Dell EMC Networking

SDN y Open Networking

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DELL Technologies

Our vision and strategy - Open Networking

Disrupting the fundamental economics of networking through open, standards-based technology disaggregation – addressing the gamut of environments from hyperconverged to hyperscale.

Dell EMC is challenging the networking status quo

Traditional Networking

- Proprietary architectures
- Proprietary software
- Proprietary ASICs

Open Networking

- Investment protection
- Innovation velocity
- Business agility

Shifting the paradigm

Compute paradigm **shift** over last 20 years

The disaggregated server model changed the landscape

Mainframe /proprietary model

Digital
Sun
SGI
IBM

- Proprietary architectures & mgmt tools
- Limited apps
- Proprietary OS (e.g., Solaris, HP-UX, Ultrix)
- Proprietary CPUs (e.g., SPARC, PA-RISC, Alpha)

x86 servers model today

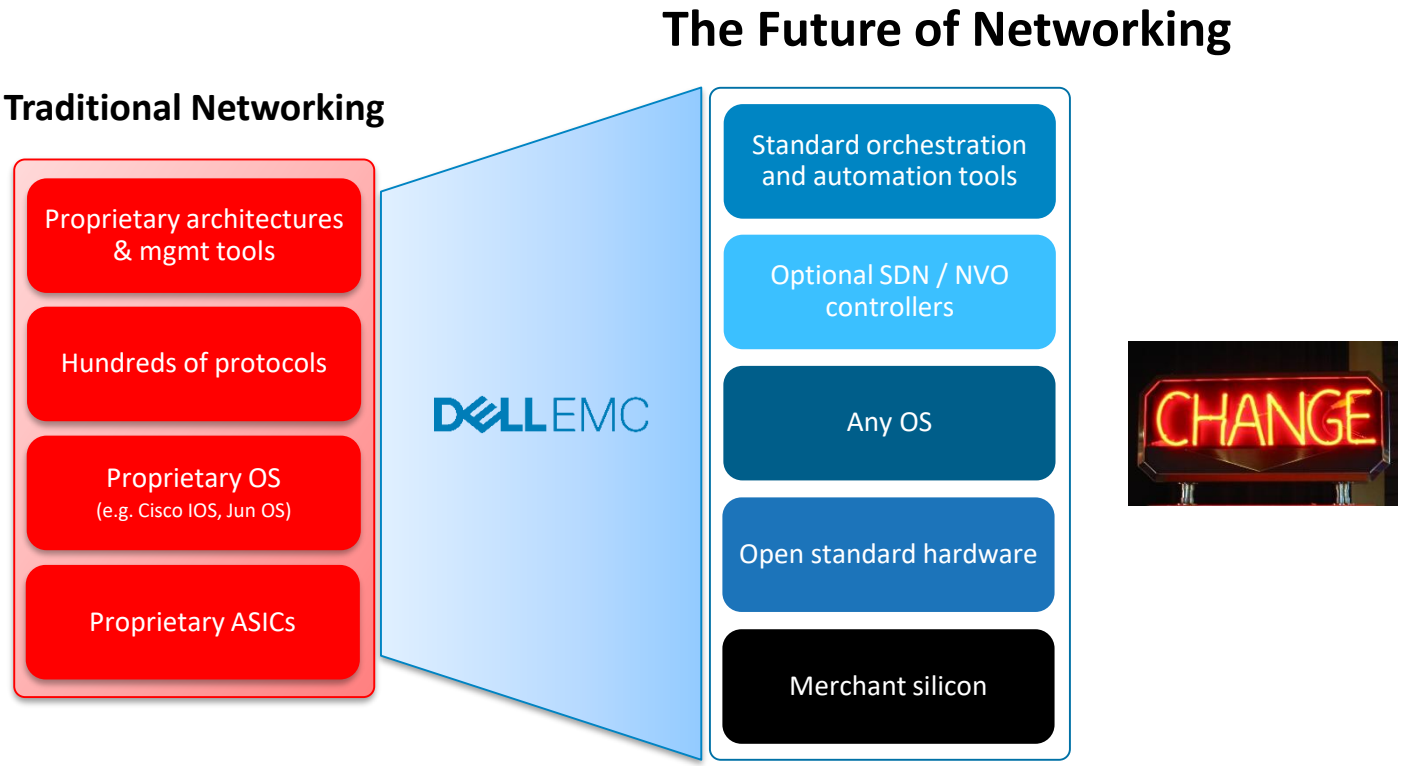
Dell
HP
(Compaq)
Others

- Orchestration/automation for distributed computing
- Application ecosystem
- Standard OS – hypervisors
  VMware | Windows Server System | Red Hat Linux | Suse
- Industry standard (X86 CPU)
  Intel | AMD

Benefits

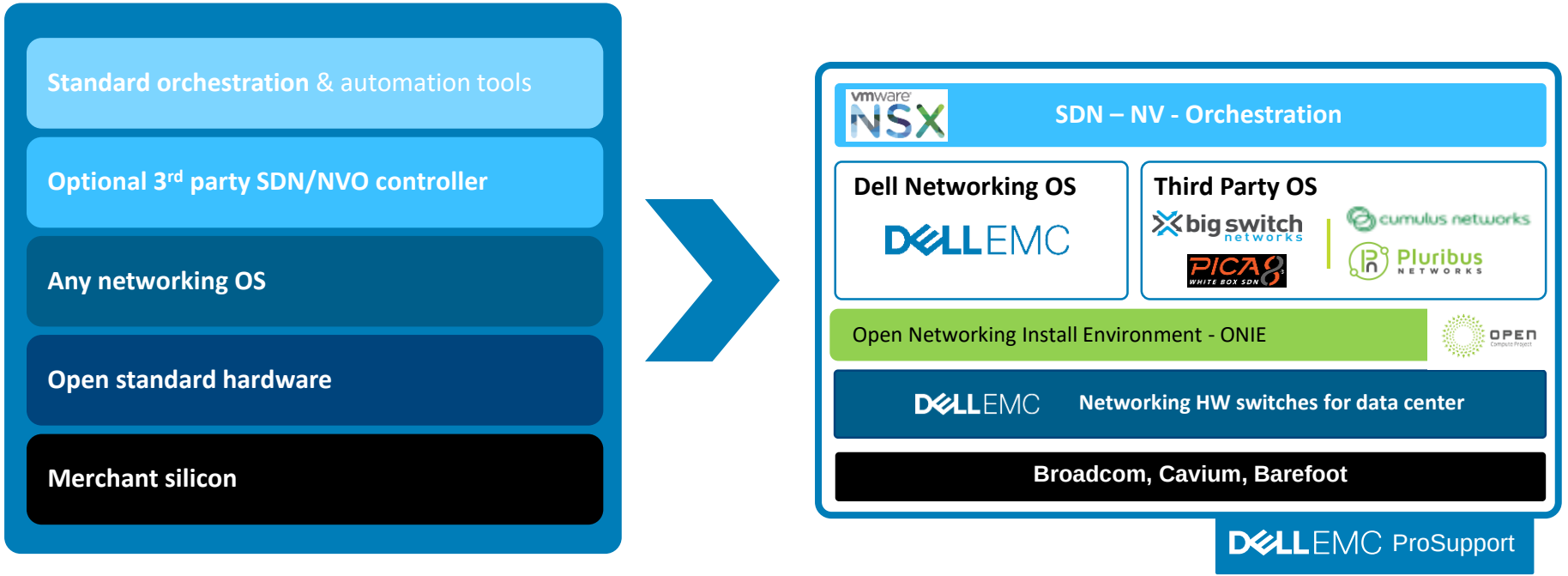
- Open – Choice for customers
- Rapid Innovation at every layer (CPU, OS/Hypervisor, Applications, Middleware …)
- Best of Breed solution to meet your needs
- Rich ecosystem for all use cases
- Cost-effective solutions

Dell EMC Fueling the **Open Networking** revolution



Making the **open networking shift** work for you

Leverage open, innovative and best-of-breed solutions for the data center



Why Open Networking?

Array of Choices

Several options to choose the right OS for your workload

Open Architecture

A scale-out leaf-spine software-defined architecture instead of 3-tier traditional networks

Re-purpose HW & SW

HW can be replaced to take advantage of merchant silicon inventions keeping the same SW. SW can be replaced keeping the same HW.

Standardize HW

Opportunity to standardize on HW not requiring fork-lift upgrade

Lower TCO

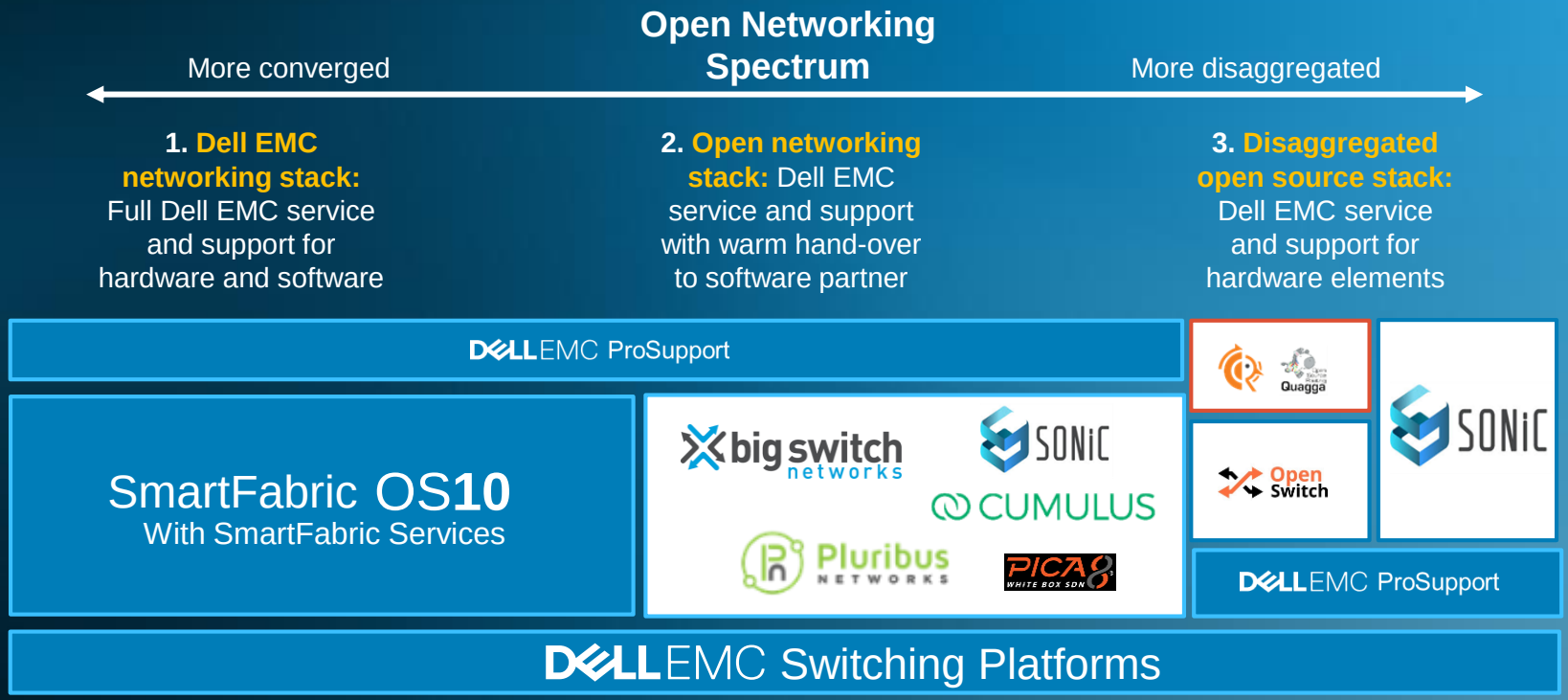
Reduced CapEx and OpEx compared to traditional Incumbent infrastructure

Investment Protection

Open and agile scale-out deployment to address future growth

The most complete and open SDN framework

For the Data Center



OS10 Open Edition = OpenSwitch

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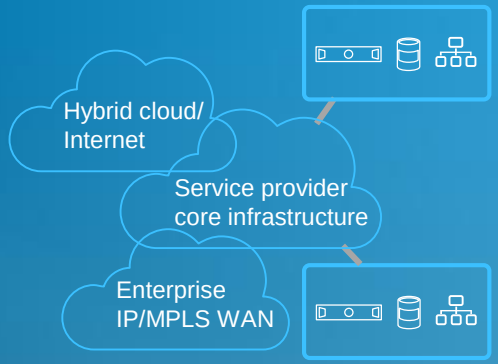
Dell EMC Networking maximizes customer choice, flexibility, and innovation from the edge to the core to the cloud.

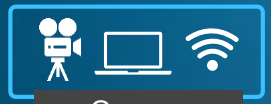
3 | Cloud



2 | Edge

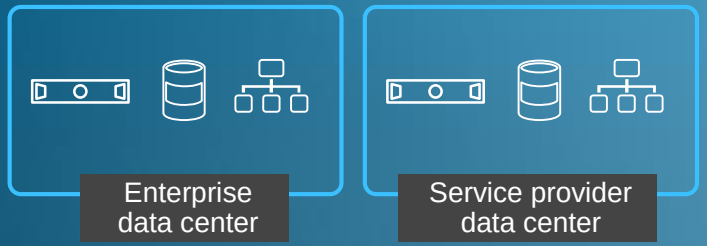
Next-generation access

Campus & branch networking



1 | Core

Data center networking



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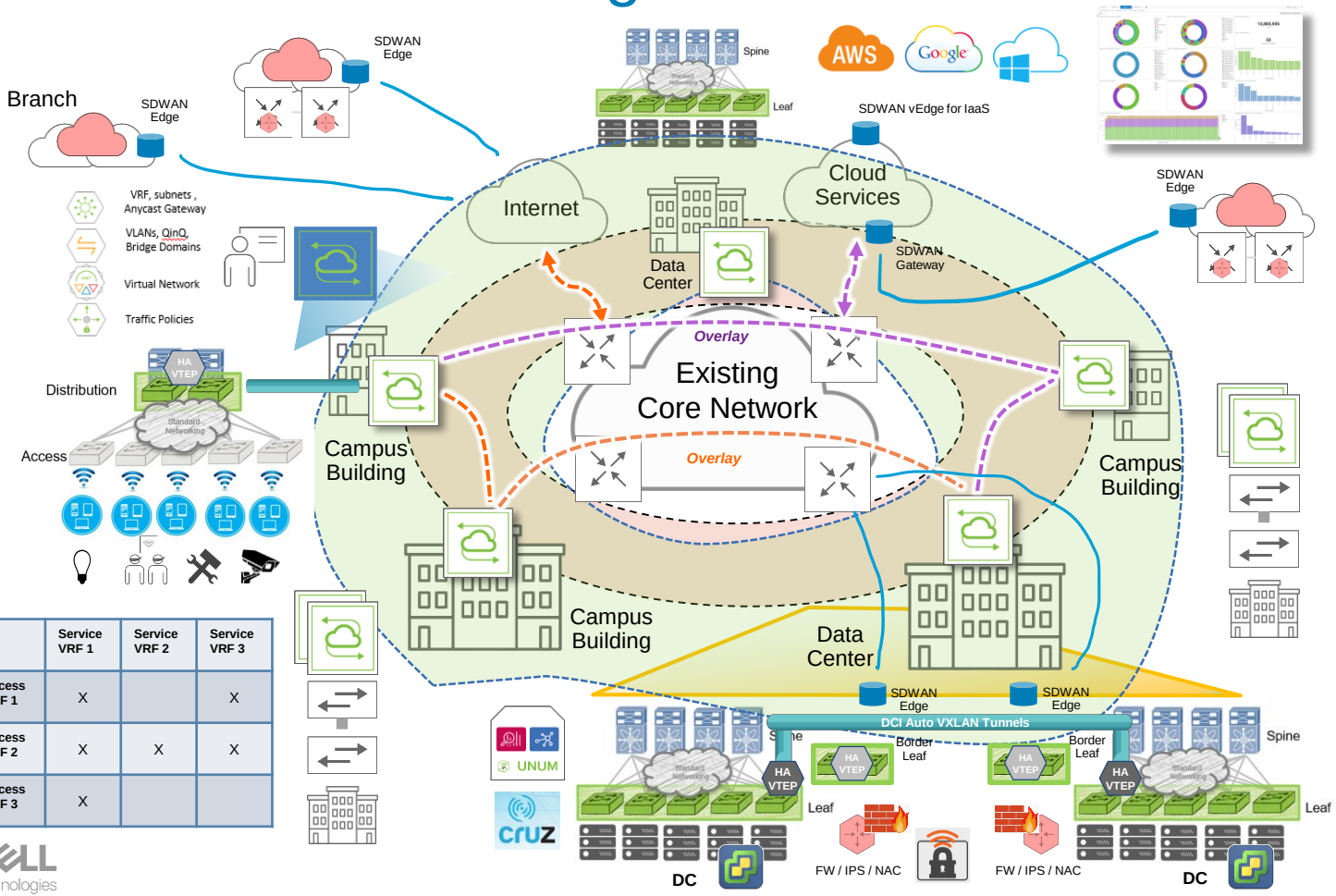
Dell EMC Networking 360º view



	Service VRF 1	Service VRF 2	Service VRF 3
Access VRF 1	X		X
Access VRF 2	X	X	X
Access VRF 3	X		

- ✓ Intent Based, Software Defined Fabric with seamless insertion in existing networks
- ✓ Controller-less SDN fabric
- ✓ Reliable scalable wire-speed easy-to-use VxLAN overlays
- ✓ Easy to scale from single site to multi-site
- ✓ Distributed fabric architecture with Single Point of Management CLI / RestAPI / GUI / Ansible. Automation, ZTP.
- ✓ Reduced ~90% provisioning complexity with fabric-wide objects (subnet, VLAN, ACL, …)
- ✓ vCenter auto-provisioning & analytics
- ✓ Multi-tenant, segmentation & security service insertion
- ✓ Line-rate embedded flow telemetry & advanced analytics without external monitoring fabric
- ✓ Simple, open & cost effective access infrastructure (802.1X, CoA, DVA)
- ✓ Application awareness
- ✓ Business policy routing
- ✓ Brownout detection and remediation
- ✓ Bring your own bandwidth

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Networks are like Parachutes…

They work best when they are OPEN

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¡Muchas gracias por su atención!