



Technology Partner

Partner Solution Brochure

Accelerating Network Communications through the Distributed Enterprise and to the Cloud

Dell and Silver Peak

In today's enterprise, users are increasingly distributed while data is increasingly centralized. This places an increased burden on the underlying network infrastructure as a key enabler for various strategic corporate initiatives, such as server/storage consolidation, remote backup/replication, and unified communications.

Dell has partnered with Silver Peak to address this challenge. Silver Peak's Virtual Acceleration Open Architecture (VXOA) can help cost effectively increase network capacity, optimize network quality, and help ensure maximum performance over distance - all while helping to reduce ongoing IT operating costs. The combined Dell / Silver Peak solution delivers LAN-like network performance to distributed employees, making it a strategic enabler for enterprises of all sizes.

Simplicity is key

Silver Peak's VXOA is a combination of scalable hardware platforms and virtual appliances that enable customers, partners, and service providers to deploy WAN optimization more conveniently than ever. VXOA can be deployed on standalone Silver Peak NX appliances connected to Dell's servers, switches, and storage devices. Alternatively, Silver Peak's VX and VRX virtual appliances can be deployed as software instances on Dell's PowerEdge™ servers. The result is a flexible and highly-customizable solution for enterprise-wide WAN optimization designed to deliver unprecedented scalability – from Mbps to multi Gbps of WAN capacity.

Minimize IT costs

The combined Dell / Silver Peak solution enables you to get the most out of your existing network infrastructure. With up to 85% improvement in effective bandwidth, you can avoid or delay costly bandwidth upgrades. Silver Peak's Network Integrity features allow voice, video, data, and storage traffic to be delivered on a single, cost-effective, shared network. Additionally, Dell and Silver Peak can make MPLS, Internet VPNs, and clouds perform like private lines. Installed on Dell PowerEdge™ servers, Silver Peak's virtual appliance allows IT to scale remote offices without waiting for hardware refresh cycles. All of this helps IT do more.

Silver Peak enabled a Community Bank in Massachusetts to reduce data replication times from 1.5 weeks to a few hours without additional bandwidth – a 2400% improvement.¹

A strategic enabler for top enterprise networking initiatives

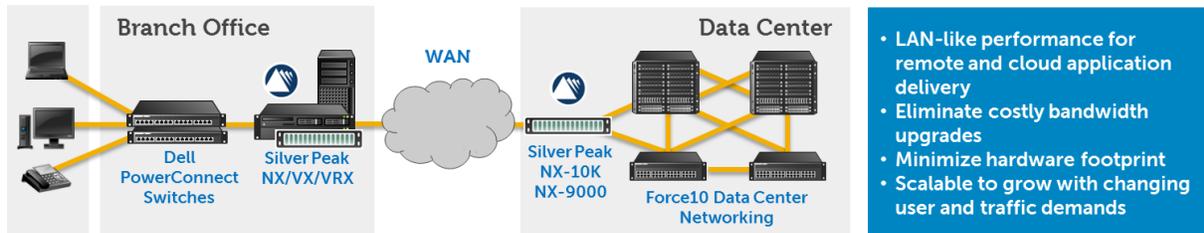
¹ http://www.silver-peak.com/assets/download/pdfpub/Community_Bank_EqualLogic_Customer_Profile.pdf



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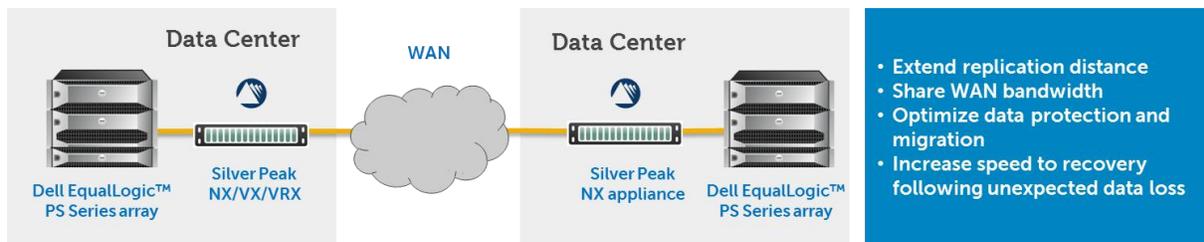
Distributed enterprise

To provide the distributed enterprise with a seamless user experience regardless of location, Dell and Silver Peak extend local area network (LAN) responsiveness to remote offices. By accelerating reliable access to centralized applications and data, enterprises can enjoy the cost and management benefits of server/storage centralization without diminishing the remote end-user experience. Enable your network and empower users across your distributed enterprise to work more efficiently and effectively.



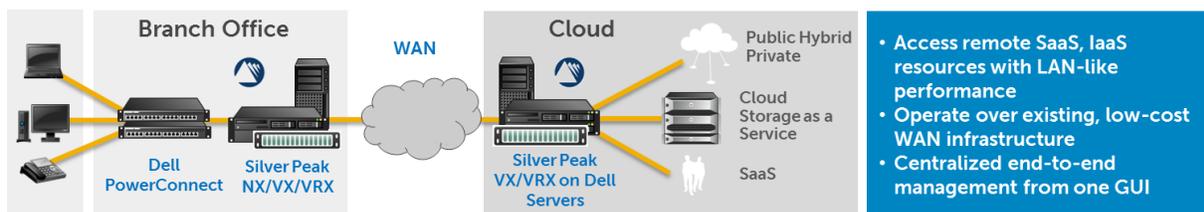
Data replication

Silver Peak extends replication distances, helps lower costs, and allows consistent replication throughput for Dell Compellent™ and EqualLogic™ customers. With the replication process occurring on the same network as voice, video, and data, a dedicated private network for storage is unnecessary. In the event of an unplanned data loss, a more recent offsite data backup can be recovered more quickly. Help lower disaster recovery costs without sacrificing business continuity.



Cloud on-ramp

With Dell and Silver Peak networking solutions in your remote office, your connection to the cloud is optimized across all applications. Achieve the benefits of a cloud for your branch office over existing, low-cost WAN infrastructure instead of investing in more expensive WAN links.



For more information on Dell and Silver Peak, contact your Dell Account Executive for more information or visit: silver-peak.com/partners/dell.htm