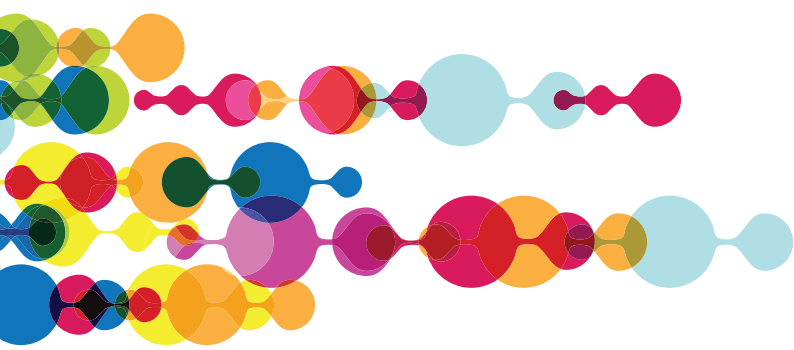


ONE **1** X QUOTE
 SOURCE X PURCHASE ORDER
 NEXT GENERATION X DISTRIBUTOR

POWERED BY



FlexPod Solution

Built on groundbreaking technology from NetApp and Cisco, FlexPod simplifies and modernizes IT with continuous innovation, delivering unmatched application performance, the broadest support for any cloud strategy, and improved operational efficiency to accelerate data center transformation and business evolution.

Why Sell FlexPod?

FlexPod® presents you with a unique opportunity to capitalise on a growing trend within the industry. When you sell FlexPod, you'll:

1. Expand Your Business

- Drive new technology. Shipping with clustered Data ONTAP
- Gain the opportunity to brand your own FlexPod offerings based on specific applications, support, services, etc.

2. Partner with a Leader

- IDC – 300+ IT managers and execs ranked FlexPod #1 in deployment interest out of 17 vendors¹
- Gartner – FlexPod is a leader in the Integrated Systems Magic Quadrant²
- Forrester – Total Economic Impact analysis calculated FlexPod ROI of 120%; payback in 9 months³

The Market Opportunity

- Cloud and virtualization consistently rank among CIOs' top priorities.
- The adoption rate of converged and integrated infrastructures is sharply rising.
- ESG research shows that two-thirds of respondents expressed interest in a converged infrastructure
- Converged systems revenue is expected to grow to over \$12B by 2019

FlexPod Advantage



Performance

- Up to 20X AFF storage performance
- 208% faster SQL response times
- 100+ world record benchmarks



Agility

- 83% faster provisioning with ACI + UCS
- 20-30% reduction in application testing time
- 70% of engineering time reclaimed



Economics

- 76% ROI in just 17 months*
- Free storage controller upgrade
- Flash performance at the price of disk

Talk the Talk: Drivers Pushing End-Users to Go FlexPod

Customers are interested in cloud, virtualisation, and converged infrastructures because their existing data centres are ill-equipped to help them overcome several considerable roadblocks. As a result, you should target organisations experiencing these key business and operational challenges:

Business Challenges

- Slow, complex, expensive application deployment
- Applications that require faster storage response and higher IOPS
- Inefficient orchestration and cumbersome network automation
- Complex multitenancy support
- Transitioning workloads to cloud data centers

Operational Challenges

- Cutting energy consumption
- Improving asset utilization
- Simplifying complex, time-consuming provisioning cycles
- Ensuring ongoing system and application integrity, and availability
- Supporting growth of Internet of Everything (IoE) device data

1. Source: IDC – IDC's Converged and Integrated Systems: End-User Survey Report (January 2014). 2. Source: Gartner – Gartner Magic Quadrant for Integrated Systems published June, 2014. 3. Source: Forrester – The Total Economic Impact of NetApp's and Cisco FlexPod Data Centre Platform (January 2013).

Why Comstor ONESource Next Generation for FlexPod?

Optimise Your FlexPod deployment



Make it easy to sell converged infrastructure solution:

- You place a single purchase order for a single FlexPod SKU.
- Management of deal registrations across NetApp, Cisco & F5
- Access to dedicated solution architects with NetApp, Cisco & F5 certifications who build a Bill of Materials to suit the end user's needs



ONESource gives you the opportunity to expand your business:

- Leverage our Cisco, NetApp & F5 capabilities and attract a new range of customers



Consolidated delivery:

- Don't track parts, don't track different deliveries.



Westcon-Comstor Services:

Scale your FlexPod quickly and easily, Comstor can deliver services ranging from:

- Initial scoping and workshoping
- Implementation and post implementation
- File & object data, migration, replication & synchronisation







Westcon-Comstor FlexPod Finance:

- Do your customers want affordable monthly payments rather than an initial outlay? Move that capex to Opex with Westcon-Comstor FlexPod Finance

Flexpod solution family

Multiple categories for different customers and users

	FlexPod Express > 	FlexPod Datacenter > 	FlexPod Select > 	FlexPod SolidFire > 
Environment	Mid-sized business and branch office	Enterprise and service provider class	Technical and high-performance computing	Next generation Data Center
Typical Workloads	Microsoft Hyper-V, VMware, shared	Leading business applications: Microsoft, Oracle, SAP	Big data analytics, Hadoop, Oracle RAC, dedicated workloads	Next generation workloads, DevOps workflows or OpenStack environments
Scale	Hundreds of users	Thousands of users	Thousands of users	Thousands of users

For more information about FlexPod and ONESource please contact the Westcon-Comstor FlexPod Team on 1800 646 112 and onesource@comstor.com

Westcon  **Comstor**

