

DECEMBER 2006
IBM

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Exceeding Your 2006 Revenue Target Is Easy With QLogic Switches!



Delivering on the promise of **cheaper – faster -- better**, the QLogic 4Gb FC Switch Modules for BladeCenter® provide full fabric functionality for open-standard SANs which is second to none. Value priced starting at \$8,999* for 10 ports and \$13,999* for 20 ports, the QLogic 4Gb Fibre Channel switch modules offer cost-effective options for your customers while allowing you to quickly meet your goals for this quarter.

Combine with the QLogic 4Gb Fibre Channel Expansion Cards and you've got an end-to-end 4Gb infrastructure that won't miss a beat. Worry-free failover, auto discovery installation and seamless interoperability, the entire solution from QLogic means reliable and robust BladeCenter SANs for years to come.

Building integrated switching into BladeCenter environments is easy with QLogic. Consider these points when exploring your customer's needs:

- **Double the performance by upgrading SAN infrastructure from 2Gb to 4Gb**
- **Now with VMware 3.0 certification, integrating virtual connections is easy**
- **Take advantage of added savings by bundling with the 18% HS21 server blades promotion**
- **Interoperable with Cisco SANs, EMC storage, IBM TotalStorage and the new NetApp arrays**
- **Flexible upgrades including 10-to-20 ports and McDATA functionality is just a license key away!**

Top 5 Reasons to chose the QLogic 4Gb FC Switch Modules for BladeCenter

1. **Breakthrough Ease of Use** - Installation, Configuration and Zoning wizards make setting up your SAN as easy as 1, 2, 3.
2. **Incredibly Low Cost** – Save thousands by using integrated SAN switching in BladeCenter. Fewer SFPs, cables, power cables and with Boot from SAN, no hard drive is needed on the server blades either. All adding to a faster ROI for your BladeCenter customers!
3. **Modular Scalability** - Starting at ten 4Gb ports, the QLogic 4Gb FC switch modules scale to twenty 4Gb ports delivering port density and performance that grows cost effectively with your customer's business -- from remote workgroup to corporate data center.
4. **Pervasive Interoperability** - Fully tested to interoperate with all the popular servers, storage and networking products from major manufacturers.
5. **Blazing Performance** – Based on the **first** integrated FC switch module for BladeCenter, these latest switch modules support traffic between switches, servers and storage at up to 4Gb per second. Two times faster than 2Gb networks being used today!!

IBM PN	Description	US Web Price*
32R1904	QLogic 10 Port 4Gb FC Switch Module for BladeCenter	\$8,999
26R0881	QLogic 20 Port 4Gb FC Switch Module for BladeCenter	\$13,999
32R1905	QLogic 10 Port Upgrade License Key	\$7,999
32R1795	McDATA Firmware for QLogic FCSM	\$2,499
32R1797	McDATA SANtegrity Enhanced Activation Upgrade	\$3,499
26R0890	QLogic 4Gb SFF FC Expansion Card for BladeCenter	\$799
26R0884	QLogic 4Gb Std FC Expansion Card for BladeCenter	\$799

Get more details on the QLogic BladeCenter offerings by clicking [here](#).



IBM Announces InfiniBand Bridges for BladeCenter “Powered by QLogic”
QLogic InfiniBand Fibre Channel Bridge Module for IBM BladeCenter and QLogic InfiniBand Ethernet Bridge Module for IBM BladeCenter help reduce TCO through increased Network integration

The QLogic InfiniBand Fibre Channel Bridge Module for BladeCenter (39Y9211) and the QLogic InfiniBand Ethernet Bridge Module for BladeCenter (39Y9207) for BladeCenter H provide high-speed, low-latency data connectivity between the platform's internal IB fabric and the external FC or Ethernet network. These modules deliver further integration of data center components into BladeCenter. Now BladeCenter clients can enjoy the benefits of InfiniBand within the chassis or rack of chassis while seamlessly connecting to the external LAN and SAN with little or no new investment in an external switching fabric.

Leveraging the existing InfiniBand switches available for BladeCenter H, these bridge modules provide Fibre Channel and Ethernet interfaces to the chassis or rack of InfiniBand-connected blades. When configured as such, bridges can be shared across chassis and serve as gateways to InfiniBand traffic for another chassis. This enables a completely self-contained cluster of InfiniBand-based BladeCenter blades and/or chassis to connect to the external network with little or no external switching.

Planned availability date: January 19, 2007

Part Numbers:

- QLogic InfiniBand Fibre Channel Bridge Module for BladeCenter (39Y9211)
- QLogic InfiniBand Ethernet Bridge Module for BladeCenter (39Y9207)

Get the details on the new QLogic IB offerings by clicking [here](#)

InfiniBand White Paper Available!



Unclear about the virtues of InfiniBand and the technology benefits? This Introduction to InfiniPath is the essential “InfiniBand 101” primer that discusses low latency, high bandwidth, scalability, and computational efficiencies. In addition to addressing architecture, standards-based and the value of high-speed interconnects. A “must read” for anyone that is building a clustered environment.

Click on the White Paper to get your copy!



Introducing The Latest Members of The IBM Team at QLogic

George Biry, formerly from McDATA, is based in the U.K. and joined us as our Business Development Manager for EMEA and AP territories.

And

Hemal Purohit joined our technical team from Intel. Hemal is based in Raleigh, NC.

Need assistance closing a sale? Call on any of us. We're here to help.

QLogic Contact	Title	Phone	Email
DJ Banack	Business Development, NA	(603) 206-5220	DJ.Banack@qlogic.com
George Biry	Business Development, EMEA & AP	+44 (0) 1869 321 983	George.Biry@qlogic.com
Barbara Craig	Outbound Mktg. Mgr, WW	(952) 912-2145	Barbara.Craig@qlogic.com
Nasir Moinuddin	Systems Engineer	(408) 464-3950	Nasir.Moinuddin@qlogic.com
Hemal Purohit	Systems Engineer	(919) 313-4593	Hemal.Purohit@qlogic.com
General Questions			ibmsolutions@qlogic.com

IBM PCI-e Adapters *"Powered by QLogic"* are now shipping!

- IBM 4-Gbps FC Single Port PCIe HBA PN: 39R6525
- IBM 4-Gbps FC Dual Port PCIe HBA PN: 39R6527



Get the most out of your systems. [Download](#) the latest drivers for all IBM products powered by QLogic from our new easy-to-use updated support website.



The **SAN Interoperability Guide December 2006 version** is a one-stop manual for developers and consultants interested in providing QLogic-powered products, solutions and services. It allows you to identify, at a glance, the certified SAN components best suited to your needs. The Guide includes multi-vendor certification information for switches and HBAs as well as for products powered by embedded QLogic technology. Download your copy today at:

http://www.qlogic.com/interopguide/thanks_pdf.asp

Come and See QLogic at These Upcoming IBM Events:

Date	Location	Event
12/6/06	NY, NY	BladeCenter: What's Hot, What's Cool
12/7/06	Farmingdale, NY	BladeCenter: What's Hot, What's Cool
12/12/06	Laurel, MD	BladeCenter: What's Hot, What's Cool
2/5 thru 2/9 2007	New Orleans, LA	IBM STGU NA Tech Conference
2/25 thru 3/1 2007	Paris, France	IBM STGU EMEA Tech Conference
2/27/07	New York City, NY	BladeCenter Session, NE Event 2
2/28/07	Piscataway, NJ	BladeCenter Session, NE Event 2
3/6/07	Waltham, MA	BladeCenter Session, NE Event 2
3/7/07	Westchester, PA	BladeCenter Session, NE Event 2
4/16 thru 4/20 2007	Singapore	IBM STGU AP Tech Conference - Singapore
4/23 thru 4/27 2007	Beijing	IBM STGU AP Tech Conference - Beijing
4/29 thru 5/2 2007	St. Louis	IBM Partner World

[QLogic InfiniPath Host Channel Adapters Now Support Intel MPI Library](#)

Intel MPI library users can now deploy a higher performance InfiniPath cluster interconnects.

[QLogic InfiniPath Host Channel Adapters Now Supported by Scali MPI Connect](#)

Customers using Scali MPI Connect can now scale large clusters.

[QLogic Unveils End-to-End HPC Networking at Supercomputing 2006](#)

QLogic will showcase InfiniPath Host Channel Adapters, SilverStorm Switches and Interoperability with popular applications, MPI stacks and, InfiniBand storage.

[QLogic Showcases End-to-End Network Platform for Storage and Server Area Networks](#)

The Open Systems design of the SANbox 9000 makes core switch technology accessible and affordable to thousands of customers with complicated switch installations.