


Product Overview	Customer Environments and Benefits
<p>Cisco MDS 9020 Fabric Switch – 20 fixed Fibre Channel ports</p>  <p>Highlights</p> <ul style="list-style-type: none"> • Cost-effective, intelligent storage networking: The Cisco MDS 9020 Fabric Switch offers advanced features in a cost-effective design that simplifies deployment and administration of small and medium-scale Storage Area Networks (SANs). • Industry leading 4 Gbps performance capability: The MDS 9020 offers full non-blocking 4-Gbps Fibre Channel performance on 20 line rate ports, for an aggregate bandwidth of 160 Gbps full duplex in a compact 1-RU form factor. • Nondisruptive software upgrades: The MDS 9020 supports nondisruptive software upgrades to minimize service disruptions in a highly available SAN environment. • Scalability: Compatibility with all Cisco® MDS 9000 Family switches ensures scalability and consistent service delivery as your SAN grows. • Simplified storage management: The MDS 9020 includes built-in storage network management with all features available through a command line interface (CLI) or Cisco Fabric Manager, a centralized management tool that simplifies management of multiple switches and fabrics. <p>More information http://www.cisco.com/en/US/products/hw/ps4159/ps4358/index.html</p>	<p>Customer Environments</p> <p>The Cisco MDS 9020 is well suited for:</p> <ul style="list-style-type: none"> • Small and Medium-sized Businesses: The MDS 9020 can be used standalone to build cost-effective but scalable, high-performance SANs. • Branch offices and departments in large enterprises: The MDS 9020 can be used as the foundation of small standalone SANs or as an edge switch in larger core-edge SAN infrastructures. <p>Top 3 Customer Benefits</p> <ul style="list-style-type: none"> • Simplicity: Easy-to-use GUI-based SAN management software included in every switch to streamline SAN deployment and to simplify ongoing operations. • Flexibility: Versatile system to meet SAN requirements for SMB, enterprise workgroup and enterprise edge. • Investment Protection: Integrated with SAN-OS-based MDS 9000 directors and switches to support future growth. <p>Top 3 Competitive Strengths</p> <ul style="list-style-type: none"> • Return on Investment: The MDS 9020 delivers 20 ports for the price of 16 port competitive offerings – 25% more ports. • Total Solution: Integrated SAN management software and security deliver a lower-cost complete solution. • High Availability: Features like non-disruptive software activation meet enterprise class high-availability requirements.

Configuration and Ordering	Pricing
<p>HDS Configuration, HDS Part Numbers, and Checklist</p> <ol style="list-style-type: none"> 1. Configuration includes Base 20-port chassis, power supply, and fan. Order number: DS-C9020-20K9= 2. Switch options: <ol style="list-style-type: none"> a. Power cord (1) (must specify as switch option): North America (CAB-9K12A-NA=). See HDS price list or Cisco Configurator for special uses / other country cords. b. Accessory kit (must specify as switch option): DS-9020-KIT-HDS= 3. SFPs (order as line items): Not Required. Only 4 Gbps SFPs work. Order from the following list: <ol style="list-style-type: none"> a. 4 Gbps Fibre Channel-SW SFP, LC, spare DS-SFP-FC4G-SW=.P b. 4 Gbps Fibre Channel- LW SFP, LC, (4km Reach), Spare DS-SFP-FC4G-MR=.P c. 4 Gbps Fibre Channel-LW SFP, LC, (10km Reach), Spare DS-SFP-FC-4G-LW=.P 4. Software options: <ol style="list-style-type: none"> a. FabricWare Operating System (included automatically without charge): Do not have to order. b. Fabric Manager Server License (included automatically without charge): Do not have to order. 5. Maintenance Options: Order either 1 year or 3 year service. <p>Cisco Product Configuration Tool (need CCO UserID) Use the Cisco Product Configuration Tool to help you configure SAN solutions, then use the HDS part numbers shown above to enter the order in the HDS ordering system: http://www.cisco.com/order/apollo/configureHome.html</p>	<p>HDS Suggested List Pricing</p> <p>HDS has priced the MDS 9020 Fabric Switch at \$7,800. Contact an HDS sales representative or authorized Channel Partner for the most up to date price information.</p>