



IP Storage Solutions HP World 2001



IT Industry Key Drivers

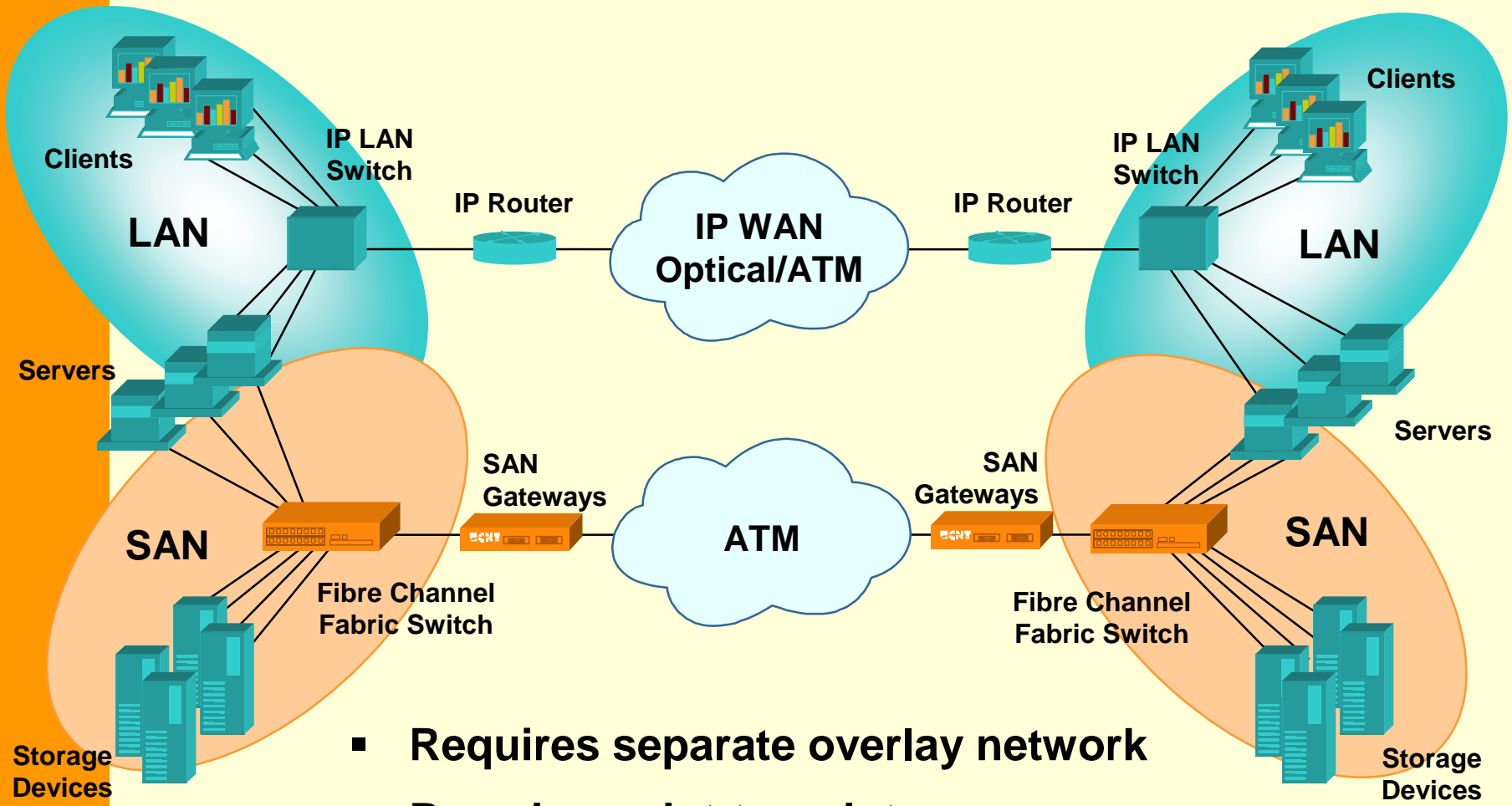
- **Exponential growth in managed storage**
- **Shortage of IT staff, growing skills gap**
- **Soft economy requires IT to become more efficient**
 - IT is looking for ways to cut operational and capital expenses
 - IT wants to leverage existing IT infrastructure rather than invest in new/different technologies

Still.....

- IT must deploy new applications to generate new revenues
- IT must deliver improved service to users



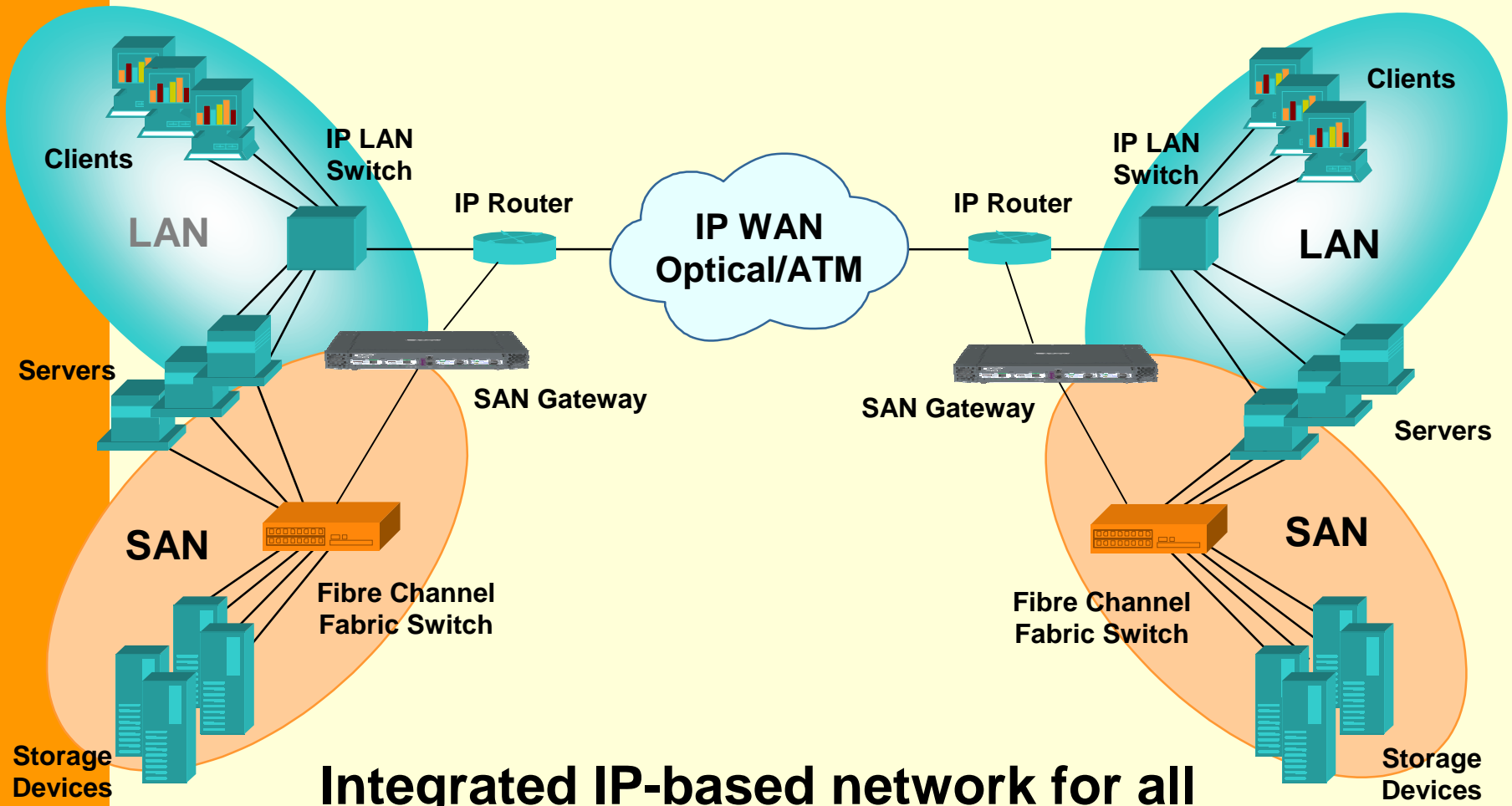
Today's Storage Environment



- Requires separate overlay network
- Remains point-to-point
- Lacks integrated IP support



Desired Storage Environment



**Integrated IP-based network for all
voice, video and data traffic**

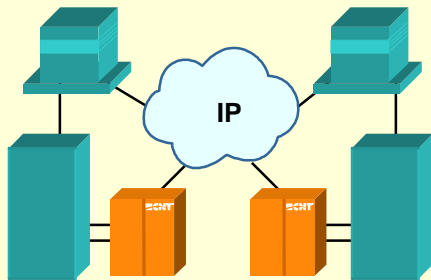


Integrating Storage and IP - “IP Storage”

Customer Benefits:

- Integrates LAN/SAN/WAN into a unified, high performance network
 - Efficient use of existing IP staff, tools and infrastructure
 - Lower bandwidth costs
- Improved time-to-market
- Expand the power of storage networking
 - IP Storage will enable new enterprise applications

IP Storage





CNT Industry Firsts

- **Industry leader in IP Storage with April 2000 announcement of Fibre Channel over IP and SCSI over IP capabilities**
- **First with Data Replication over IP in February 2000**
- **First with Fibre Channel over WAN, providing remote storage for data replication and remote backup applications in October 1999**

**And now, introducing our latest innovation,
with HP...**



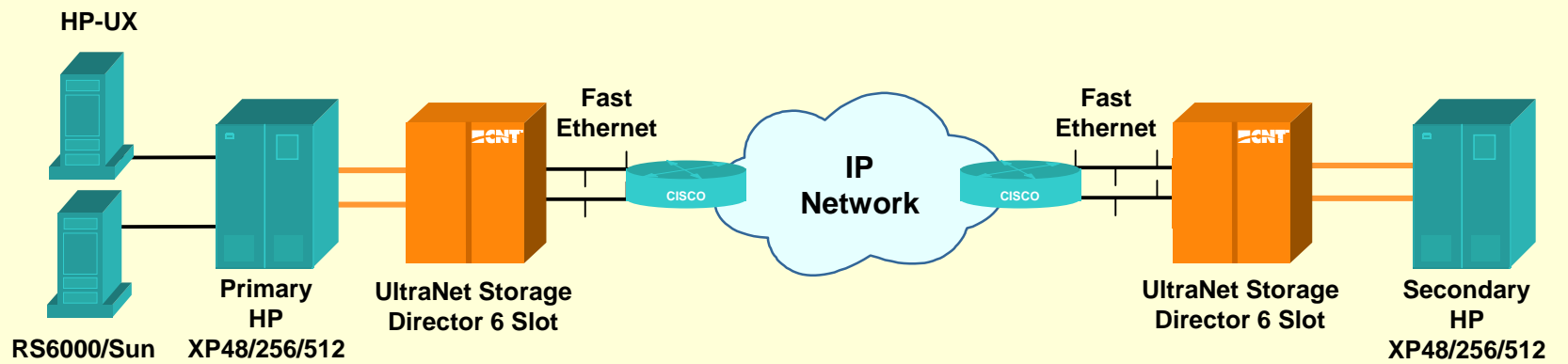
UltraNet Edge Storage Router

- Leverages investments in Fibre Channel and IP infrastructure, enabling enterprise-wide storage networks
- Highly flexible IP Storage solution, designed to support new and emerging protocols and technologies
 - FCIP, iSCSI and Infiniband
- CNT unique value-add capabilities for industry leading performance and data integrity, regardless of distance
- Easy to use: Customer installable, configurable and maintainable



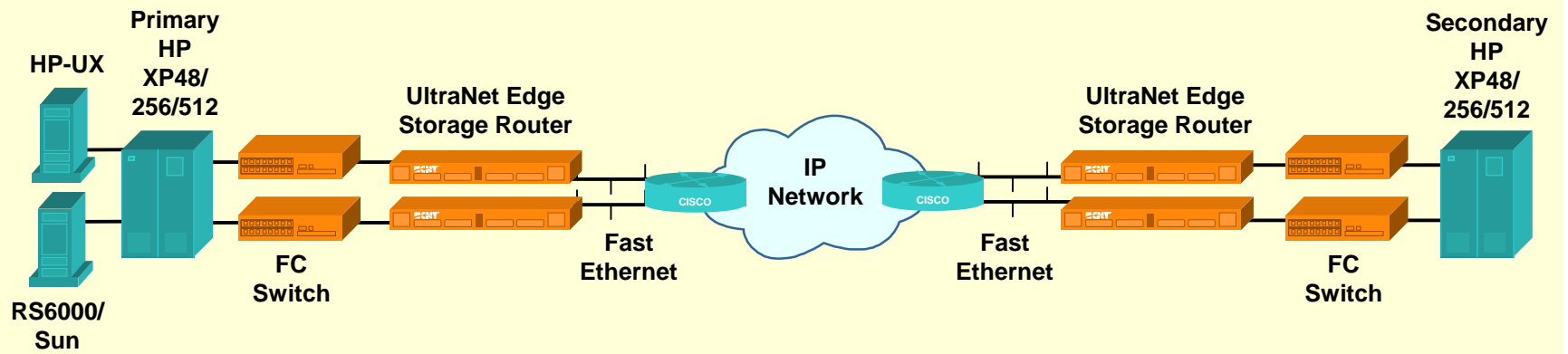


CA over IP Diagram

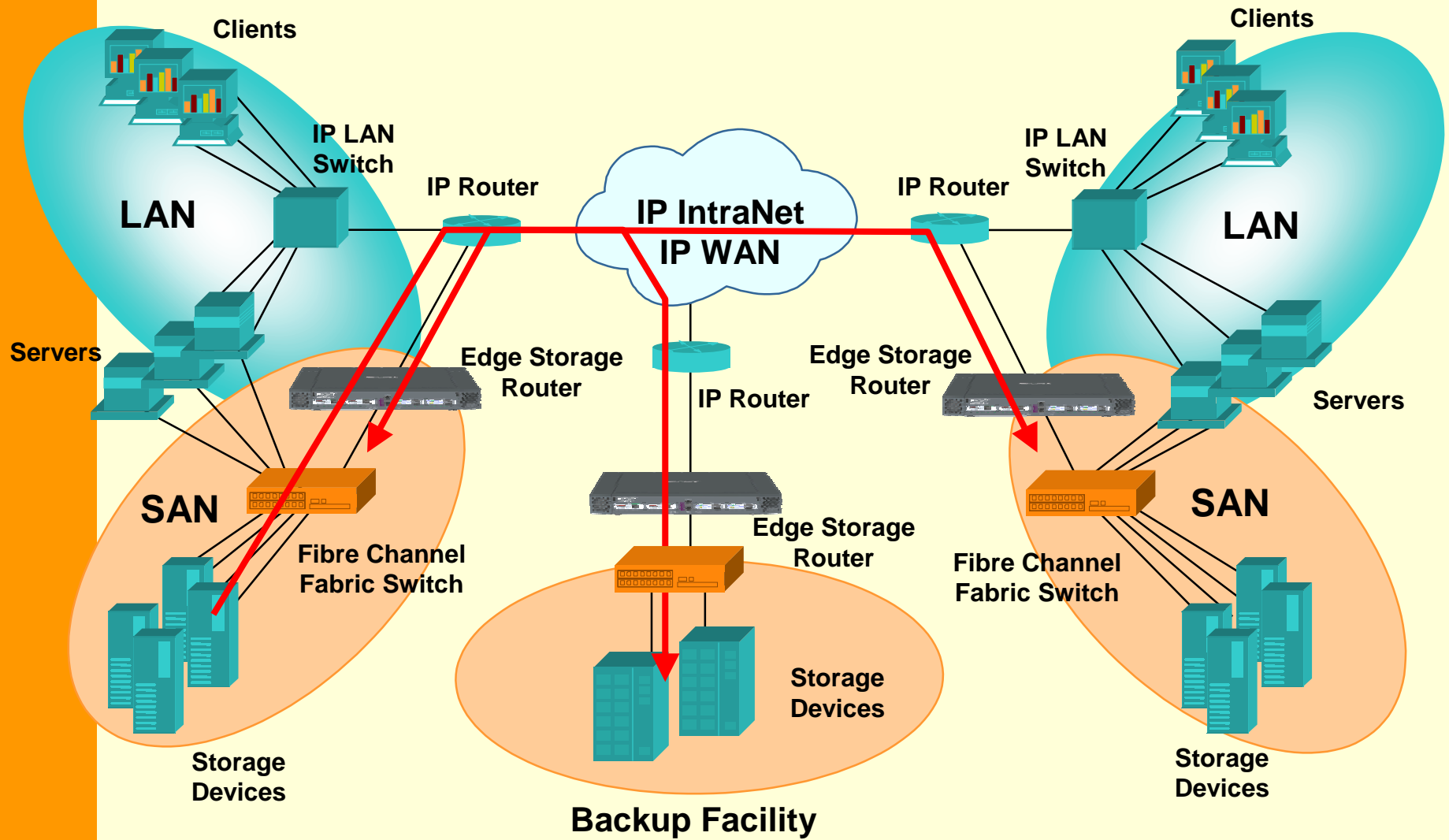




CA over FCIP Diagram



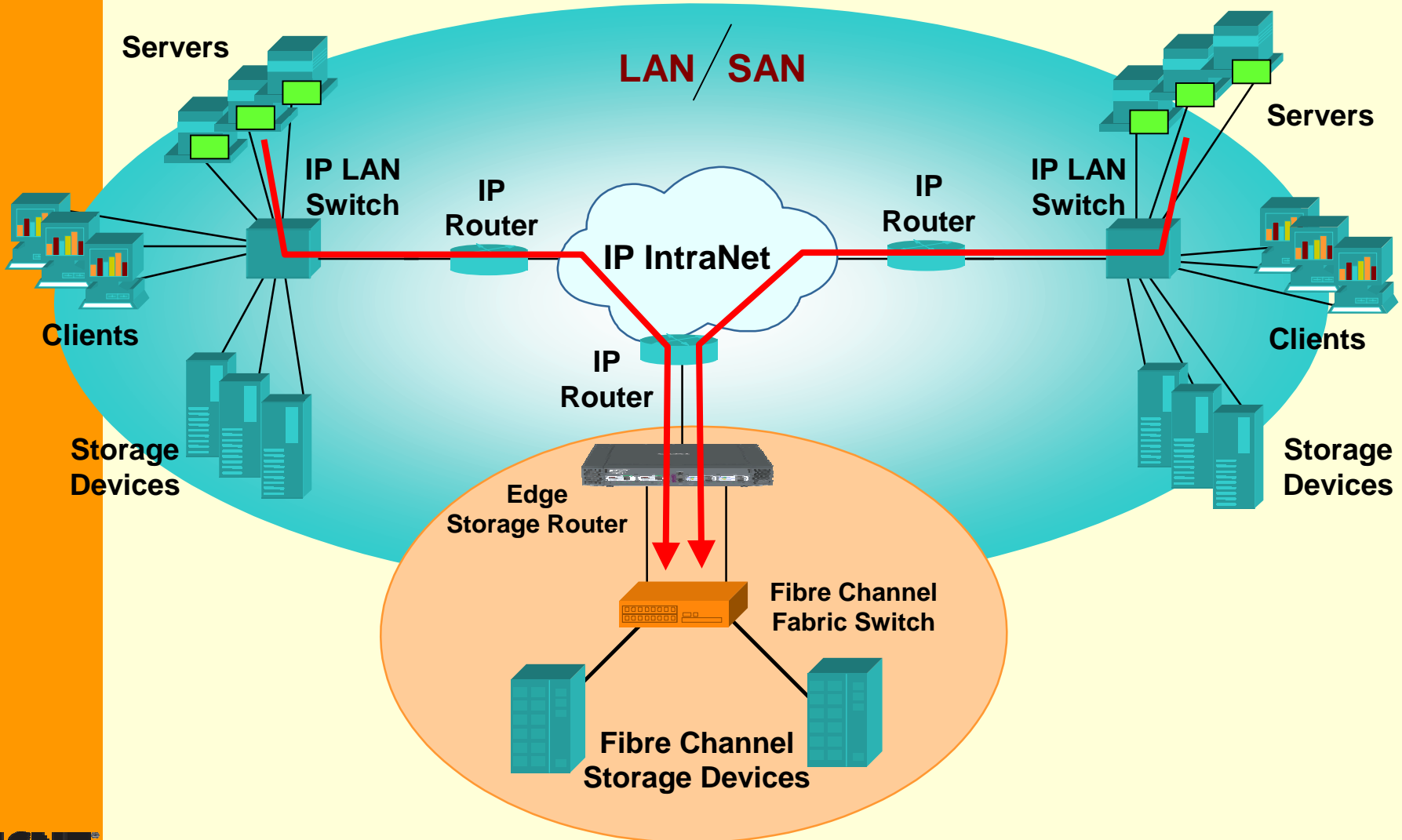
IP Storage - FCIP Environment





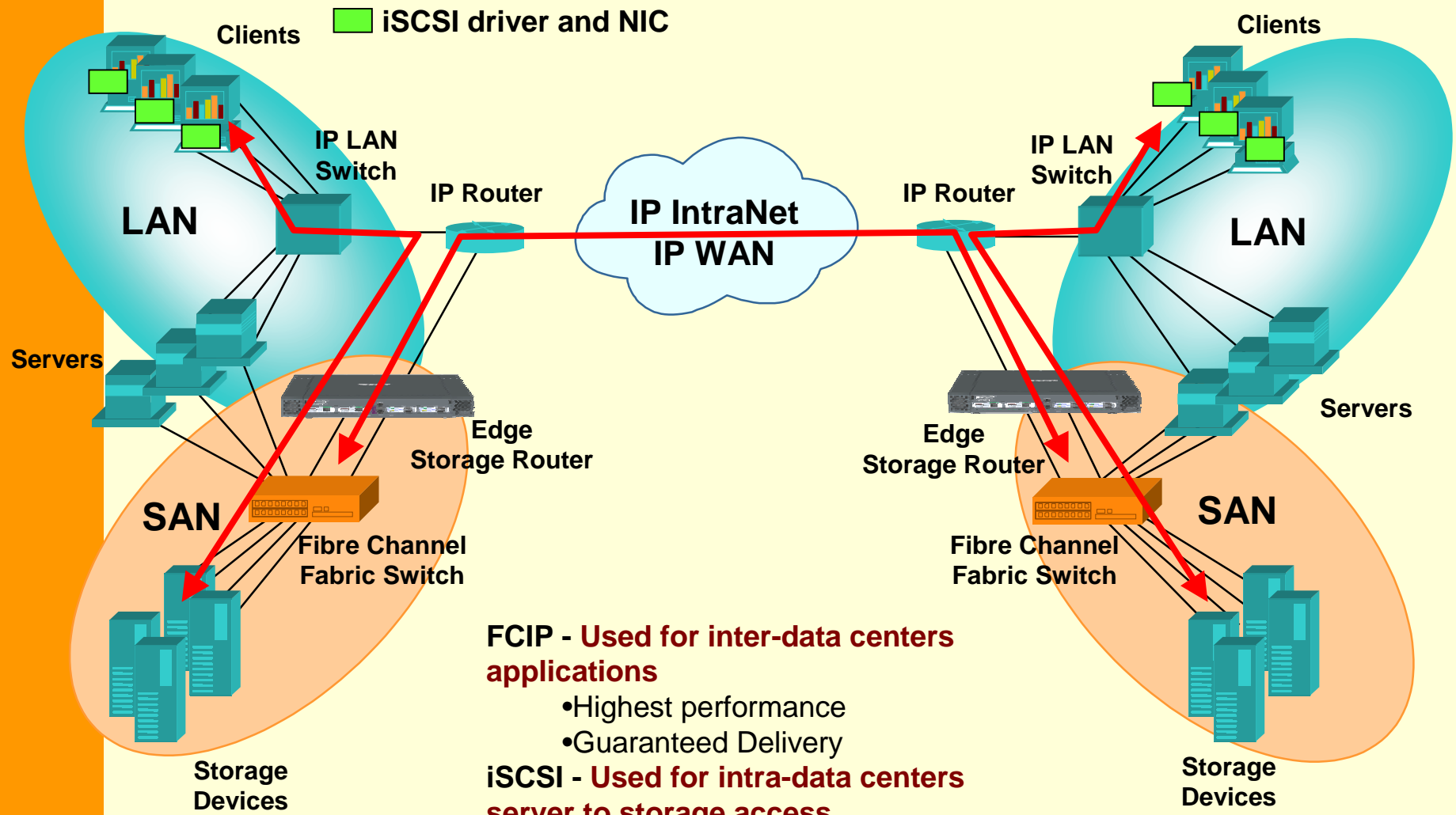
IP Storage - iSCSI Environment

 iSCSI driver and NIC





IP Storage Mixed Environments



FCIP - Used for inter-data centers applications

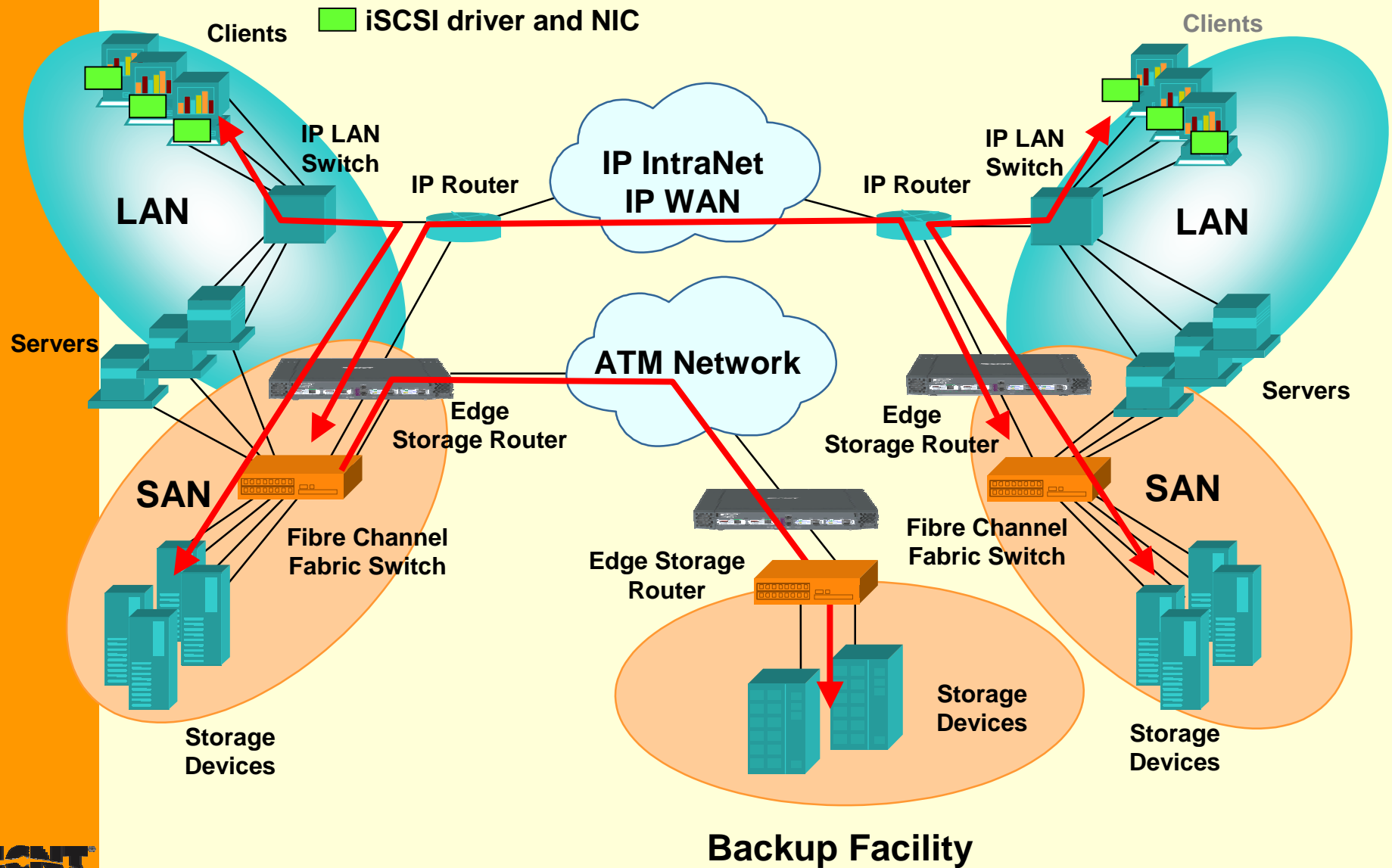
- Highest performance
- Guaranteed Delivery

iSCSI - Used for intra-data centers server to storage access

- Local access to storage
- Server to ethernet block I/O



IP Storage Mixed Environments





The CNT Advantage

- **Experience** - We've been deploying storage networking solutions for over a decade and deploying IP storage solutions for over a year.
- **Technology leadership** - Our IP Storage Architecture provides industry leading application performance, network efficiency and data protection, regardless of distance.
- **Flexible Architecture** - Flexible to change as customers' connectivity and application needs change.
- **Support Infrastructure** - We have a large technical support and service infrastructure ready to help our partners and customers achieve their business goals.