



Intel® ESAA
Your Recipe For Success



COLLABORATIVE VALIDATION. RELIABLE SOLUTIONS. COMPLETE CONFIDENCE.

Intel® ESAA Newsletter - January 2010

ISV Spotlight: Sonasoft

Sonasoft's SMB business continuity software leverages Intel® architecture and provides an ideal bundling opportunity for resellers. Sonasoft is offering a **FREE 30 day trial** of their SonaVault Email Archiving software for all Intel® ESAA reseller partners using promo code **BINESPPS**:

<http://www.sonasoft.com/Resources/Downloads.aspx>

Learn more about Sonasoft SMB solutions on Intel® Server Products: http://www.esaa-members.com/app/webroot/files/Sonasoft_SMB_Email_Archiving_Solution.pdf

VMware vSphere* Intel® Flex+ Promotion

Learn & Earn! 100 Intel® Flex+ bonus activity points now through January 31, 2010. Register and complete all 5 VMware* Sales Professional classes and receive 100 points OR Register and complete all 6 VMware* Technical Sales Professional classes and receive 100 points (Limit 1 per active Premier or Associate member). The first 25 resellers to complete the Sales Professional class will receive a new Apple iPod!

Instructions:

- Register at VMware's myLearn site: <https://mylearnssl.vmware.com/index.cfm>
- Go to Intel VMware Partner University:
<http://mylearn.vmware.com/mgrReg/plan.cfm?plan=13787&ui=www>
- Choose the VSP or VTSP track
- Click "Add this plan" to your tasks, register and complete the classes for the chosen track

Learn more > <http://intel.seminars.net/flex/welcome.asp>

Intel and Parallels Invite You To Learn How To Profit From Cloud Services!

As a follow up to last month's invitation to join Intel at the fifth annual Parallels Summit in Miami on February 22–24, Intel and Parallels have collaborated to provide Intel® ESAA Partners with a complimentary whitepaper which details the impact and opportunity of cloud services in the channel. Considering 27% of new IT spending will be with cloud services vendors by 2013 (IDC October 2009), your customers are likely to start asking about cloud services options if they haven't already. Download the whitepaper: <http://www.parallels.com/landingpage/integrators>. While the whitepaper lays good groundwork, to really dig into best practices and get tangible information and tactics to exploit the opportunity cloud services represents, register for Parallels Summit 2010 if you have not done so already. And remember, Intel's Jason Waxman will be a keynote speaker: <http://www.parallels.com/summit/registration/>

Intel® Ethernet Server Adapters Set New Storage Networking Performance Milestone.

10GbE Intel Ethernet Server Adapters have achieved over 1,000,000 IOPS using the native support in Windows Server 2008 R2 and without any proprietary hardware offloads. This level of performance is twice that of what any other vendor has shown for iSCSI. Learn how technologies from Intel and Microsoft made this accomplishment possible. Watch the webcast:

<http://msevents.microsoft.com/CUI/WebCastEventDetails.aspx?culture=en-US&EventID=1032432957&CountryCode=US> or visit the Intel Ethernet Microsite:
<http://www.intelethernet.com/>

Top 5 Recipe Downloads for December

1. VMware* vSphere* 4 Installation Guide for ESX* 4.0 — Intel® Modular Server, Intel® Server Boards S3420GP and S5520HC
2. VMware* vSphere* 4 Installation Guide for ESXi* 4.0 Installable — Intel® Modular Server
3. Platform* Cluster Manager* 1.2 and ICR Config. on RHEL* 5.3 — Intel® Modular Server, Intel® Server Boards S5520UR, S5500WB, S5500BC, Intel® Server System SR1680MV
4. Oracle* Database 10g* R2 RAC/SI — Intel® Modular Server

5. (Tie) Citrix* XenApp Fundamentals* 3.0 — Intel® Modular Server, Intel® Server Board S5520UR
5. (Tie) Autodesk* 3ds Max* 2010 — Intel® Server Board S5520SC

We now have over 600 recipes available for download. Don't miss an update — get the Intel ESAA recipe RSS feed! <http://www.esaa-members.com/index.php/pages/rssFaq>

Intel® ESAA Partner News:

New Parallels Recipes Now Available!

Introducing Parallels* Server 4 Bare Metal and Parallels* Virtualization Automation 4.5

- Parallels Server Bare Metal (PSBM) is Parallels' new powerful hypervisor solution that enables the quick provisioning, configuration & management of multiple independent operating system environments on a single server; the Advanced Edition also includes a Linux operating system virtualization option to maximize server utilization while maintaining virtual environment isolation. <http://www.parallels.com/products/server/baremetal/>
- Parallels Virtual Automation (formerly Parallels Infrastructure Manager) is a comprehensive management solution supporting both Parallels Virtuozzo Containers and Parallels Server 4 Bare Metal under a single, unified management console. <http://www.parallels.com/products/pva45/>
- Parallels* Virtuozzo Containers 4.5 is a Windows Server 2003 or 2008 operating system virtualization solution which maximizes server utilization resulting in higher density ratios. <http://www.parallels.com/products/pvc45/>

VMware Partner Exchange

You are invited to attend the VMware Partner Exchange event in Las Vegas, Nevada to be held Feb. 8-11 at the Mandalay Bay Hotel. This event will feature partner-only access to VMware's roadmap and industry vision, early previews of next-generation products and programs, as well as in-depth technical training. Learn the keys to success in selling and deploying VMware solutions, products and services. Attend VMware Partner Exchange 2010 and gain competitive advantage in your VMware virtualization practice. Register today! www.vmware.com/partners

Doyenz Wins IDC's 2009 Award for Excellence in the SMB — And a Special Offer!

Doyenz, a recent Intel® ESAA member, has been awarded IDC's prestigious 2009 award for excellence in the SMB. Doyenz's flagship product, the Doyenz ShadowCloud, is a managed service platform that leverages virtualization, cloud and automation services to deliver enterprise-grade business continuity to the SMB for the first time. Doyenz is extending a special introductory offer to all Intel resellers! Get your first month free when you trial the Doyenz ShadowCloud platform. The ShadowCloud services include Cloud Storage, Disaster Recovery, Failover in the Cloud, and a Virtual Sandbox in the Cloud for migrations, testing and patches. With ShadowCloud, Intel resellers can now grow high-margin recurring revenue while delivering better IT at a low predictable cost for their clients. Try it today: <http://www.doyenz.com/> And don't forget — the next 7 resellers who download a Doyenz recipe from the Intel® ESAA website get a \$10 Starbucks Gift Card! www.intel.com/go/esaa

Intel and Univa to Host 'Private Cloud Computing' Event: Feb. 10, 2010

Intel and partner Univa are hosting a lunch session on "Private Cloud Computing: Realities and Recommendations" at the Intel Executive Briefing Center in Santa Clara. Attendees will hear real-world experiences from industry leaders on how to make private cloud computing work for your business. Intel and Univa experts in cloud technology and delivery will discuss the reality of where private clouds can benefit you and how your company can best evaluate options to validate the business case. We'll also present lessons learned from cloud implementations over the past 6-12 months. In addition, our guest participant from Broadcom will share insights and tips from investigating, evaluating and working with cloud. Register here > <http://www.univaud.com/about/news/executive-roundtable.php>

Novell Unveils Intelligent Workload Management Strategy

Novell today announced its strategy and product roadmap for addressing the emerging market for Intelligent Workload Management (IWM) solutions. Novell's differentiated approach to Intelligent Workload Management integrates identity and systems management capabilities into an application workload, thereby increasing the workload's security and portability across physical, virtual and cloud environments. As a result, enterprises are able to significantly reduce

the risks and challenges of computing across multiple environments while granting their users secure and compliant access to the full computing services they need. Learn more > <http://www.novell.com/news/press/novell-unveils-strategy-and-roadmap-to-lead-in-intelligent-workload-management-market>

Red Hat Hardware Certification How-To Wiki

The Red Hat Hardware Certification Program is Red Hat's method of certifying hardware to be compatible with Red Hat Enterprise Linux. The program has two aspects: the physical test suite, called v7, and the establishment of a joint support relationship between Red Hat and the vendor. To learn more, visit: <https://fedorahosted.org/v7/wiki/HwCertHowTo>. To find out about pass-through certification for Intel® Server Products from Red Hat, visit: <http://www.esaa-members.com/index.php/pages/certification/redhat>.

Open-E's NEW DSS V6 (Data Storage Server) — Now UNLIMITED!

Open-E's DSS V6 16TB plus 32TB now provides resellers with an UNLIMITED license key to unlock the capacity — no more restrictions on size! Replications of volumes can now be up to 16TB for iSCSI, NAS and FC volumes! DSS is a unified file and block-level storage management software application supporting multiple 1GbE and 10GbE, 4Gb and 8Gb Fibre Channel HBAs and InfiniBand* network interfaces. DSS V6 offers NAS, iSCSI and Fibre Channel (both target and initiator) features that are fully enhanced for IT environments. The DSS V6 is a cost-effective, reliable storage platform with many usage models including snapshots, backup and recovery, storage consolidation, and replication for disaster recovery. The unlimited free trial version enables all software features including file sharing, automatic failover for high availability, snapshot copy for backup and volume replication for disaster recovery and can be used for up to 60 days. Download now > <http://www.open-e.com/products/>

Award Winning Security Solutions from Astaro

Recently, Astaro was named a finalist in three SC Magazine Reader's Choice categories and as an Excellence Award finalist for the Best SME Security Solution category. The Astaro Security Gateway was recognized in the Reader' Choice Best Anti-Malware, Best Enterprise Firewall and Best IPsec/SSL VPN categories for outstanding achievement in information technology (IT) security and was listed as a premiere solution in the Reader Trust Award competition, which honors best-in-class security products and services. The Astaro Security Gateway was also recognized in the Excellence Award category for Best SME Security solution, which recognizes companies with superior security products that help customers tackle today's pressing security challenges. The Astaro Security Gateway was selected from more than 600 entries submitted in more than 31 technology categories. Learn more > <http://www.astaro.com/news-events/press-releases/scmagazine-reader-trust-award>

Switch It Up in 2010 with QLogic

QLogic has released two more models in their 12000 TrueScale line of InfiniBand* switches. The 12300-BS18 is an 18 QDR InfiniBand port switch, a fully managed switch with redundant cooling and power targeted for small workgroup clusters. The 12800-120-BS01 is a director class switch that can scale up to 288 ports. Like the rest of QLogic 12800 line, the 12800-120 shares common parts with the other members of 12800 director class units. The 12800-120 is configurable from 18 to 288 InfiniBand QDR ports, and it allows the customer to choose the level of redundancy required for mission critical applications. With the 12800-120 release QLogic continues to provide customers with the broadest switch offering on the market today and gives them the flexibility to choose the perfect sized switch to meet their current and future needs. Get more information > http://www.qlogic.com/Products/HPCNetworking/Pages/HPC_products_landingpage.aspx

Join StorMagic at VMware Partner Exchange 2010

Join StorMagic from February 8–11, 2010 at the Mandalay Bay Convention Center in Las Vegas for VMware Partner Exchange — the hottest virtualization partner conference designed just for VMware Partners. StorMagic will be on hand in Booth #37 to exhibit the SvSAN, a Storage Virtual Appliance for VMware that has revolutionized the Virtualization market. Through StorMagic's Partner Program, solution providers can benefit from the phenomenal growth rates, higher services revenue and increased margins available in the Storage Virtual Appliance market. We want to talk to you about this opportunity so register to set up a meeting time with a StorMagic representative. And don't miss the chance to win — visit StorMagic's booth and guess the number of Mandalay Bay chips. A correct guess could make you an instant winner of hundreds of dollars! <http://freeonlinesurveys.com/rendersurvey.asp?sid=b5n281ai7gdqteg680101>

Red Hat to Host the 2nd Open Source Cloud Computing Forum

To advance the continued development of open source cloud computing, Red Hat is presenting the second Open Source Cloud Computing Forum on February 10, 2010. The forum, hosted by Red Hat CTO Brian Stevens, will foster discussion across a broad range of technical topics related to cloud computing, including:

- Virtualization
- Security
- Management
- Open standards
- Hybrid public-private clouds
- Data formats

The forum will offer attendees the opportunity to explore challenges, issues, and proposed open source solutions for public and private cloud deployments. If you are interested in attending the event, sign up here: <http://www.novell.com/news/press/novell-unveils-strategy-and-roadmap-to-lead-in-intelligent-workload-management-market>.

Symantec and Intel Integration Offerings

Intel and Symantec are working on integration projects with server and client platforms and Backup Exec System Recovery. We highlighted this product in our recent keynote at the IVCC conference. Symantec Backup Exec System Recovery 2010 is a simple, cost-effective backup and recovery solution for small businesses that helps minimize downtime and avoid disaster by easily recovering individual data files/folders or complete Windows systems in minutes — not hours or days — even to different hardware, virtual environments, or remote locations. Learn more > <http://www.symantec.com/business/backup-exec-system-recovery-server-edition>

©2010 Intel Corporation. All rights reserved. Intel and the Intel logo are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. *Other names and brands may be claimed as the property of others.