



# Cisco Data Centre software



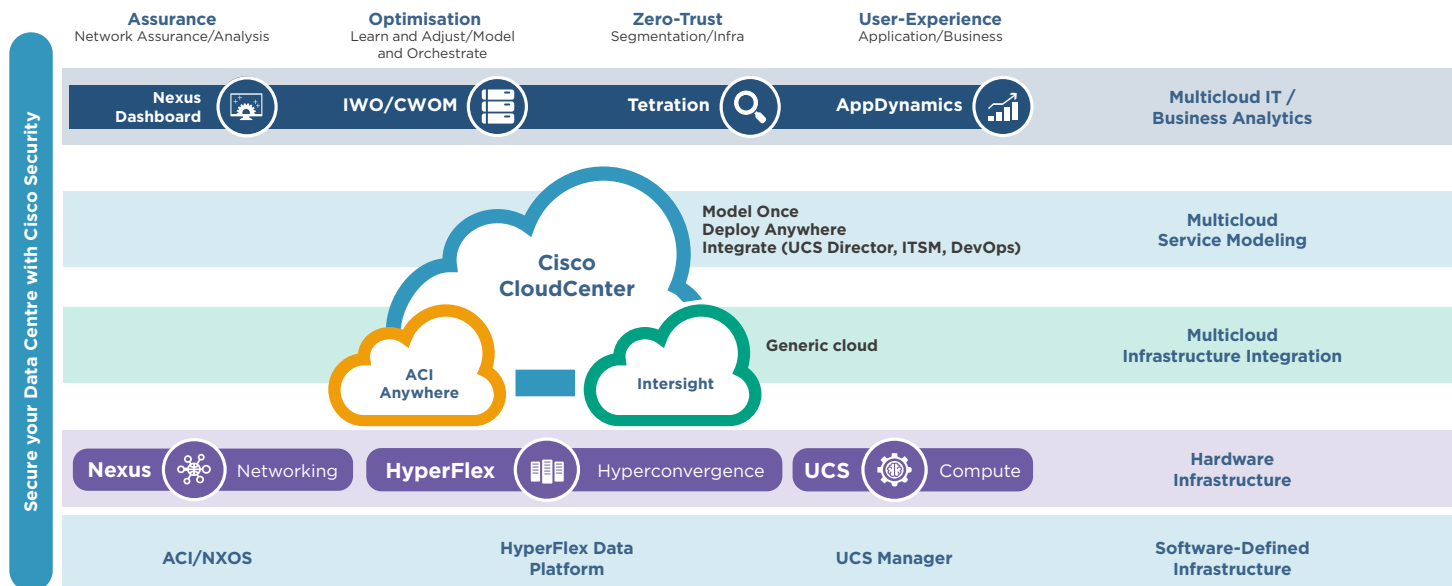
Comstor

## Where the smart money is

The shift to software and subscription models is underway, and it's critical that partners secure this profitable revenue opportunity. The bottom line? It makes sense financially. Here's everything you need to know about Cisco's data centre software solutions, licensing models and promotions. Check our website for updates or join the Comstor Partner Portal.

## Cisco Data Centre Architecture

Operational transformation for an analytics-driven secure multicloud world.





## Why Comstor for your recurring business?



### **Superior sales enablement.**

We educate your engineers and sales teams so they understand that they can earn as much - or even more - with recurring offers.



### **Ensuring IT adoption: Comstor is Cisco Customer Experience Specialised.**

This specialisation validates our skills in adoption, expansion and renewals so that we can make sure our partners' end customers achieve their goals, reduce barriers to renewing their subscriptions and explore more solutions. We have efficient and robust renewals processes to give you the best possible chance of a renewals sale – your springboard to predictable recurring revenues.



### **Unrivalled annuities capabilities.**

But where we stand head and shoulders above our competitors is our annuities capabilities. Credit is the lifeblood of partners, and we can transact in a way that precisely mirrors how Cisco CCW works, and in a way that will only impact your credit facility in line with scheduled periodic payments. No longer will all your credit be used up in one go.



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## **Promotions** to grow your Datacentre business profitability with Cisco software.



### **Intersight Workload Optimizer packages**

Hyper converged infrastructure (HCI), cloud-based operations management, and workload optimisation in a single platform.

Enables any business to power any application in any cloud at any scale. Simple to buy, install and manage - Available in Small, Medium and Large.

**Request your 1-2-1**  
Session to learn more

### **Margin Value Pilot**

Get the maximum profit on new Intersight and HyperFlex opportunities.

**Contact us**  
We will show you how



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# Cisco Intersight Workload Optimizer for UCS and HyperFlex



## Intersight

Cisco Intersight is a cloud-based SaaS tool that allows your customers to centrally manage all of their HyperFlex and UCS devices from anywhere. Cisco Intersight enables real-time monitoring, proactive information and networked support.

**Cisco Intersight Workload Optimizer** is a new functionality available as an option with Cisco Intersight. It continuously optimises on-premises and cloud resources to ensure that performance, compliance, and cost objectives are achieved.



## Most important features are:

- Use global search to quickly identify systems based on name, identifier, or other information
- Monitor Cisco UCS and Cisco HyperFlex server configurations, alerts, and health status across multiple data centres and remote locations
- Track and manage firmware versions of all connected Cisco UCS and Cisco HyperFlex systems
- Automated crash notification alerts
- Automate the creation and submission of technical support files to Cisco
- Technical Centre (TAC) to expedite the troubleshooting process
- Ensuring consistency and eliminating configuration errors by creating profiles



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## Cisco Intersight - License Options

INTERSIGHT BASE	INTERSIGHT ESSENTIALS	INTERSIGHT ADVANTAGE*	INTERSIGHT PREMIER*
Global inventory and health status	All the functions of Intersight Base	All the functions of Intersight Base and Essentials	All functions of Intersight Base, Essentials and Advantage
Customizable dashboard	SaaS or Virtual Appliance	Installing the operating system for supported Cisco UCS platforms	IaaS orchestration for Cisco UCS, Cisco HyperFlex and Eco-System / third-party systems including virtual machines and physical storage
Tagging and basic global search	Advanced global search and detailed inventory	Additional storage widgets, storage inventory, storage capacity and storage usage	Full subscription entitlement to Cisco UCS Director at no additional cost
In-context launch of element managers	Server HCL compliance checks	Automated solution delivery from Cisco HyperFlex with SD-WAN	
Cisco HyperFlex-Installation	Virtual Keyboard-Video-Mouse (vKVM)		
Connected TAC	Service Now-Integration		
SaaS Only	HX-storage capacity planning		
	Cisco Intersight Mobil-App		
	Cisco Standalone UCS C-Series-Management (M4 and newer)		
	Policy-based configuration with profiles		
	Firmware and Server actions		
	Contains UCS Central and IMC		



## Cisco Intersight Workload Optimizer - License Options

ESSENTIALS	ADVANCED	PREMIER
Supports: computer systems, hyper converged systems, VMM, storage and network devices	All features of the Essentials version	All features of the Essentials and Advanced versions
Ongoing optimization, capacity planning, workload placement, and automation of recommendation actions for on-premises and public cloud infrastructures	<p>Also supports containers, packaged applications and databases, and work flow integration with full-stack optimization and automation for:</p> <ul style="list-style-type: none"> <li>• Container (Kubernetes) pod and Resource optimisation (horizontal and vertical scaling, sizing, and placement)</li> <li>• Servers and services of databases</li> <li>• Integrations of application servers and AppDynamics (Application Performance Management)</li> </ul>	Extend the capabilities to capture, visualise, and correlate data from third-party APM tools and proprietary open source/API-based tools for an end-to-end view of the network



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# Cisco UCS Manager

## Licensing Cisco UCS Manager:

- Cisco UCS Manager is provided at no additional charge with every Cisco UCS Fabric Interconnect platform.

- **Manages Cisco UCS servers** across multiple blade chassis servers as one logical, highly available entity
- **Provides Cisco UCS visibility and control** to management ecosystem partners using a comprehensive XML API
- **Automates and can simplify infrastructure** provisioning and maintenance, allowing more time for strategic initiatives
- **Can improve IT productivity and agility** with an automated programmable infrastructure
- **Automates policy-driven QoS and security compliance** with Cisco UCS Manager service profiles and templates



## Licensing Cisco UCS Director:

- UCS Director comes with a built-in 90-day evaluation license. Subscription licenses can be ordered through Comstor, either separately or as part of a bundle with UCS hardware, or as part of an Enterprise Cloud Suite (ECS) software bundle.
- Cisco UCS Director is a foundational component of the Intersight Advantage edition, part of the Cisco Enterprise Agreement Data Centre Enrollment. The Cisco Enterprise Agreement software-buying programme helps organisations buy, consume, and manage Cisco technology across the software portfolio.



# Cisco UCS Director

## Infrastructure Automation and Multicloud Foundation

- **Automate provisioning, orchestration, and management** of Cisco and third-party infrastructure resources
- **Enable consistent end-to-end infrastructure** provisioning and management to support workloads through their complete life cycle
- **Automate security and isolation models** to provide repeatable services
- **Accelerated time to market** for applications through self-service portals







## Licensing models available:

HXDP Edge Advantage  
HXDP Edge Premier (only C220)  
HXDP Datacenter Advantage  
HXDP Datacentre Premier



# HyperFlex Data Platform

**The HX Data Platform combines the cluster's cache and storage resource into a single distributed pool of usable storage capacity.** A self-healing architecture that replicates data for high availability, remediates hardware failures, and alerts your IT administrators so that problems can be resolved quickly.

## HyperFlex Edge

Utilising Cisco Intersight, HyperFlex Edge deployments offer consistent and seamless unified management with your centralised hyperconverged systems.

The Cisco Intersight platform enables you to remotely deploy branch offices at scale with consistency and efficiency. Once your systems are deployed, Cisco Intersight delivers intelligent management and automated non-disruptive upgrades. You can also compose your hyperconverged infrastructure through a single interface that accesses hundreds of clusters at once, with support for installation, inventory management, and day-to-day centralised control.



## Licensing model

Choose either a **Cisco DCN Premier license** or a **Cisco DCN Day 2 Operations solution suite**.

- Cisco DCN Premier license provides Cisco Nexus Dashboard, Cisco Nexus Insights (formerly Network Insights Resources and Network Insights Advisor) and Cisco Network Assurance Engine (NAE). Customers with an existing Essentials or Advantage subscription can transition to Premier and receive the Cisco Nexus Insights capabilities.
- Cisco DCN Day 2 Operations or D2Ops solution suite is recommended for customers who already have a Cisco DCN Advantage or Essentials license. The bundle provides Cisco Nexus Dashboard and Cisco Nexus Insights and Network Assurance Engine.



## Data Centre Networking software **NEW Nexus Dashboard**

It provides a unified view into proactive operations with continuous assurance and actionable insights across data centre fabrics for seamless management.

The **Nexus Dashboard** incorporates Nexus Insights, Network Assurance, and Multi-Site Orchestrator, as well as seamless access to network controllers and third-party tools and cloud-based services.





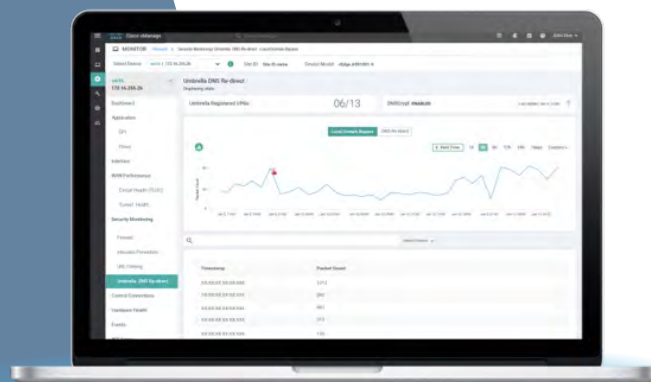
# Data Centre Networking software **ACI/NXOS**

## Licensing model

- ACI is supported by Cisco Data Centre Networking (DCN) software, that brings automation and policy-driven management and control to your data centre.
- ACI software licenses are available in 3-year and 5-year terms.
- Available in Essential, Advantage and Premier.
- For customers that have a net Total Contract Value (TCV) of more \$100,000, we recommend data centre enrolment for a Cisco Enterprise Agreement. Learn more about Enterprise Agreements to cover your data centre technologies.

## Software for data centre switches

- **Cisco Nexus 9000 switches can operate in Cisco NX-OS Software mode** and also support Cisco Application Centric Infrastructure (Cisco ACI) mode, making these switches ideal for traditional or fully automated data centre deployments. They support multiple architectural choices.
- **Cisco ACI, the leading Intent Based Networking (IBN)** solution in the industry, enables policy driven automation for data centre networks and fabrics.
- **Cisco NX-OS, the most extensive and open network OS** to help automate and manage the modern data centre.



# Data Centre Enrollment



**DC Networking**



**HyperFlex**



**Intersight**  
(Saas/CVApp/PvApp)



**MDS**



**Intersight  
Workload Optimizer**



**Container platform**



**Workload  
optimization**

	DC Networking	HyperFlex	Intersight (Saas/CVApp/PvApp)	MDS	Intersight Workload Optimizer	Container platform	Workload optimization
Premier	Includes ACI/NX-OS- Advantage Nexus Insights (Analytics and Assurance)	Includes HX Advantage (equivalent to transactional HX Enterprise) Advanced Data Protection Application Acceleration	Includes Intersight Advantage UCS Director	Includes MDS Advantage, SAN Insights	Includes IWO Advantage Comprehensive full stack visibility per user roles/personas APM tool intergration with commercial and Open Source APM tools		
Advantage	<b>NX-OS</b> VPN Fabric LAN Enterprise DCNM LAN Streaming Telemetry Network Services*  <b>ACI*</b> ACIMulti-Site ACI Multi-POD Physical Remote Leaf Streamin Telemetry ACI Base PTP  <i>(*not available in N3K)</i>	<i>(Equivalent to transactional HX Standard)</i> Scale, Performance, HA, Resiliency Data Services and Security Data Protection Kubernetes Services  <b>HX EDGE</b>	OS Install Advisories Automation: HX/SDWAN Branch  Adv. global search and inventory Server HCL compliance check  Service Now Integration UCS C-Series management UCS Central and IMC Supervisor	DCNM SAN, Enterprise Package	Workload Optimization Automated Scaling, placement, sizing for on-premises and/or public cloud workloads Cloud-native (container) support SLA Adherence AppD integration		
Other	<b>Day 2 Operations</b> Nexus Insights (Analytics and Assurance)					Container as a service K8s LifeCycle Mgmt Hybrid Cloud Optimized Container Networking Industry Integrated (Istio, Open Service Broker) HX and UCS Integrated	Workload Optimization Automated Scaling Automated Placement Automated Compute-Fabric Actions Cloud-native support SLA Adherence



## Contact Us

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