

C-NIC Survey Results

2010

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Executive Summary

Executive Summary

- **Goal:**
 - Get a pulse (100 participants) on end-user perceptions of topics surrounding adoption of 10Gb C-NICs
- **Survey**
 - 3-part survey
 - 118 respondents
 - From 30 LinkedIn groups
- **Conclusions**
 - Ethernet adapters dominate the network adapter + LOM population which creates a de-facto data center adapter “platform”
 - LOM is an important lever because end users believe the brand of LOM effects the way their network functions
 - Data center managers will extend their traditional LAN Ethernet adapter platform to address SAN connectivity
 - Broadcom is trusted to provide enterprise class LAN and SAN stacks
 - There is a lot of missionary work to be done because most end-users are either still committed to separate LAN and SAN architectures or are too busy to investigate

Key Findings

- **Data Center Infrastructure**

- VMware ESX (22.9%) is considered the second most important operating system after Windows (44.9%)
- Server virtualization (34%) is considered the leading application for driving 10Gb adoption - double iSCSI, the second place application (17%)
- 82% agree or mildly agree the brand of LOM is important to the way their network functions
- Intel (35%) is identified as the iSCSI adapter most used – almost double Broadcom, the second place vendor (18%)
- The respondents said 60% of the network adapter + LOM ports in their data center were Ethernet

- **Network Convergence**

- Almost $\frac{3}{4}$ of respondents (72%) said they had no plans for convergence or they were too busy to investigate
- Almost half the respondents (48%) said they would standardize on one C-NIC platform if the vendor was qualified
- Almost $\frac{3}{4}$ (71%) of the respondents felt they would consolidate server connectivity by extending their NIC + LOM platform
- Intel (78%) and Broadcom (60%) are the vendors most trusted to deliver an enterprise class 10Gb NIC and LOM stack
- Intel (64%), QLogic (52%) and Broadcom (51%) are the vendors most trusted to deliver an enterprise class iSCSI and FCoE stack

Participant Profiles

Part 1

118 LinkedIn® Participants



Target LinkedIn Groups

Cisco Certified Engineers & Architects Network, Linux System Admins, Microsoft Certified Professional Network, High Performance & Super Computing, HPC Professionals, IT Focus Expert Group, PartnerPoint – An Online Community of Microsoft Partners, Storage Professionals, Storage: SAN, NAS, The Storage Networking Industry Association, VMware Virtualization & Cloud Computing



Invitation in a “Discussion”

Speak out about Ethernet NICs and get a \$5 Starbucks Card
Broadcom needs feedback from IT professionals with hands-on experience with Ethernet NICs, Fibre Channel HBAs or iSCSI HBAs. Respond to a brief survey at <http://www.surveymonkey.com/s/NPHVNYT> and get a \$5 Starbucks Card.

Posted 4 days ago | Delete discussion



On-line Survey



September 2009 Network Controller Survey

1. Participant Profile

14%

The purpose of this page is to capture a basic profile of the survey participant.

1. Your \$10 Starbucks Gift Card will be mailed to this address.
**** Sorry this offer applies only to participants in the U.S. ****

Name:

Company:

Address:

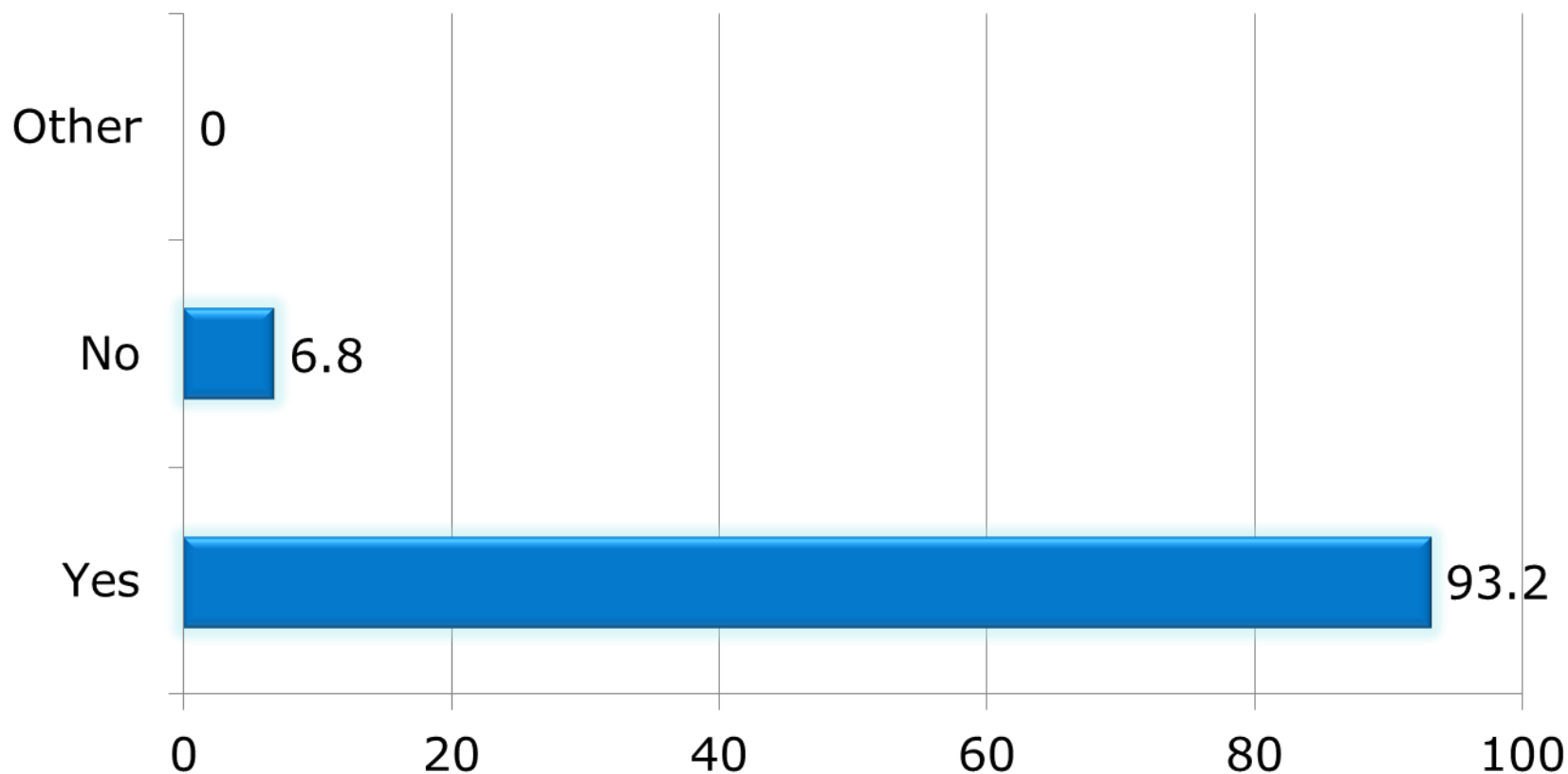
City/Town:

State:

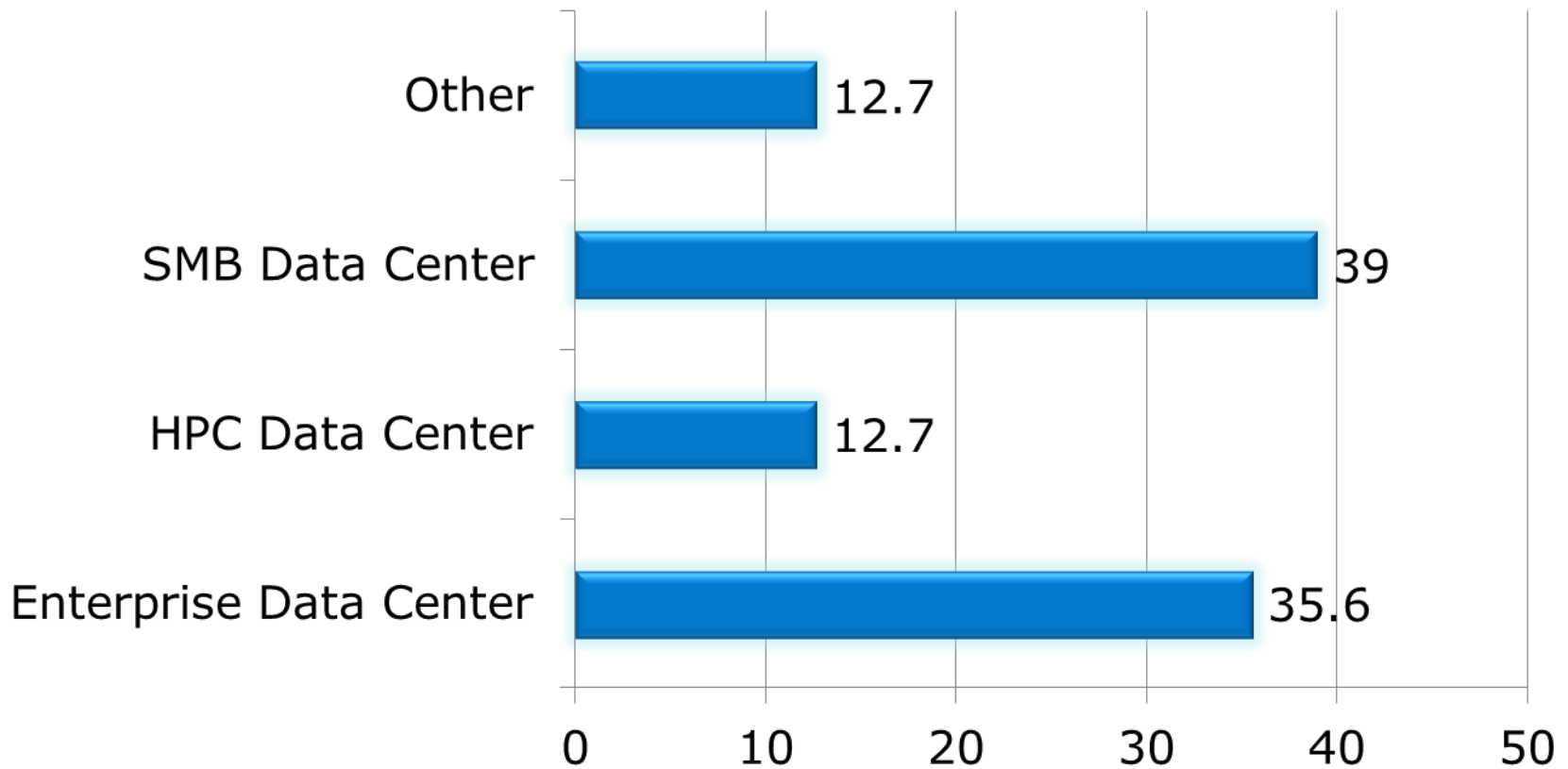
Select Participating Companies

JP Morgan Chase	Leapfrog Online	Univ. of Utah HSC
Northrop Grumman	Fox Accounting, Inc.	Colliers Lanard & Axilbund
The Bridge Group	William Agness Consulting	Cerner Corp
First National Bank Omaha	TWP HS Dist 113	Advanced Clustering Technologies
Online Training Solutions, Inc.	Synergistic Solutions	Shaw Industries Group
System Connections, Inc.	E.C.I.T.S. LLC	KLA-TENCOR
CompassPointz	Comsys	Tyson
First National Bank of Hutchinson	Inventec	AEGON USA
Vayu Inc	San Diego Supercomputer Center	City & County of Denver
Quiettouch	NetWerks	FFX, Inc.
AT&T	USC Information Sciences Institute	Nationwide
Inmagic Inc	Dayco	Vishay Siliconix
Verizon	KLA	Kettering Health Network
ProStor Systems	Grays-IT-Consultations	UIC
Amicus	Layered Tech	Buckeye Engineering Services
ECCO	White Technologies	Sonic Healthcare USA
KH Network	Spacelabs Healthcare	SBS
MRS Associates	US Tsubaki, Inc	US Tsubaki, Inc
Carnegie Mellon University	SSI	Bravo Health
Columbia University	InfoTechSystems	Redwood Consulting
Rimini Street Inc.	Symantec	
Vanderweil Engineers	Aberdeen LLC	

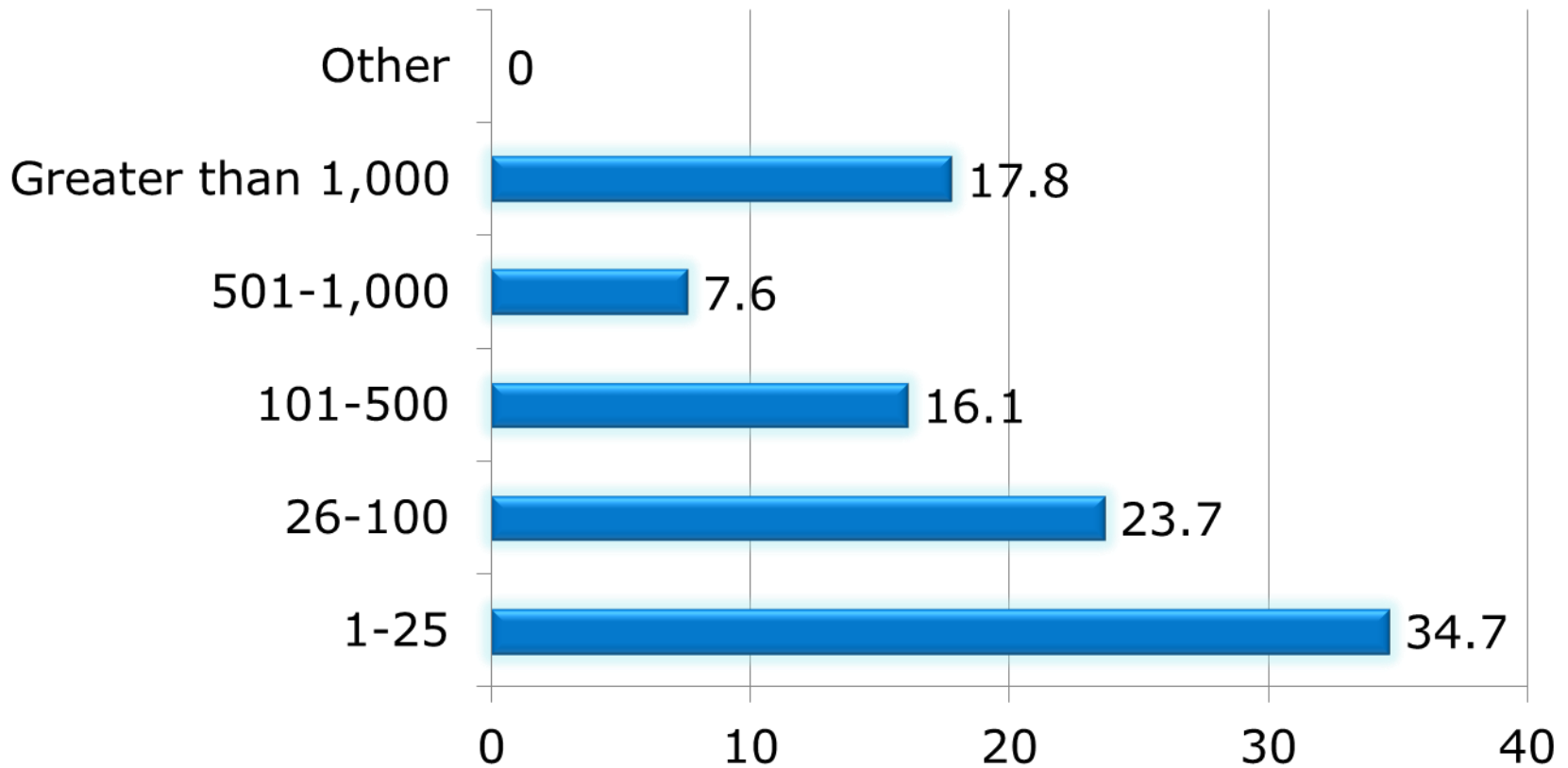
1.2 Do you have hands-on experience installing and managing Ethernet NIC, Fibre Channel HBA or iSCSI HBA drivers and software?



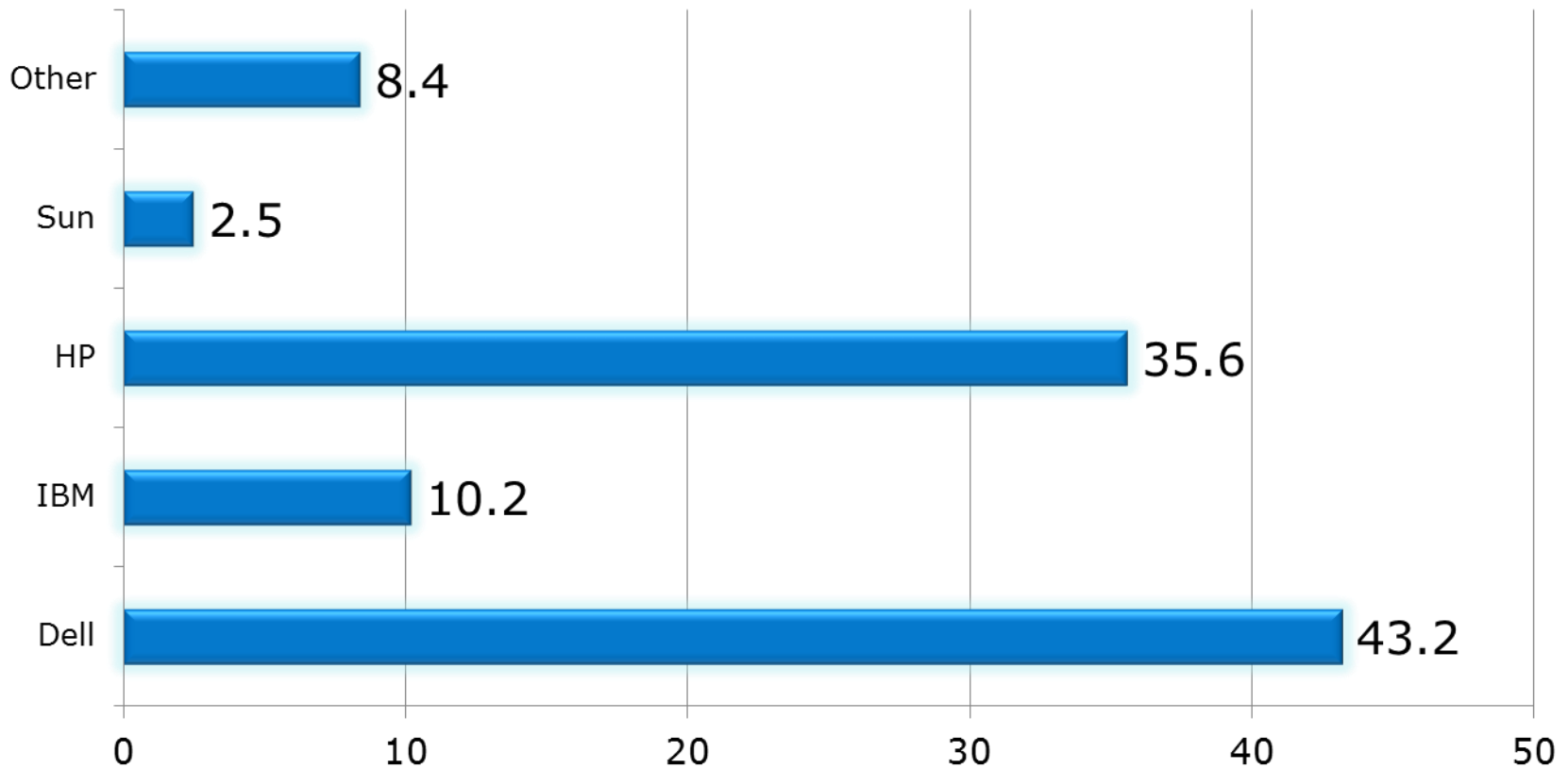
1.3 Your environment is best described as:



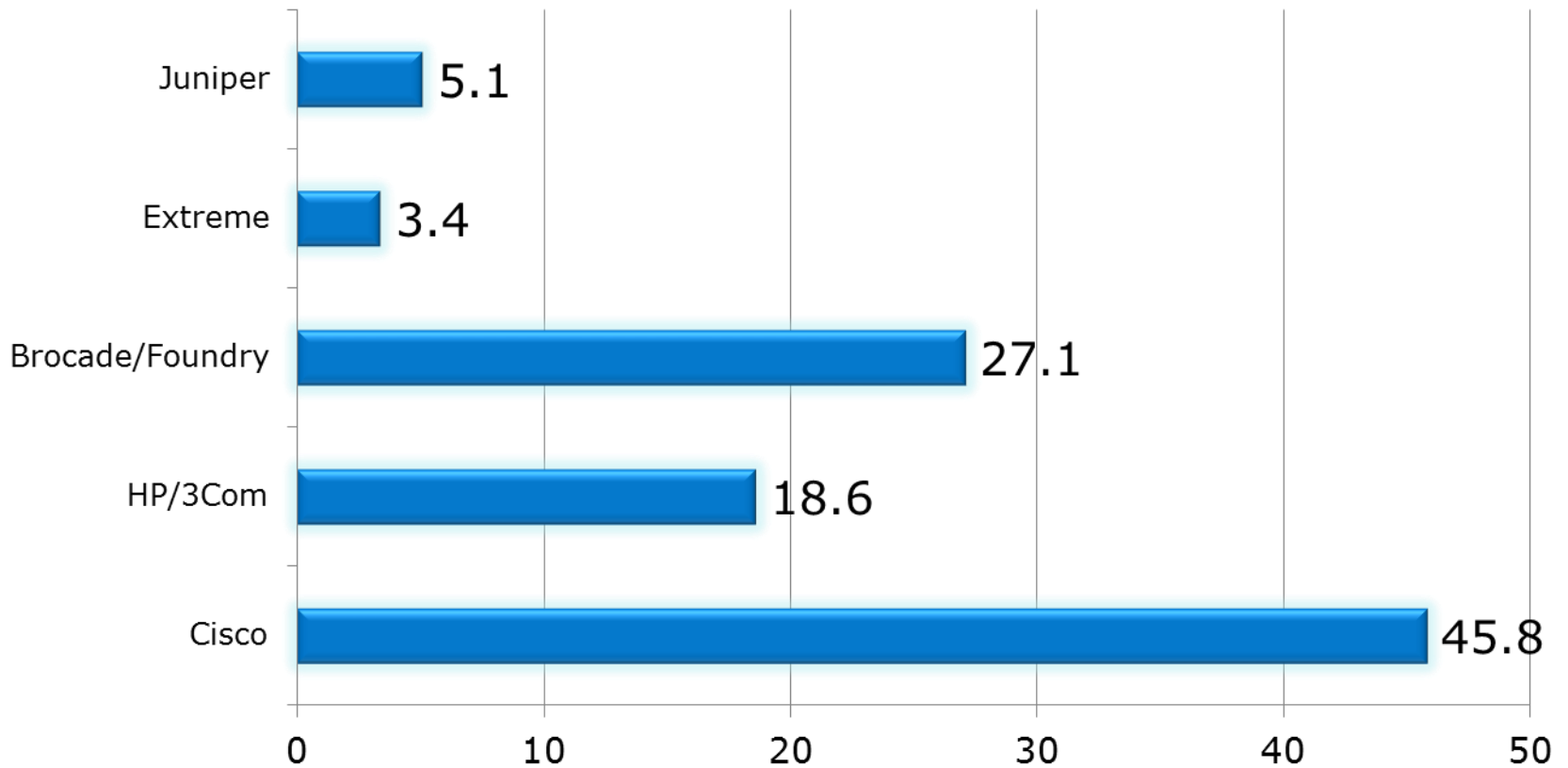
1.4 Number of servers in your environment:



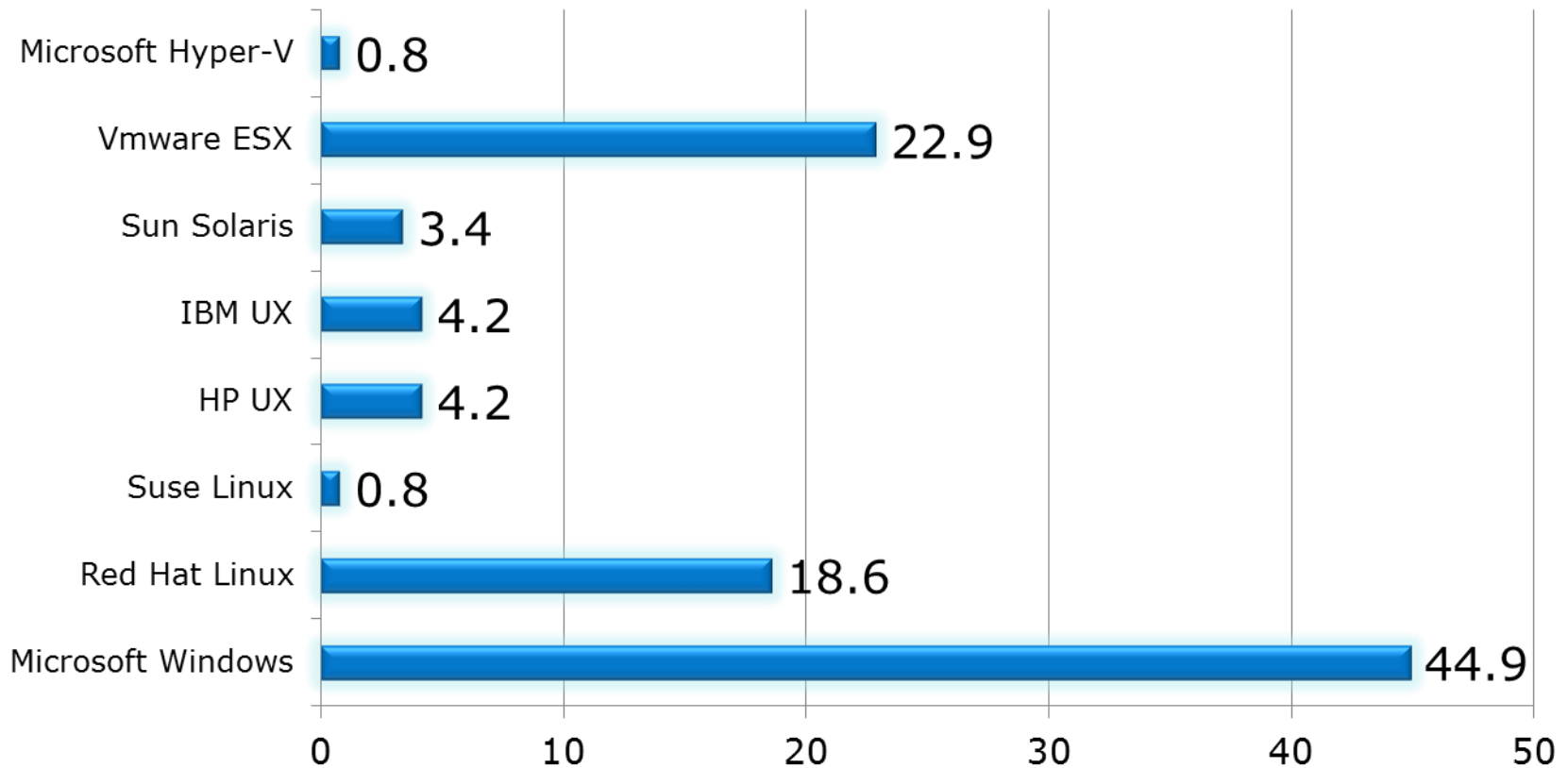
1.5 Predominant brand of server in your environment:



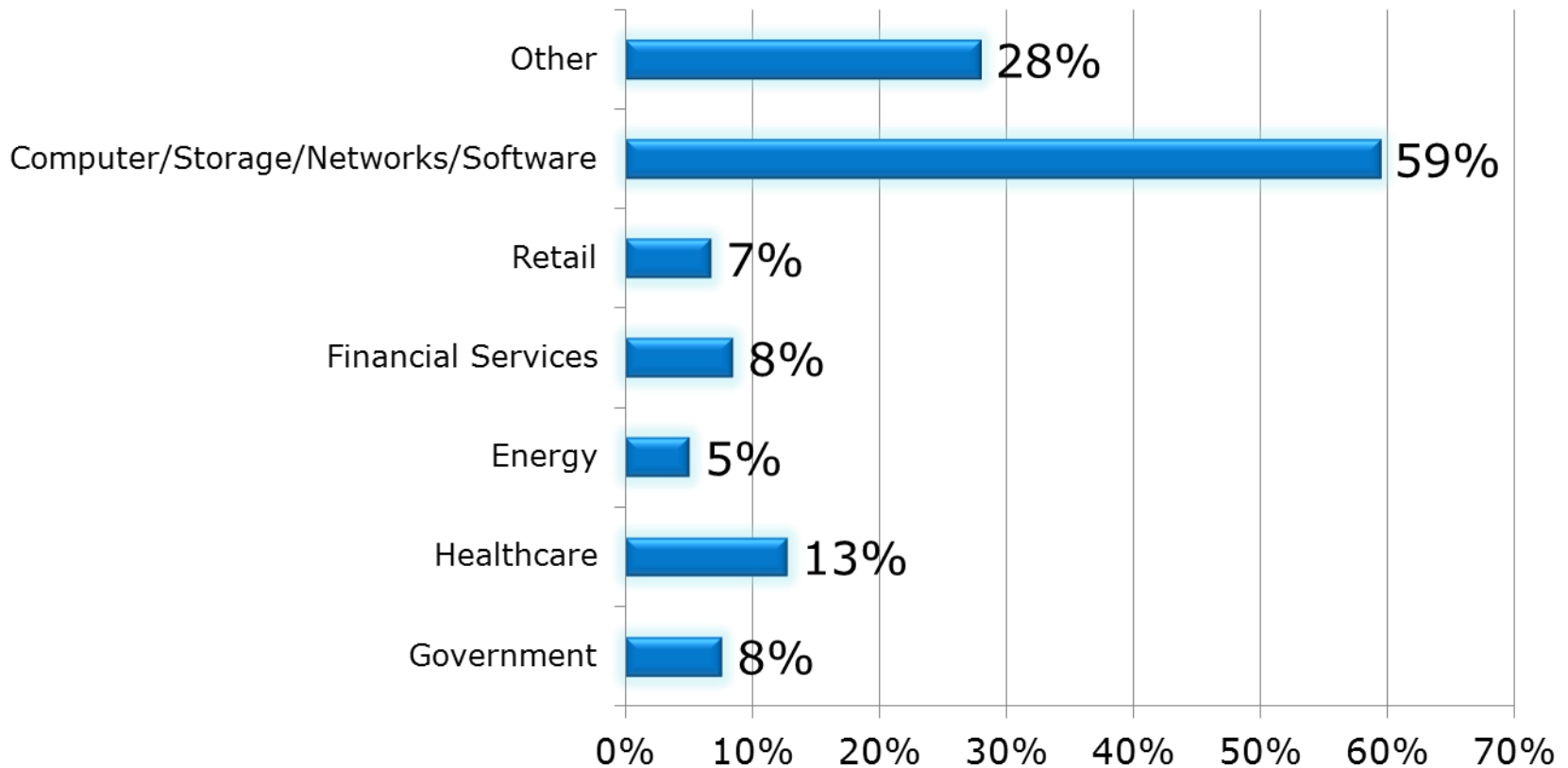
1.6 Predominant switch vendor in your environment



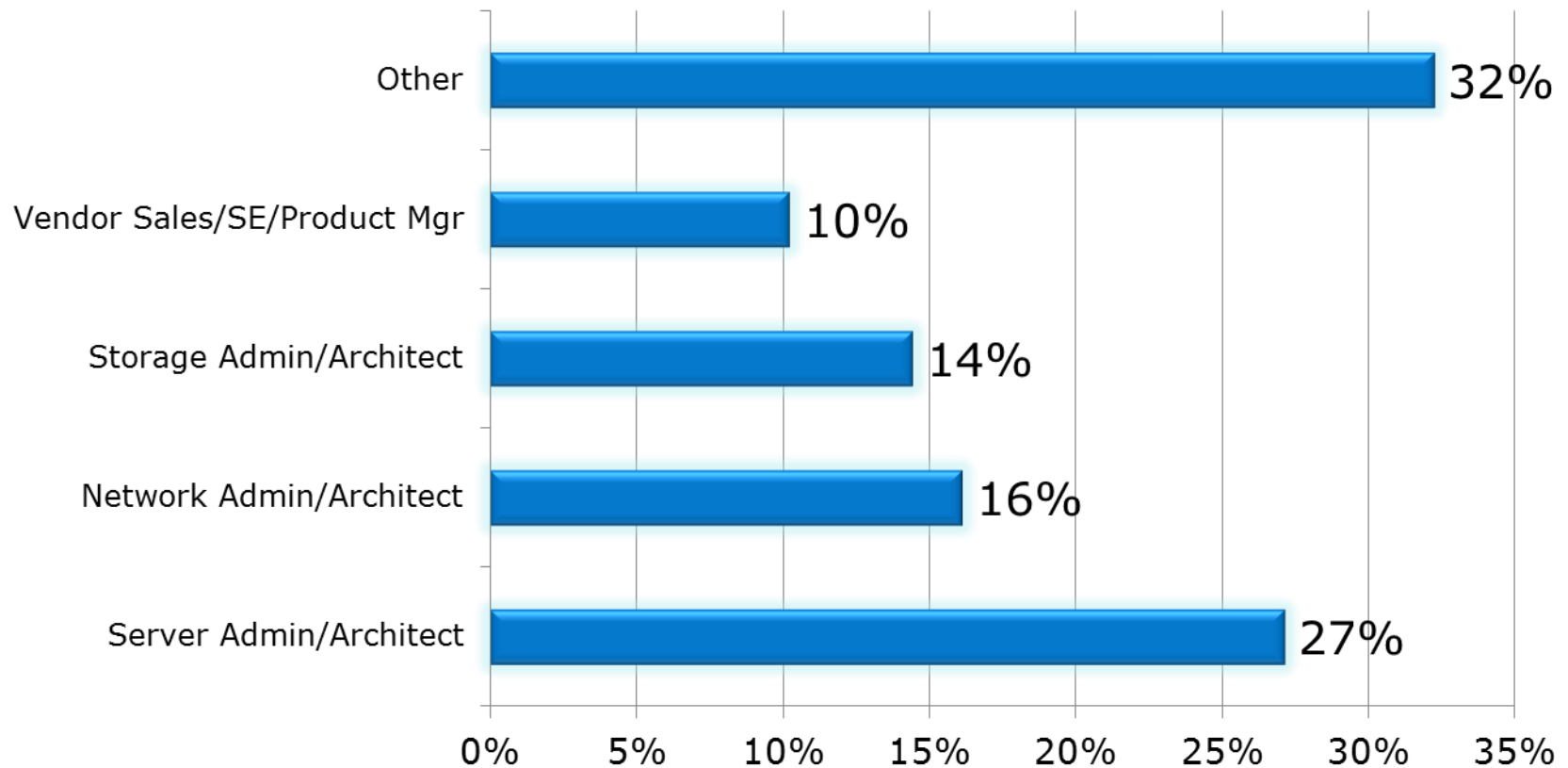
1.7 The most important operating system in your data center is:



1.8 Your company operates in the following Industry:



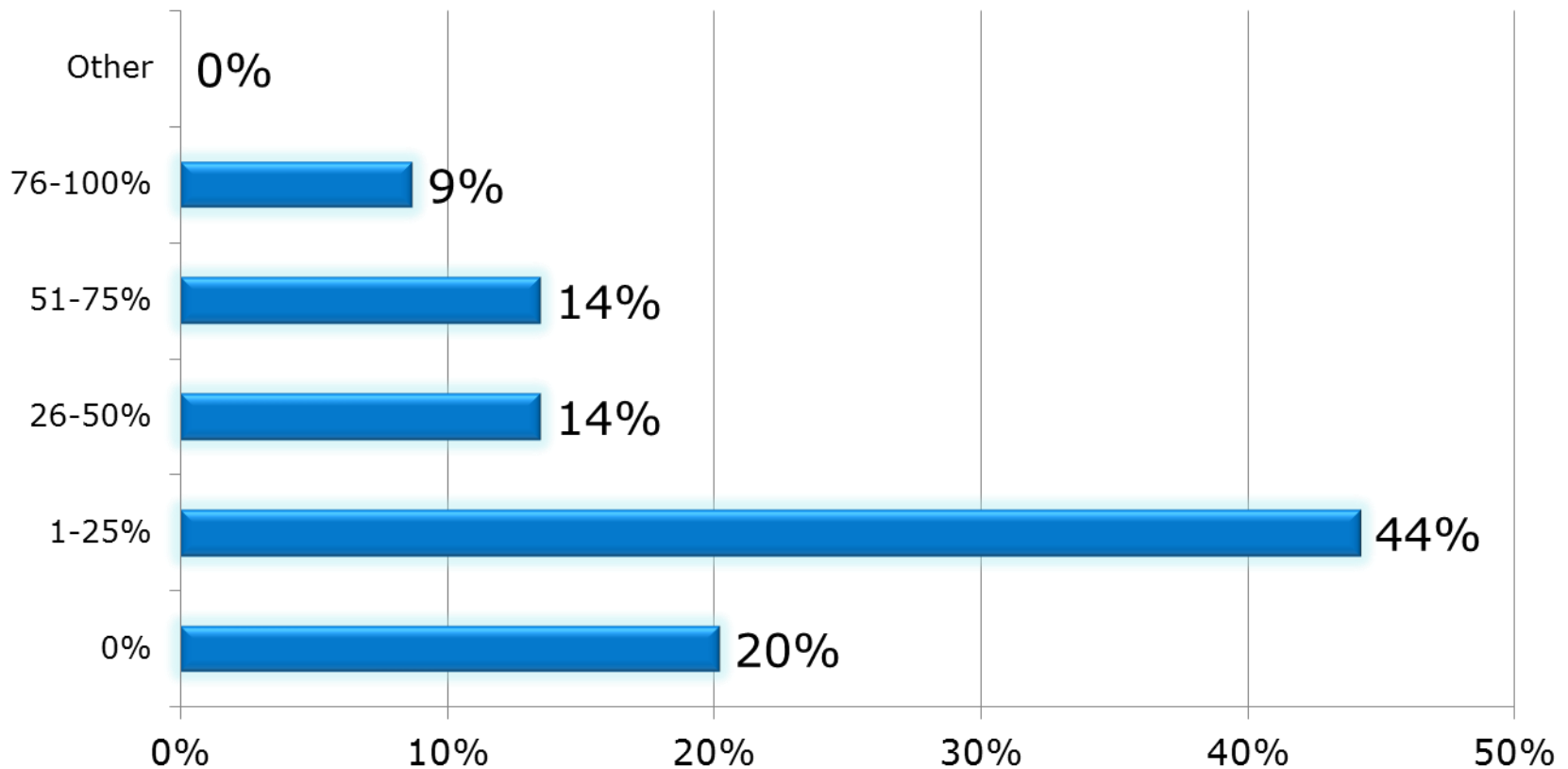
1.9 Your job title or job description is:



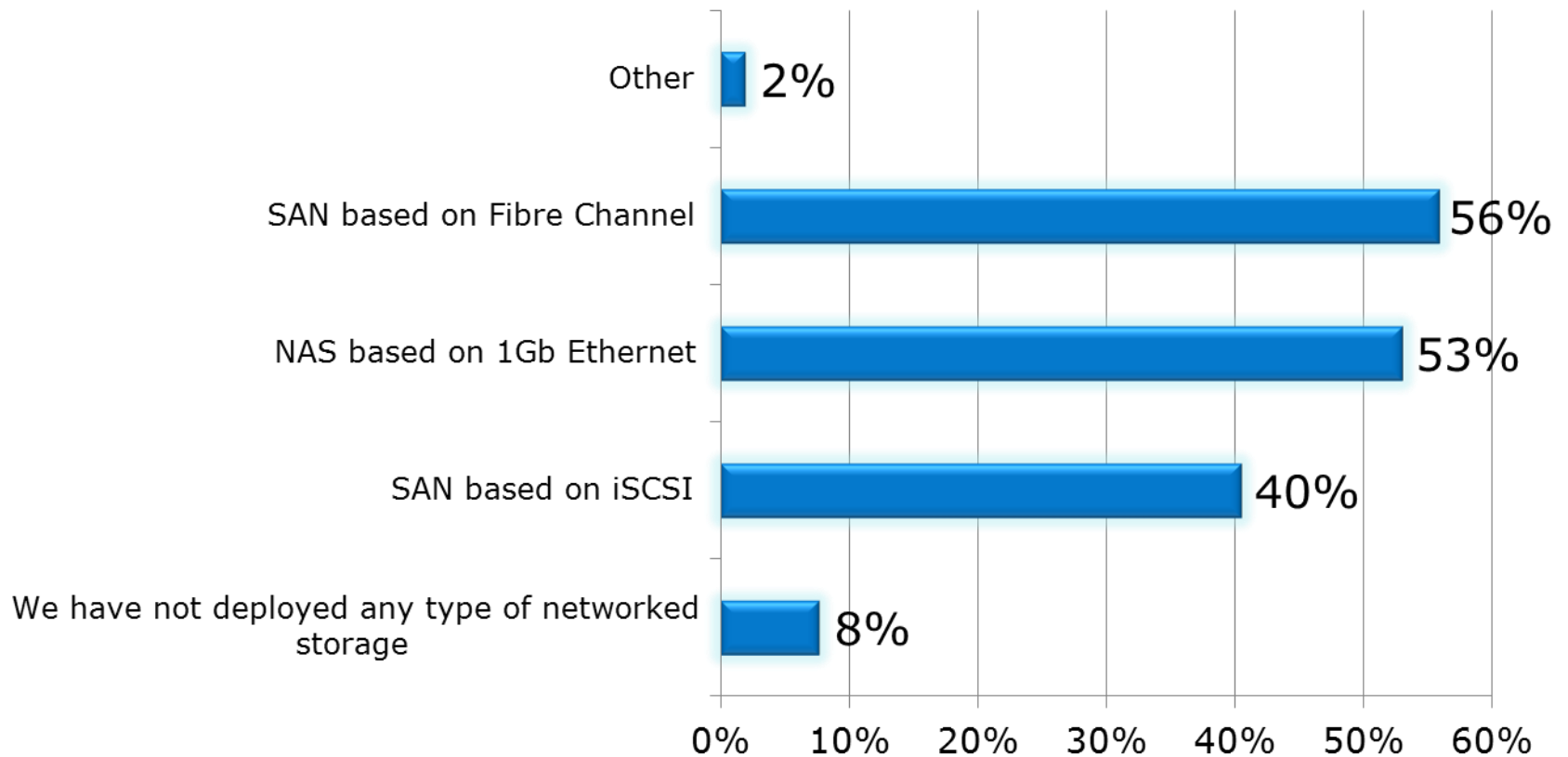
Data Center Infrastructure

Part 2

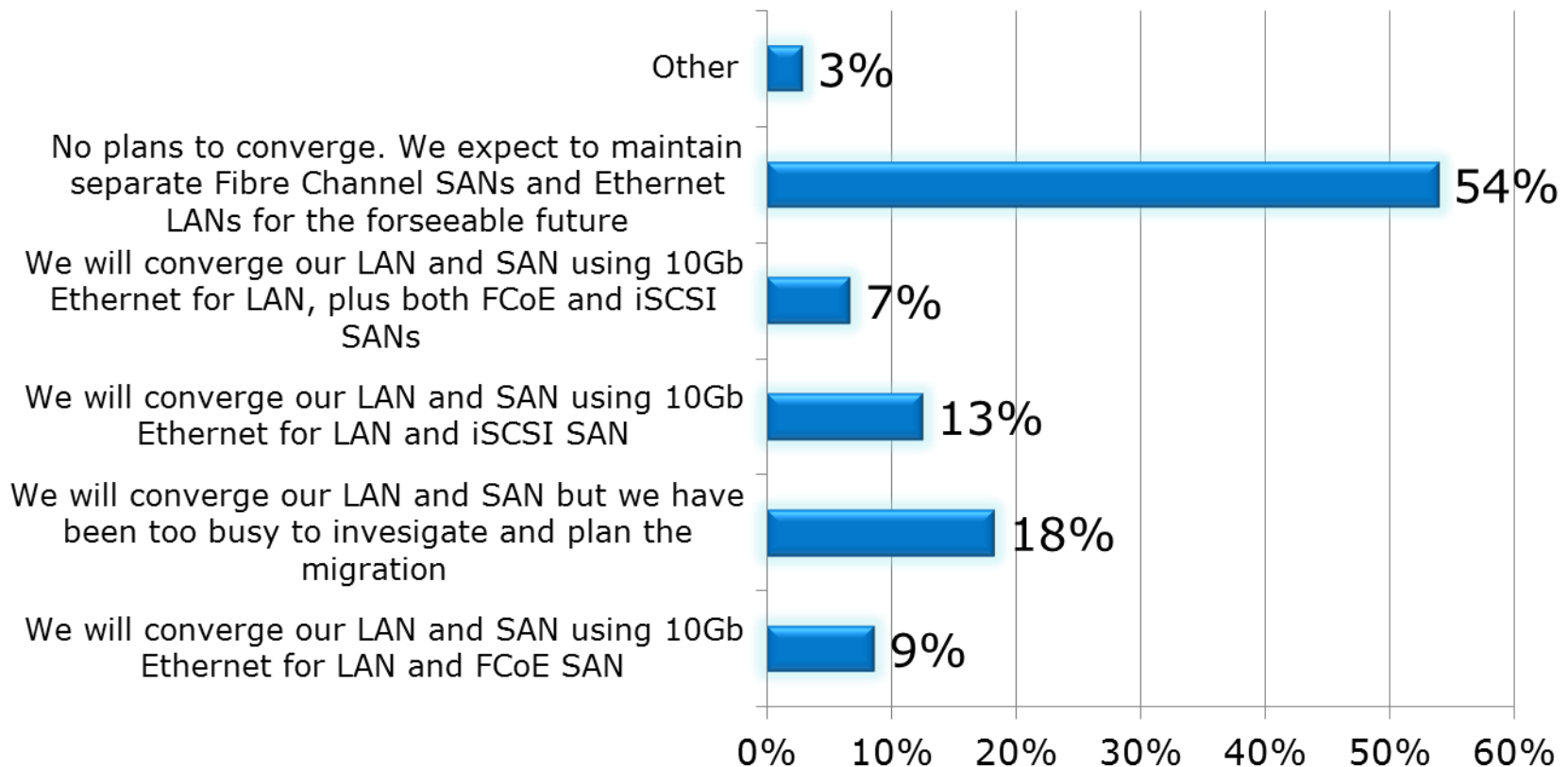
2.1 The following percent of physical servers in our data center are virtualized to consolidate servers:



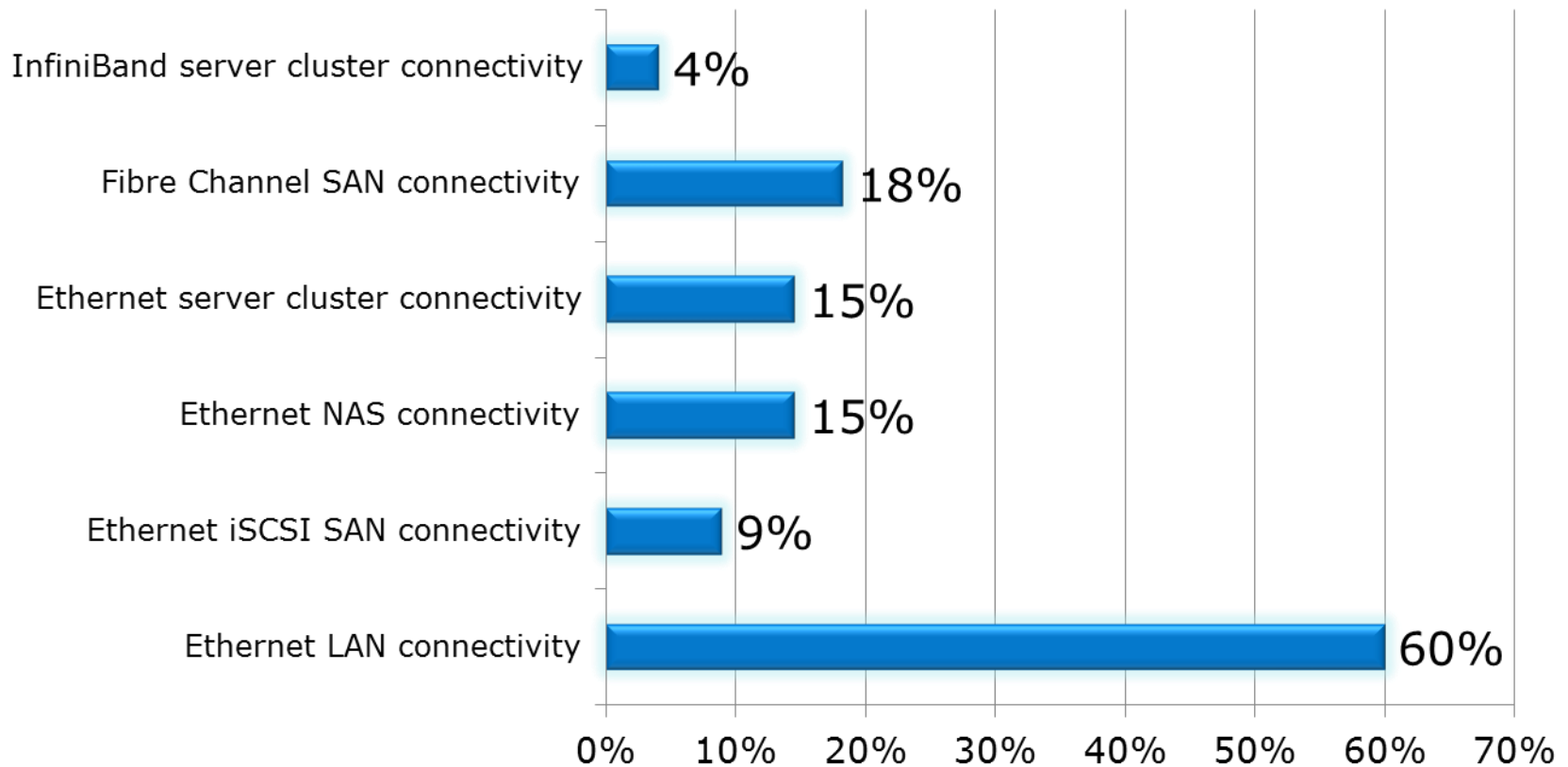
2.2 We have deployed the following networked storage to consolidate storage (select all that apply):



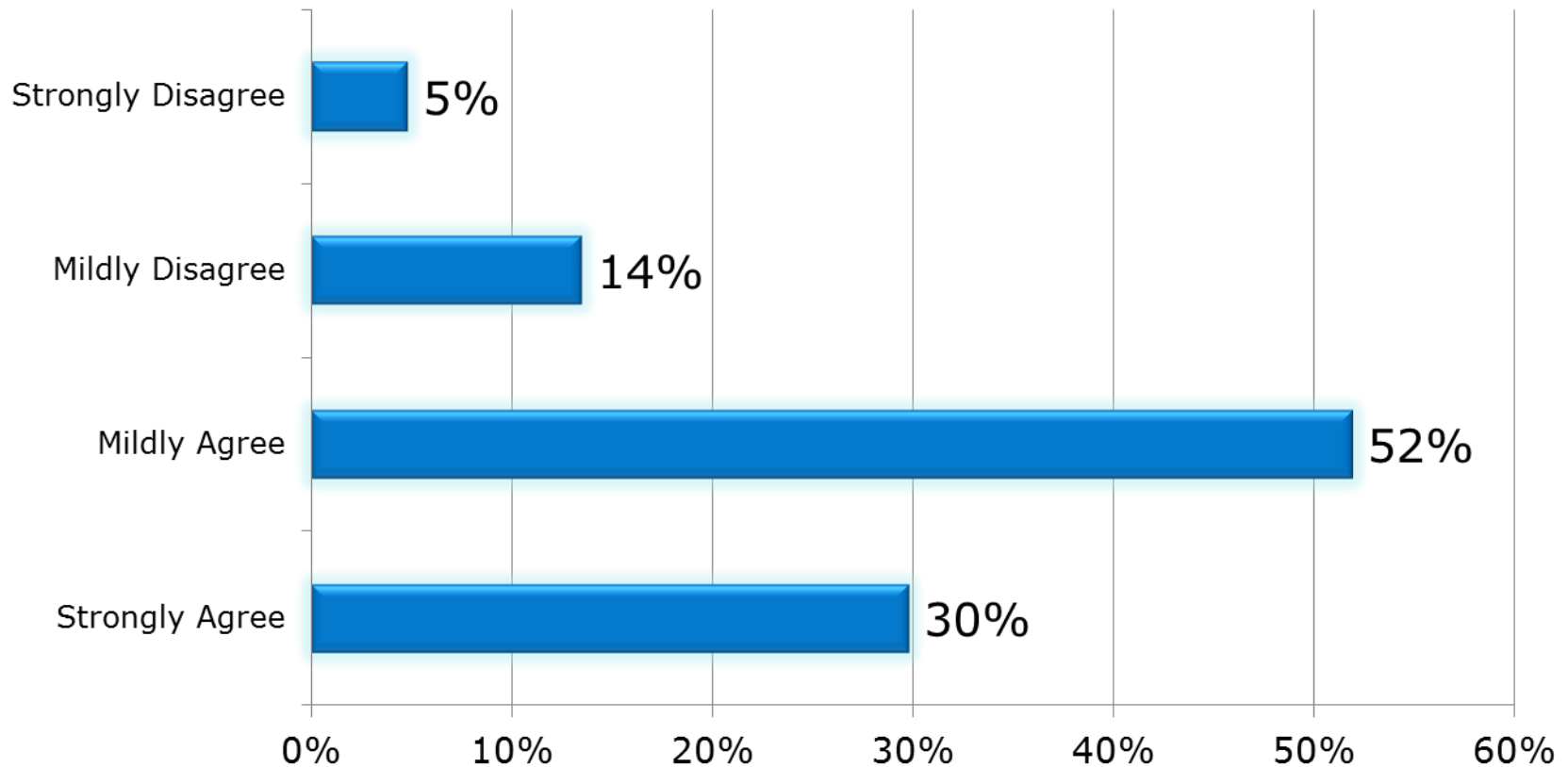
2.3 The status of network convergence in our data center to consolidate networks is best described as:



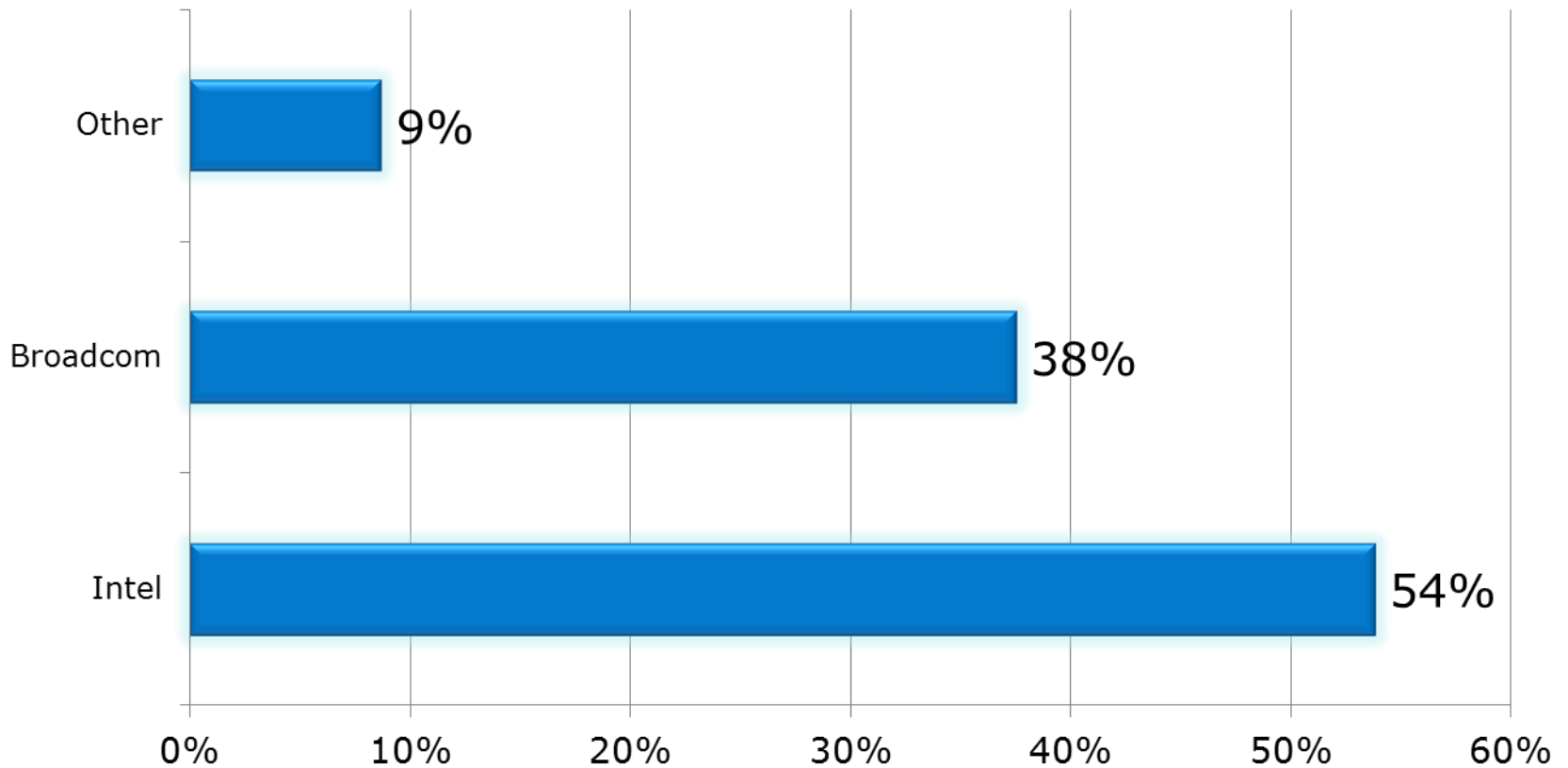
2.4 In your data center, what percent of your all your server network ports are configured for:



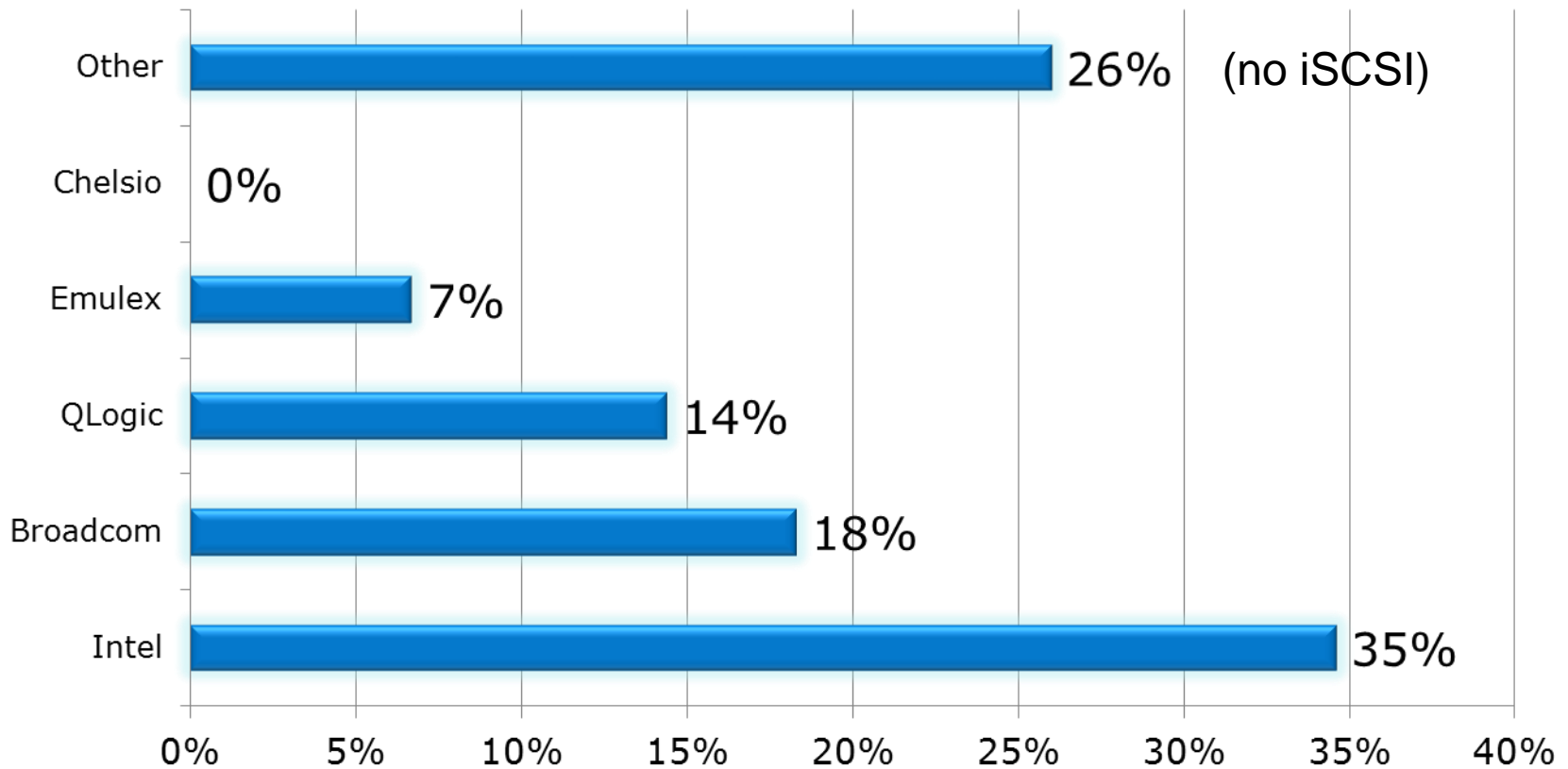
2.5 The brand of network controller embedded on my servers is important because it makes a difference on how my network will function:



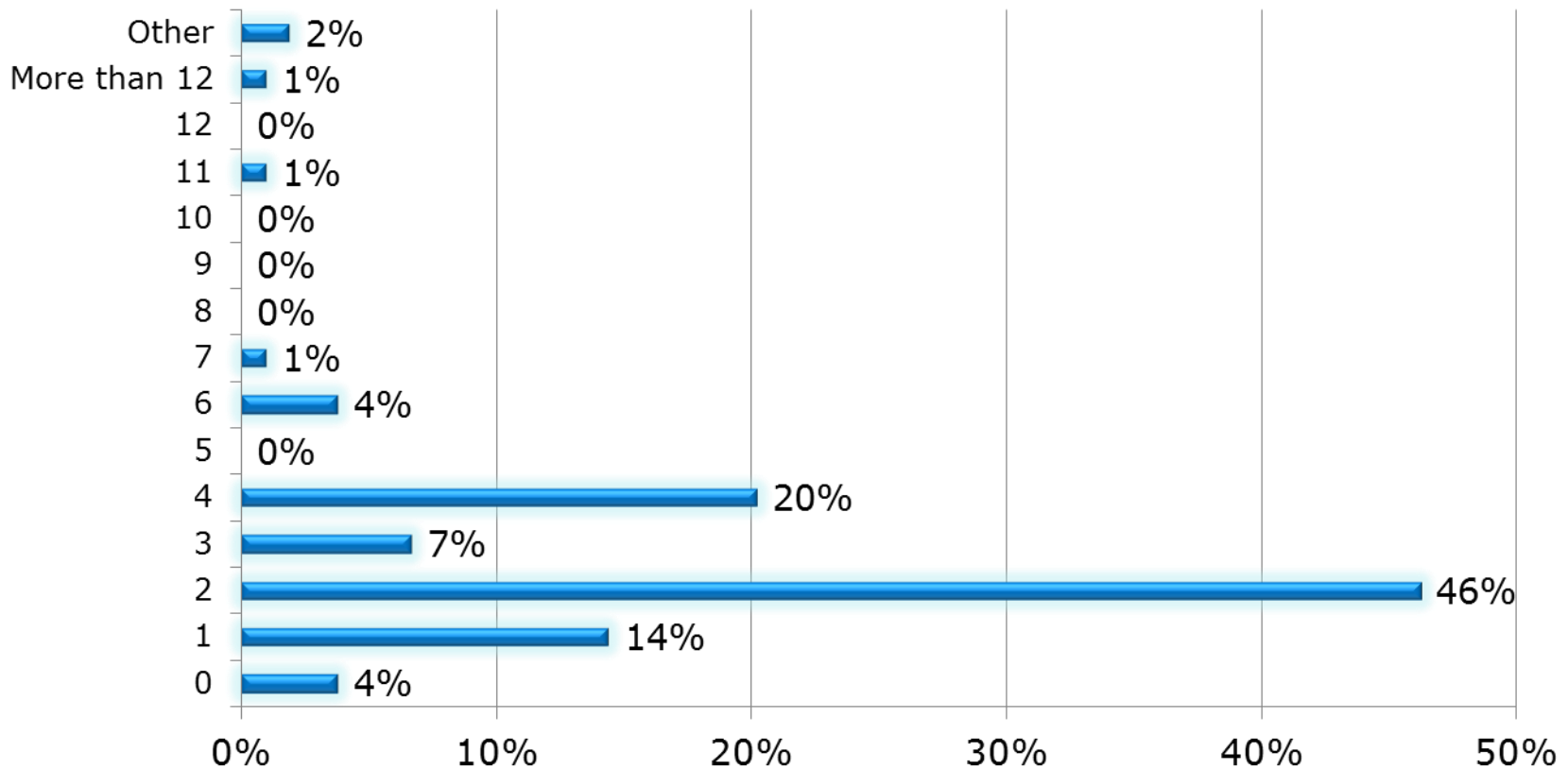
2.6 My preferred brand of Ethernet LOM and adapter is:



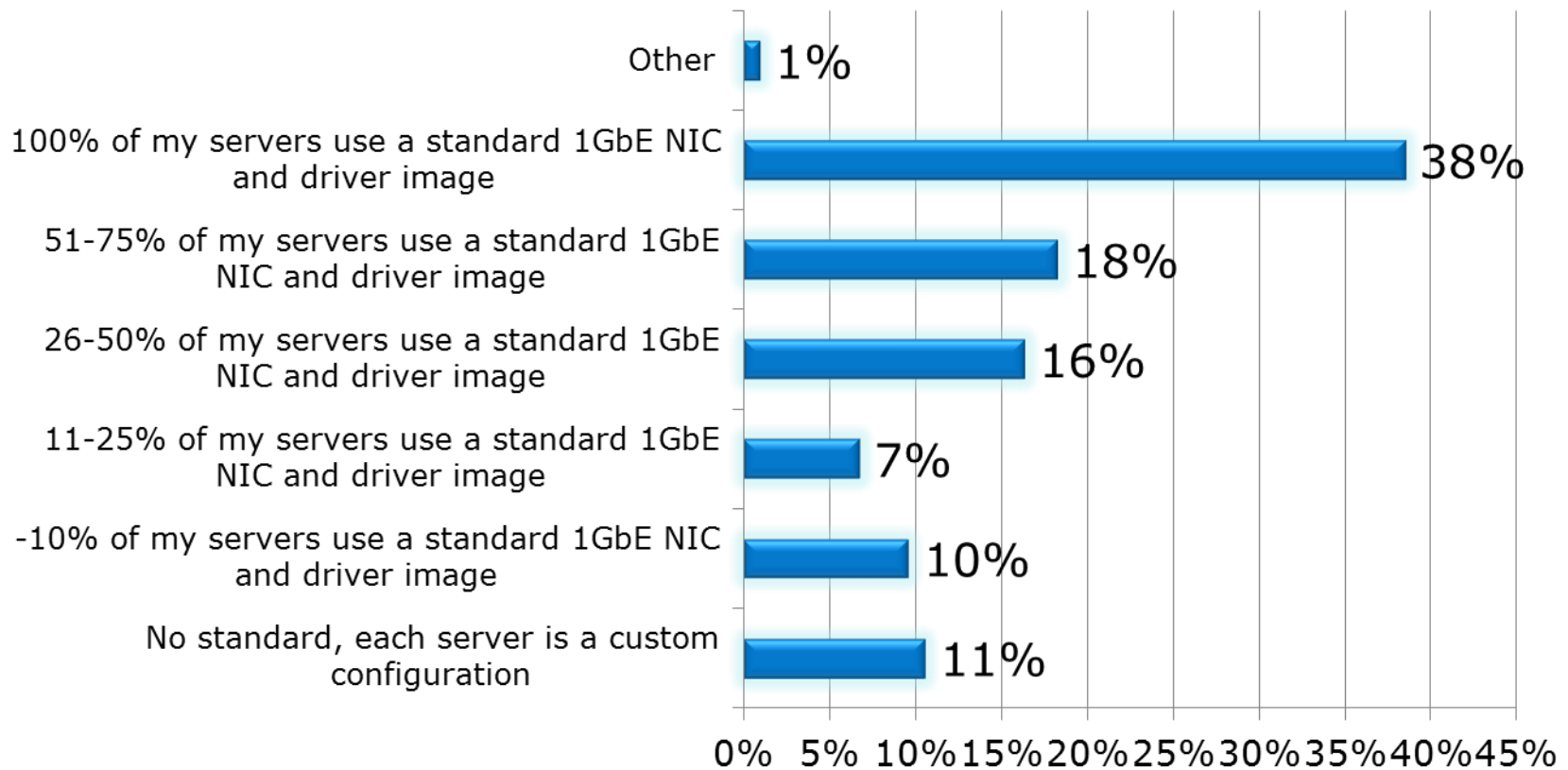
2.7 I am currently using NICs for iSCSI from:



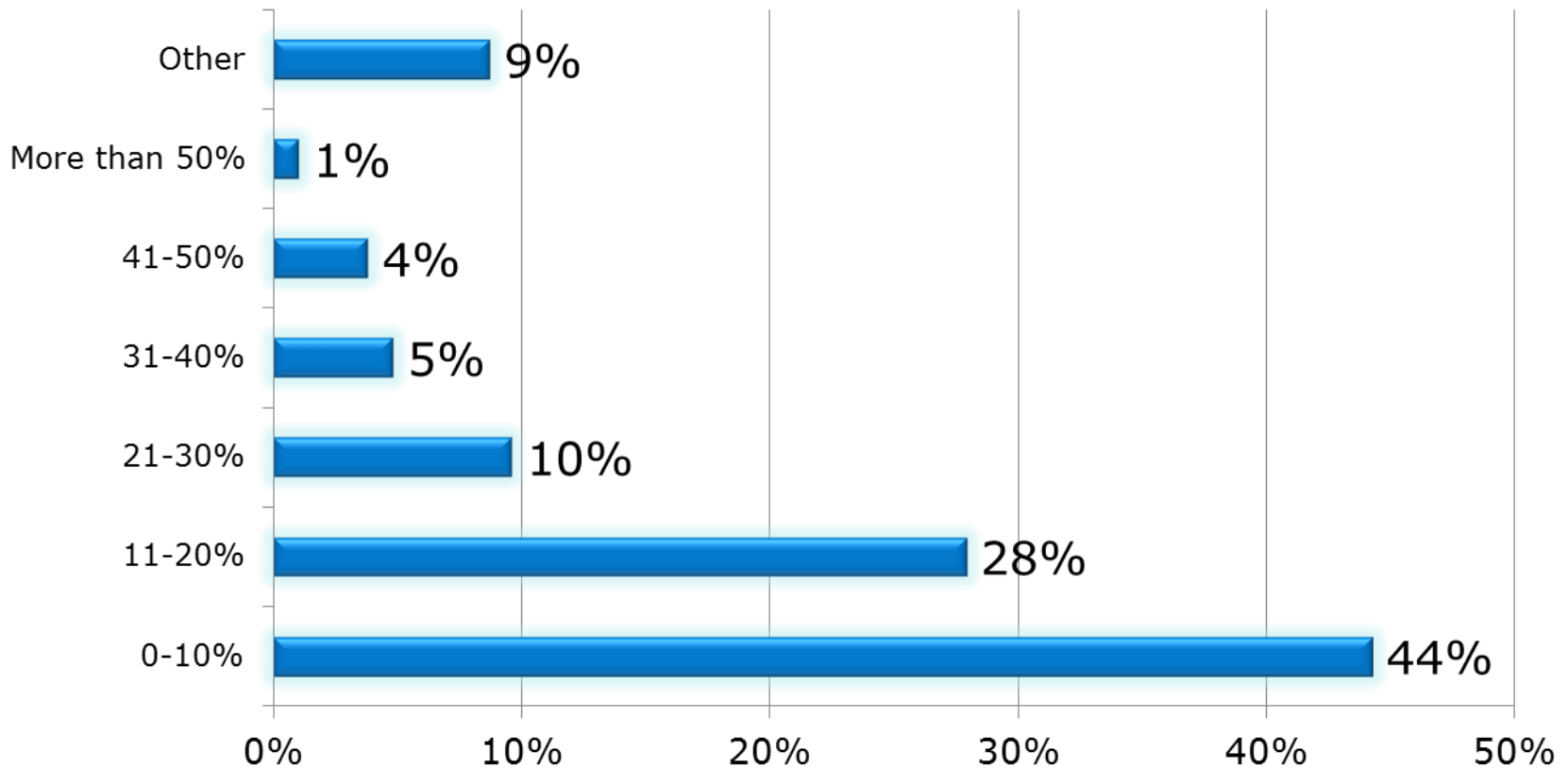
2.8 On average, how many 1GbE LAN-on-Motherboard (LOM) and NIC ports do you configure per server?



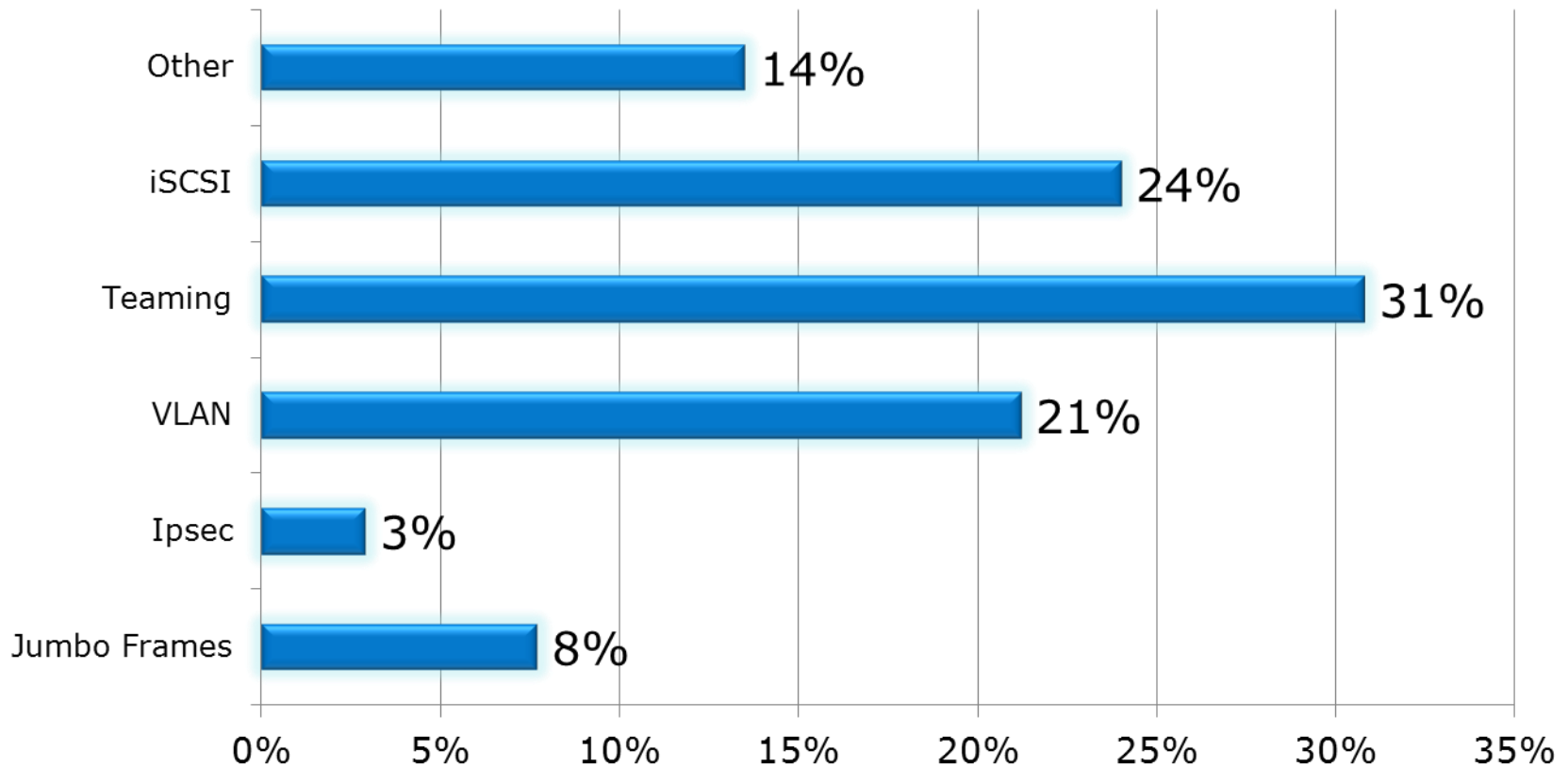
2.9 What percent of your servers are configured with a standard 1GbE NIC and driver image?



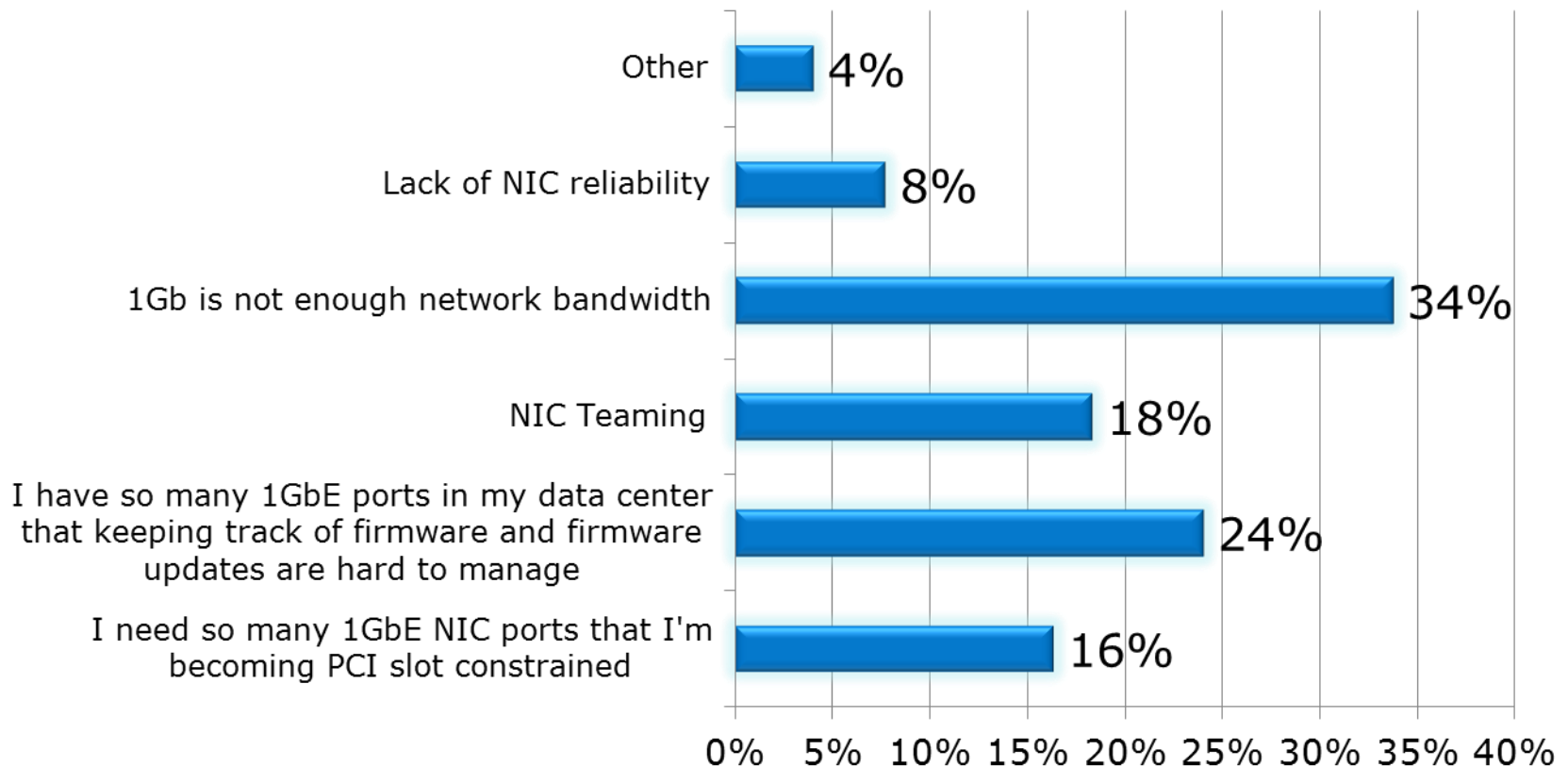
2.10 For a single 1Gb NIC, what percent of your server CPU do you estimate is used to support iSCSI protocol processing when you configure a Windows iSCSI software initiator (no iSCSI offload)?



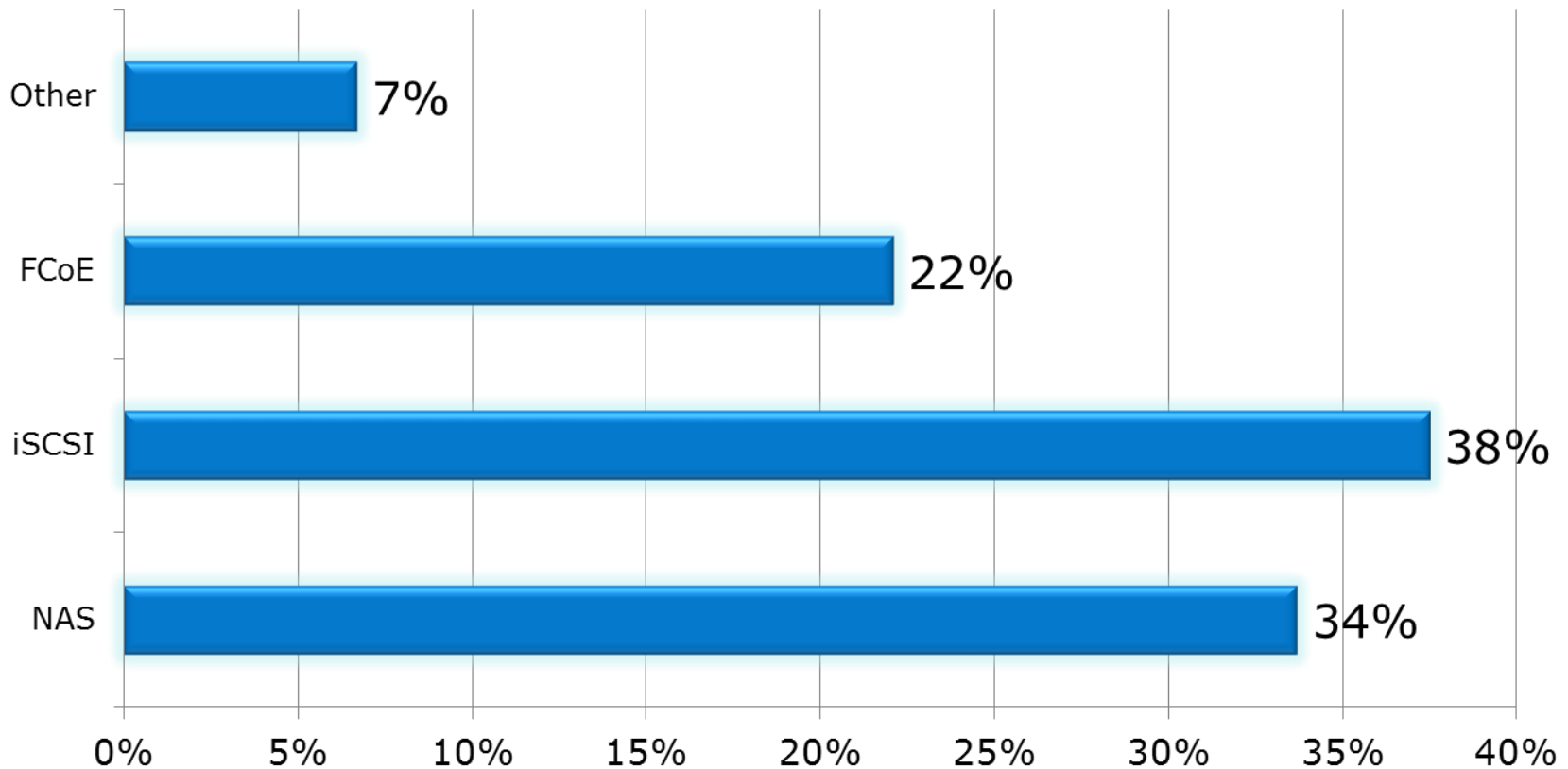
2.11 These 1GbE NIC features are important to me because they effect the way my network functions:



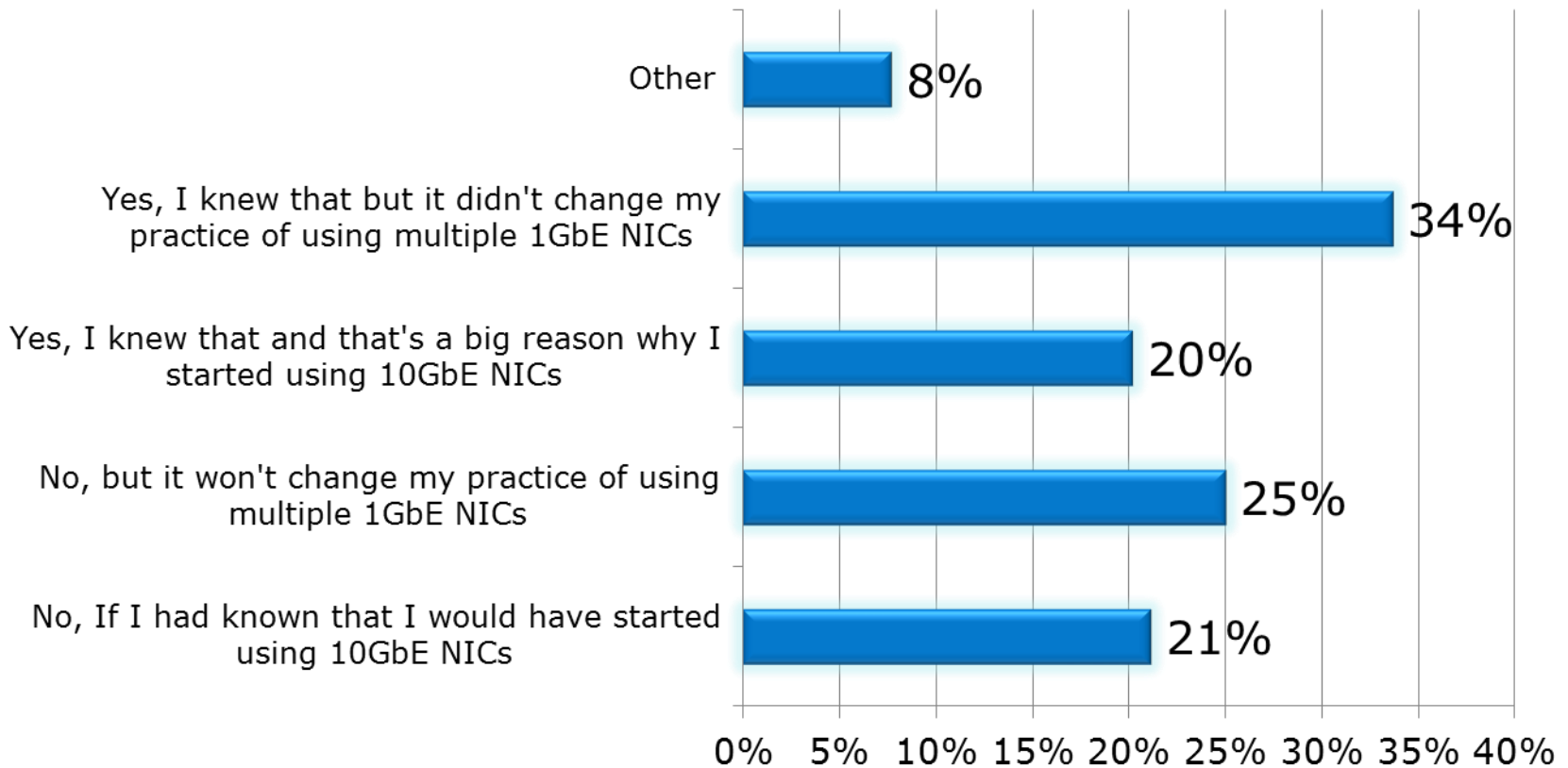
2.12 The primary issue I have with 1GbE NICs today is:



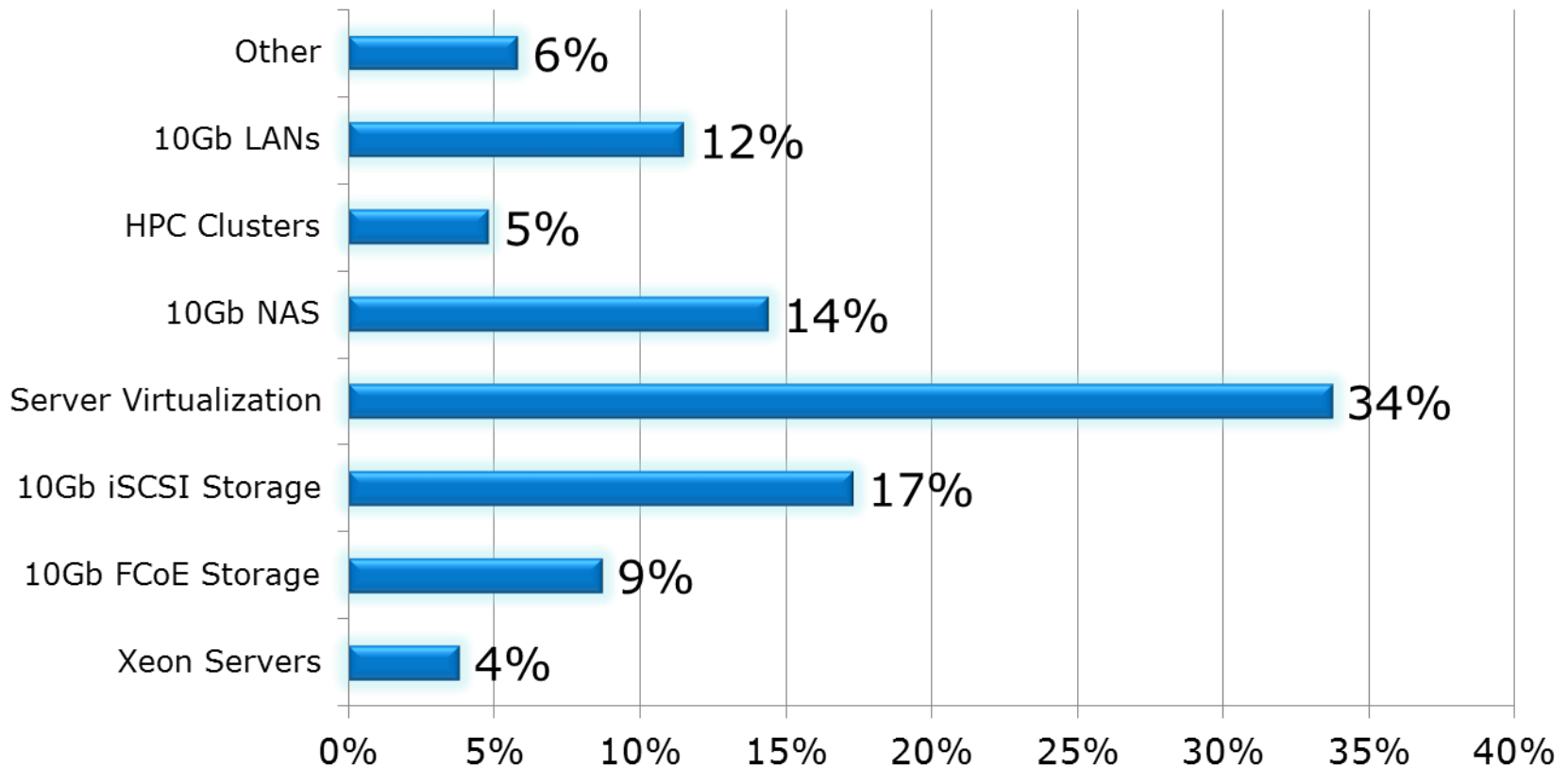
2.13 I am most interested in using 10Gb Ethernet adapters for the following type of networked storage:



2.14 Did you know today you could replace ten 1GbE NICs with a single 10GbE NIC configured with eight virtual NICs?



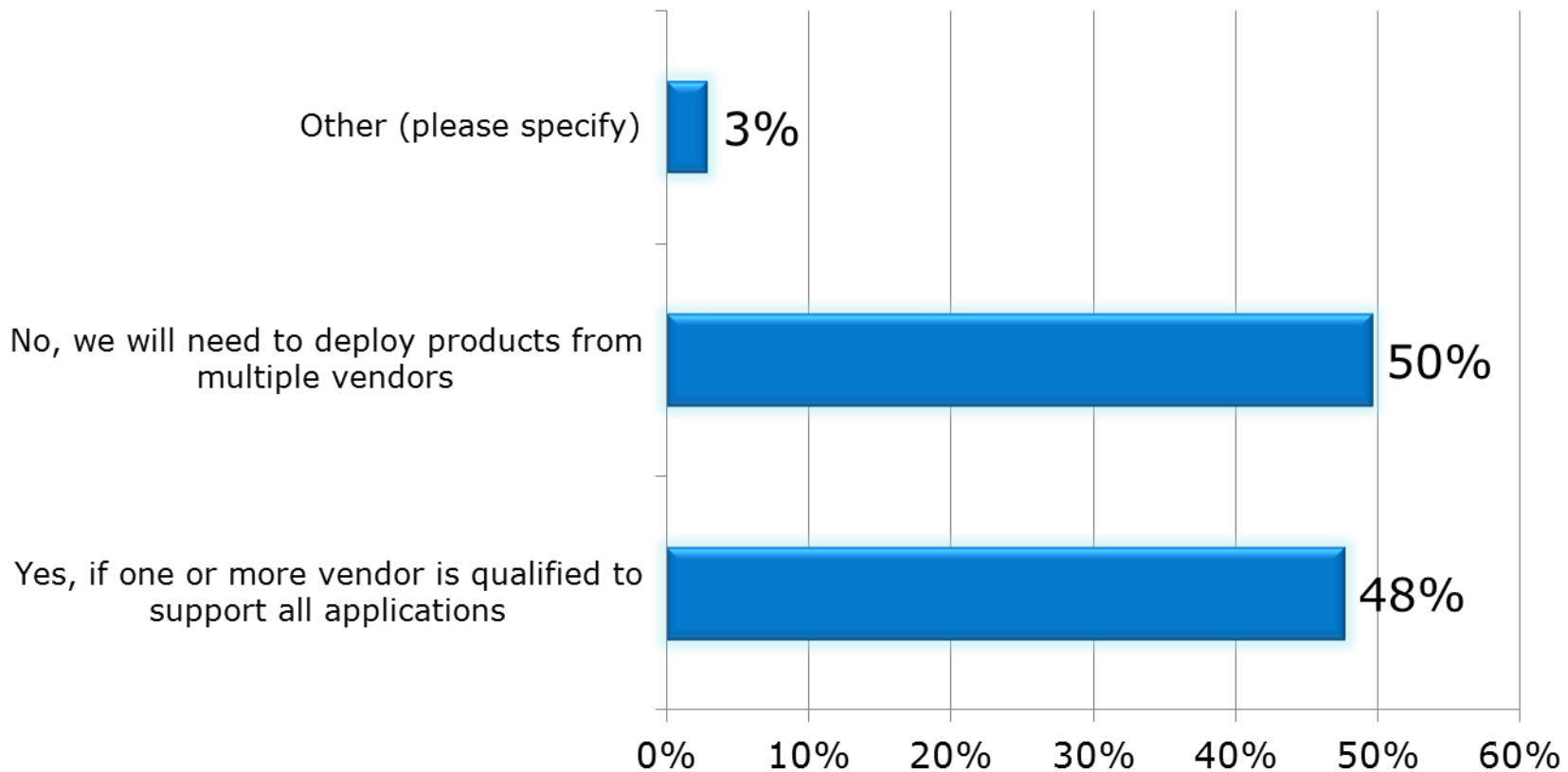
2.15 The application in my data center that will drive the adoption of 10Gb Ethernet is:



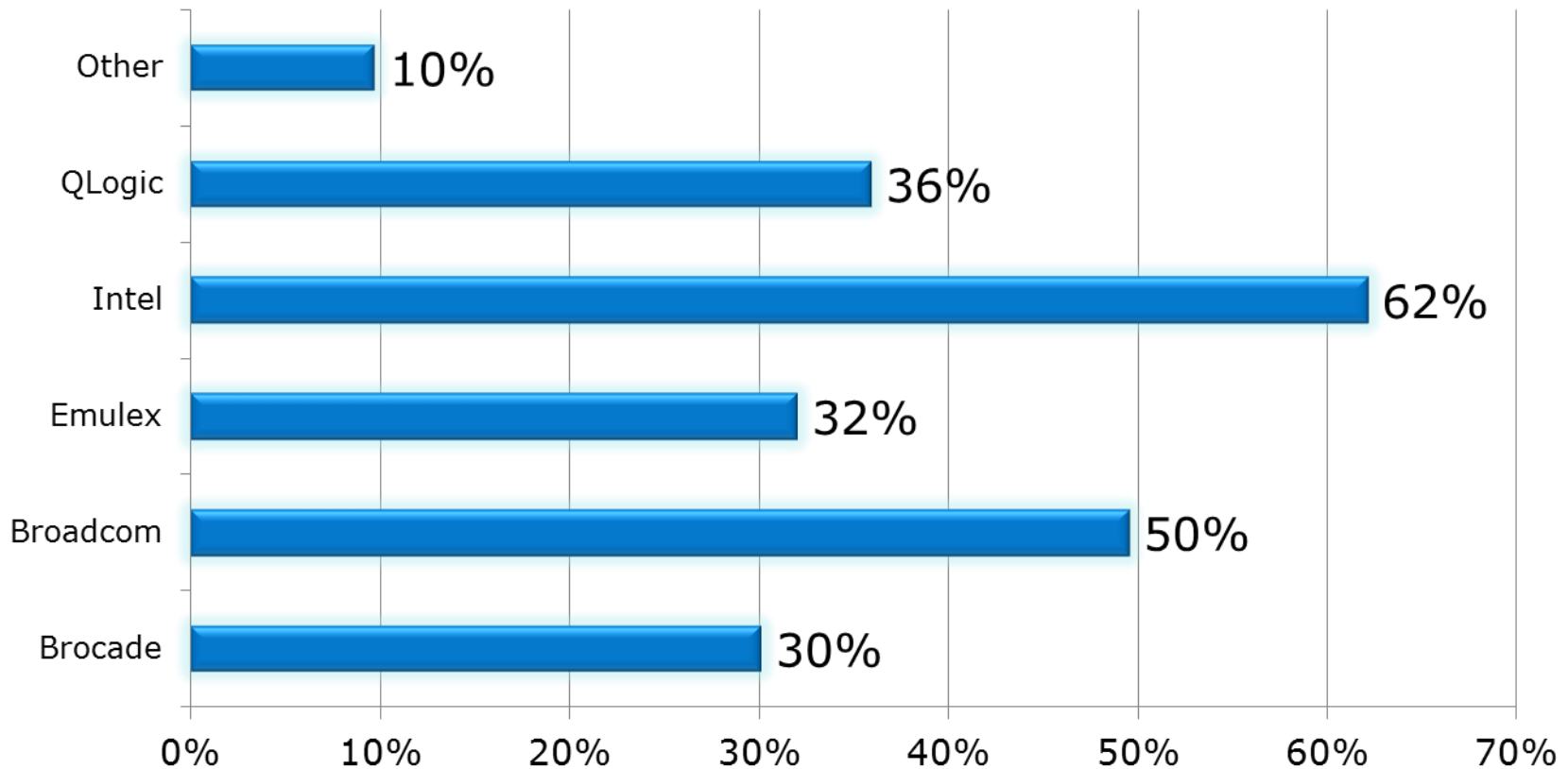
Converged Network Infrastructure

Part 3

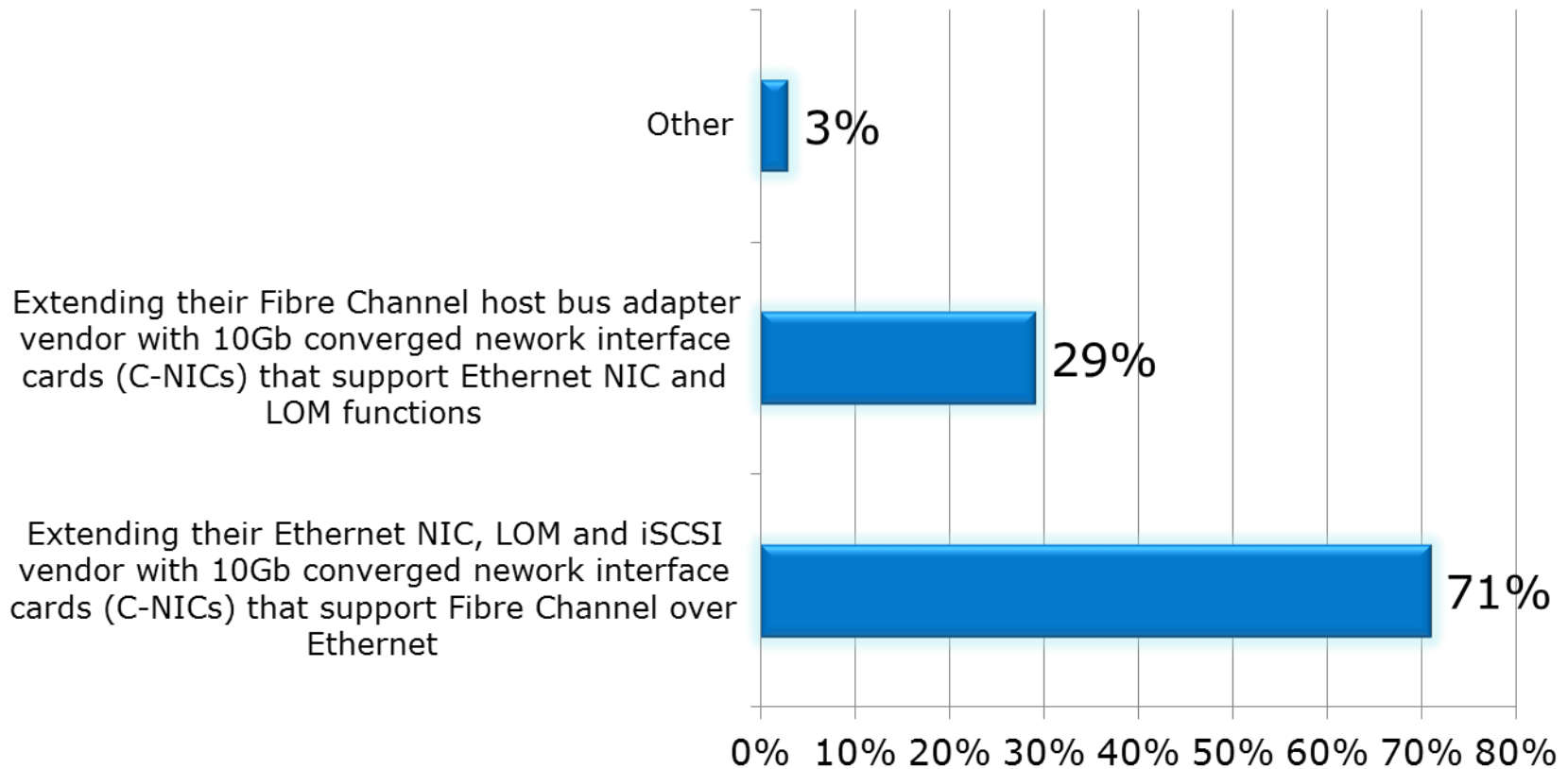
3.1 I plan on standardizing on one vendor for 10Gb converged network interface cards (C-NICs) that will support Ethernet LAN, iSCSI SAN and Fibre Channel SAN through an FCoE bridge:



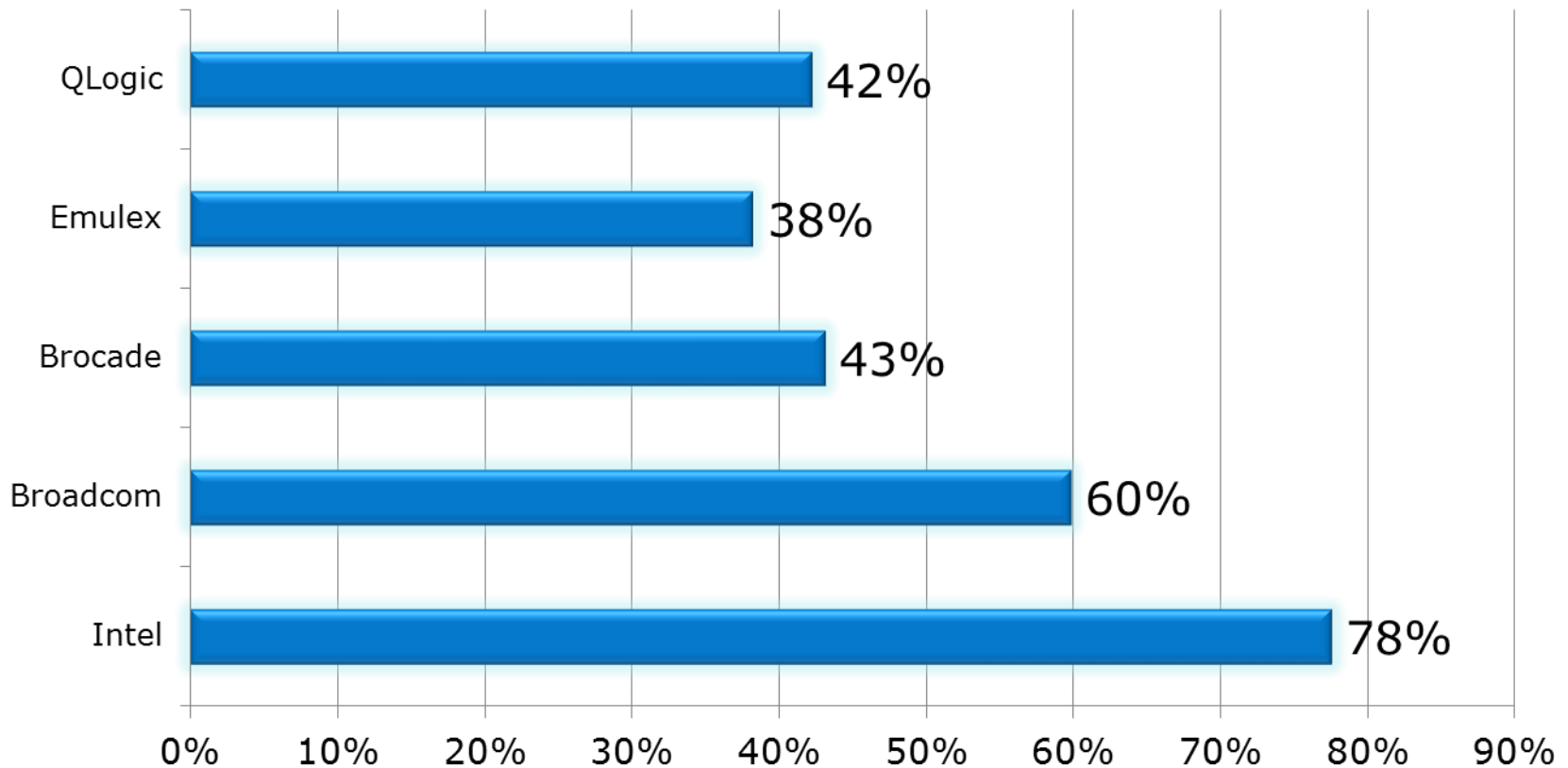
3.2 These vendors are best equipped to deliver the technology needed to consolidate Ethernet LAN, iSCSI SAN and FCoE SAN traffic in enterprise-class converged network interface cards (C-NICs) and LOM:



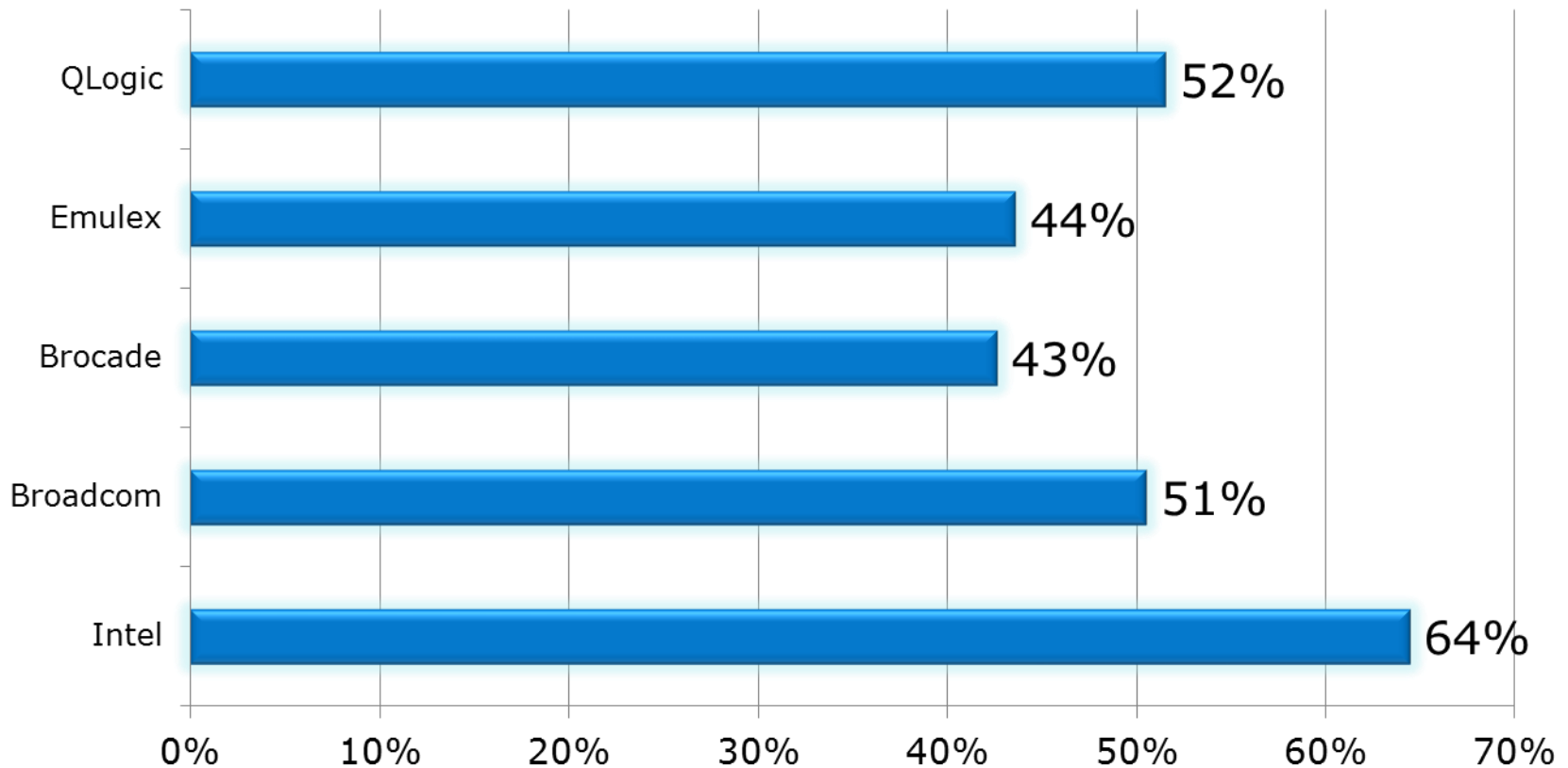
3.3 You expect data center managers to consolidate server connectivity to networks by:



3.4 I trust the following vendors to deliver an enterprise class driver and management stack for Ethernet NIC and LOM functionality (select all that apply):



3.5 I trust the following vendors to deliver iSCSI and Fibre Channel over Ethernet (FCoE) driver and management stacks for enterprise class SAN connectivity (select all that apply):





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PULSE™**

The logo features the text "IT BRAND" in a large, bold, white sans-serif font, with "IT" in a lighter blue color. Below it, "PULSE™" is written in a smaller, white sans-serif font. A decorative graphic of grey, semi-transparent spheres is arranged in a pattern that resembles a pulse or a cluster of data points, positioned between the two lines of text. The background is a solid blue color with a subtle, lighter blue abstract shape in the lower half.