Emulex HBAs Key Element to A Robust SAN

Joe Teolis Sr. Director, Product Marketing HP Solution Symposium – Storage Track



Emulex: Building on a Foundation of Strength

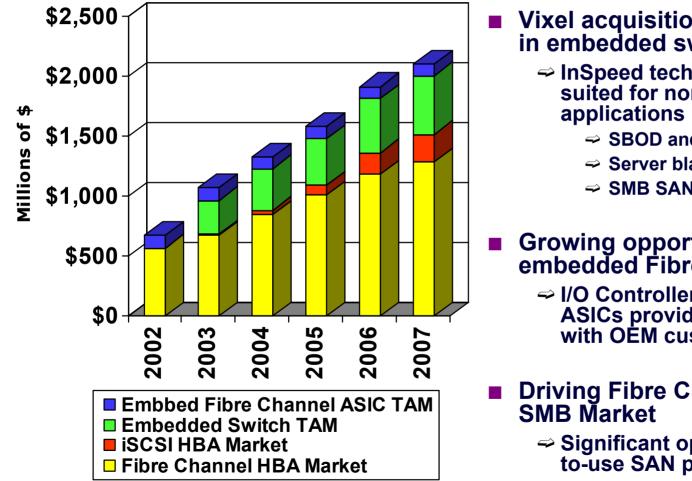


•520 Employees •Costa Mesa, CA •Bothell, WA •Bolton, MA •Longmont, CO •Worldwide manufacturing partners Strong track record of growth

- ⇒ 5 Consecutive years of revenue growth
 - ⇒ FY03 Revenue of \$308M
- ⇒#1 HBA Market Share
- ⇒1.4M units shipped
- Strategic investments fuel continued growth
 - ⇒ Vixel acquisition
 - ⇒ Software technologies
 - Intel/Emulex joint development



Expanding Market Opportunities



Vixel acquisition adds strength in embedded switching market

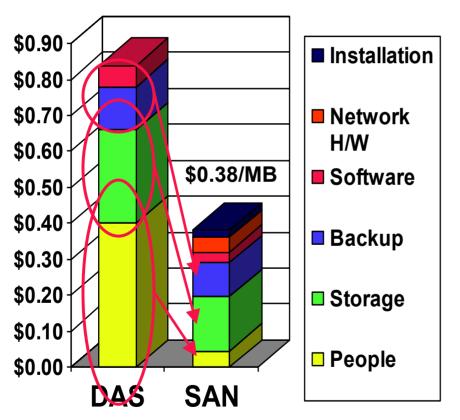
- suited for non-fabric switching
 - SBOD and Root Switches
 - → Server blades
 - ⇒ SMB SANs
- Growing opportunity in embedded Fibre Channel
 - ⇒ I/O Controllers and switch **ASICs provide key synergies** with OEM customers
- **Driving Fibre Channel into the**
 - ⇒ Significant opportunity for easyto-use SAN products



Source: IDC (July 2003), Gartner (July 2003), Vixel and Emulex

Management Drives SAN TCO

\$0.84/MB



Source: McKinsey, 2001

 SANs reduce people cost of management 66-92% (McKinsey, Gartner, Enterprise Storage)

SANs improve disk utilization up to 85% (McKinsey)

⇒ Easier to re-allocate or reprovision centralized storage

SANs reduce backup costs

 ∼ Number of tape drives reduced 50-75% (McKinsey)



Microsoft Systems Architecture (MSA)

Emulex is the exclusive MSA Fibre Channel HBA for Microsoft Systems Architecture – Internet Data Center

- Rigorously tested and validated technology architecture
 - Provids planning and implementation blueprints

Includes storage, networking, security, management, and application infrastructure

Designed to be used 2 ways
 Proactive strategy to standardize IT architecture
 Tactical approach to roll out specific projects





"Anatomy of an HBA"

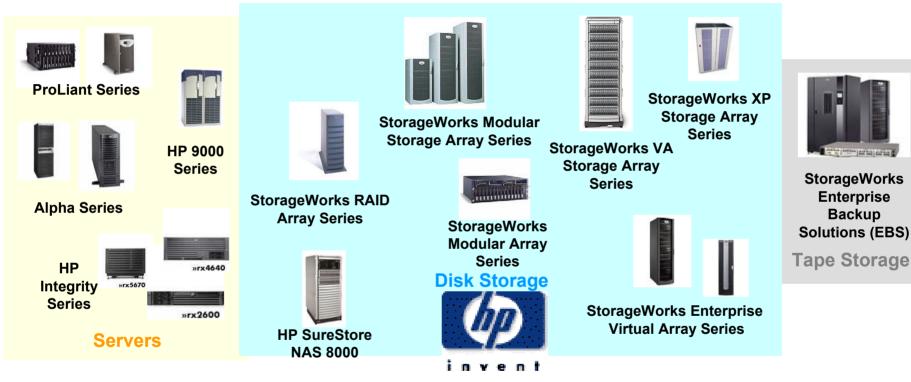




Emulex Advantages



#1 HBA Supplier to HPQ



- ✓ Over 350,000 HBAs shipped to HPQ
- ✓ Support for strategic OSs: HP-UX, Windows, Linux
- ✓ HBAs and drivers for HP-UX: HP logo certified and hazard tested



"Future-Proof Your Investment



Unique Emulex Capability:

Independent Firmware

Enables installed base to utilize "today's" features

- More than 1.4 M Emulex HBAs in service
- Upgrade without taking server offline
- Eliminates "fork-lift" upgrades

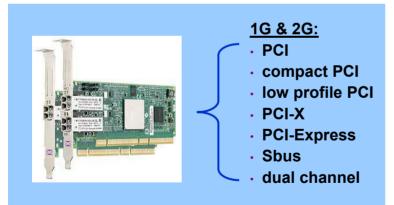
Lower Downtime Simplified Management Protection



Eliminate Driver Complexity

Unique Emulex Capabilities:

- Hardware-Independent Driver Architecture



- Simplifies configuration and maintenance
- Enables seamless migration to new technologies
 - Product Families
 - → LP7000, LP8000, LP9002L, LP9800, LP10000
 - Technology Transition

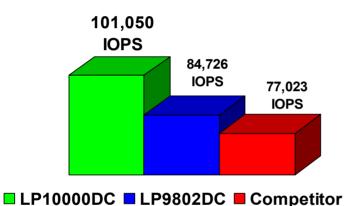
Ne network stora

 Simplifies and accelerates OEM and partner design cycles and TTM

Simplifies Management Reduces Downtime Lowers Qualification Costs

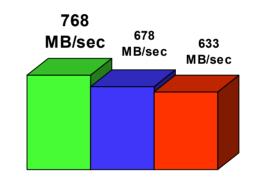
#1 in Fibre Channel HBA Performance

PCI-X HBA Transaction Performance



- 31% faster than competition
- 19% increase over previous generation HBA

PCI-X HBA Throughput Performance



■ LP10000DC ■ LP9802DC ■ Competitor

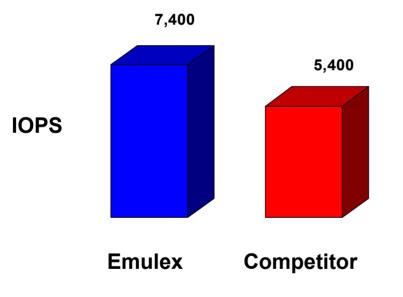
- 21% faster than competition
- 13% increase over previous generation HBA

Note: Transaction performance based on 2K block sequential READ IOPS in a MS Windows 2000 environment; throughput performance is based on 64K block read/write MB/sec in a MS Windows 2000 environment; data represents the total for both channels on dual channel HBA



#1 HBA in Mixed Workload Performance

PCI-X HBA *Transaction* Performance



Note: Mixed workload performance based on a workload that is split between 2K block READ transaction and 64K block WRITE backup in a MS Windows 2000 environment



Tape and Disk Storage attached to one HBA

- Concurrent transaction and backup workloads
- Transactions processed at <u>frame</u> rather than exchange level
 - 37% faster transaction performance



Enabling Technology

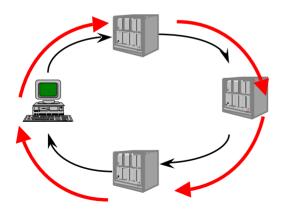


Largest Buffer-To-Buffer Credits

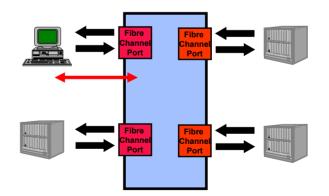
Benefit:

Higher Performance in Distance Applications

- Allow Devices to Negotiate Maximum Amount of Data In-Flight
- → Emulex provides 64 buffer to buffer credits (2K ea) on LP8/9000, 16 credits on LP850/950. Most others provide 4



Loop Buffer to Buffer Distance = Entire Distance Between two Devices



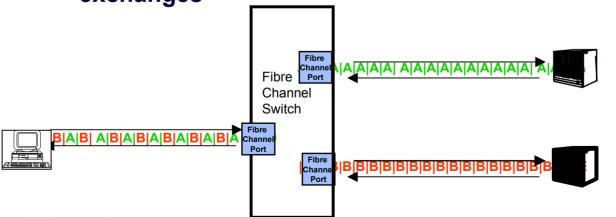
Fabric Buffer to Buffer Distance = Distance Between Device & Switch Port



Hardware Context Cache

- Improved Receive Performance in Switched Fabric Applications
 - Efficient hardware processing of interleaved exchanges
 - Offloads Host PCI Bus CPU (contexts are not spilled/filled across the PCI Bus)
 - Critical in Multi-Target Configurations
- Improved Scalability

⇒ Able to process up to 2048 concurrent active exchanges



Superior Product Design

Common drivers simplify HBA integration and management

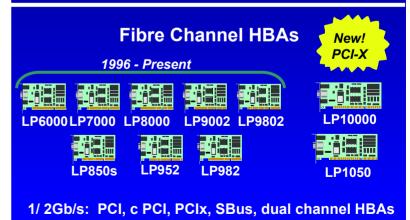
Independent drivers and upgradeable HBA firmware protects investment

HBA platform continues to scale offering increased performance, new features, flexibility Management Applications

FC-MI Management API Emulex APIs (SNIA API)

Common Drivers Across Platforms and Generations

Service Level Interface (SLI)





Product Overview

- + Host Bus Adapters (HBAs)
- + Management Applications

+ Embedded Switching



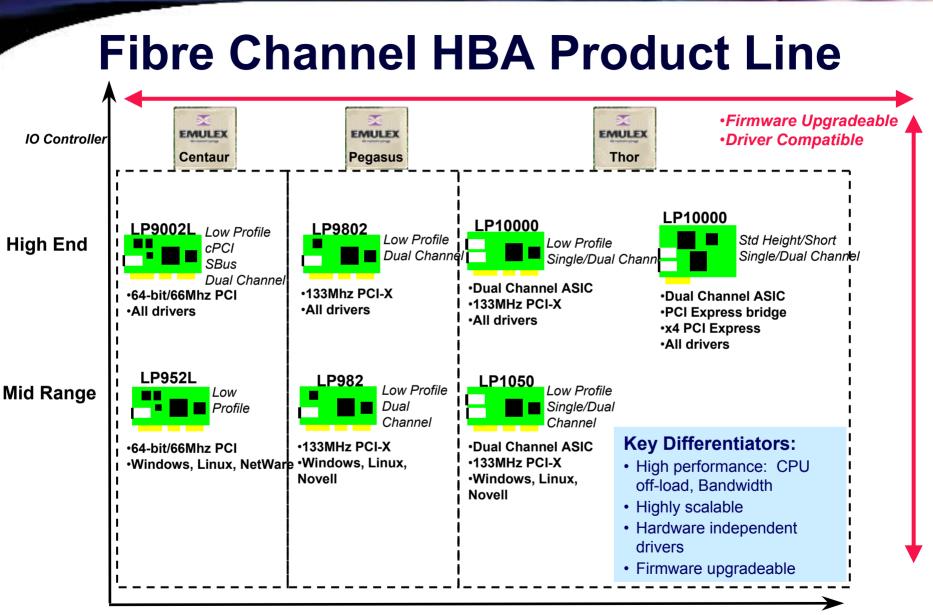
Servers & Storage Matrix

	HBA Model #	HBA Model#	Tru64 UNIX O/S Environment
ProLiant ML Family	DS-KGPSA-CB/CY FCA2404DC FCA2408 FCA2355 FCA2404	LP8000 LP9802DC LP982 LP9002DC LP9802	Windows (32-bit) NT, 2000 & Server 2003
HP 9000 Superdome Server HP Integrity Series HP Alpha Servers	AB232A A7298A	LP9802 LP982 LP9002L LP9002DC	Windows Server 2003 (64-bit) Linux 64-bit HP-UX 11i V1
StorageWorks Modular Storage Array Series	FCA2404 FCA2355 FCA2404DC FCA2408	LP9802 LP9802 LP9002DC LP9802DC	Windows (32-bit) NT, 2000 & Server 2003
StorageWorks RAID Array Series StorageWorks XP Storage Array Series StorageWorks Enterprise	FCA2101	LP952L	Windows (32-bit) NT, 2000 & Server 2003 Linux 32-bit
StorageWorks Enterprise Virtual Array Series StorageWorks VA Storage Array Series	FCA2354 AB232A	LP9002L LP982	Tru64/OpenVMS Windows Server 2003 (IA 64-bit)

HBAs Cross Referenced Matrix

Emulex Model	HP Model	Description	Targeted System & OS
LP8000	DS-KGPSA-CA/CX	1-Channel PCI	Tru64/OVMS
LP8000	DS-KGPSA-CB/CY	1-Channel PCI	Windows
LP952L	FCA2101	1-Channel PCI	NAS, Windows & Linux
LP9002L	FCA2354	1-Channel PCI	Tru64/OVMS
LP9002DC	FCA2355	2-channel PCI	Windows & Linux
LP982	A7298A	1-Channel PCI/PCI-X	Windows IPF/IA64 & Linux IA64 (Bulk pack)
LP982	FCA2408	1-Channel PCI/PCI-X	Windows
LP9802	AB232A	1-Channel PCI/PCI-X	Windows IA64
LP9802	336070-001	1-Channel PCI/PCI-X	NAS & IPF (Bulk Pack)
LP9802	FCA2384	1-Channel PCI/PCI-X	Tru64/OVMS, PCI-X for Alpha
LP9802	FCA2404	1-Channel PCI/PCI-X	Windows & Linux, PCI-X for IA32 servers
LP9802DC	FCA2404DC	2-Channel PCI/PCI-X	Windows
LP9002L		1-Channel PCI	HP-UX 11i "Certified for HP-UX"
LP9002DC		2-Channel PCI	HP-UX 11i "Certified for HP-UX"





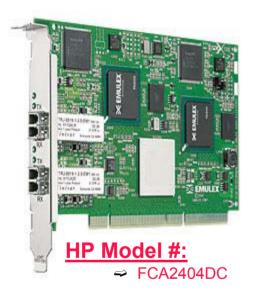


HP & Emulex HBA Selected Attributes

	Darken and	XOPACRACK	FOR	FCAR	FCAL	61114	3360102	FCALL	FCALL	FC121040	FCAU	1000	100667	1697	1(1)	1008641	100	19102	1910000	1817	050 161	1410000	av 0000 Extr	00
Fibre Channel	1 Gb/s	X	X																					
	1-2 Gb/s			X	X	X	X	X	Х	X	Х	Х	Х	Х	Х	X	X	X	X	X	X	X	X	X
PCI	33 MHz/64 Bit	X	X	X	X	X	X	X	Х	X	Х	Х	Х	Х	Х	Х	X	X	X	X	X	X		
	66 MHz/64 Bit			X	X	X	X	X	Х	X	Х	Х	X	Х	Х	Х	X	X	Х	X	X	X		
PCI-X	133 MHz/64 Bit						X	X	Х	X	Х	Х				X	X	X	X	X	X	X		
PCI Express	×4																						X	X
PCI Form Factor	Short	X	X	X	X	X	X	X	Х	X	Х	Х	Х	Х	Х	Х	X	X	X	X	X	Х	X	Х
	Low Profile			X	X		X	X	Х	X	Х	Х	X		Х	Х		X	X	X	X	X		
Dual Ports	2 Channels/Adapter					X					Х			Х			X			X		X		X
Media Interface	SC	X	X																					
	SFF SW LC			X	X	X	X	X	Х	X	Х	Х	Х	Х	Х	Х	X	X	X	X	X	X	X	X
	SFF LW LC												Х			Х								
HP Certified Device	HP-UX												Х	х										
Drivers	Linux/Windows			X		X	X	X		X	X													
	Tru64/OVMS	X			х				Х															
	Windows		Х									Х												
Emulex Device Drivers	All drivers												Х	х		х	X		х	X			X	Х
	Linux/NetWare/Windows														Х			X			X	Х		



LP9802DC Host Bus Adapter



I 1 standard model ⇒LP9802DC-F2 64-bit 66/100/133 MHz PCI-X 1.0a compatible

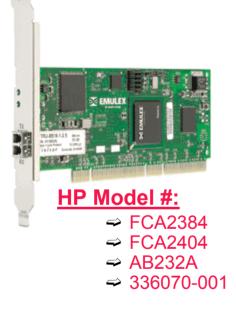
- ⇒ 33/66 Mhz PCI 2.2 compatible
- \Rightarrow 3.3 and 5 volts required
- Dual channel short form factor PCI card

Software

- Supports Windows NT/2000, Linux, NetWare, Solaris and HP-UX
- Custom drivers through Emulex SLI
- Supports cHBA API, HBAnyware, MultiPulse
- Architecture
 - ⇒ Emulex Pegasus ASICs
 - ⇒ 1024 concurrent on-board exchanges/channel
 - ⇒ 16 buffer to buffer credits/channel
 - → Full Speed PCI-X to PCI-X Bridge



LP9802 Host Bus Adapter



- 2 standard models
 - ⇒LP9802-F2
 - ⇒LP9802-X2

- 64-bit 66/100/133 MHz PCI-X 1.0a compatible
 - ⇒ 33/66 MHz PCI 2.2 compatible
 - ⇒ 3.3 VDC
 - ⇒ Short form factor and low profile PCI card
- Software
 - Supports Windows NT/2000, Linux, NetWare, Solaris, and HP-UX
 - Custom drivers through Emulex SLI
 - → Supports cHBA API, HBAnyware, MultiPulse
- Architecture
 - → Emulex Pegasus ASIC
 - ⇒ 2048 concurrent on-board exchanges
 - → 64 buffer to buffer credits



LP10000 Family 2Gb/s Fibre Channel PCI-X HBAs



- Features 20% higher transaction performance and up to 25% lower power than previous generation adapters
- Advanced Emulex HBA architecture
 - Driver compatibility across product line
 - → High availability
 - ⇒ Scalability features
 - Simplified SAN Management
- Single- and dual-channel models
 - → Low profile PCI (MD2) card format

 - ⇒ 3.3 volt PCI signaling, 5 volt tolerant



LP10000 Enterprise-Class HBAs



Enterprise HBA features

- Features larger data buffering and on-board context caching for performance and scalability
- → Driver Support for Windows NT/2000/Server 2003, NetWare and Linux
- → Additional driver support for Solaris, HP-UX and custom drivers
- → Robust fabric boot support in x86, IPF and SPARC systems



Improved initialization sequence, supporting all Sun dynamic reconfiguration modes

Single- and dual-channel models

- → LP10000-M2: Single-channel, short-wave optical link
- → LP10000DC-M2: Dual-channel, short-wave optical link
- Low profile PCI (MD2) card format

Low profile mounting bracket available at no additional cost





LP1050 Mid-Range HBAs

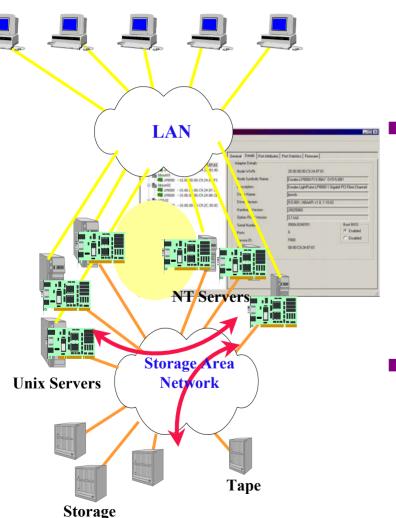


General Purpose HBA

- ✓ Low cost adapters supporting Windows NT/2000/Server 2003, NetWare and Linux
- Linux support now includes full-featured open source driver
- → On-card fabric boot support for x86 and IPF systems
- Single- and dual-channel models
 - → LP1050-F2: Single-channel, short-wave optical link
 - LP1050DC-F2: Dual-channel, short-wave optical link
- Low profile PCI (MD2) card format
 - Low profile mounting bracket available at no additional cost for servers utilizing this type of slot



HBAnyware[™]



- Centralized HBA management suite designed to simplify and improve SAN management, and lower total cost of ownership for SAN based storage
 - Enables complete HBA management across heterogeneous SANs from a single console

Product features

- Remote Management API support for SAN management applications integration
- → Windows and Java GUIs and CLI provided
- → Real-time discovery of in-depth HBA data
- Industry-standard CT based in-band management
- Fully compatible with installed base of over 1,400,000 Emulex HBAs for easy deployment



HBAnyware Feature Sets

HBAnyware 1.0

Infrastructure

- ➢ In-band communication based on Authenticated CT protocol
- → Fabric-wide discovery of Emulex HBAs
- → API strategy for integration into OEM and third-party solutions
 - RMAPI
- Management features
 - → Real-time capture of in-depth HBA attributes and statistics
 - → Remote firmware upgrade
- Standalone GUI utility and CLI
 - → Cross-platform, heterogeneous
- Delivery
 - → Packaged with standard driver kits
 - → 32-bit Windows
 - → Solaris 32/64
 - → Production deployments since Q1-CY03

HBAnyware 2.0

Infrastructure ⇒ Security provisions for secure in-band management

- → Advanced discovery service
 - \Rightarrow Improved performance and scalability

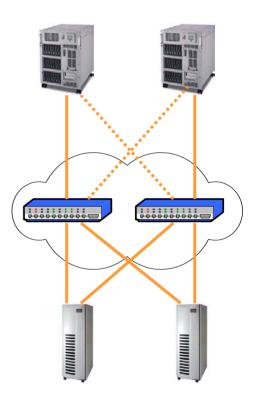
Management features

- → Driver configuration
- → Persistent bindings management
- Enhanced GUI utility and CLI
 - ⇒ Showcase of framework capabilities
 - → Basis for a new utility strategy
- Delivery
 - - → 64-bit Windows
 - → Linux
 - → Production deployments begin Q4-CY03



MultiPulseTM Intelligent High-Availability Technology

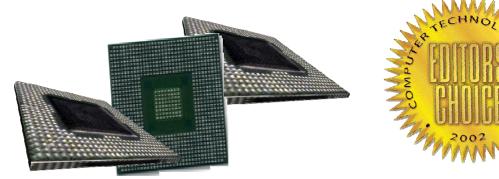
- Unique driver-based technology
- Improves SAN reliability and performance
 - Dynamic load-balancing and fail-over
 - Improved data availability due to fast response time and intelligent re-routing
 - Optimizes I/O traffic across multiple paths across the SAN
- Fully compatible with installed base
- Stand-alone solution or complimentary to OEM products





InSpeed Technology Defined

Fibre Channel Switch-on-a Chip (SOC)

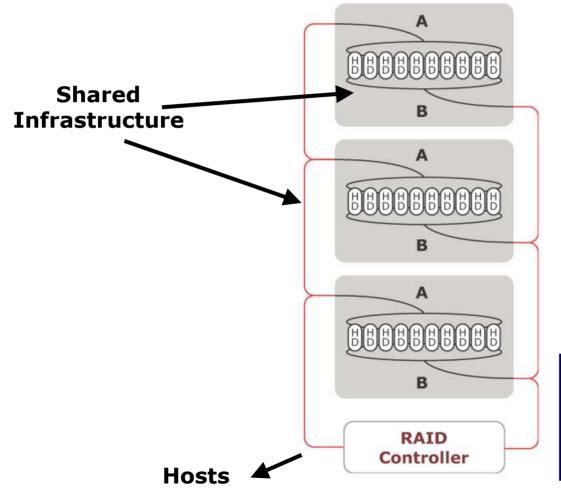


- Unique switching architecture designed from ground-up as an effortlessly managed interconnect solution
- Optimized for the needs and price requirements of storage and server supplies - breaking new cost/performance barriers
 - → Increases systems uptime by 20%
 - → Increases overall performance by up to 5 times
 - → Reduces cost-per-megabyte of storage by 20%
 - → Reduces cost of service by up to 15%
- No other technology offers integration at this level



Modular RAID Today

Modular Storage Architecture is Shared



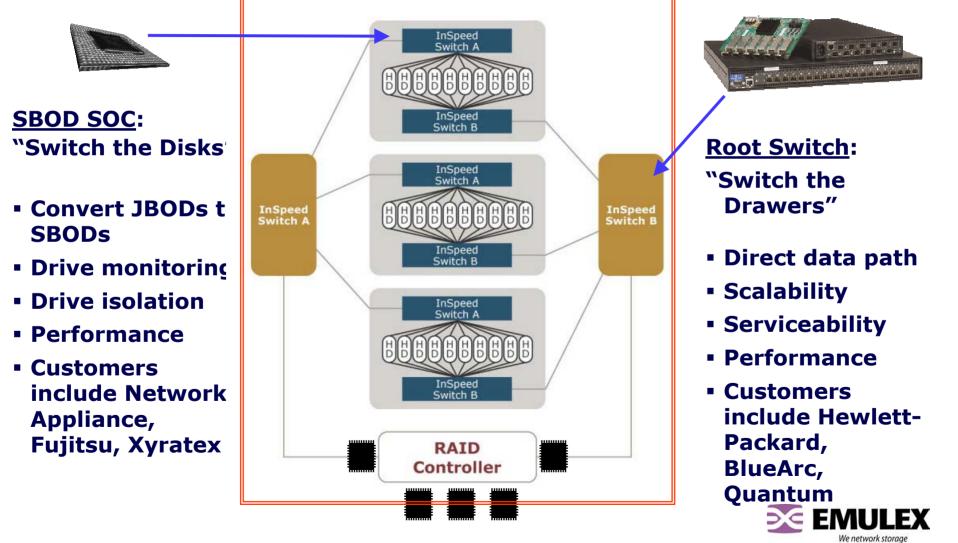
Challenges:

- Shared architecture
- Probability of double loop failures
- Serviceability
- Drive Isolation & Diagnostics
- Latency increases with # HDDs

Switched architectures are improving today's modular designs

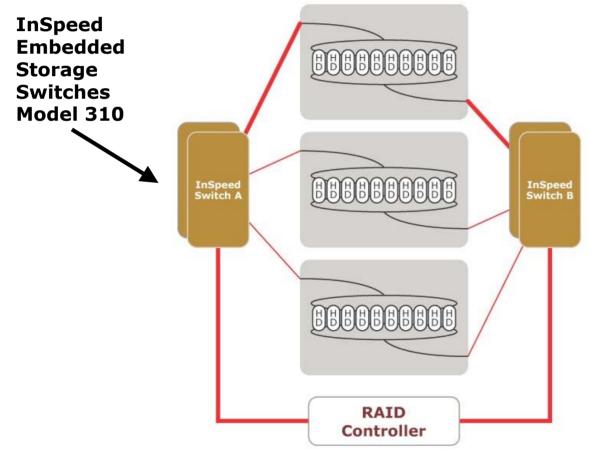


InSpeed Embedded Switch Solutions Storage Array



HP's EVA Deployment

InSpeed Back-end Root Switch Implementation



Advantages:

- Performance
 - Outperform competition by 50% in SPC benchmark
 - Turbo charged solution with up to 5x performance improvement
- Reliability
 - → Increased RAS by isolating JBOD shelves
 - → Decrease MTTR by field service
- Drop in solution no code rewrite



Product Qualification Matrix



HP Servers

Hewlett Packard Product	Operating System	HP Part Number	HP Certified Emulex HBA					
ProLiant Server (ML/DL) Family ¹	Windows 2000 Windows NT	See HP Storage section	See HP Storage section					
ProLiant BL40p	Windows 2000 & NT	FCA2101	245299-B21					
	Windows 2000 & 2003 Server	FCA2404	305573-B21					
Alpha Server	TRU64 UNIX OpenVMS	See HP Storage section	See HP Storage section	HP provides custom versions of Emulex HBAs				
HP Integrity n/2600 & n/5670	Windows Server 2003 (64-bit)	AB232A	3R-A4133-AA or 305573-B21					
	Linux (64-bit)	A7298A	N/A					
HP Integrity rx4640	Linux (64-bit)	A7298A	N/A					
HP 9000 rp2400 Series Servers	HP-UX 11iv1	N/A	N/A	LP9002L - Certified for HP-UX ²				
HP 9000 rp5400 Series Servers	HP-UX 11iv1	N/A	N/A	LP9002L - Certified for HP-UX ²				
HP 9000 rp7400 Server	HP-UX 11iv1	N/A	N/A	LP9002L - Certified for HP-UX ²				
HP 9000 rp7410 Server	HP-UX 11iv1	N/A	N/A	LP9002L, LP9002DC - Certified for HP-UX ²				
HP 9000 rp8400 Server	HP-UX 11i v1	N/A	N/A	LP9002L, LP9002DC - Certified for HP-UX ²				
HP 9000 Superdome Server	Windows Server 2003 (64-bit)	AB232A	3R-A4133-AA or 305573-B21	HP provides custom versions of Emulex HBA				
	HP-UX 11iv1	N/A	N/A	LP9002L, LP9002DC - Certified for HP-UX ²				

1. Check HP for specific server model 2. Visit http://h21007.www2.hp.com/dspp/tech/tech_TechSoftwareDetailPage_IDX/1,991,00.html for details on "CERTIFIED FOR HP-UX"

HP NAS

IP NAS				
HP SureStore NAS 8000	Linux	FCA2101	245299-B21	HP provides custom versions of Emulex HBA
IP Storage				
Hewlett Packard Product	Operating System	HP HBA Model No.	HP Part Number	HP Certified Emulex HBA
StorageWorks XP Storage Array	Windows Server 2003 (32-bit)	FCA2404, FCA2408, FCA2101	305573-B21, 343073-B21, 245299-B21	
	Windows Server 2003 (64-bit)	AB232A	3R-A4133-AA or 305573-B21	
	Windows 2000	FCA2355, FCA2408, FCA2101	308540-B23, 343073-B21, 245299-B21	
	Windows NT	FCA2355	308540-B23	
	Linux (64-bit)	A7298A	N/A	
StorageWorks VA Storage Array	Windows Server 2003 (64-bit)	AB232A	3R-A4133-AA or 305573-B21	
	Linux (64-bit)	A7298A	N/A	
StorageWorks Enterprise Virtual Array	Windows Server 2003 (32-bit)	FCA2404, FCA2404DC, FCA2408	305573-B21, 323264-B21, 343073-B21	
(EVA3000 & EVA5000)	Windows Server 2003 (64-bit)	AB232A	N/A	
	Windows 2000	FCA2101, FCA2404DC, FCA2408, FCA2355	245299-B21, 323264-B21,	
			343073-B21, 308540-B21	
	Windows NT	FCA2101	245299-B21	
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	
StorageWorks RAID Array 6000	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	
StorageWorks RAID Array 8000	Windows 2000/NT	FCA2101, FCA2355	245299-B21, 308540-B23	HP provides custom versions
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	of Emulex HBAs
StorageWorks Enterprise Storage Array 12000	Windows 2000/NT	FCA2355, FCA2101	308540-B23, 245299-B21	
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	
StorageWorks Modular Storage Array 1000	Windows Server 2003 (64-bit)	AB232A	3R-A4133-AA or 305573-B21	
	Windows 2000/NT	FCA2101	245299-B21	
	Linux (64-bit)	A7298A	N/A	
StorageWorks Modular Array 6000	Windows 2000/NT	FCA2355	308540-B23	
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	
StorageWorks Modular Array 8000	Windows 2000/NT	FCA2101, FCA2355	245299-B21, 308540-B23	
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	-
StorageWorks Enterprise Modular Array 12000	Windows 2000/NT	FCA2101, FCA2355	24299-B21, 308540-B23	
	Tru64 UNIX & Open VMS	FCA2354, FCA2384	261329-B21, 302784-B21	
StorageWorks Enterprise Modular Array 16000	Windows 2000/NT	FCA2101, FCA2355	245299-B21, 308540-B23	
HSG80	Windows Server 2003 (32-bit)	FCA2404DC, FCA2408,	323264-B21, 343073-B21,	
	& Windows 2000	FCA2355, FCA2101	308540-B22, 245299-B21	
ackup Solutions				
Hewlett Packard Product	Operating System	HP HBA Model No.	HP Part Number	Emulex Certified HBA
Enterprise Backup Solutions (EBS)	Windows 2000/NT	FCA2101, FC2354	245299-B21, 261329-B21	HP provides custom versions of Emulex HB



Additional Product Resources

Emulex Webpage:

- → Main Page
 - → <u>http://www.emulex.com</u>
- → Products Page
 - <u>http://www.emulex.com/products/fcswitch/index.html</u>

Technical Whitepapers

- <u>http://www.emulex.com/products/white/index.html</u>
- → Partners Page
 - <u>http://www.emulex.com/partners/index.html</u>
- → Online Training Page
 - <u>http://www.emulex.com/training/index.html</u>

HP Webpage

- → Storage Products Page
 - <u>http://welcome.hp.com/country/us/en/prodserv/storage.html</u>
- ⇒ HP-UX Page
 - http://h21007.www2.hp.com/dspp/tech/tech_TechSoftwareD_ etailPage_IDX/1,,991,00.html



