



IBM Systems & Technology Group
System x™ and BladeCenter®

IBM System x

A platform for virtualisation


System x overview for Virtualisation Roadshow
Rick Maltby
System x Leader, NE IOT

OUT WITH COMPLEXITY. OUT WITH INEFFICIENCY. OUT WITH CABLES.




System x Servers and Product Portfolio

Enterprise Servers




x3850 M2 x3950 M2 x3755

Rack Servers




x3250 M2 x3350 x3455 x3450 x3550 x3655 x3650 x3850 M2

Tower Servers



x3200 M2 x3400 x3500


Clusters



IBM Cluster 1350 Datacenter

Novell
Others

IBM BladeCenter



BladeCenter HT BladeCenter H

BladeCenter S BladeCenter T

BladeCenter E

Today's IT Challenge

System Management - IBM Director



Today's IT Challenge

IBM X4 Servers



**Only IBM Offers
Solutions Optimized
to Customer Strategic Direction**

IBM BladeCenter



Scale up

Consolidate:

- Servers
- Virtualize

Integrate:

- Servers
- Networking
- I/O

Scale Out

system Management - IBM Director



Scale Up or Scale Out: General Principles for Scaling

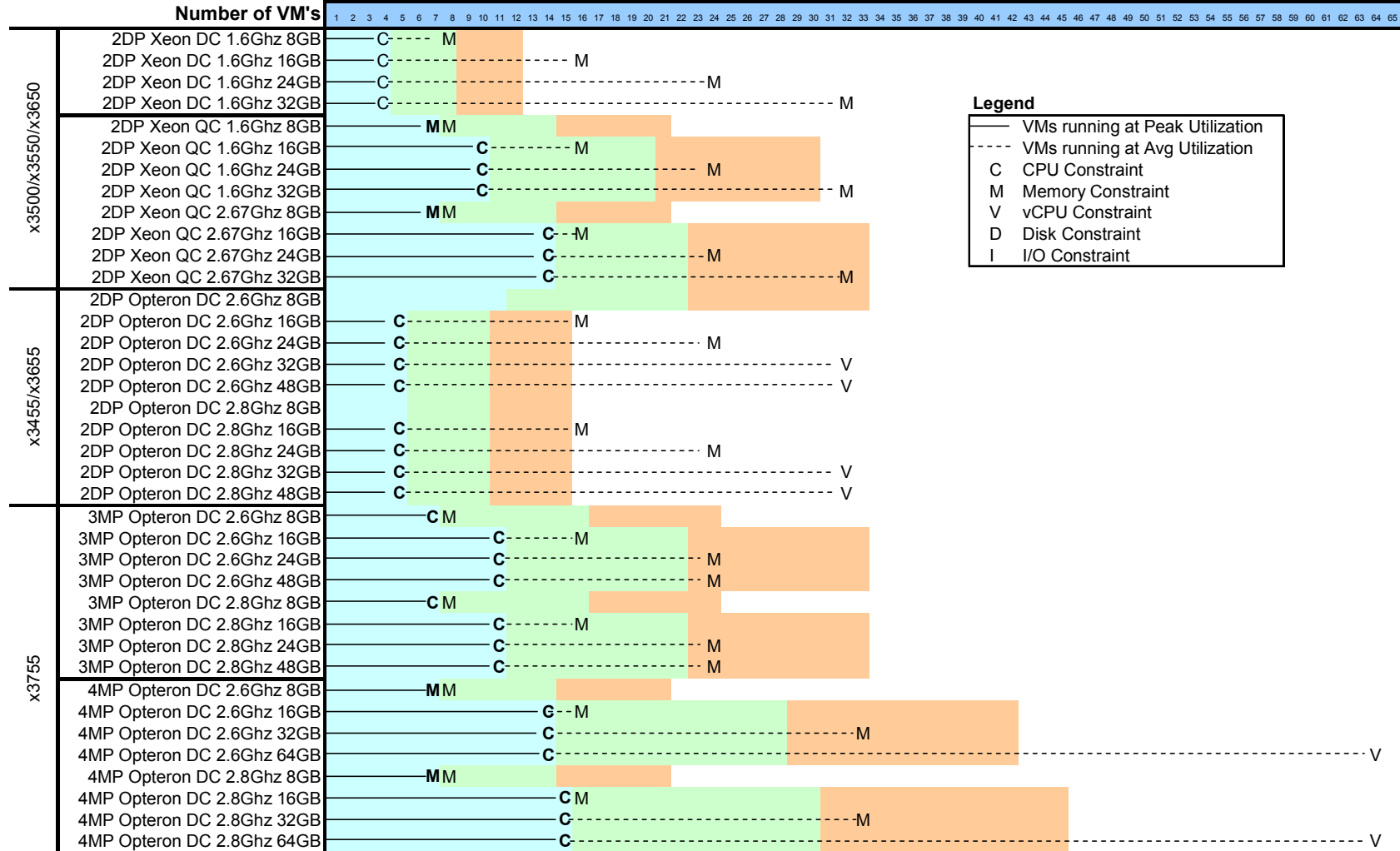
The choice of scale up and scale out needs to be dictated foremost by your clients application environment and needs – there is no magic formula that puts one architecture ahead of the other...

Scale Out	<ul style="list-style-type: none"> ▪ More affordable hardware ▪ Downtime avoidance (clustering) ▪ Best performance for OLAP workloads 	<ul style="list-style-type: none"> ▪ More complex system administration ▪ Requires more skilled DBAs ▪ Many applications are not cluster aware or have limited cluster awareness ▪ May drive higher software costs
Scale Up	<ul style="list-style-type: none"> ▪ Simplified administration ▪ Doesn't require detailed understanding of data usage and partitioning ▪ Easier to scale system resources ▪ Support applications that are not or have limited cluster awareness ▪ Best for OLTP applications 	<ul style="list-style-type: none"> ▪ Database capacity is greatly tied to the hardware ▪ More costly hardware ▪ Scaling is worse than linear due to inherent hardware bottlenecks as more resources are added ▪ Potential single point of failure
	Pros	Cons

Virtualization Sizing Guidance

Legacy 2-P Workloads virtualized to a VM defined as a Single processor (1vCPU)

Number of Recommend



Legend

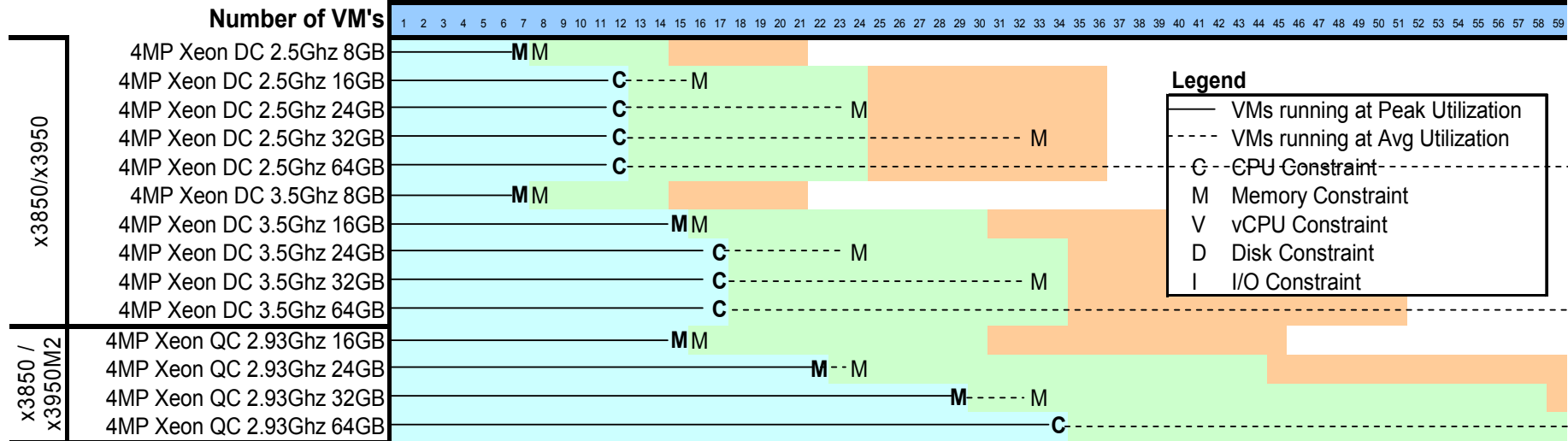
- VMs running at Peak Utilization
- - - - VMs running at Avg Utilization
- C CPU Constraint
- M Memory Constraint
- V vCPU Constraint
- D Disk Constraint
- I I/O Constraint

NOTE : The information in the following table represents the conclusions of IBM from testing of systems in a controlled environment. Actual environmental costs and performance characteristics will vary depending on individual customer configurations and conditions. IBM makes no representation or warranty that an individual user will achieve results equivalent to the levels stated in this document.

Introduction to IBM Sizing Guides

Legacy 2-P Workloads virtualized to a VM defined as a Single processor (1vCPU)

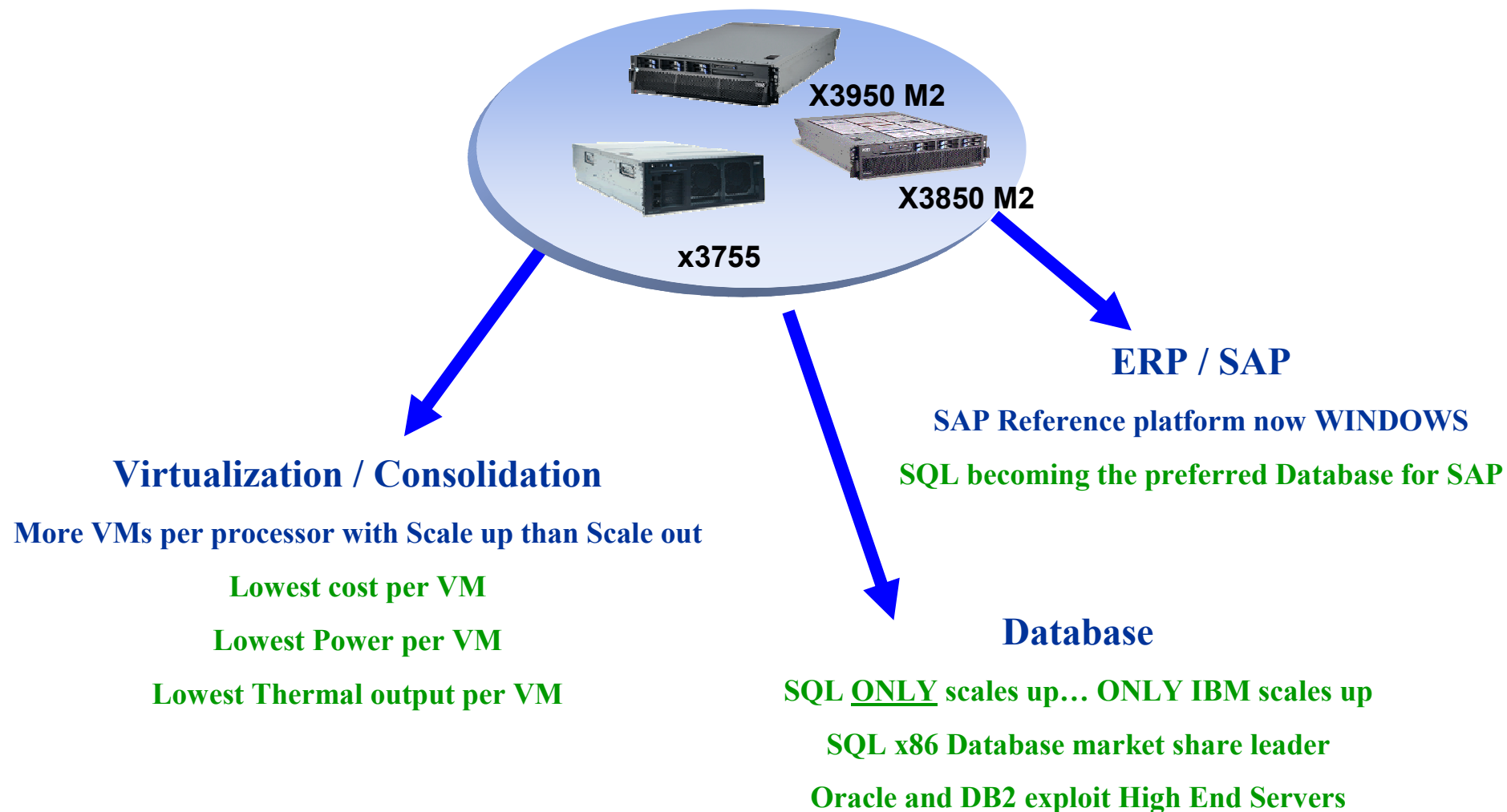
Number of I



- **Zone 1 (Conservative)**
 - Aggressive application (ie. Database)
 - Unpredictable workload
 - No tolerance for performance degradation
- **Zone 2 (Moderately Conservative)**
 - Moderately aggressive application (ie. Collaboration)
 - Predictable workload
 - Some tolerance for performance degradation
- **Zone 3 (Aggressive)**
 - Lightly aggressive application (ie. Web)
 - Predictable Workload
 - High tolerance for performance degradation

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System x HE Growth Fueled by 3 Killer Apps



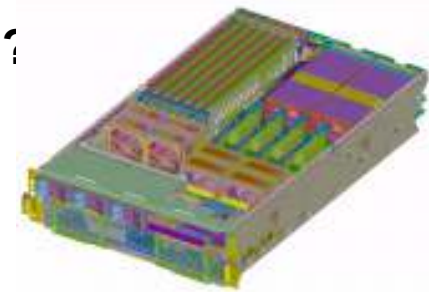
Why customers are moving to Highend

Why Highend and not mult-core Dual Socket machines ?

- Technology Reasons: a High End server provides
 - Larger memory footprint
 - Faster I/O
 - Better redundancy
 - Lowest cost per Virtual Machine
 - Superior scalability

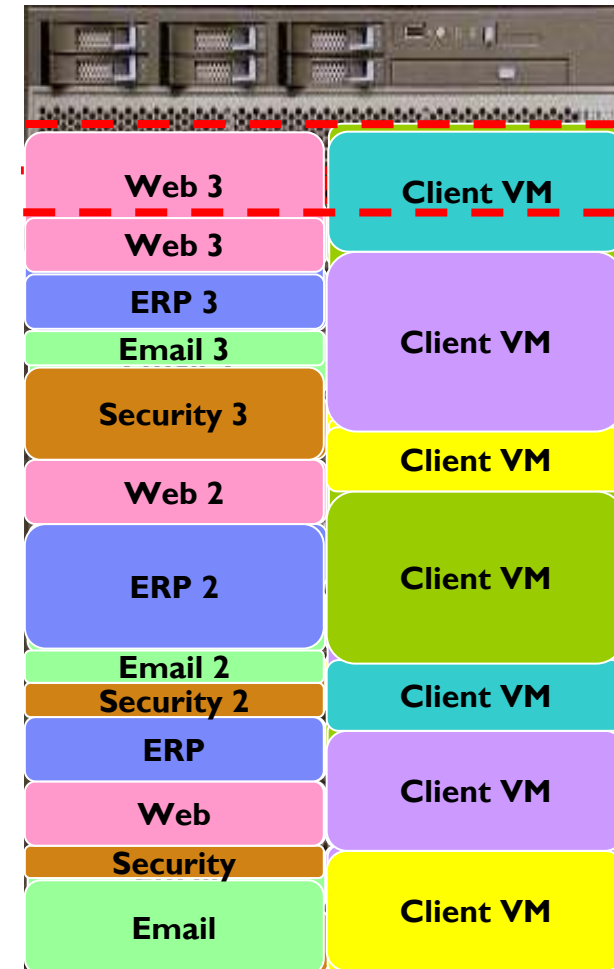
- Balanced Systems Performance Reasons:
 - ‘It’s Not the Cores – It’s the Systems’, Gabriel Consulting March 07
 - “The need for larger than four processor SMP servers will likely be rediscovered”

- Application Drivers
 - SQL
 - Exchange
 - SAP
 - Virtualized Clients



IBM System x On Demand Datacenter

- > In the Virtual Datacenter all systems are running multiple applications... utilization becomes the key determinant of efficiency
 - Procurement Cost
 - Energy Consumption
 - Heat Dissipation
 - Management Resources
- > Utilization level drives the virtual density level... and therefore the cost per VM
- > Focus shifts from cost per physical machine to cost per virtual machine
- > Management software becomes the critical link between the physical platforms and the virtual machines running on them



Early Reviews.....(IBM wins again)

➤ IBM x3850M2 & x3950M2 are designed for target workloads....

• **Virtualization / SCON** – *BEST IN SHOW VMWorld !!!!!*

- Balance design to optimize for virtualized environment
- Embedded hypervisor design for easy deployment
- Scalability greater than 4-way for better economies of scale



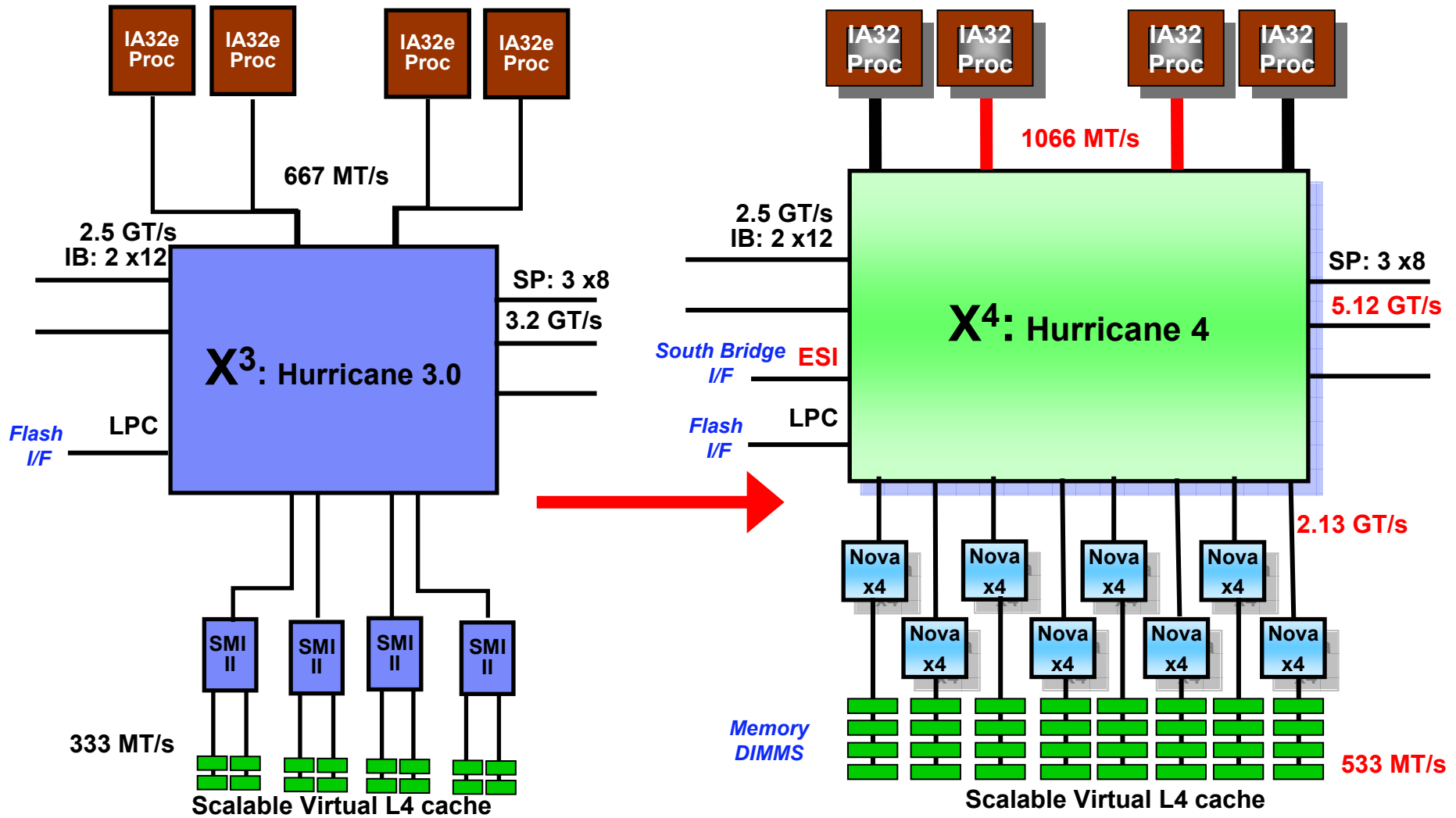
• **Database** –

- Only Tier 1 w/ Scale up solution for SQL
- #1 TPC-C *27% better than HP* Proliant DL580 G5
- #1 TPC-C 8 socket *63% improvement* over previous generation

• **Enterprise Applications** –

- Optimized for 2-Tier deployments
- Trusted Server Boot for mission critical applications thru CRTM/TPM
- Most reliability / availability features standard in x86 server

Evolving X3 into X4



Leadership Scaling Solution.....



x3850 M2



x3950 M2



Coming in 1Q08

Outstanding 4-socket reliability

- **Investment projection with ability to upgrade to 2 node solution with ScaleXpander Option kit**
- **Target Applications**
 - Enterprise resource planning, database serving or custom-developed, Java™ technology-based applications.

ScaleXpander Option Kit

- **Provides the flexibility of upgrading to multinode capability when the time is right for your business.**
 - Includes ScaleXpander chip, scalability cable, cable management arm

Superior Scalability

- **Superior 8+ socket performance unmatched by competition.**
 - 64 cores/1TB memory
- **Delivering SMP capability at a fraction of the price.**
- **Target Applications:**
 - Virtualization, Enterprise Resource Planning, Customer Relationship Management and database applications.

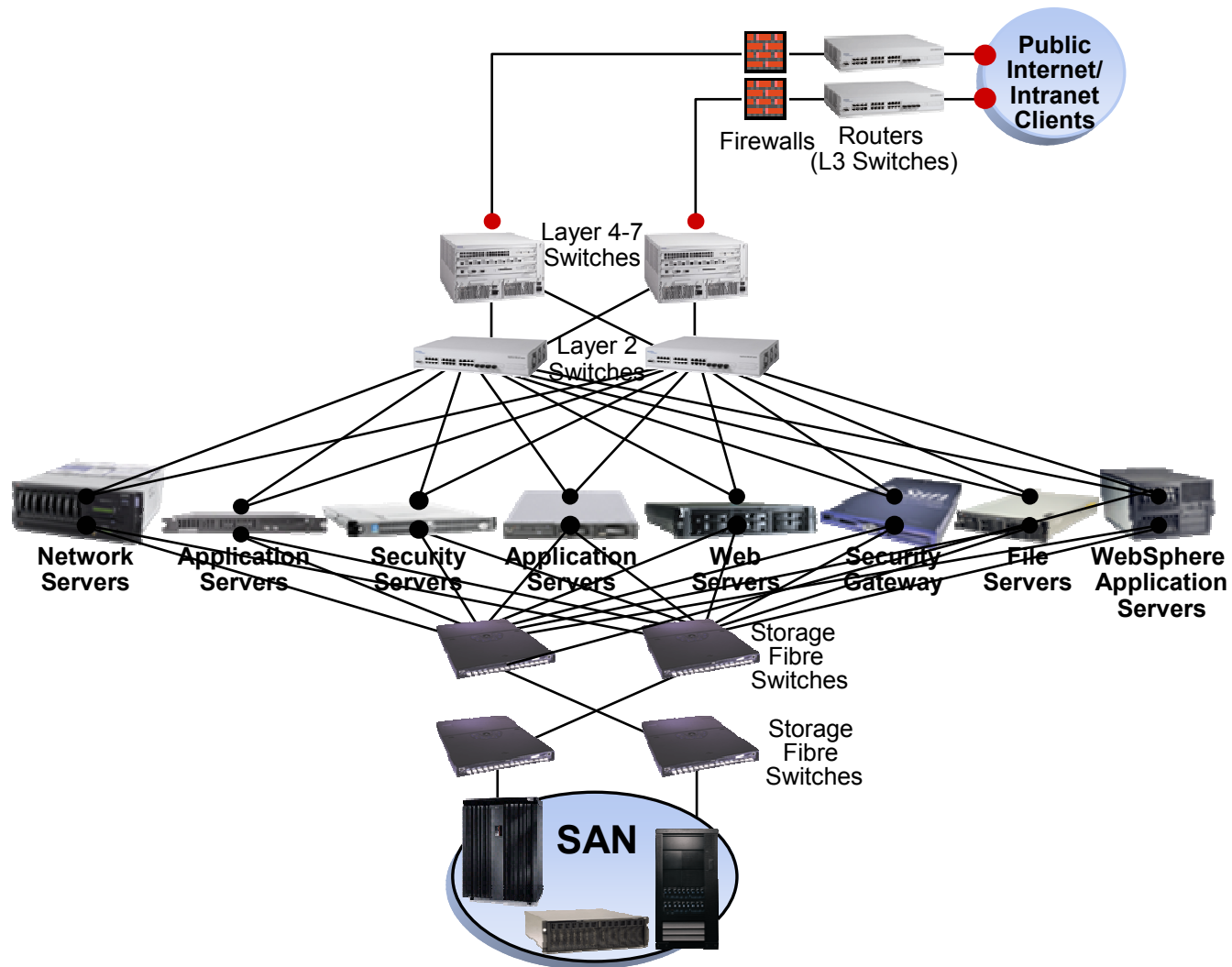
Why are Customers buying Blades?

- **Customer Pain Points**
 - Infrastructure Costs
 - Complex Infrastructure
 - Aging Hardware
 - Lack of Investment Protection
 - Server Sprawl
 - Single Points of Failure
 - Under Utilised Resources
 - Lengthy & Inflexible Deployment
- **Customers need**
 - More Servers in Less Space
 - More Connectivity with Less Connections
 - More Flexibility with Less Complexity
 - More Performance with Less Power & Cooling
 - More Manageability with Less Intervention
 - More Solutions with Less Disparity

Ideal answer ? - Blades !

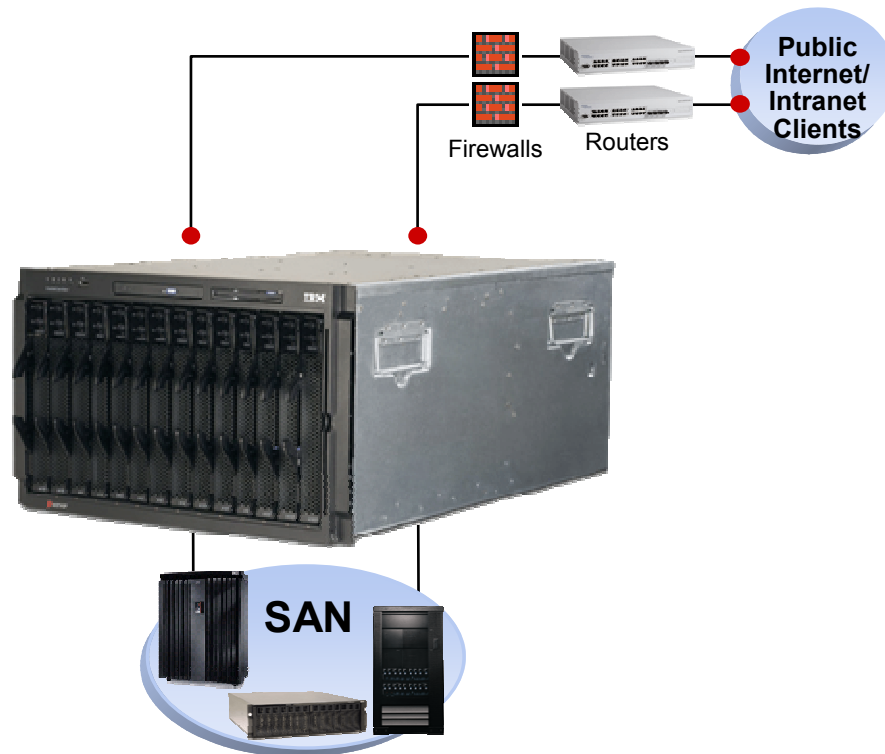


Simplify your infrastructure and gain control



Simplify your infrastructure and gain control

- Multiple server management tools reduced to one
- SAN cables removed
- LAN cables removed
- Multiple external switches integrated inside the chassis
- KVM costs eliminated
- PDU costs drastically reduced
- Power, heat and floor space conserved

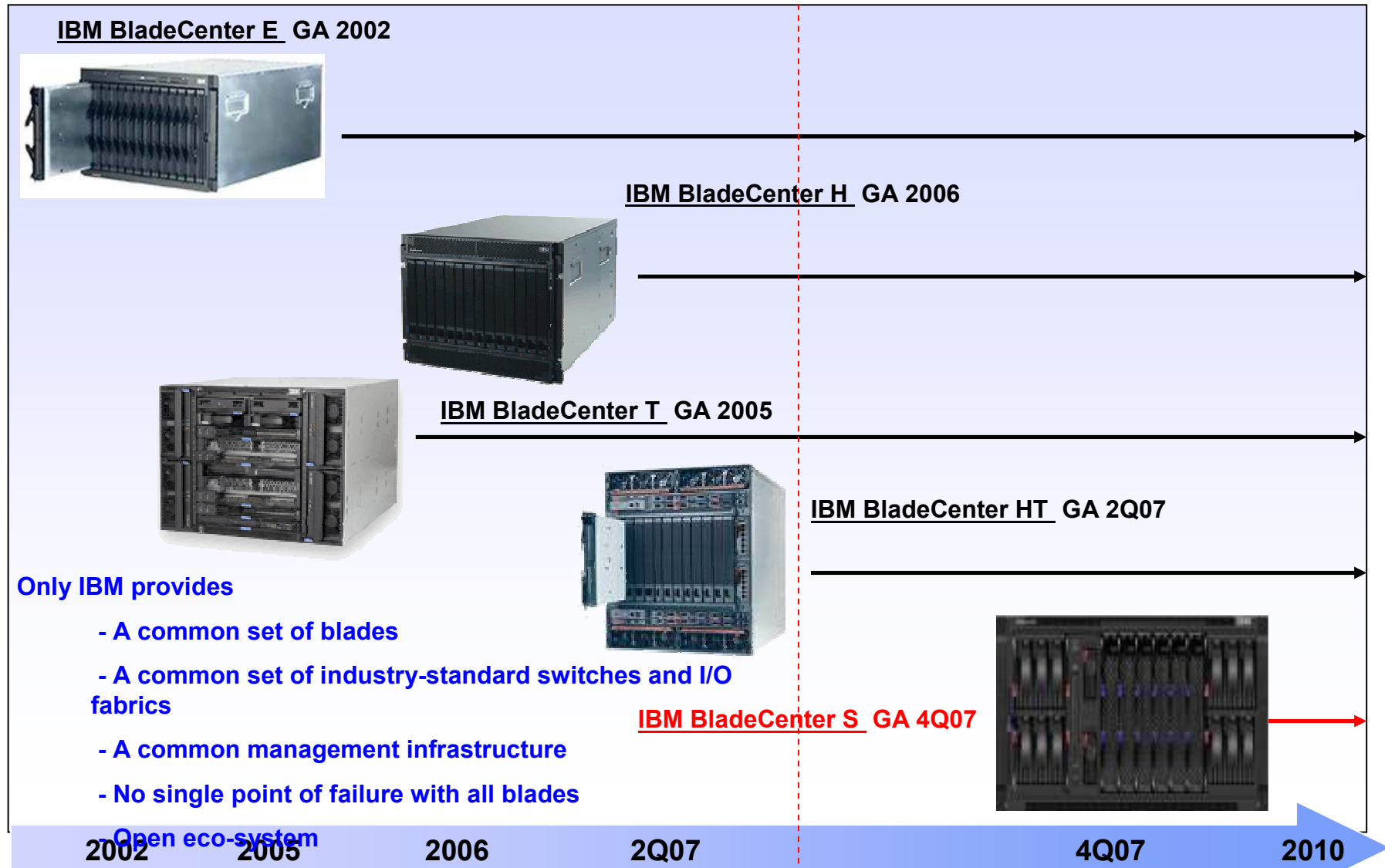


IBM BladeCenter delivers

- **Right** choice, tailored to fit your diverse needs
 - Largest choice of compatible offerings
- **Open** and innovative for a flexible business foundation
 - Broadest eco-system of industry leading partners
- **Easy** to deploy, integrate and manage
 - Best of breed management and deployment tools
- **Green** today for a better tomorrow
 - Industry leading power efficiency

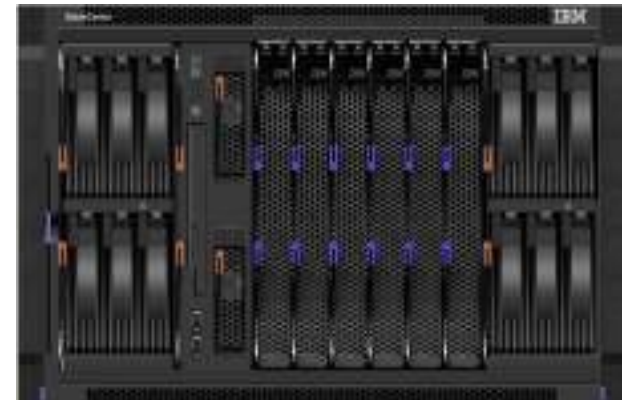


IBM BladeCenter 2007 Roadmap



The IBM BladeCenter S Value Proposition

- Affordable consolidation and virtualization platform
- Simplified and integrated systems management makes it easy to deploy, use and manage
- Improved efficiency, scalability and resilience.
- Simplified IT infrastructure, (space, power, cooling and cabling)
- Reduced total costs and implementation risks
- Open platform with solution building blocks from IBM and Business Partners



BladeCenter protects your critical business operations

- **Engineered for reliability**

- Dual power connections
- Thermal/cooling redundancy
- Dual blade connections for all I/O
- Dual switch modules
- Dual paths through backplane
- Dual Management Modules
- Dual N+N power topologies
- True N+N thermal solutions



- **Engineered for availability**

- Automated failover capability via Management Module
- Management Module monitors health of chassis components
- Comprehensive Predictive Failure Analysis® proactively identifies many potential issues before they cause failures
- First Failure Data Capture helps provide integrity of error reporting
- Light Path Diagnostics for easy trouble shooting



No single point of failure

Enterprise-class reliability with redundant I/O

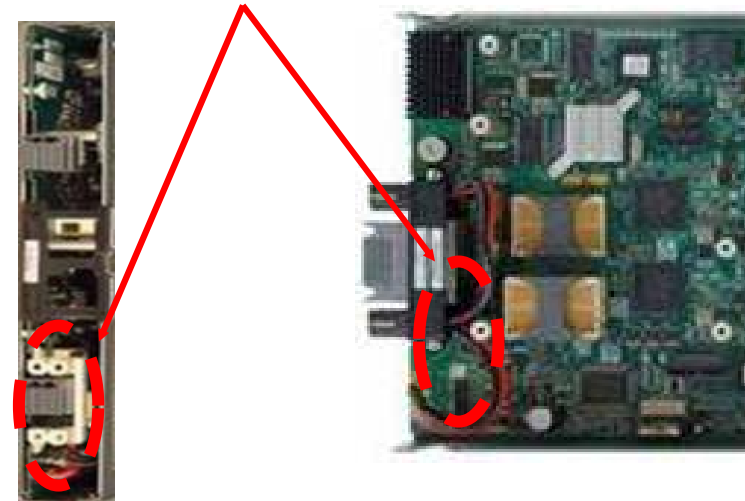
- IBM provides dual I/O and dual power connections to the chassis on all blades
- Many other vendors fail to provide this protection

Would you connect your enterprise rack server to a single PDU or a single switch?

**IBM BladeCenter —
Complete redundancy
Dual I/O, dual power**



**Competitors —
Lack redundancy
Single I/O, single power**



Blade Deployment Made Easy

IBM BladeCenter Open Fabric Manager Summary

- **Save time** — **Pre-configure LAN and SAN connections once for each blade**
 - Automatically makes all I/O connections whenever you plug in a blade
 - Simplified login — Single login vs. 22 logins for HP Virtual Connect
 - Checks for any conflicts automatically
- **Maintain large data center** — **Manage up to 1400 blades**
 - Manage LAN and SAN connections across 100 chassis
 - HP's server pool is limited to 1 with up to 4 chassis (future)
- **Remain open** — **Avoid change to your network standards**
 - Works with BladeCenter chassis, blades and switches
 - HP's Virtual Connect supports only HP Ethernet and FC modules
- **Connect with ease** — **Simple GUI for easy configuration**
 - Single interface for server and switch management

