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**Cisco collabore avec NetApp pour fournir  
des centres de données dynamiques virtualisés  
s'appuyant sur « Unified Computing System »**

- En travaillant sur les notions d'interopérabilité des produits, le développement de solutions conjointes et le support client, les deux entreprises vont fournir des solutions pour les centres de données virtualisés à la fois plus économiques et plus efficaces, en adéquation avec la demande actuelle des entreprises.
- Les solutions proposées sont basées sur « Cisco [Unified Computing System](#) » et « NetApp [Unified Storage Architecture](#) ».

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**Cisco and NetApp Partner to Deliver Virtualized Dynamic Data Center  
to Customers**

*NetApp to Provide Unified Storage Architecture for Cisco Unified Computing System, Increasing Efficiencies and Lowering Costs*

SUNNYVALE, Calif. and SAN JOSE, Calif. - April 16, 2009-NetApp (NASDAQ: NTAP) and Cisco today announced that they are teaming up to provide customers with unified, dynamic data center solutions that are based on Cisco's [Unified Computing System](#) and NetApp® [Unified Storage Architecture](#). Cisco and NetApp are working together to certify the combined solution, and the companies will also collaborate on customer support and marketing activities.

The Cisco Unified Computing System unites compute, network, storage access, and virtualization resources in a cohesive new data center architecture. This allows customers to reduce the complexities often associated with data center virtualization, lower costs, and improve asset utilization. Through [Cisco Validated Design](#), NetApp will provide flexible and powerful storage solutions for the Cisco Unified Computing System that will be tested for interoperability in virtualized data center environments. Customers benefit from the unified storage model across the entire NetApp product portfolio, application integration technologies such as the NetApp SnapManager® product suite, and advanced storage efficiency features. As a result, customers can take advantage of NetApp's unique advanced storage efficiency capabilities to drive down raw storage requirements, lower costs, improve utilization in virtualized environments, and simplify administrative tasks. Additionally, NetApp's

leadership in Ethernet storage technology complements the Cisco Unified Computing System, which is based on a 10Gb per second Unified Fabric that supports Fibre Channel over Ethernet (FCoE).

Cisco and NetApp will also collaborate on joint marketing efforts, such as the multi-city "Virtualized Dynamic Data Center Roadshow" with VMware and other select solution integration partners. NetApp will also participate in [Cisco's Data Center of the Future program](#). Both of these programs will focus on educating customers about NetApp and Cisco data center offerings.

"As more and more customers move to a virtualized infrastructure, they require the necessary storage, compute, and network solutions needed to transition to a truly dynamic data center," said Tom Georgens, president and chief operating officer for NetApp. "Through our long-standing collaboration with Cisco, we are enabling customers to tap deep into the power of their virtualized environment through a unified and scalable platform for a more efficient and streamlined experience."

"Customers, especially in today's current economic environment, are always looking for ways to simplify, reduce costs, and increase efficiencies in their data centers. These attributes become increasingly important with the shift toward the virtualized data center," said Mario Mazzola, senior vice president, Server Access and Virtualization business unit, Cisco. "We are committed to working with NetApp to deliver to customers the foundation for a truly virtualized and unified data center. With its Unified Storage Architecture, NetApp will complement the Cisco Unified Computing System, helping many of our customers realize all of the benefits of the dynamic data center."

In March, Cisco announced that NetApp is a participant in Cisco's open ecosystem of partners for the Unified Computing System, which is focused on stimulating innovation, enhancing service delivery, and accelerating the market adoption of Unified Computing. In addition, Cisco and NetApp have a long history of collaboration and many common customers that have deployed Cisco and NetApp technologies and solutions in their data centers. NetApp supports and resells the Cisco Nexus 5000 and MDS data center switching products, and in 2008, Cisco and NetApp announced support for the industry's [first native FCoE storage array](#).

The two companies have also worked together on an Ethernet Unification Center of Excellence, located at NetApp's campus in Research Triangle Park, North Carolina, which was announced in February. The center features Ethernet-based protocols running on a Cisco 10 Gigabit Ethernet backbone.

### **Learn more about NetApp's collaboration with Cisco:**

- Video: [Listen to NetApp's Jay Kidd and Cisco's Paul McNab Discuss the NetApp and Cisco Relationship and What It Means for the Cisco Unified Computing System](#)
- Video: [Listen to NetApp's Rich Clifton and Cisco's Ed Bugnion Discuss Joint Product Activities Between Both Companies](#)
- Video: [Listen to Dan Warmenhoven Discuss NetApp's Collaboration with Cisco](#)
- Read: [Learn More About NetApp's Participation in Cisco's Data Center of the Future Program](#)

### **About NetApp**

NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and deliver outstanding cost efficiency. Discover NetApp's passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com).

## About Cisco

Cisco (NASDAQ: CSCO) is the worldwide leader in networking that transforms how people connect, communicate, and collaborate. Information about Cisco can be found at <http://www.cisco.com>. For ongoing news, please go to <http://newsroom.cisco.com>.

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