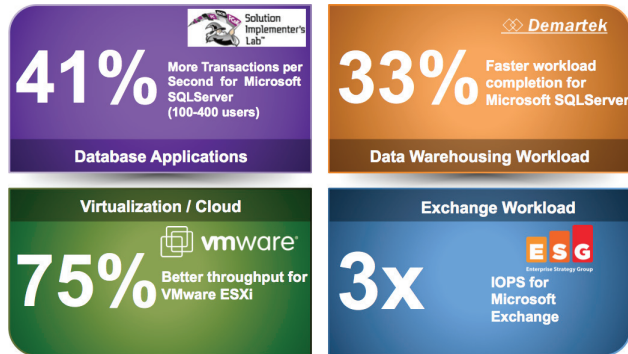# Sales Sheet – Host Bus Adapters

EMULEX®

Emulex Connects With...

- LightPulse® Gen 5 (16GFC), 8GFC and 4GFC HBAs
- Emulex OneCommand® Manager
- OneCommand Manager for VMware vCenter Server plug-in
- OneCommand Vision
- Emulex Common Device Drivers

Market leading LPe16000B Gen 5 HBAs — now available!

Gen 5 Fibre Channel is the new name for 16Gb Fibre Channel. Gen 5 delivers increased Storage Area Network (SAN) reliability, data integrity, availability, management simplicity, reduced operational costs across the data center, multi-speed adapters and performance acceleration for virtualization and mission critical applications.
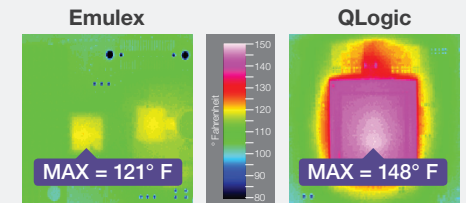
Emulex Gen 5 accelerates application performance vs. 8Gb Fibre Channel (8GFC)

Solution Implementer's Lab™
41% More Transactions per Second for Microsoft SQLServer (100-400 users)
Database Applications

Demartek
33% Faster workload completion for Microsoft SQLServer
Data Warehousing Workload

Virtualization / Cloud
vmware®
75% Better throughput for VMware ESXi

Exchange Workload
ESG Enterprise Strategy Group
3x IOPS for Microsoft Exchange

EMULEX Gen 5 Fibre Channel

Why Emulex?

1. Highest reliability because of enhanced thermal protection

A picture is worth a thousand words. Emulex 8GFC ASIC operates 27° F cooler than QLogic, one of many examples of how Emulex products are designed for highest reliability and maximum server availability.

2. World-class manageability

Emulex HBAs save operational expenditures (OPEX) with 2x faster installation and management time and richer management tools.
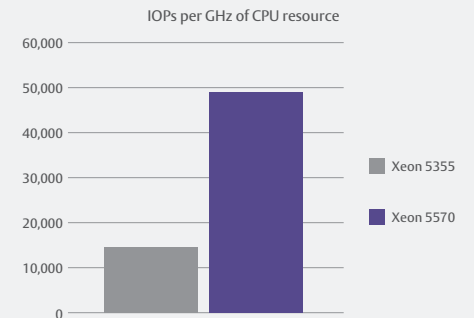
Time to Install	
Emulex	QLogic
2 minutes	9 minutes

3. Optimized performance with Intel x5500 and Xeon E5 processors

Emulex Gen 5 (8GFC/16GFC) adapters and new Intel x5500 and Xeon E5-2600 processor series servers deliver maximum performance for high-demand applications and optimized server virtualization.

The industry needs higher bandwidth! Don't let your customers fall behind by implementing yesterday's technology.

Emulex   **QLogic**
MAX = 121° F   MAX = 148° F
°Fahrenheit

☑ Fully integrated UEFI interface
☑ No-reboot firmware
☑ Single-driver architecture
☑ Batch updates
☑ Manage HBAs from VMware console

IOPs per GHz of CPU resource

- Xeon 5355
- Xeon 5570

Emulex Connects™

Emulex Adapters "Just Work!"

- Go decades without disruption – with 30% better mean time between failure (MTBF) over 10 million hours
- Emulex 8GFC HBAs run 20°C cooler with 166% greater reliability
- 10 Generations – 10 years of shipments – 12 million ports – field proven with all major server platforms, switches, storage and software
- Emulex is selected by all the top ten tier 1 storage and server OEMs for I/O connectivity

Emulex adapters are ideal for any size organization

- Superior Management – OneCommand Manager application takes half the time to install and manage adapters
- World's fastest FC HBA – The Gen 5 HBA delivers over 1.2 million IOPS on a single port; the LPe12000 8GFC HBAs feature superior dual-port and quad-port performance with advanced features and diagnostics

Emulex does virtualization better

- Supports more virtual machines (VMs) per server
- Co-developed with IBM, N_Port ID Virtualization (NPIV) gives each VM a unique vPort for a secure path to the storage
- Unique VMware vCenter Server plug-in enables adapters to be managed directly from the VMware vCenter Server console
- Driver and management support for all leading virtualization platforms

Sales Sheet – Host Bus Adapters

EMULEX®

connect · monitor · manage

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OneCommand Vision

OneCommand Vision takes adapters to the next level and makes life easier, while making companies prosper with greater resource utilization and maximum I/O performance and availability. OneCommand Vision FREE Edition offers intelligent automated alerts, storage Service Level Agreements (SLAs), rapid deployment and many other features that not only won OneCommand Vision a SearchStorage Silver award, but also help many Emulex customers get the most out of their SAN-attached FC adapter. Try it today for free!

Cross Selling Opportunities

Emulex adapters can be added to the sale of any of the following products to make a more complete solution and help increase your margin:

Hardware

- Servers (HP, IBM, Oracle, and other major OEMs)
- Storage Arrays (IBM, HP, EMC, HDS, NetApp)
- Fibre Channel Switches (Brocade, Cisco)

Infrastructure software

- VMware, Symantec, Citrix, RedHat, Novell

Application software

- Oracle, Microsoft and SAP

Qualifying Questions

Server customers

"How will you be connecting your server to a SAN?"

Switch / Array customers

"Which HBA do you plan to use on the server side?"

Software customers

"How is your customer storing the information generated from their applications?"

"Do you have virtual servers and, if so, are you getting the most vPorts you can?"

Your Benefits

Selling Emulex FC HBAs enables you to:

- Simplify selling – with a single HBA across all server brands
- Meet your commission targets faster with increased margin and revenue opportunities
- Earn additional money with the Emulex Connect Partner Program Rewards*
- Keep customers happy with HBAs that are easier and faster to install and manage
- Become your customer's trusted supplier by selling a reliable, tried and tested solution that you know just works!

* See the Emulex Connect Partner Program for more details: www.emulex-channel.com

16G, 8G and 4G Fibre Channel Host Bus Adapters

Emulex Part Number	Adapter Type	System Bus	Fibre Channel Speed	Number of Ports	Operating System					
					Windows	Linux	VMware	Solaris	NetWare	HP-UX[1]
LPe16000B-M6	HBA	PCIe 3.0	Gen 5 (16GFC)	Single	•	•	•	•		
LPe16002B-M6	HBA	PCIe 3.0	Gen 5 (16GFC)	Dual	•	•	•	•		
LPe16000-M6	HBA	PCIe 2.0	Gen 5 (16GFC)	Single	•	•	•	•		
LPe16002-M6	HBA	PCIe 2.0	Gen 5 (16GFC)	Dual	•	•	•	•		
LPe12000-M8	HBA	PCIe 2.0	8GFC	Single	•	•	•	•		•
LPe12002-M8	HBA	PCIe 2.0	8GFC	Dual	•	•	•	•		•
LPe12002-X8	HBA	PCIe 2.0	8GFC with long wave optics	Dual	•	•	•	•		•
LPe12004-M8	HBA	PCIe 2.0	8GFC	Quad	•	•	•	•		
LPe1250-F4	HBA	PCIe 2.0	8GFC	Single	•	•	•			
LPe11000-M4	HBA	PCIe 1.0a	4GFC	Single	•	•	•	•		•
LPe11002-M4	HBA	PCIe 1.0a	4GFC	Dual	•	•	•	•		•
LPe11004-M4	HBA	PCIe 1.0a	4GFC	Quad	•	•	•	•		
LPe1150-F4	HBA	PCIe 1.0a	4GFC	Single	•	•	•			
LP11000-M4	HBA	PCI-X	4GFC	Single	•	•	•	•		•
LP11002-M4	HBA	PCI-X	4GFC	Dual	•	•	•	•		•
LP1150-F4	HBA	PCI-X	4GFC	Single	•	•	•			
LPe16100-OPT	Optics Kit	Emulex Certified Spare Optic Kit for LightPulse 16GFC HBAs: Includes Qty. 1, 16Gbps short wave lasers with LC-type connecter SFP+ optic. Compatible with all Emulex LightPulse 16GFC HBAs. For use as an on-site spare optic.								
LPe12100-OPT	Optics Kit	Emulex Certified Spare Optic Kit for LightPulse 8GFC HBAs: Includes Qty. 1, 8Gbps short wave lasers with LC-type connecter SFP+ optic. Compatible with all Emulex LightPulse 8GFC HBAs. For use as an on-site spare optic.								

[1] HP-UX drivers are available from HP.

Connect with Emulex