

Blade Server Adapter Survey

2010

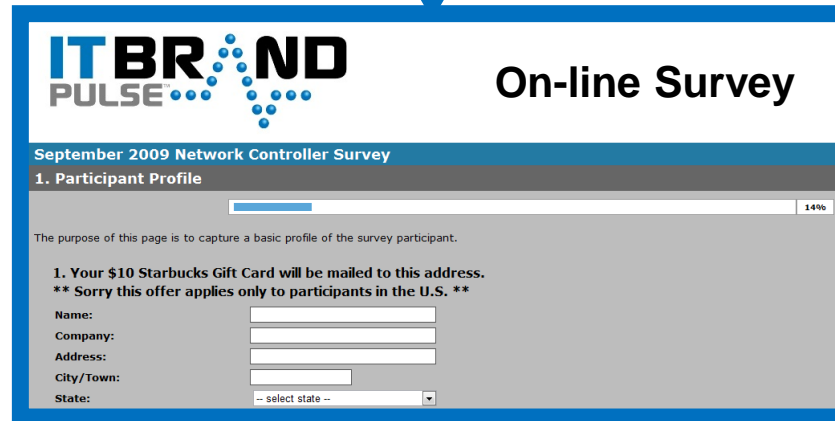
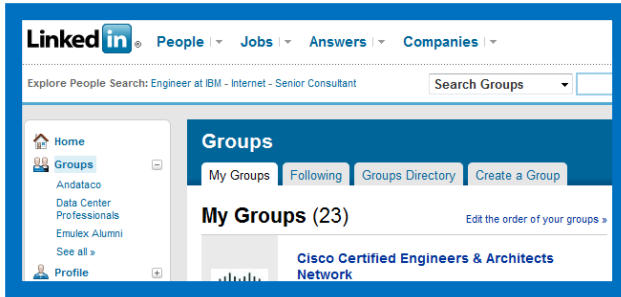
Executive Summary

- **Goal:**
 - Get a pulse (100 participants) on end-user perceptions of dynamics surrounding
 - The availability of 10Gb LOM on blade servers
 - The impact on mezzanine cards
- **Survey**
 - 4-part survey
 - 147 respondents
 - Respondents from LinkedIn groups and HP User Group
- **Perceptions**
 - Over 1/3 are in the process of migrating their data center to 10Gb
 - About 1/3 said they are not migrating to 10Gb because of the cost
 - About 1/3 will configure their 10Gb LOM CNA for LAN+SAN convergence and will not use FC mezz cards
 - Over $\frac{3}{4}$ will continue to add mezz cards
 - About 1/2 will continue to add mezz cards because they either have not investigated the technology or don't have 10Gb switches (not ready)
 - About 1/3 will continue to add FC mezz cards because they want redundancy

Summary Analysis

- **If you build it they will come**
 - I was surprised that 1/3 of the respondents said they would use their LOM CNA for LAN/SAN convergence. It suggests to me that IT perceives this feature as both valuable and part of a long term trend they will need to support -- and will find time to make use of it.
- **End user education is key to accelerating adoption of 10Gb, convergence and virtual networking**
 - I was not surprised that 1/2 of respondents had no plans for 10Gb because they don't have 10Gb switches or they have not investigated the technology. The faster IT gets educated, the faster they can assimilate the business benefits of this new technology.

147 Participants

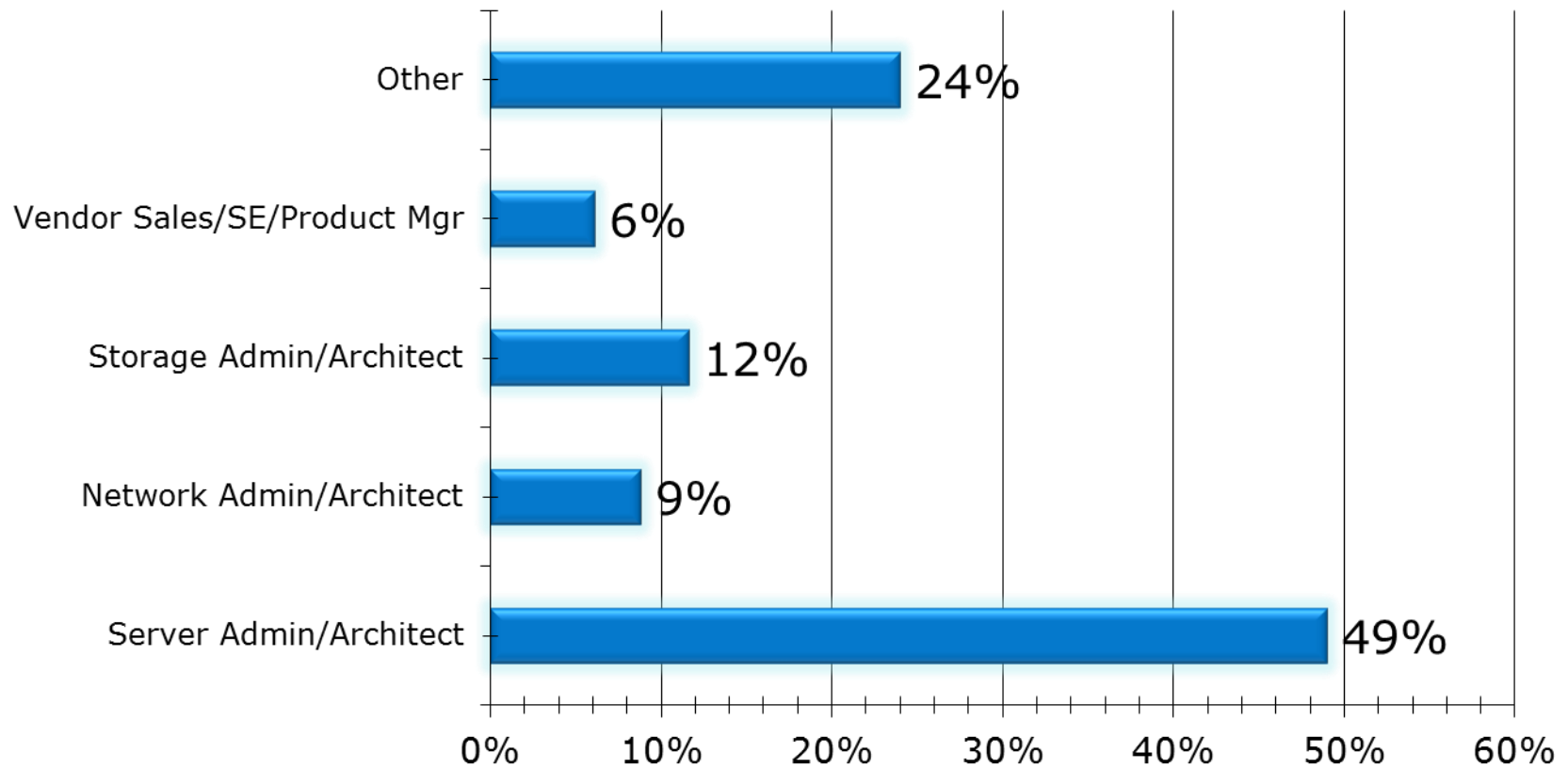


Selected Companies Participating

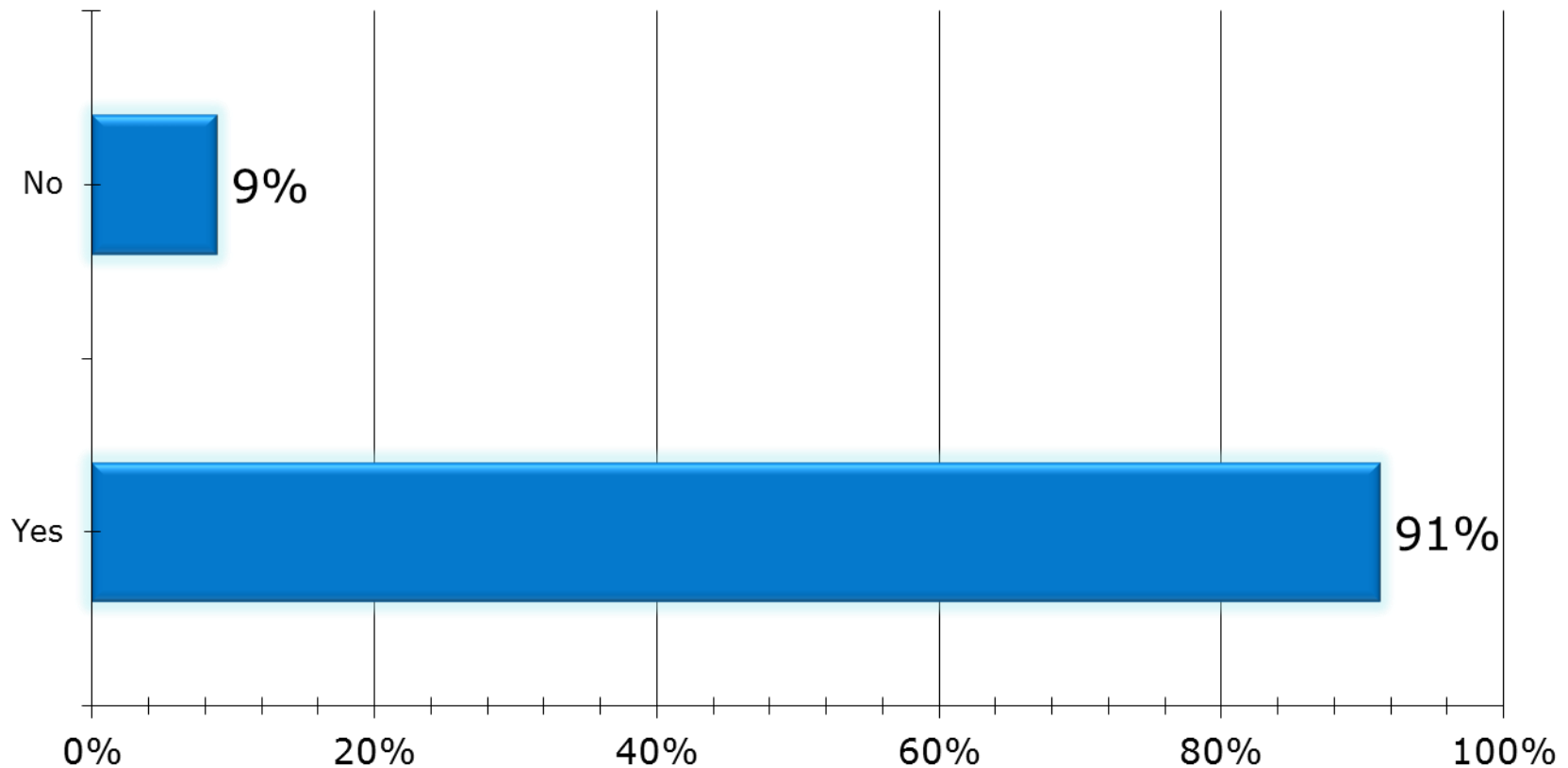
- **3M**
- **Adtran**
- **Alcatel-Lucent**
- **Arrow Electronics**
- **Blades Made Simple**
- **Cardinal Health**
- **Cerner Corp**
- **Chevron**
- **Cleveland Clinic**
- **County of Ventura**
- **CSX Technology**
- **Detroit Medical Center**
- **Diamond Helix**
- **Duke University**
- **ExxonMobil**
- **Florida Hospital**
- **General Dynamics**
- **Holland & Knight LLP**
- **Huntington National Bank**
- **JPM Chase**
- **KLA-Tencor**
- **Nationwide**
- **Oracle**
- **PatientSafe Solutions**
- **Qwest**
- **Scripps Health**
- **Shaw Industries**
- **Stanford University**
- **SunGard Securities Finance**
- **Symantec**
- **Synnex**
- **University of Münster**
- **University of Rochester**
- **University of Washington**
- **Verizon Wireless**
- **Vigilant Technologies**

Survey Results

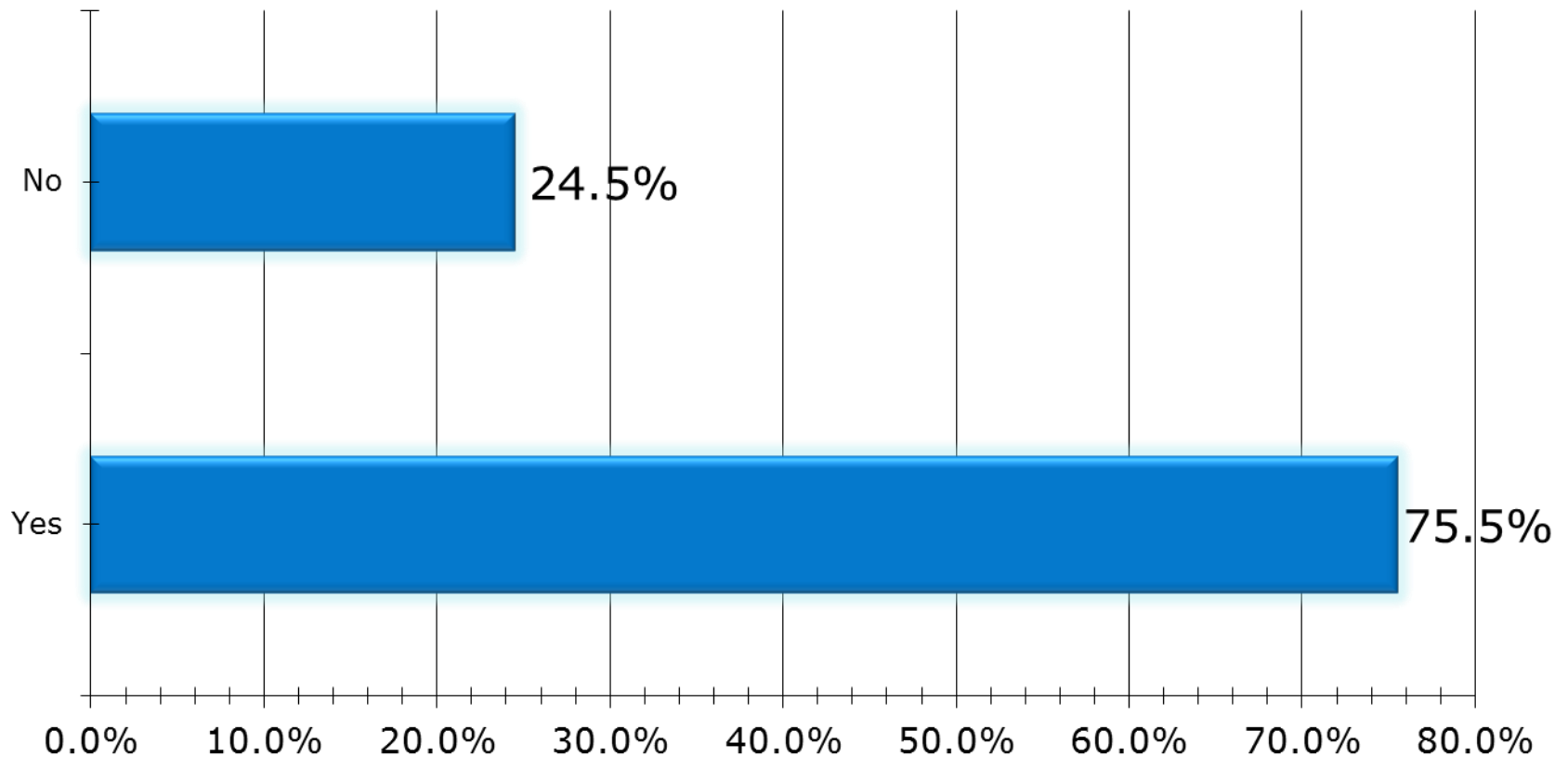
1.2 Your job title or job description is:



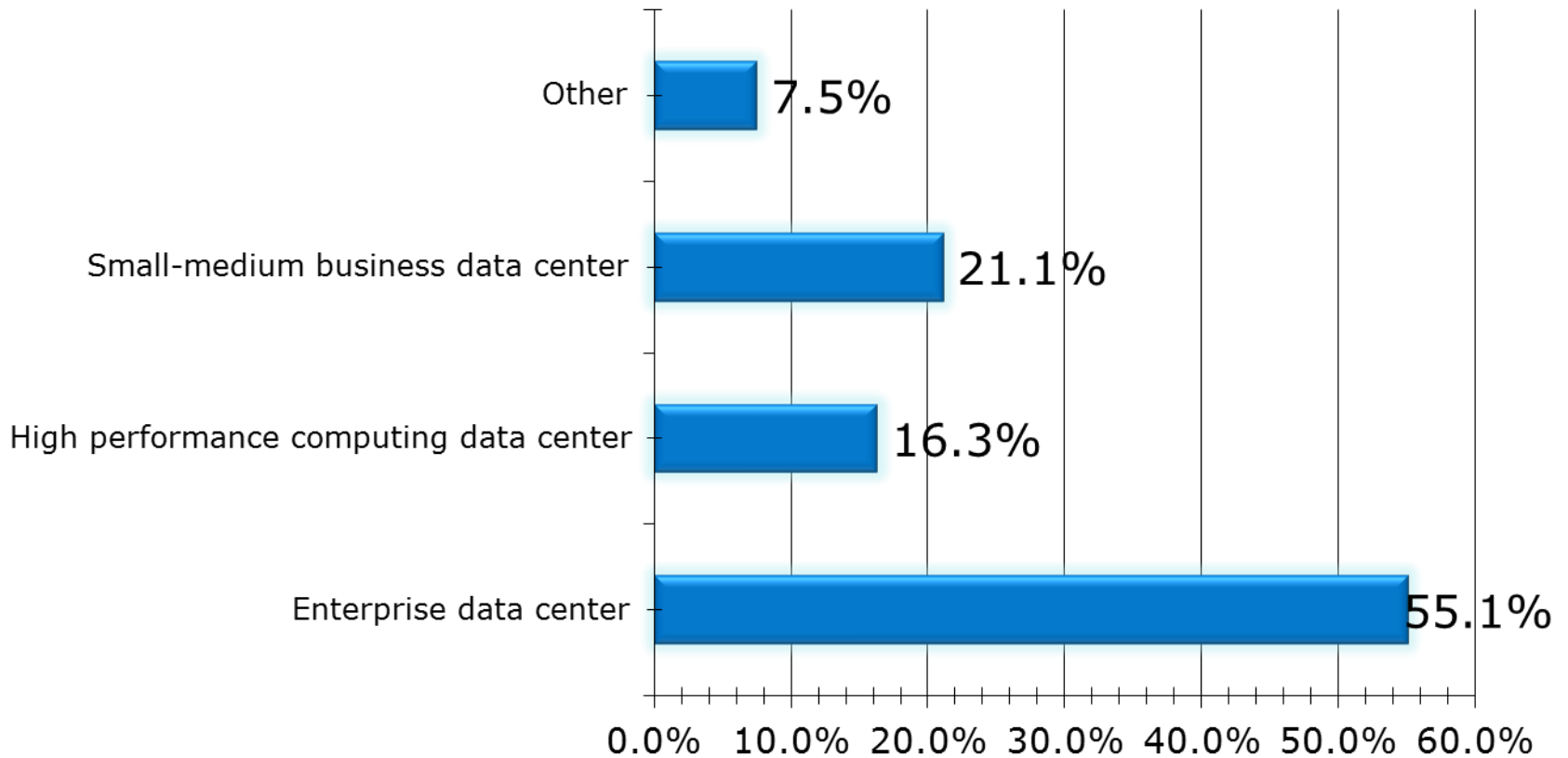
1.3 Do you have hands-on experience installing and managing Ethernet NIC, Fibre Channel HBA or iSCSI HBA drivers and software?



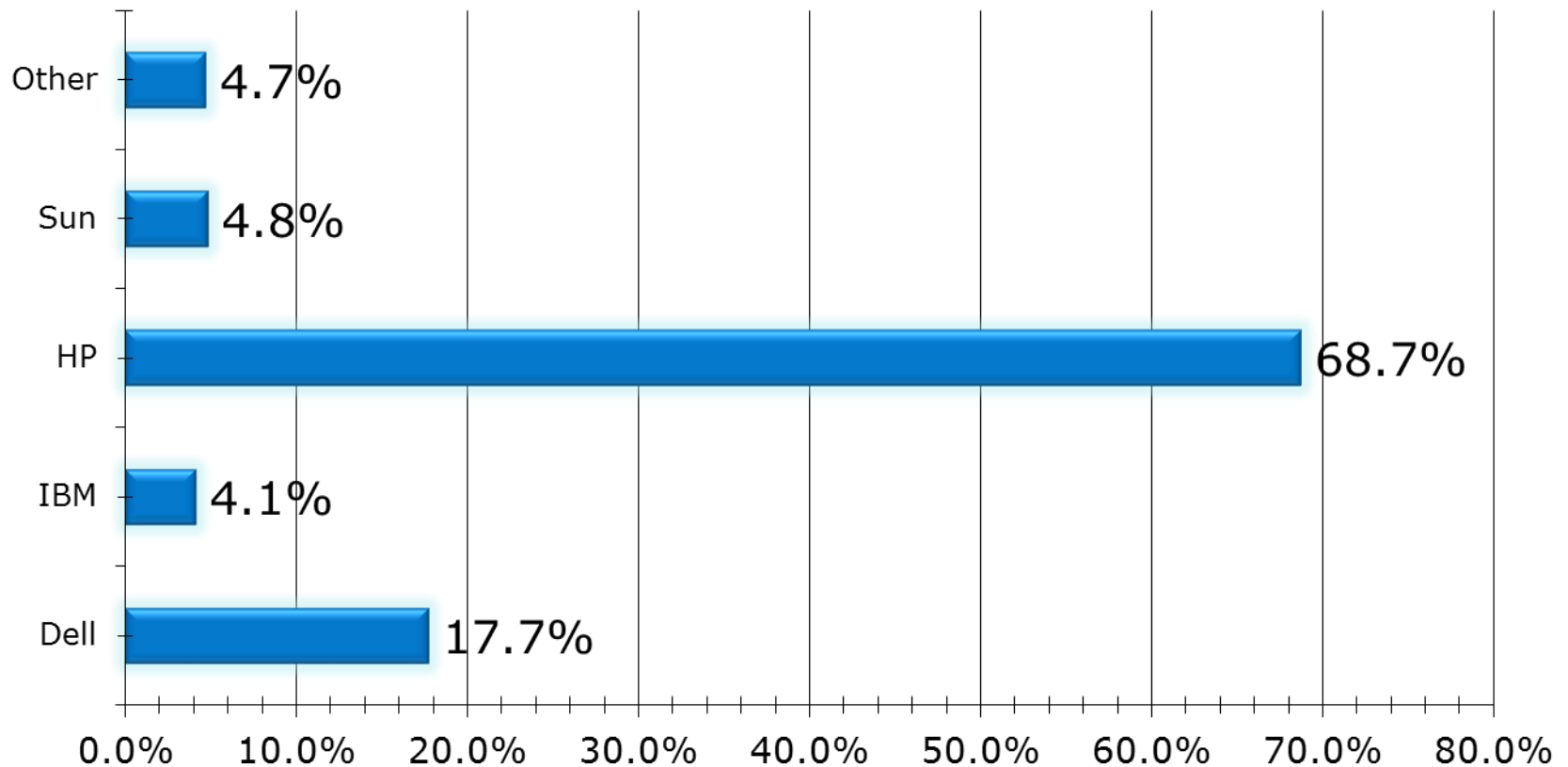
1.4 Do you have hands-on experience installing and managing blade servers?



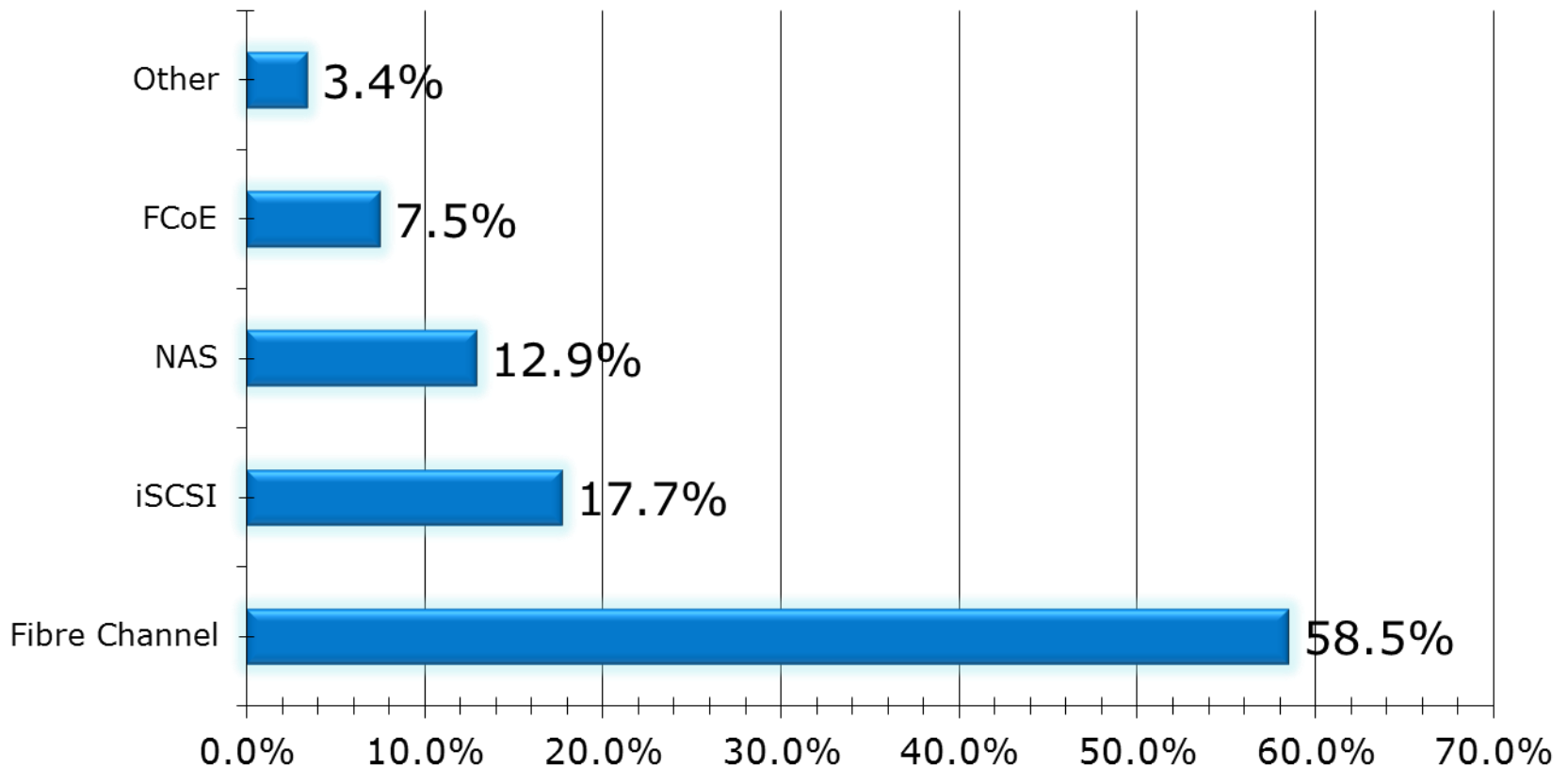
1.5 Your environment is best described as:



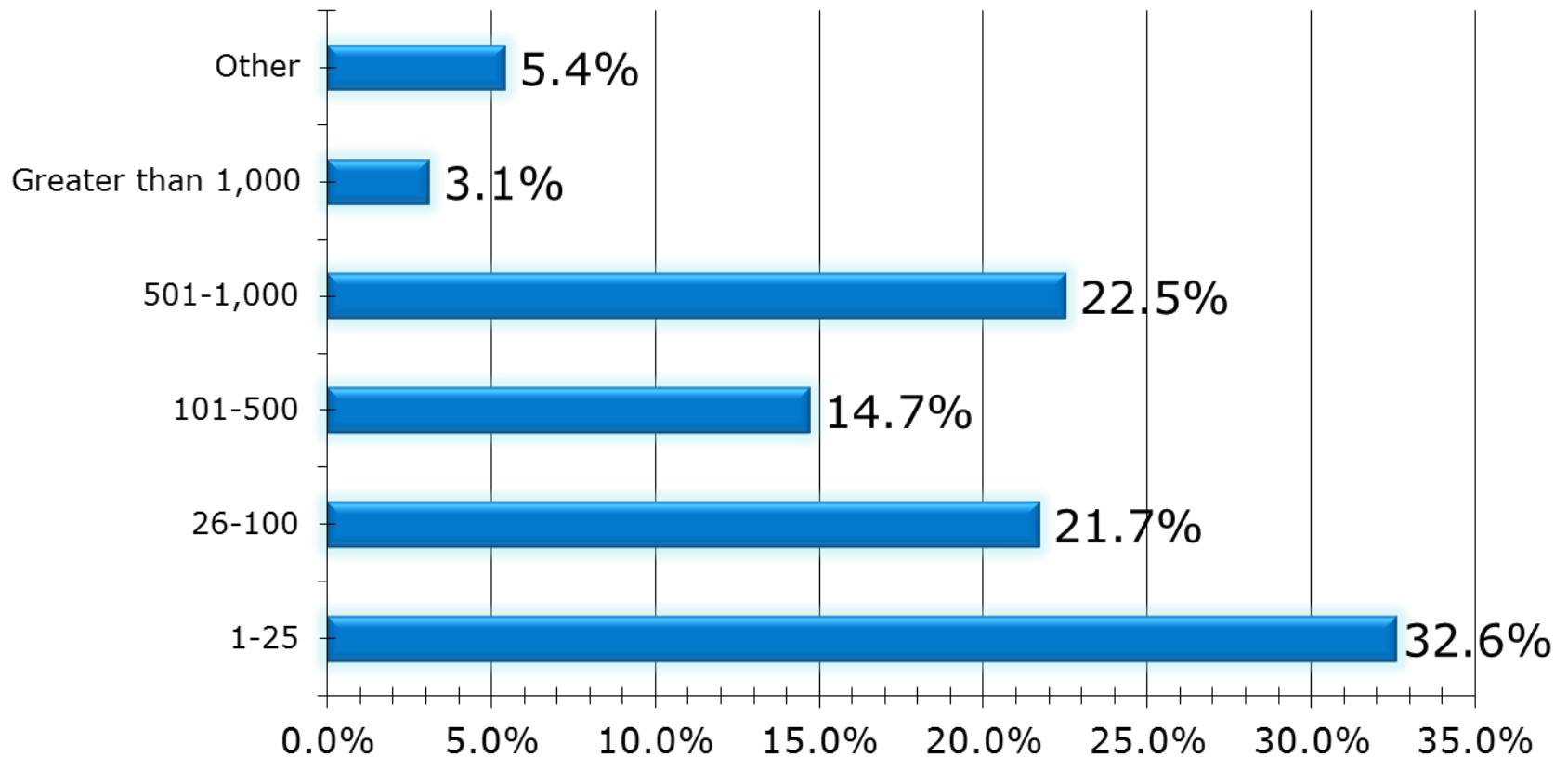
1.6 Predominant brand of server in your environment:



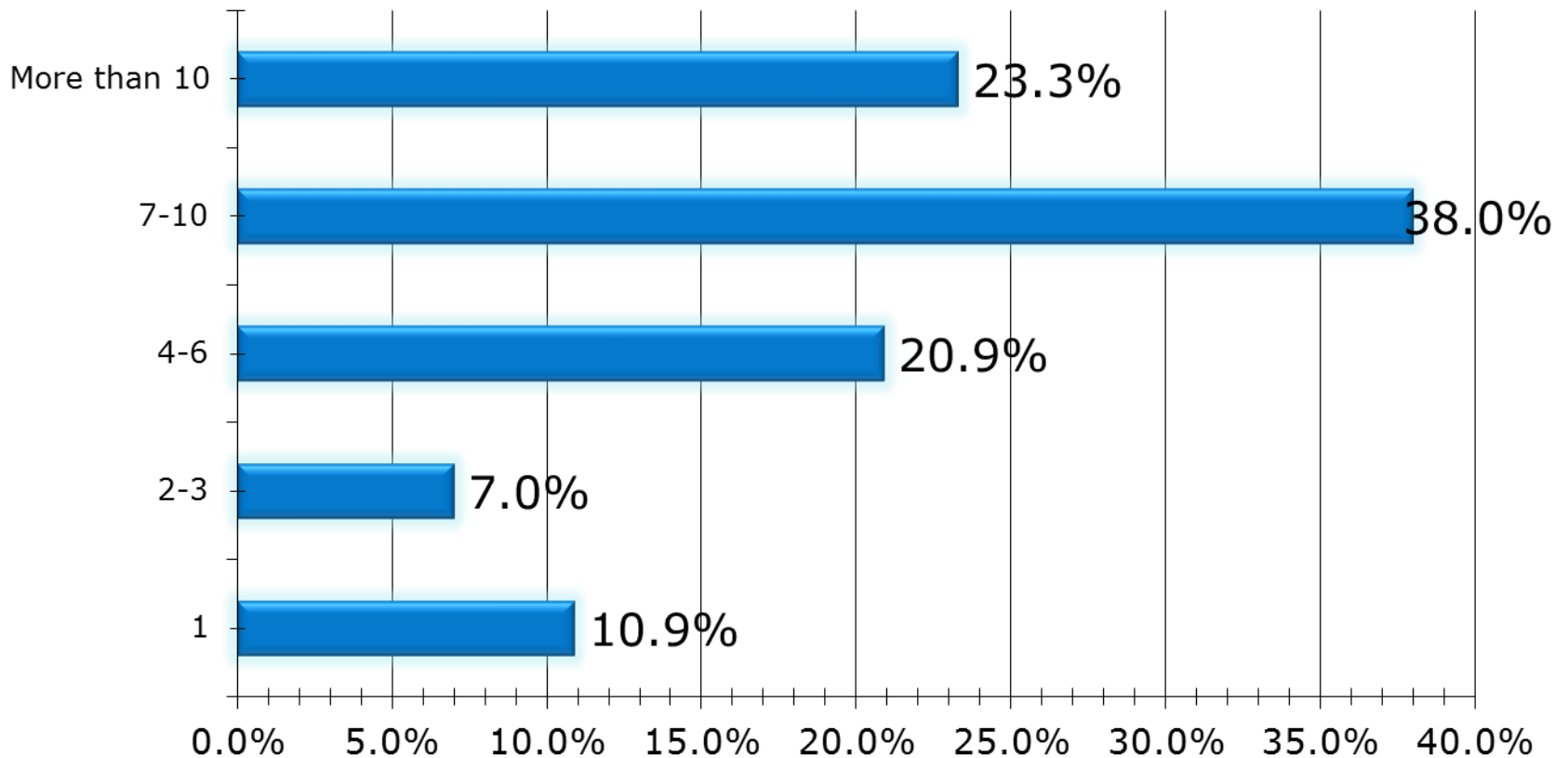
1.7 Predominant networked storage deployed in your environment:



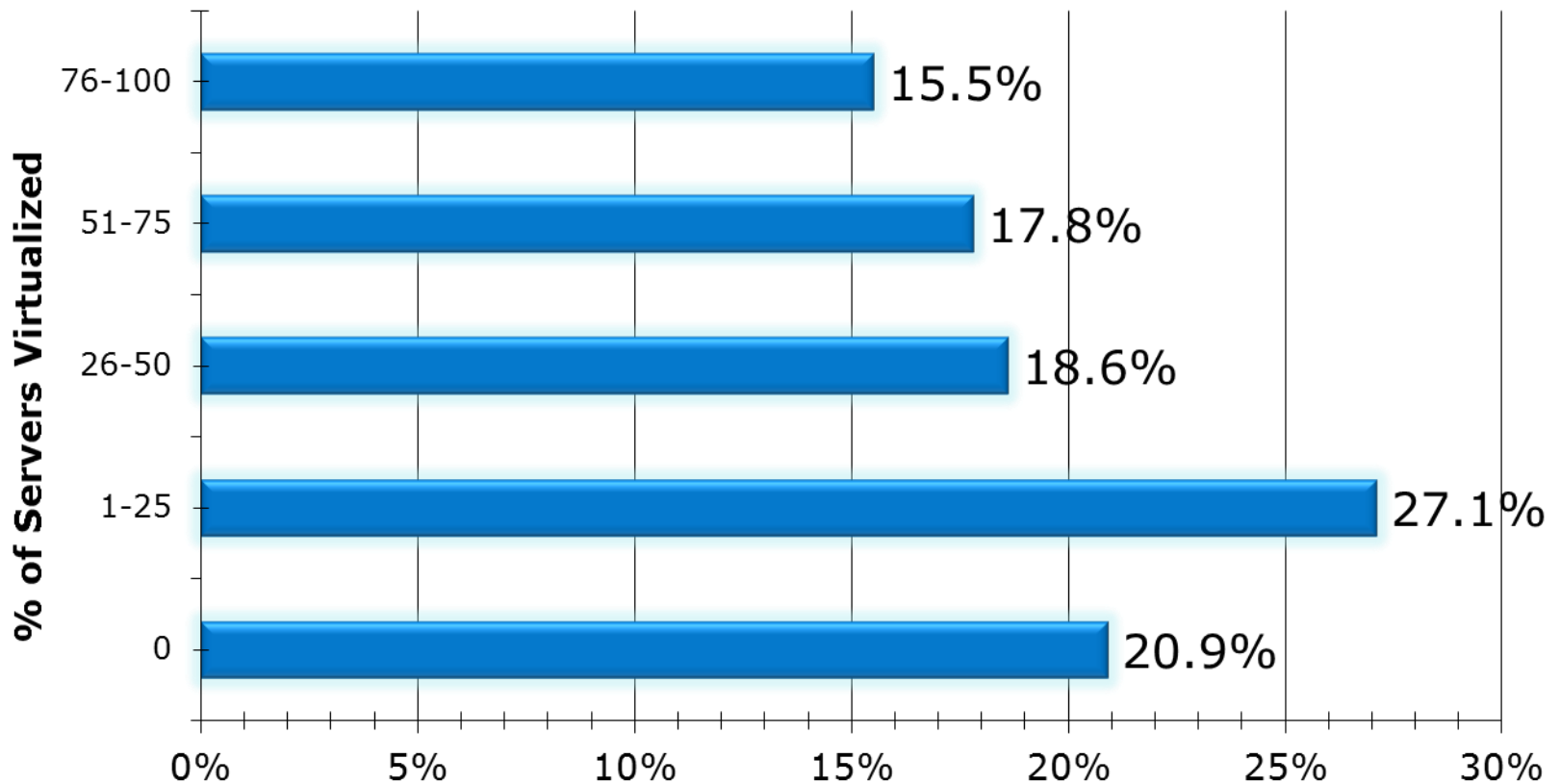
2.1 Number of blade servers in your environment.



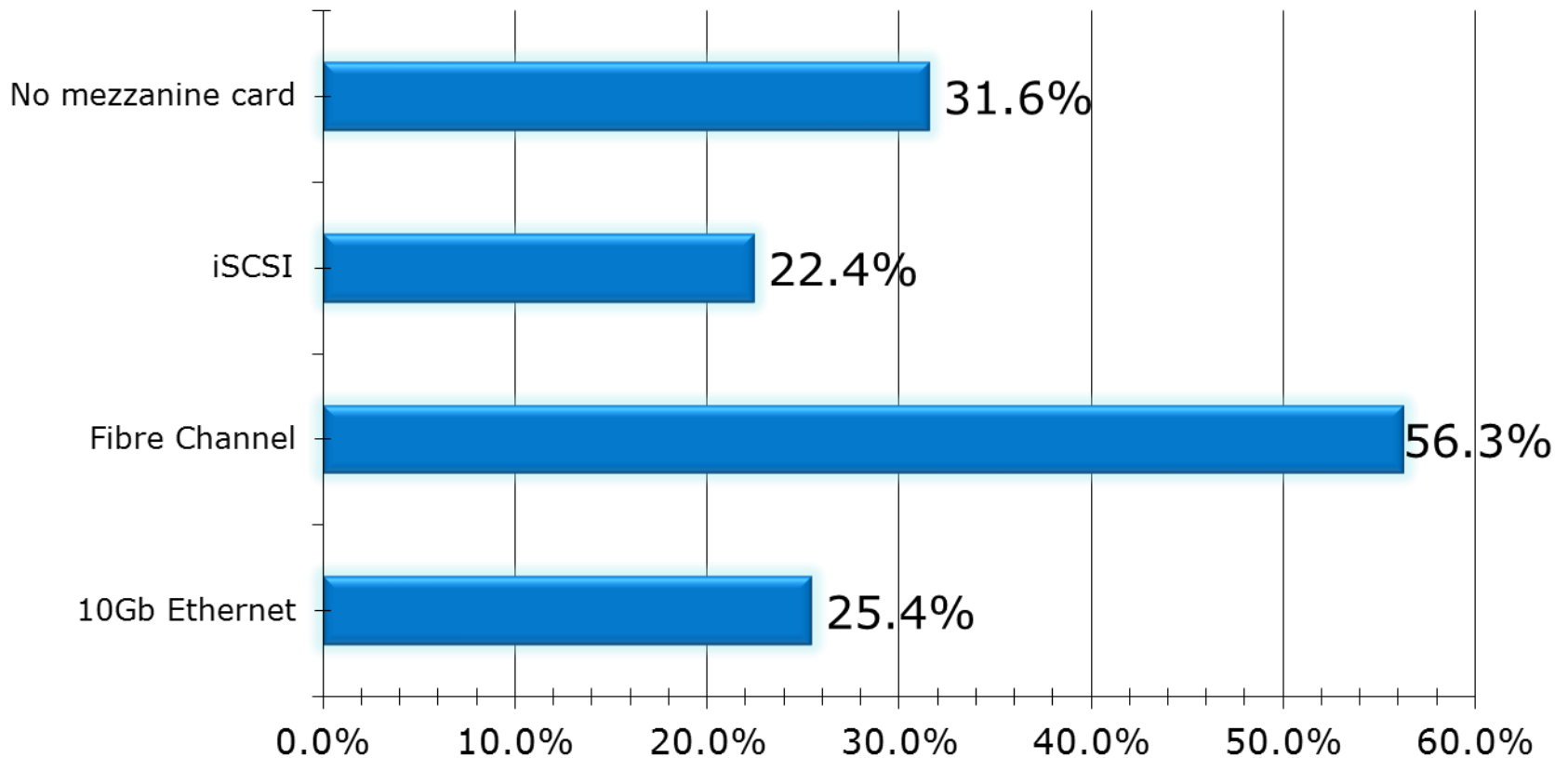
2.2 In my data center the average number of blade servers per blade server chassis is:



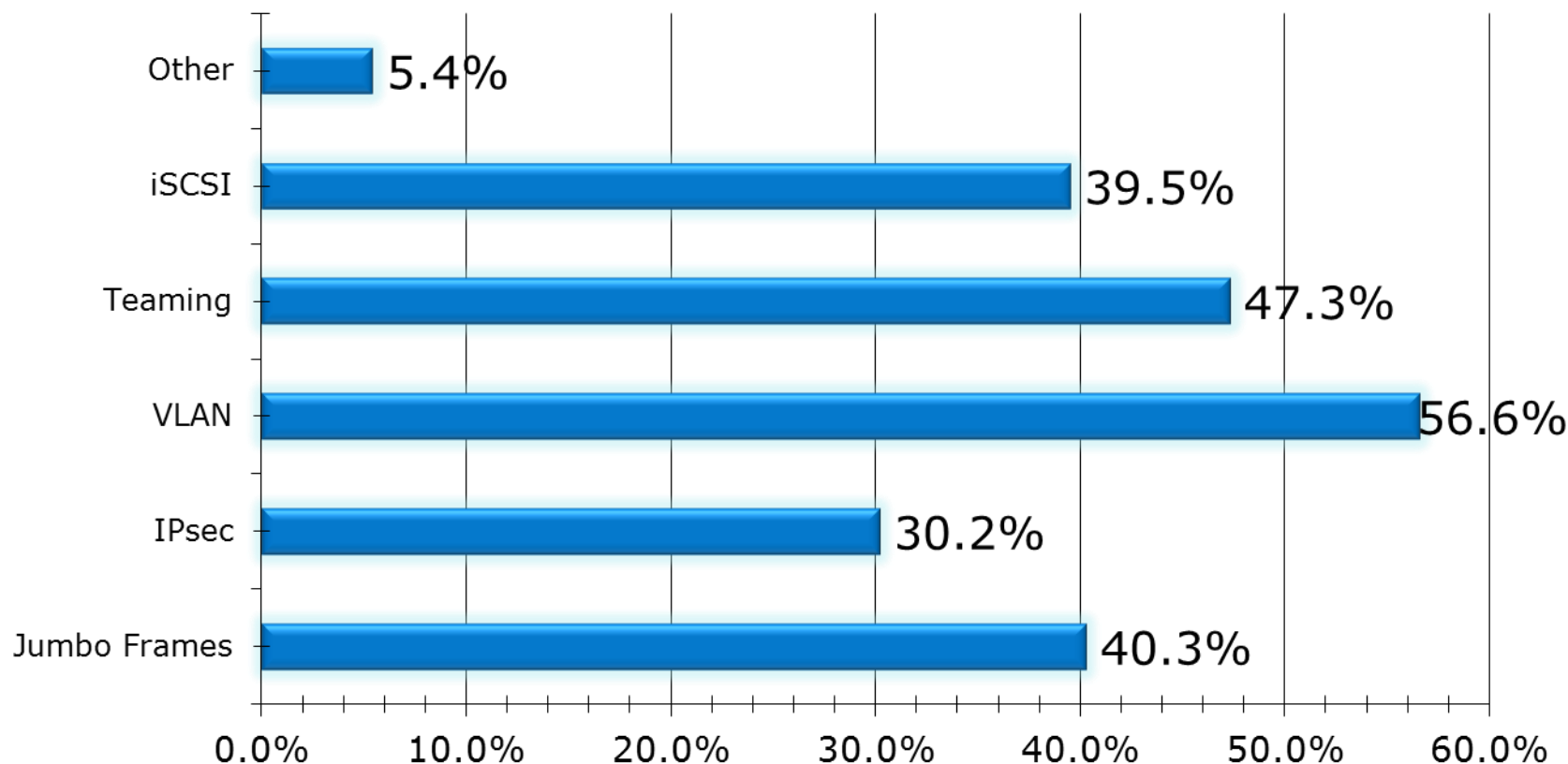
2.3 The following percent of my blade servers are running server virtualization software:



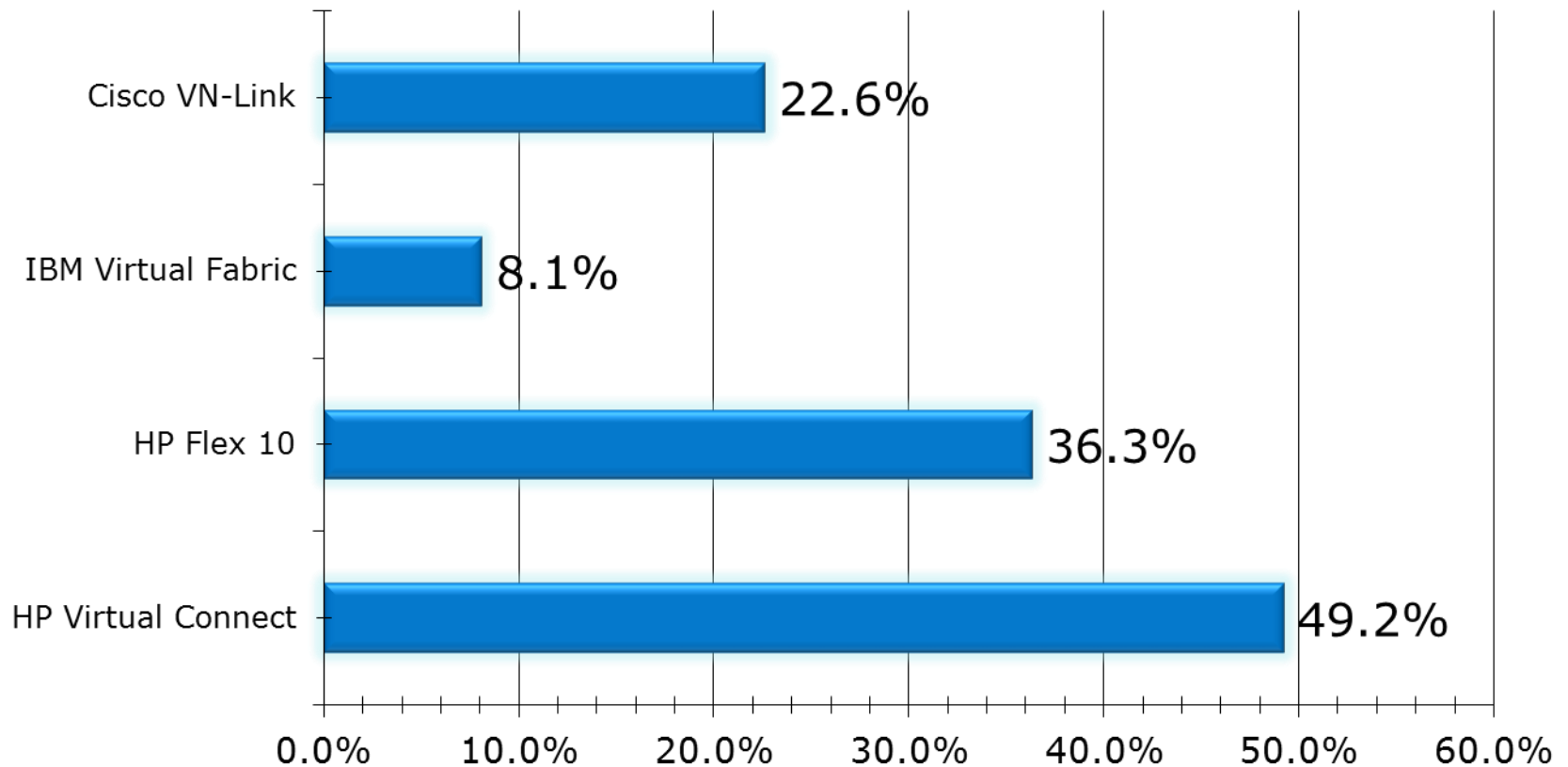
2.4 This is the percent of my blade servers that have mezzanine network cards or no mezzanine cards attached (Total=100%):



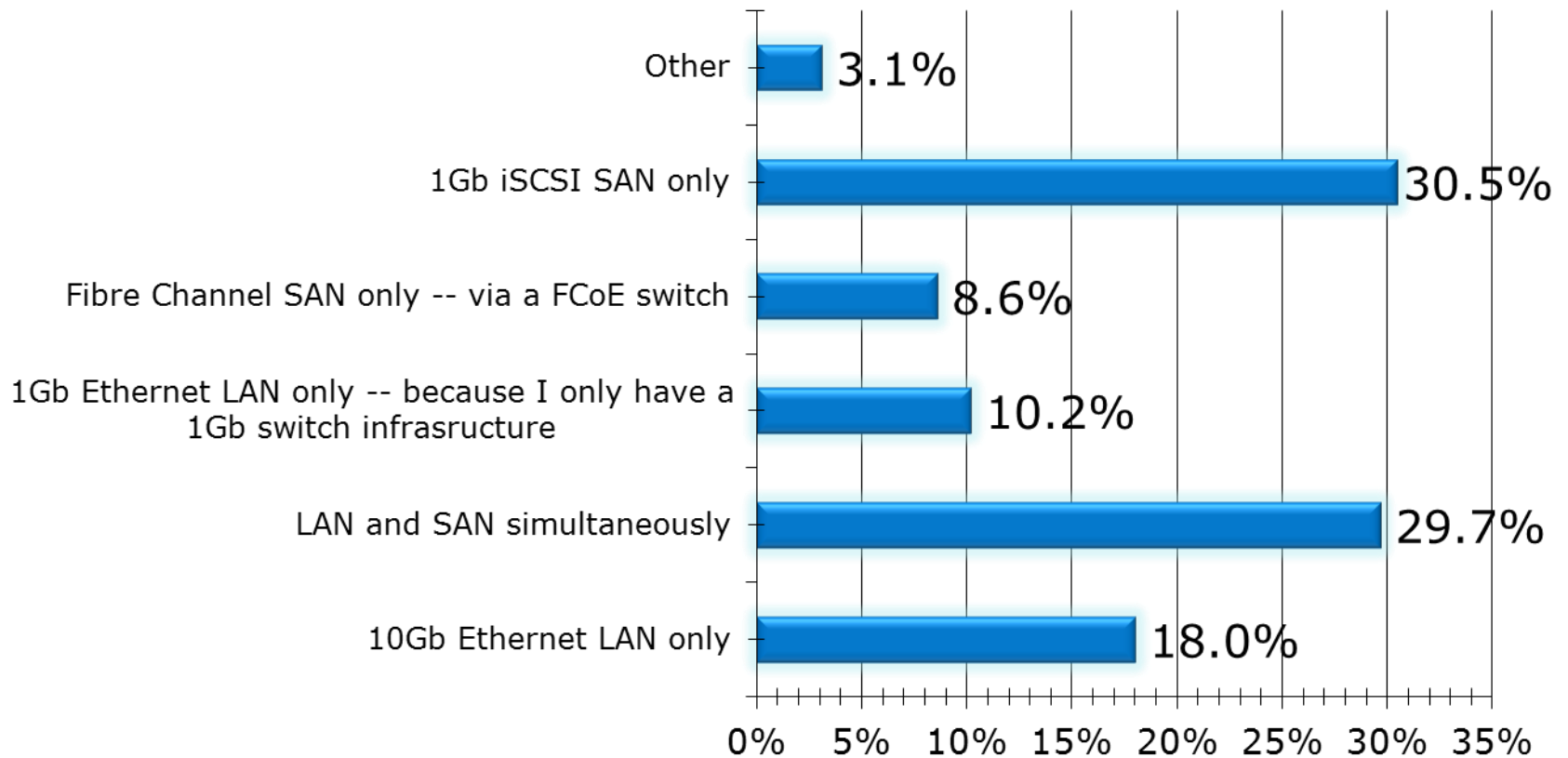
2.5 These NIC features are important to me because they effect the way my blade server functions (SELECT ALL THAT APPLY):



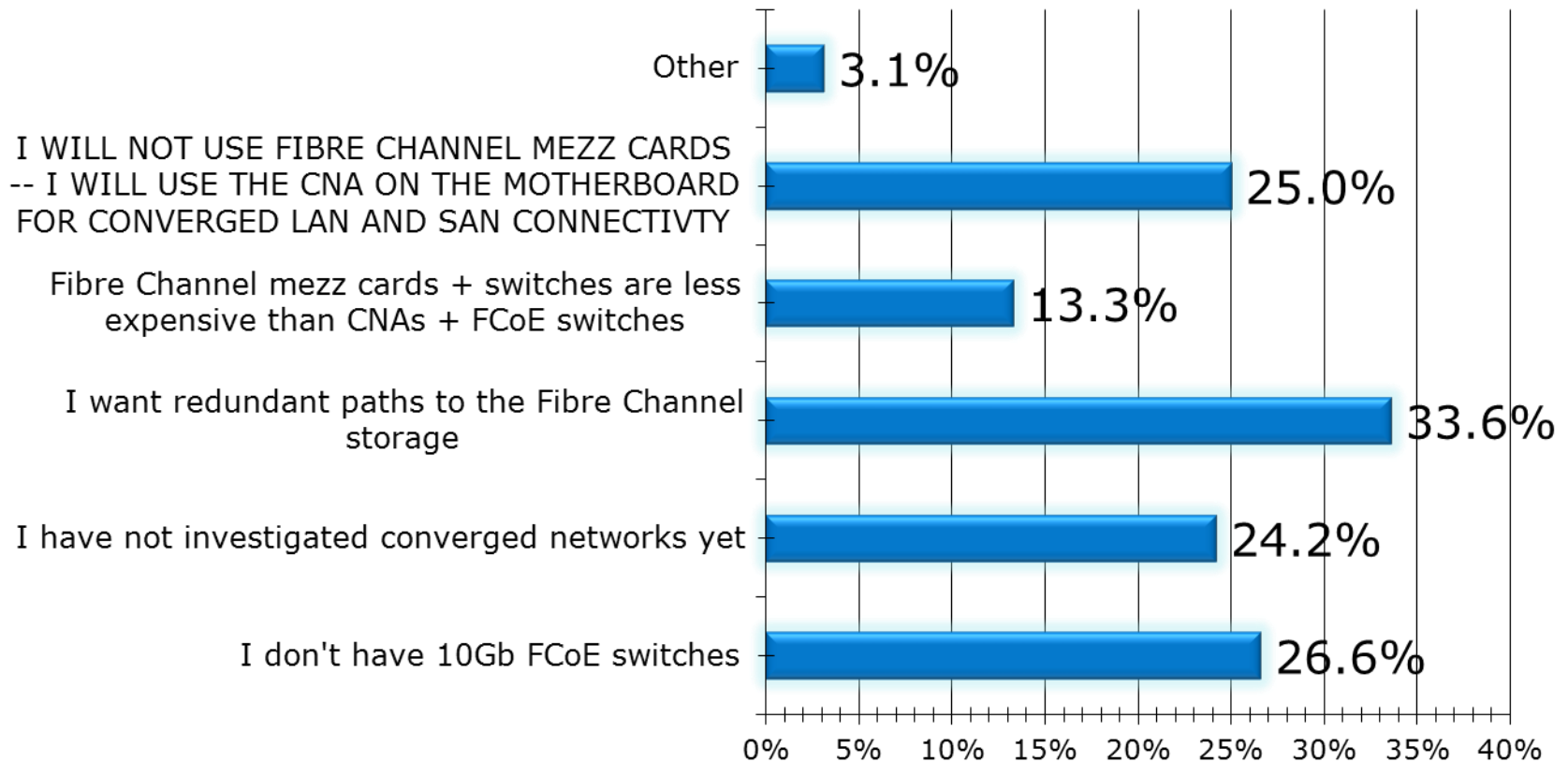
2.6 I have deployed the following virtual I/O products on my blade servers (select all that apply):



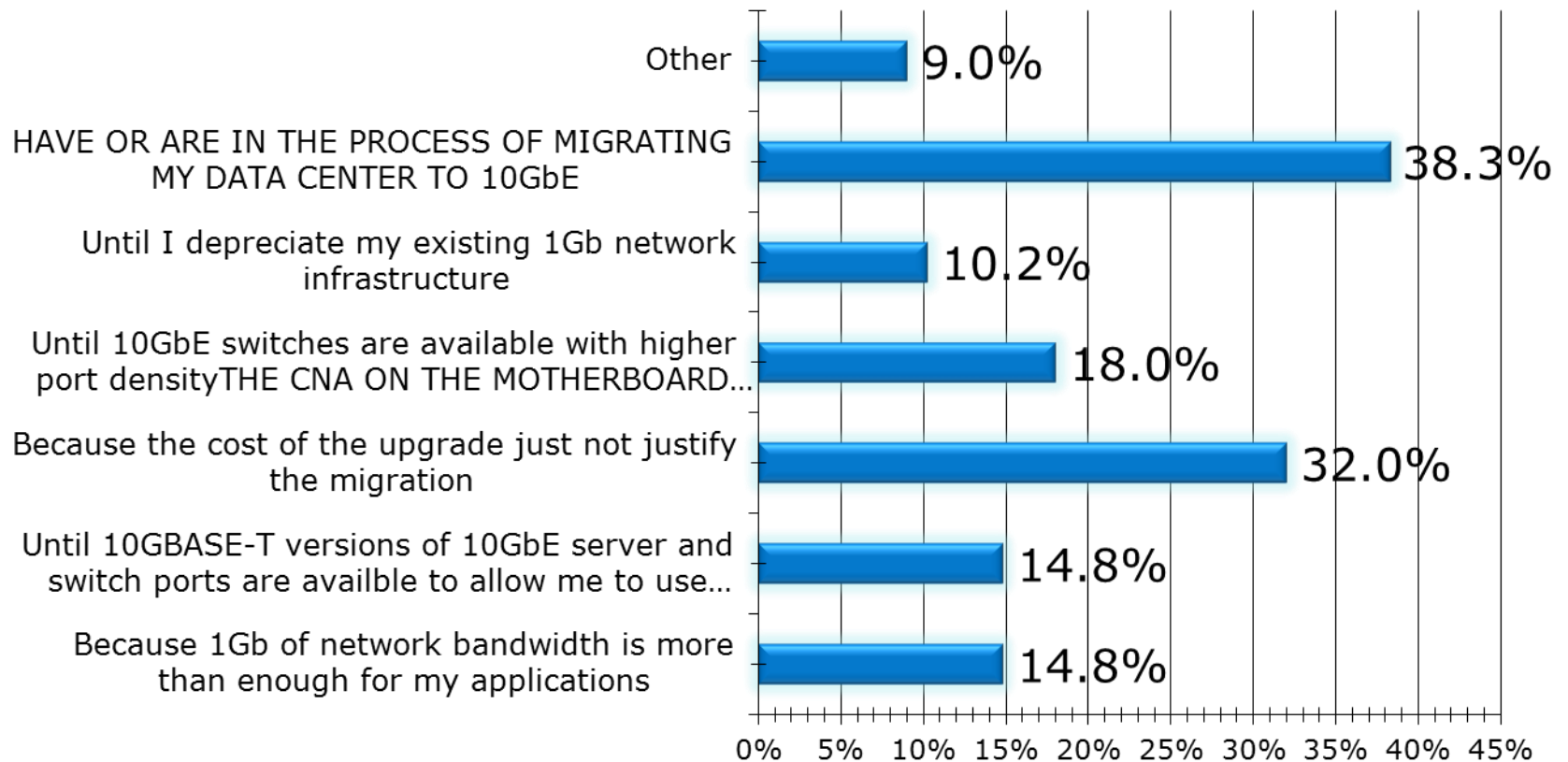
3.1 If a 10Gb converged networking adapter port comes standard on my blade servers (LOM), I will connect the 10Gb CNA port to a:



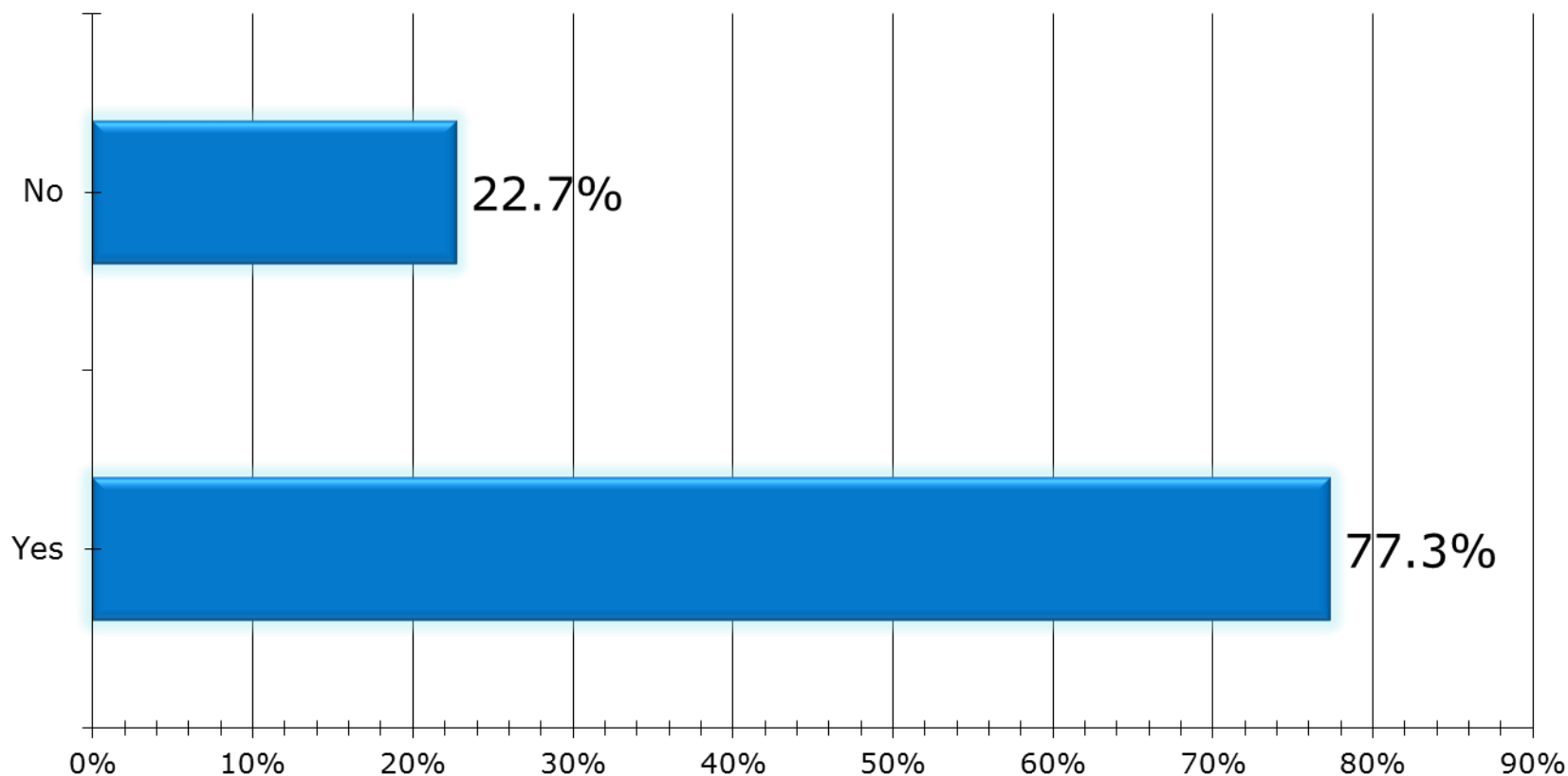
3.2 If a 10GbE converged networking adapter port comes standard on my blade servers (LOM), I will still use Fibre Channel mezzanine cards because (select all that apply):



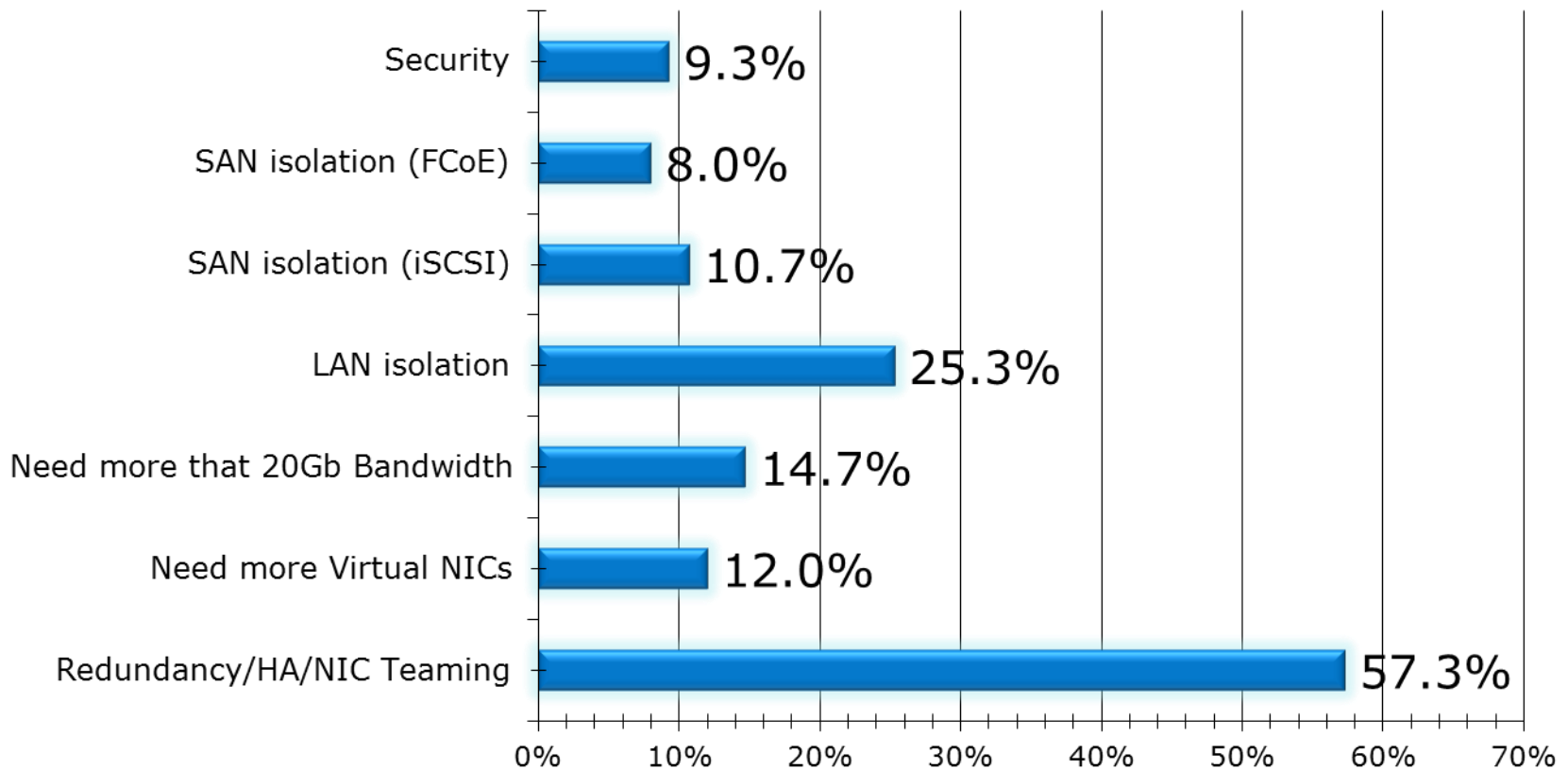
3.3 I am not migrating my data center to 10GbE (select all that apply):



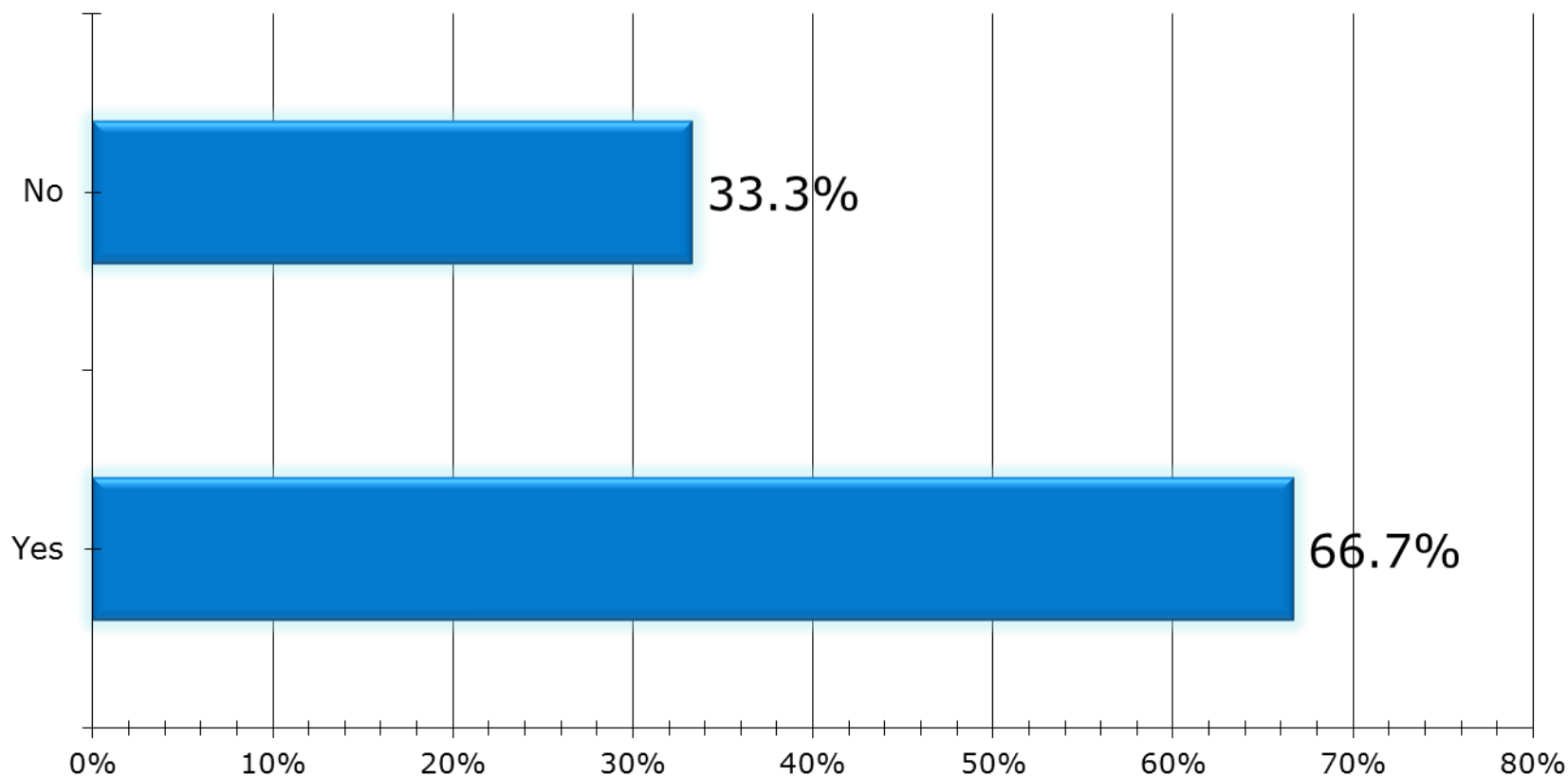
4.1 If you have a 10GbE LOM that does network convergence (IP, iSCSI and FCoE) would you still add a second NIC/CNA to your server?



4.2 If you did add a second NIC/CNA to your server what would be the reason (select all that apply):



4.3 If you have a 10GbE LOM that does network convergence (IP, iSCSI and FCoE) would you still add an FC HBA to your server?



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The logo features the text "IT BRAND" in a large, bold, white sans-serif font. The "IT" is a lighter shade of blue. Below "IT BRAND" is the word "PULSE" in a smaller, bold, white sans-serif font, followed by a trademark symbol (TM). A decorative graphic of grey, semi-transparent spheres is arranged in a pattern that resembles a pulse or a network, positioned between the two lines of text and extending to the right.