

Intel® ESAA Newsletter - May 2010

Protect Sensitive Data from Loss or Theft — Without Performance Penalty!

Give your customers an answer to their data encryption dilemma: how do I protect essential data without losing processor performance? The answer: Intel® Advanced Encryption Standard-New Instructions (AES-NI) enabled by the new Intel® Xeon® processor 5600 series. Protect secure, sensitive information against theft without a performance penalty! Learn more now:

http://cache-www.intel.com/cd/00/00/44/77/447708_447708.pdf

Which Intel® Server Product is the Ideal Solution for Me?

Learn about optimized solutions with industry leading energy efficiency and targeted solutions from Intel. Build the right system for your customers using the Intel® Server Boards, Chassis, and Systems catalog. Order this comprehensive product catalog available as a hardcopy spiral binder, complete with notepage and pen. Limited quantities available — order now while supplies last: <https://secure.hibbertgroup.com/intel/spm?programId=6>

Intel® Flex+ Promotion EXTENDED: Get Points for Downloading Recipes!

Resellers: earn 10 Intel® Flex+ Points for each recipe you download (limit 2 per reseller per quarter), plus a further 20 Intel® Flex+ Points for submitting a pass-through system certification request (limit 1 per reseller per quarter)! Promotion may not be available in all geographies. Visit www.intel.com/reseller for more information on this and other available Intel Flex+ promotions.

Tell Us Your Intel® Server Products and VMware vSphere Customer Success Story and WIN!

Intel and VMware would like to hear about your customer success story on Intel® Server Products with Intel® Xeon® 5500 processors and VMware vSphere. You and your customer will be highlighted in a one-page "snapshot" which you can use as a selling tool. The first 10 reseller submissions will automatically receive a VMware Fusion license and every written and approved reseller snapshot will receive a complimentary iCube MP3 Player speaker. To submit your story, please email success@vmware.com with 3-5 key bullet points describing how your customer used and benefited from the joint VMware-Intel solution. Don't delay — the deadline is May 31st, 2010.

New VMware vSphere* SKUs Now Available from Intel

VMware vSphere* Essentials Plus, Standard, Advanced, Enterprise Plus and vCenter* Standard SKUs are now available with VMware 1 Year Production (24x7) Support and Subscription. Visit www.intel.com/go/vmwareonintel for ordering information.

Branding for Success - Show How Much Intel is Inside!

Intel is offering branded badges for "Intel® Server Board inside" and "Intel® Workstation Board inside" for resellers. Use these new badges in marketing and advertising along with the normal Intel® Xeon® processor badges. Show your competitive edge now. Download the badges here:

<http://www3.intel.com/cd/channel/reseller/asm-na/eng/products/server/267414.htm?&AppID=100&Lang=eng>

Whatever Your Customer Requirements, Intel Has a RAID Controller for You

Intel® RAID Controllers provide simple, high-performance data protection for Intel® Server Boards and Intel® Server Systems based on the Intel® Xeon® processor 3400 series and the Intel Xeon processor 5600 series. Find which RAID option best suits your needs, including the new Premium Feature upgrades being offered. Download the RAID Family Brochure:

http://www.intelraid.com/uploads/2010_RAID_Family_Brochure.pdf

Intel® ESAA Partner News:

Parallels Channel Strategies for Cloud Services Webinar: Tuesday, June 8th, 9:00 AM PT

There's little doubt that cloud services are changing IT buying behavior. According to IDC, 27% of new IT spend will be with cloud services vendors in 2013. There are huge opportunities for the Intel channel to develop their own cloud service offerings or resell existing "white-labeled" cloud service offerings via a Parallels aggregation partner. In this webinar, we will explore the impact of cloud services on the Channel and explain how Parallels products and solutions on Intel platforms can help you keep your customers well positioned amid the transformation of IT into cloud services. Webinar Presenter: Mike Riolo, Vice President, Vice President of Cloud Services Automation at Parallels.

View all Intel® ESAA/Parallels recipes: <http://www.esaa-members.com/index.php/recipes/isv/Parallels>

Maximize Your Customer's VMware Investment with StorMagic SvSAN

StorMagic's SvSAN unlocks the resources of a VMware ESX server and provides your customers with shared storage in minutes! How does that benefit you both? Your customer gets immediate shared storage — you gain extra margin from StorMagic. Your customer gets business continuity — you get to provide support and management services. Your customer gets High Availability minus the requirements — you get to offer HA effortlessly. And it only starts there. The StorMagic SvSAN offers highly competitive discount levels and additional opportunity registration bonuses giving you maximum margin potential. Don't be left behind and join us for a free webinar on Tuesday, May 25th to learn about the StorMagic wave!

View all Intel® ESAA/StorMagic recipes: <http://www.esaa-members.com/index.php/recipes/isv/StorMagic>

VMware Training for Intel Resellers

Want to get started on virtualization with VMware? Attend the weekly 30 minutes training every Wednesday at 8AM PT. Starting May 19th, we are giving away a \$25 Starbucks card during each webinar. And don't forget — until June 26 VMware vSphere Essentials is 50% off when purchased as an accessory to Intel® Server Boards and Intel® Server Systems from your Intel® authorized distributor. Learn more: <http://www3.intel.com/cd/channel/reseller/asm-na/eng/products/server/436106.htm> View all Intel® ESAA/VMware recipes: <http://www.esaa-members.com/index.php/recipes/isv/VMware>

Learn About "The Dark Side of Cloud Computing" from Astaro

Astaro recently released a free eBook, "The Dark Side of Cloud Computing", that outlines where botnets come from, how they work and how they have created an underground economy for cybercriminals: <http://www.astaro.com/sites/default/files/Resources/whitepapers/astaro-ebook-the-dark-side-of-cloud-computing.pdf> The eBook, written by one of Astaro's security experts, Angelo Comazzetto, examines the relationship between botnets and cloud computing as well as discusses the economic motivation behind the creation of botnets. However, Astaro denies any parallels between reading the eBook and watching "The Wizard of Oz." For more information on botnets and other security insights visit the Astaro Security Perspectives blog:

<http://securityblog.astaro.com/> View all Intel® ESAA/Astaro recipes here: <http://www.esaa-members.com/index.php/recipes/isv/Astaro>

Gluster Webinar May 26th: Deploying Open Source Storage Clouds

When you sort through the hype of cloud storage it is possible to find real world practical examples in use today. In this webinar a panel of experts will discuss key storage trends and the importance of open source storage, the value of scalable storage, and cloud storage practical use cases. In just one hour, you'll take away valuable lessons from two companies who are making cloud storage a reality today. Each firm will provide an overview of their deployment experience: one is hosting its storage environment on a public cloud infrastructure, and the other has created an internal centralized storage repository shared across multiple user departments.

Learn more: <http://www.gluster.com/special/storage-cloud-webinar.php>

View all Intel® ESAA/Gluster recipes: <http://www.esaa-members.com/index.php/recipes/isv/Gluster>

CommuniGate Systems IP Telephony Reseller Webinar — May 24th

Want to target the SMB market with revenue-generating, cost-effective IP telephony products?

CommuniGate VoicePlus is for you. Please join our upcoming IP Telephony reseller webinar being held on May 24th, 2010 to learn more about VoicePlus and how easy it is to deliver professional IP telephony to small businesses.

Register today: <http://www.esaa-members.com/index.php/recipes/isv/Gluster>

See all Intel® ESAA/CommuniGate recipes: <http://www.esaa-members.com/index.php/recipes/isv/CommuniGate>

SyAM Software Announces System Client V4.07 for Linux; Additional Support for Ubuntu Linux Compatibility

SyAM Software, a developer of Systems Area Management tools enabling pro-active operational monitoring, remote management, application and patch deployment and intelligent power management, has announced today the release of its Version 4.07 System Client software for Linux. Read the full press release: <http://syamsoftware.com/main/news/news/05-10-2010.php>
See all Intel® ESAA/SyAM recipes: <http://www.esaa-members.com/index.php/recipes/isv/Syam>

Open-E's NEW DSS V6 Now Certified with VMware* ESX 4.0!

DSS V6 has an UNLIMITED version enabling you to have 100s of terabytes of storage without limitations and the associated cost! 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 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/> See all Intel® ESAA/Open-E recipes: <http://www.esaa-members.com/index.php/recipes/isv/Open-E>

Intel and Univa Case Study: Rolling Out Cloud Services at Wipro/Infocrossing

Intel and Univa recently co-published a case study detailing the business drivers, technology solution, and implementation process for Infocrossing's project to add cloud computing options to its existing hosting services. The solution, which includes Univa cloud management software and the Intel® Xeon® Processor 5500 and 5600 series processors, is delivering a number of benefits for this leading service provider including competitive differentiation, reduced service delivery costs, and improved flexibility for customers. Download the case study:

<http://www.univaud.com/hpc/intel-infocrossing.php> See all Intel® ESAA/UnivaUD recipes:

<http://www.esaa-members.com/index.php/recipes/isv/Univa%20UD>

Neogénésys Xtreme Computing Initiative

Intel® ESAA partner Neogénésys announced a new Shared Resource Computing Architecture that delivers a Complete Multiuser Environment using USB connected "Win-Surf" terminals for up to 10 users and a decrease in TCO by 60% for 5 years. The Xtreme Computing initiative is powered by a Pre-Installed Intel Xeon based Server with Microsoft Multipoint Server 2010 Licensing, up to 10 "Win-Surf" terminals and a suite of optional managed services and applications. Xtreme Computing offers a complete and very responsive desktop experience with high performance multimedia, two-way audio, complete USB peripheral support and computer lab management. Neogénésys is interested in recruiting distributors and resellers for this new and exciting architecture in Latin America. To learn more, please visit:

www.neogenesys.com.mx/xtremecomputing and contact@neogenesys.com.mx