

Industry Leading Companies Comments on Cisco Unified Computing System

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- [Don Rippert, chief technology officer, Accenture](#)
- [Bob Beauchamp, chairman and chief executive officer, BMC Software](#)
- [Joe Tucci, chairman, president and chief executive officer, EMC Corp](#)
- [Pat Gelsinger, vice president and general manager, Digital Enterprise Group, Intel](#)
- [Bill Laing, corporate vice president, Windows Server and Solutions, Microsoft](#)
- [Dan Warmenhoven, chief executive officer, NetApp](#)
- [Jim Whitehurst, president and chief executive officer, Red Hat](#)
- [Paul Maritz, president and chief executive officer, VMware](#)

Accenture

"The Accenture & Cisco Business Group is uniquely equipped to help clients quickly realize the multiple benefits offered by the Cisco Unified Computing System. Our one-team approach helps ensure that our Unified Computing Solutions are effectively integrated into key business processes and existing operations architectures to make clients more agile, more quickly."

-- Don Rippert, chief technology officer for Accenture

BMC Software

"The Cisco Unified Computing System is a major milestone event in the history of IT. It allows customers to dynamically re-provision and reconfigure their environments based on their business needs. They'll be able to do it in minutes where before it took weeks or even months— all managed through a single console grounded in a single, unified platform. This is the first time any company has delivered this capability, and BMC Software is very excited to provide the software that brings Cisco's Unified Computing vision to life."

-- Bob Beauchamp, chairman and chief executive officer for BMC Software.

CSC

"Our clients operate in some of the most complex and challenging environments in the world, and demand solutions that help reduce risk, minimize complexity and support mission-critical applications. Cisco's Unified Computing System architecture provides a new approach to meet challenges of the next generation data center and enables CSC to build more scalable and cost-effective offerings, as well as expand our capabilities as a go-to-market partner."

-- David Booth, president of Global Sales and Marketing for CSC

Compugen (Canada)

"Cisco has taken a giant step forward in providing a unifying vision and portfolio of products addressing the market for data center technology. This solution provides customers with an opportunity to finally unify their network, storage and computing platforms under a single infrastructure. This will dramatically enhance flexibility, responsiveness, resilience in the Data Center.

-- Harry Zarek, president for Compugen

Computacenter (UK)

“Computacenter have a significant track record in helping corporate and public sector clients across Europe optimise their IT assets and operations. As they face the competing demands of cost and risk reduction, managing power and cooling constraints, increasing efficiency and delivering flexible and agile IT services, we are increasingly assisting clients in the design and implementation of highly condensed, standardised and virtualised infrastructures. We are delighted to be working with Cisco as they bring to market innovative technology to support the vision of a highly efficient, unified and optimised computing environment.”

-- Terry Walby, director, Solutions and Technology for Computacenter (UK)

Dimension Data

"Dimension Data is delighted to collaborate with Cisco in launching the Cisco Unified Computing System – the first designed with virtualisation top of mind. This evolutionary data center architecture once again places Cisco in a position to transform the IT landscape. We are excited to bring to our clients the combination of this new unified computing architecture with our many years of experience and expertise in networking and virtualisation to help simplify IT infrastructure management and drive down costs."

-- Etienne Reinecke, group chief technology officer for Dimension Data

EMC

"The Cisco Unified Computing System enables the virtualized data center and, as such, is a critical building block in customers' evolution toward 'Private Clouds.' Pairing Cisco's Unified Computing System with EMC's broad portfolio of information infrastructure technologies helps customers simplify their data center management, improve data center efficiency and scale to their changing needs while lowering their total cost of ownership."

-- Frank Hauck, executive vice president, Global Marketing and Customer Quality for EMC

Emulex

"As businesses seek operational efficiencies, business responsiveness and strategic advantage to compete in global markets, maximizing data center operations is of utmost importance. Cisco and Emulex share a common vision that network convergence will play a pivotal role in reducing data center costs, complexity and resources. Emulex FCoE CNAs and the Cisco Unified Computing System provide IT managers with a network convergence solution that they can deploy today. "

-- Steve Daheb, chief marketing officer and senior vice president of Business Development for Emulex

Intel

"Both Cisco and Intel have rich cultures of innovation that deliver powerful capabilities and standards based leadership products to the market. Cisco's Unified Computing approach will dramatically change the way data centers are architected going forward. With Intel Xeon processor technology as a key ingredient, Cisco and Intel are accelerating the adoption of the virtualized data center."

-- Pat Gelsinger, vice president and general manager of Intel Corporation's Digital Enterprise Group

Logicalis

"Logicalis embraces Cisco's vision for the data centre because we believe their networking leadership will translate and resonate in a market actively seeking an integrated approach. Economic events are compelling CIO's to tackle the complexity and cost inherent in enterprise data centres today, and Cisco's renowned innovation will prove to be a winner with its Unified Computing System that enables organizations to add new levels of performance into their data centre."

-- Tom Kelly, managing director for Logicalis, UK.

Long View

"For Long View's clients, 2009 is the year of 'doing more with less.' This means maximizing the use of data center virtualization to drive improved utilization. Long View believes that this unification of technologies is the vehicle to deliver efficiencies and savings. As a Cisco Gold and Data Center Partner, Long View is excited to leverage the Cisco Unified Computing System and our experience in virtualized storage, servers and networking to deliver an end-to-end data center solution. This announcement is a 'market changer' and complements Long View's converged data center strategy."

-- Kent MacDonald, vice president, Network Services for Long View

Microsoft

"From the hypervisor to the operating system and application layer, Microsoft has been working with Cisco on multiple integration points throughout the Unified Computing System to create a flexible architecture for customers. Cisco's Unified Computing approach will change data center virtualization by accelerating the adoption of application deployment within a virtualized server environment."

-- Bill Laing, corporate vice president, Windows Server and Solutions for Microsoft

NetApp

"NetApp and Cisco have a long history of driving operational efficiency in large data centers through the unification of storage and Ethernet networks. With Cisco's exciting new Unified Computing System, in combination with the leading server virtualization technologies, NetApp and Cisco now provide enterprise customers with a complete solution to virtualize data center resources, increase operational efficiency, and dramatically reduce cost."

-- Tom Georgens, president and chief operating officer for NetApp

Nihon Unisys

"Cisco architectural approach fits well with the Nihon Unisys Group's global sales and service offerings and represents a chance for us to bring further added value to CIOs and tap a rich emerging services opportunity. The Nihon Unisys Group aims to leverage advanced data center technologies to strengthen relations with customers by building on our rich expertise as a data center operator. Our focus on the early application of these advanced technologies aligns well with Cisco's new technologies and strategic vision."

-- Yasushi Kado, senior corporate officer for Nihon Unisys

Novell

"Cisco has been a valued partner of Novell for many years, supporting a range of Novell solutions. SUSE Linux Enterprise from Novell will be an important part of Cisco's overall Unified Computing System solution, providing end users with a certified Linux platform that supports both physical and virtual environments. Together, we deliver on a shared commitment to provide a powerful new architecture for mission-critical computing. With Cisco and Novell, customers can experience unsurpassed levels of agility, reliability and performance, regardless of whether they deploy SUSE Linux Enterprise Server directly on hardware or as a virtual machine guest."

-- Susan Heystee, vice president and general manager of Global Strategic Alliances for Novell.

Oracle

"Oracle delivers proven and innovative solutions that enable better management and performance of complex data centers. Customers who standardize on Oracle Enterprise Linux and OracleVM are building the most flexible, reliable and cost effective platform for Oracle applications, middleware, and database. By combining these Oracle solutions with Cisco's Unified Computing System, customers can achieve improved memory capacity, reduced power consumption, efficient resource utilization, lower cost, and reduced risk."

-- said Edward Screven, chief corporate architect for Oracle

QLogic

"Cisco and QLogic continue to break new ground together in data center convergence. Cisco's Unified Computing System combined with QLogic's Converged Network Adapters provides the enterprise with a powerful new architecture that streamlines data center operations and greatly improves flexibility."

-- H.K. Desai, CEO and chairman of the board for QLogic

Red Hat

"As two of the IT industry's most trusted names, Red Hat and Cisco have worked closely together to ensure that Red Hat Enterprise Linux delivers outstanding performance, security and reliability when deployed on Cisco's unified computing platform. Red Hat's operating system, virtualization technology and middleware solutions power a wide range of the world's mission-critical, Internet and High Performance Computing workloads, as well as the majority of the early cloud environments. Bringing the power of Cisco's unified computing vision to these workloads offers customers a long-term platform for deploying powerful computing infrastructures."

-- Brian Stevens, chief technology officer and vice president of Engineering for Red Hat

SAP

"We applaud Cisco's new Unified Computing system, which is designed to simplify installation, deployment and management of servers, IT services, and ultimately our business applications and services. Cisco's new Unified Computing System is an example of the evolution of the data center, where computing, virtualization and network resources have converged to provide new levels of business ability and cost improvements. Cisco's updated architecture will help our joint customers realize a more holistic approach to virtualization in the data center."

-- Ike Nassi, Ph.D., executive vice president, head of research, Americas and China, Head of Global Incubation, SAP Labs, LLC

Tata Consultancy Services (TCS)

"We believe that Cisco's Unified Computing Architectural approach is an advancement towards the next generation data centers (NGDC). We expect this to significantly reduce the integration complexity and deployment effort. Cisco's core architecture services expertise in tandem with TCS global network delivery model and domain solutions approach, will enable TCS and Cisco to capitalize on the improved efficiencies created by the architecture, enhancing value for customers around the globe. We are investing in technology labs and competency development to provide end-to-end customer solutions"

-- Mr. N Chandrasekaran, chief operating officer and executive director for Tata Consultancy Services Limited (TCS).

VMware

"Together, VMware and Cisco are taking virtualization to new levels and providing deeper integration of virtual, network and compute infrastructure to yield increased efficiencies, control and choice for customers. Unified Computing extends this theme of convergence and, when coupled with the VMware virtualization platform and our next-generation vSphere products currently in development, provides the ideal architecture for cloud computing."

-- Tod Nielsen, chief operating officer for VMware

Wipro

“Cisco Unified Computing System combined with their architectural led services in support of Cisco's Data Center 3.0 vision offers a new approach to the data center. Cisco is providing an end-to-end virtualization platform that integrates a unified fabric, computing and storage access architecture to meet the needs of agile next generation data centers and will be an asset to Wipro's global data center practice. Wipro and Cisco are committed to working closely together in advanced technologies and service offerings to address key client challenges.”

-- Suresh Vaswani, joint chief executive officer for Wipro

World Wide Technology

“Cisco Unified Computing is the underpinning of World Wide Technology's data center strategy and services. It's an opportunity for World Wide Technology to build upon our rich Cisco experience and extend our networking knowledge to help customers in this rapidly changing data center environment.”

-- Jim Kavanaugh, chief executive officer for World Wide Technology