

Converged Networks: Here Today – Here to Stay

QLogic Spotlight Session
Wednesday, April 6th

Storage Networking World – Spring 2011

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This session will discuss the technology and solutions around Fibre Channel over Ethernet (FCoE) while taking the fear out of deploying a converged area network.

Participants:

- Satish Lakshmanan – Senior Director Marketing, Host Solutions Group, QLogic
- Mike McNamara – Senior Product Marketing Manager, NetApp
- Jason Beckham – Vice President, IT Operations, Payformance Corporation

Moderators:

- David Vellante – CEO and Co-Founder, The Wikibon Project
- Stu Miniman – Senior Analyst, The Wikibon Project

Who is Payformance?

- **Payformance is an application service provider focused on the healthcare industry.**
- **The company delivers healthcare payers and providers significant savings in time and money with their proprietary Web-based application; *PayspanHealth*.**
- **Today, PayspanHealth enables electronic claim settlement and automating reconciliation, correlation, and explanations of payment information.**

Who is QLogic?



- **QLogic is a global leader and technology innovator in high performance networking solutions, including adapters, switches, routers and ASICs.**
- **Only QLogic *Does it All*: FC/iSCSI/FCoE/IB/Ethernet; Application from Storage to Network to Server**
- **QLogic Continues to Lead the Converged Networking Market in *Both* Technology Innovation and Business Execution**

Who is NetApp?

- **NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs**
- **NetApp is a leader in unified storage**
- **Industry's first and only storage system to support all protocols (FCoE, iSCSI, CIFS, NFS) on one port**

The Payformance Challenge

Business Challenge:

An IT infrastructure with separate networks and under-utilized servers and storage made it difficult to handle a 12-fold increase in customer data.

Solution:

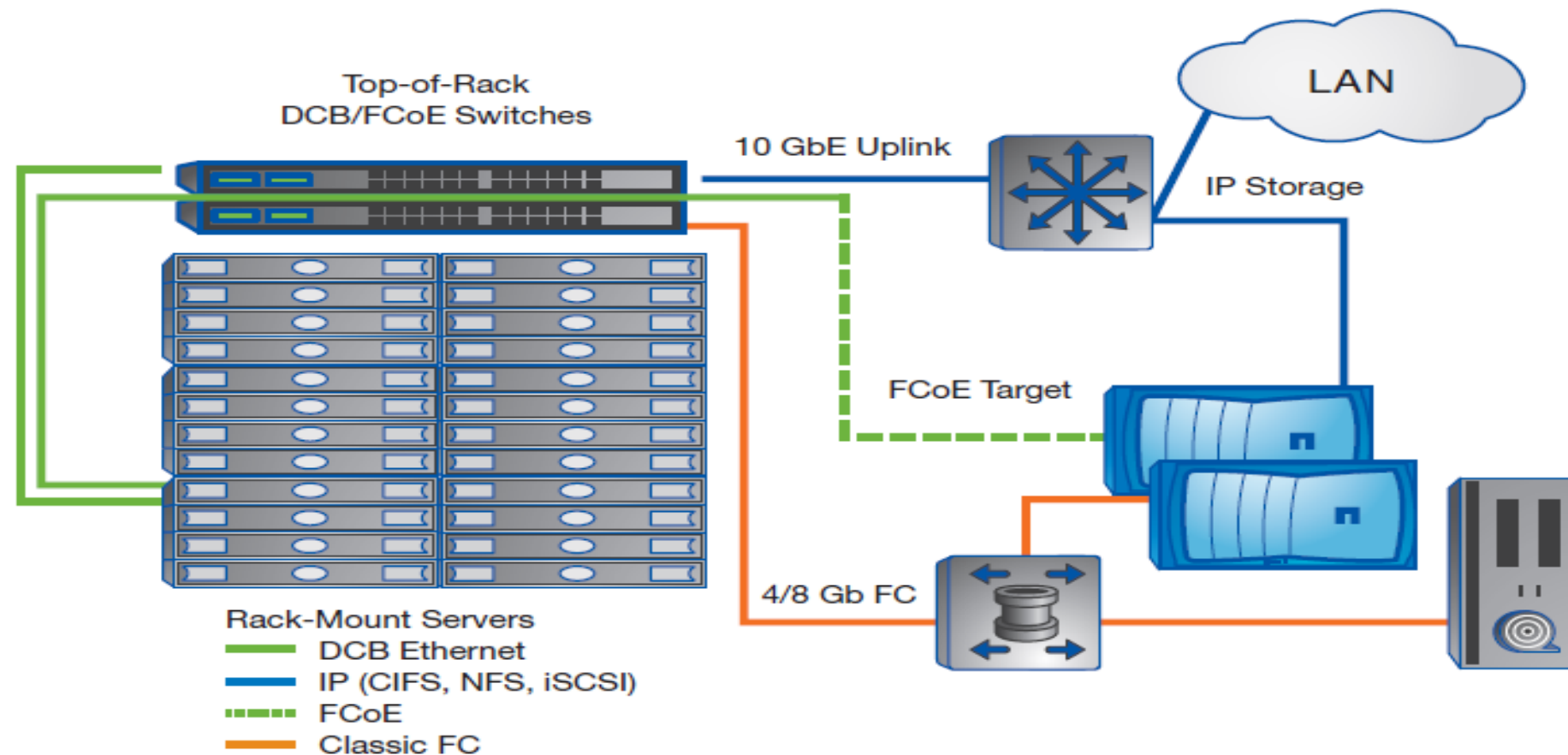
Upgrade to a converged network with NetApp FCoE storage and QLogic CNAs to deliver multiprotocol support with traffic prioritization within a virtualized, service-oriented environment.

Results:

Working with QLogic and NetApp, consolidating LAN and SAN networks eliminated excessive cabling and expensive management issues and reduced costs while preserving previous investments. The resulting data center is faster, more responsive to customer needs, and supports a scalable virtualized infrastructure.

Payformance Environment: A Before Picture

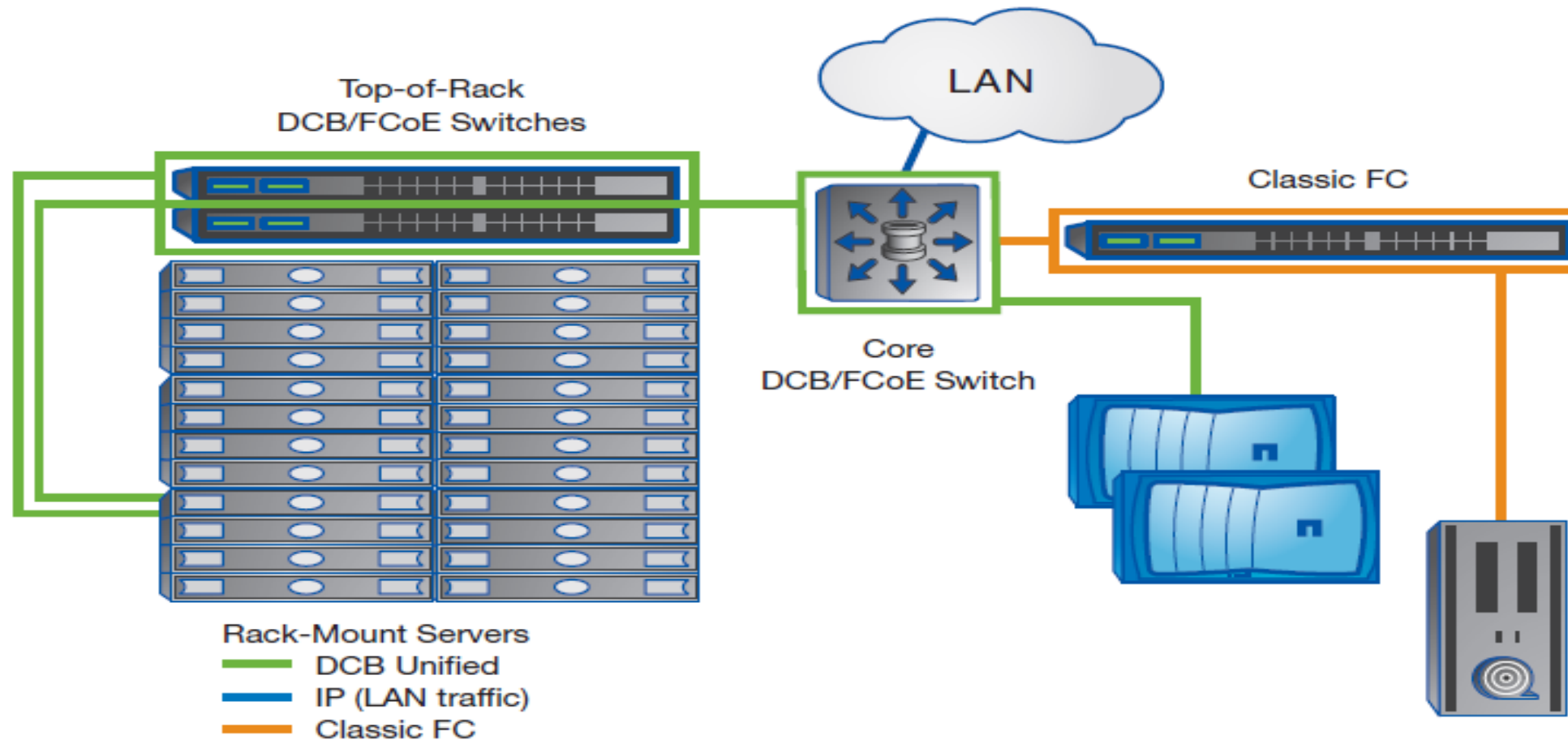
Highly under-utilized rack servers in a disparate SAN and LAN network made it difficult to effectively plan and deploy new resources, causing a negative impact on operations and costs.



Before making the transition to DCB/FCoE

Payformance Environment: The After Picture

A consolidated, service-oriented network based on virtualization running over a converged network that enables a flexible network architecture.



After making the transition to DCB/FCoE

Payformance's Return on Investment

The QLogic/NetApp Solution Benefits:

- **Converging networks optimized the value of the Payformance data center**
 - Achieved high-performance storage access over 10 Gigabit Ethernet
 - Increased throughput from 200 MB to 1.5 GB
- **Lowered energy and cooling costs with less equipment**
 - Saved 30% to 50% on network fabric costs
- **Extended useful life of existing storage arrays**
 - Increased storage efficiency by 70% through de-duplication
 - Eliminated need to purchase array/disks, saving \$60,000
- **Simplify management**
 - Retain enterprise-proven FC drivers and management tools
 - Utilize QLogic QConvergedConsole for a single pane management application for Ethernet and storage
- **Future- proofed**
 - Flexible infrastructure prepares our data center for more service-centric applications and rapid deployment of scalable resources

Future-proofed for tomorrow ...or today



**Through the QLogic/NetApp solution –
Payformance is cloud-ready**

