE & Mathias Nichols - Veeam AM



Demo

Want a **live, personal demo** of what you saw here today?

Click the link in the chat window!



Q&A



Before we go...

Some other links to check out...

Find them in the chat window!

- [HyperFlex Home Page](#)
- [HyperFlex At-A-Glance](#)
- [HyperFlex Video](#)
- [ESG Lab Validation Case Study](#)
- [Personal Demo Request Form](#)

Click [here](#) to view all Data Center resources for partners

We Appreciate
Your
Feedback!

Please take a moment to let us know if this session met your needs and expectations.

The confidential evaluation survey will open once the event window is closed.

