

Cisco Hyperflex



How does Cisco HyperFlex work?

HyperFlex takes a dedicated appliance approach to compute, storage and networking.

Whether starting with 3 nodes or 8 nodes, the solution is treated as a single appliance. All management is conducted within the VMware vCenter management application. No need for knowledge of storage or server technologies.

Why Cisco HyperFlex?

The HyperFlex platform is a fully integrated storage, compute and networking solution powered by next-generation data technology.

This new, high-performance distributed file- and data-storage system delivers a wide range of enterprise-grade data management and optimization services, including:

- Simplified data management
- Continuous data optimization
- Dynamic data distribution
- Self-healing resiliency

Top 5 end-user benefits of HyperFlex:

-  Deploys in an hour or less
-  80% data storage savings
-  Simplifies data management
-  Scales faster and adapts easier
-  Improves total cost of ownership

FAQs

- 1 How do I know if I need a hyperconverged solution?**
If your IT team is unable to meet a need due to data center limitations, or if your data storage is always below capacity, you should consider hyperconverged solutions like Cisco HyperFlex.
- 2 What's the number one reason to switch to HyperFlex?**
You'll enjoy significant cost savings in the long run and free up IT resources that can scale exponentially with the growth of your business.
- 3 How can Cisco HyperFlex give my business a competitive advantage?**
You'll have the ability to make changes to your data center and scale quickly without suffering any negative impact, giving you an advantage over those without HyperFlex.
- 4 What sets HyperFlex apart from competitors' solutions?**
HyperFlex is the only hyperconverged solution that includes networking, something that is essential for all solutions.
- 5 What certifications are needed to start selling HyperFlex?**
Cisco doesn't require any certifications to sell HyperFlex. Any Cisco-registered partner can start selling HyperFlex today.

Types of end users to target



Healthcare

Desktop virtualization, test and development



High-tech/ industrial manufacturing

Virtual machine farms, desktop virtualization



Retail

Remote services, desktop virtualization



Online services/ social media

Infrastructure mgmt., colocation/remote services, video



Travel and hotel services

Desktop virtualization

HyperFlex vs. competitors' solutions

	Competition	Cisco HyperFlex	Key Benefit
#1	DIY networking	Unified fabric with service profiles	Less complexity, higher performance, easier to manage network and hardware
#2	Scale both compute and storage	Independent scaling of compute and storage	Leverage Blades Economical Scaling
#3	Local to the server	Striped across all servers with IOVisor	Eliminates host/note performance hot spots
#4	EXT4 (open source)	Log FS (native)	Comparison with no performance impact
#5	Fragmented between vCenter and Prism	100% vCenter-based Management	Near-zero learning curve for vCenter admin
#6	High cost for software and support	All inclusive subscription-based licensing	Lower TCO and barrier to entry

How Ingram Micro can help

Our team can help you with dedicated storage and converged architecture solutions, Cisco Services, hyperconverged training, proof-of-concept opportunities at the Experience Center and Solution Center in Buffalo; and Ingram Micro Professional Services support.

We also have the largest team in the industry, with 150 experts able to assist you with vertical markets, certification levels and regional support, as well as sales, technical support and marketing.

Contact us today:

Nick Engel, Channel Account Specialist II
Nicholas.Engel@ingrammicro.com (800) 456-8000, ext. 67016