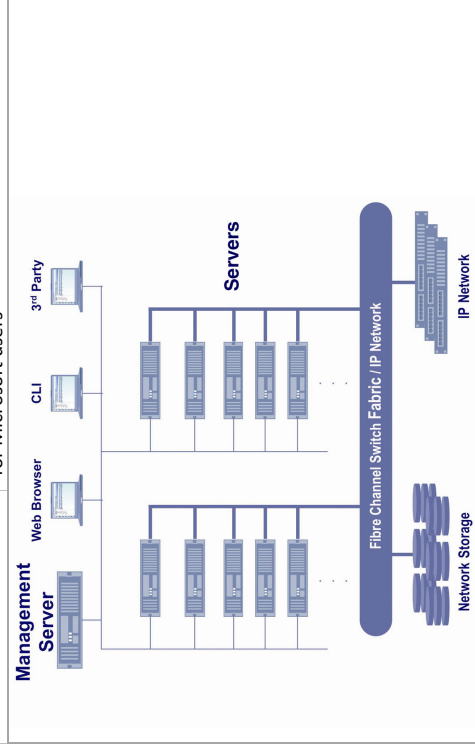


1. DESIGNED FOR ENTERPRISE-CLASS WORKLOADS	
More CPUs per Virtual Machine	Types of Workloads:
More Memory per Virtual Machine	Citrix, J2EE Apps, SOA, Web Services, MS Exchange, .Net
Operating Systems: Windows & Linux	
Virtual Iron 4	
CPUs per Virtual Machine	VMware VI3
Memory/VM	
8 CPUs	4 CPUs
32 GB	32 GB

2. EASIER TO INSTALL, ADMINISTER & MAINTAIN	
Centralized:	Manage 100's of physical servers, 1000's of virtual servers via one management server
Install:	Single install location
Ease of Deployment:	"LiveProvisioning": Zero-touch, automated install over network; persistent state stored in centralized management server
More Security:	Less intervention, less risk
Simplify:	Simple software management saving costs and time
Linux Admin:	No need to administer full blown Linux distribution for Microsoft users



3. ARCHITECTURAL ADVANTAGES	
Virtual Iron 4	
Unmodified Operating System Support	Run unmodified guests (Linux and Windows).
Automated Deployment	LiveProvisioning provides automated install over the network
Unlimited workload Migration	LiveMigration supports an unlimited number of workloads that can be migrated.
Simplified Shared Storage Architecture	Eliminates need for a cluster file system thereby reducing complexity, management costs and Sys Admin expertise of Linux file systems.
Hardware-Assist Technology	VI takes advantage of Intel-VT and AMD-V chips
	VMware Linux guests are paravirtualized.
	VMware requires physical install for each server to be virtualized and Linux command line programming even in Windows-only IT shops
	VMware requires complex proprietary clustered file system which limits number of migrations to 32
	VMware requires complex proprietary clustered file system and expertise to implement, learn and administer which drives up management costs.
	Not available

4. COMPETITIVE FEATURE SET	
Virtual Iron 4	
Key Features	VMware VI3
Virtualization Stack	ESX Server
Integrated Virtualization Management	Virtual Center
Multi-processor Virtual Machines	Virtual SMP
Migration of Virtual Machines	VMotion
Recovery & Maintenance of Servers	High Availability & Maintenance Mode
Automated virtual data center load balancing	Distributed Resource Services (DRS)
Policy-based Automation	DRS & VMotion
P2V & V2V Conversion	VMware Converter
Automatic Deployment	N/A - Physical Installs for each server
Performance Tracking & Report Generation	Some

5. SUPERIOR PRICE/VALUE SOLUTION	
Virtual Iron 4 Enterprise Edition	
\$499/socket	VMware VI3
Unlimited virtual servers	\$2,875/socket
Local, iSCSI, FC storage	Unlimited virtual servers
VLAN	Virtual SMP
Novell SLES 10 kernel & drivers	Local, iSCSI, FC storage
LiveMigration	VLAN
LiveMaintenance	Novell SLES 10 kernel & drivers
Silver, Gold support	LiveMigration
	LiveMaintenance
	LiveRecovery
	LiveCapacity
	LiveConvert powered by PlateSpin - 6 P2V, V2V conversions/socket
	Gold, Platinum support

SUMMARY OF KEY DIFFERENTIATORS	
	<ul style="list-style-type: none"> Competitive feature set for fraction of the cost Zero-touch, automated install over the network reduces management costs and time to provision Centralized database enables quick recovery in the event a server fails Eliminates need for clustered file system, supports unlimited workload migrations. No Linux programming skills required. Takes full advantage of new hardware-assist from intel-VT and AMD-V