





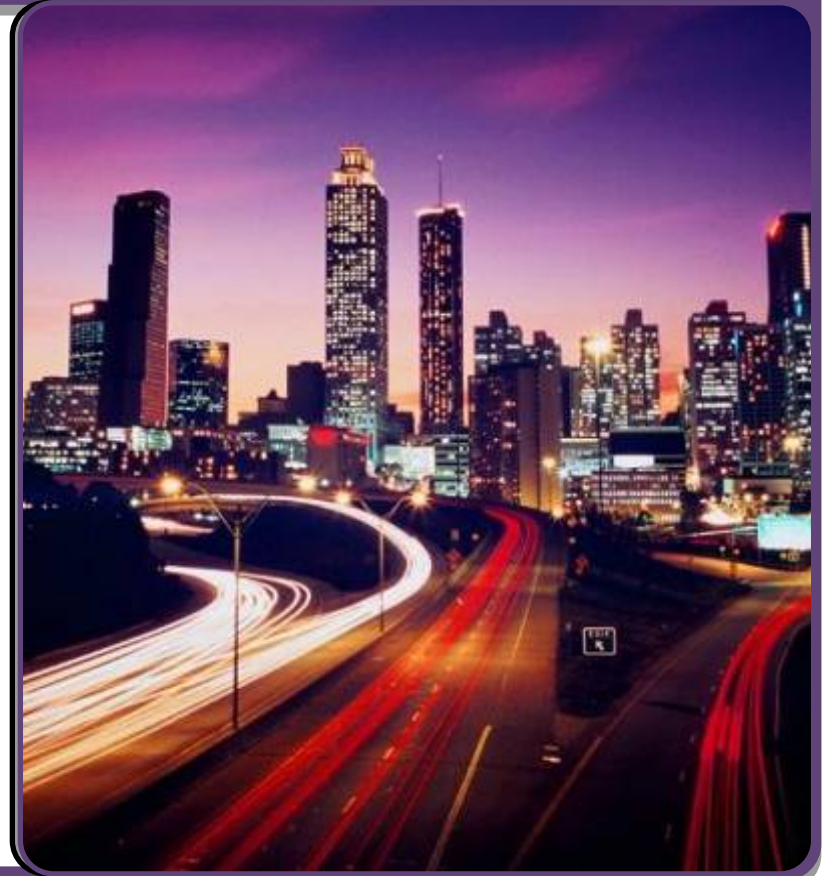
Networking Challenges in Managed Hosting/Cloud Computing

▶ Panelists:

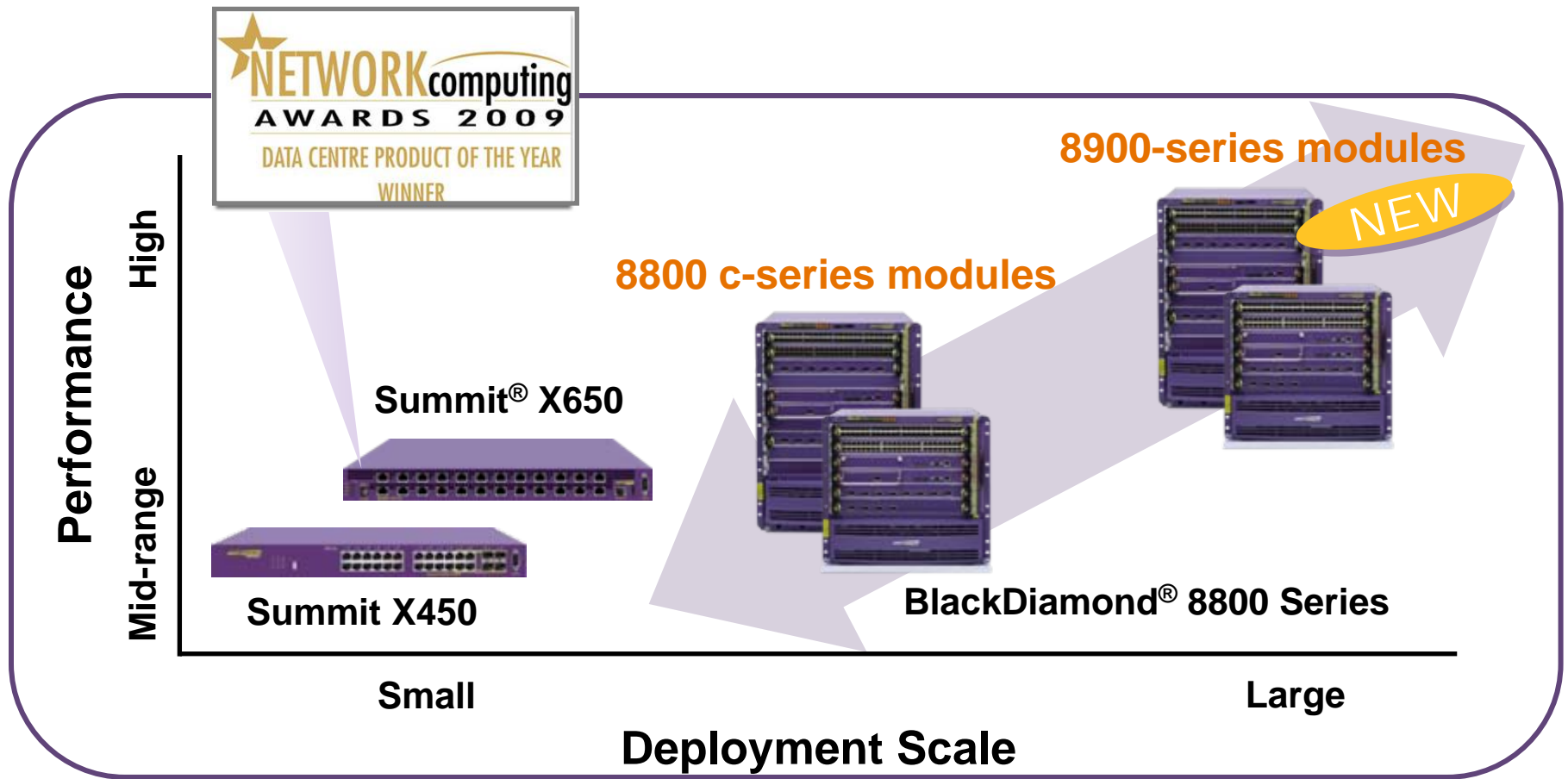
- Kevin Ryan, Director, Data Center Solutions
Extreme Networks®
- David Grieshaber, President
Pacific Internet Exchange (PIE) LLC
- Tom Mornini, Founder and CTO
Engine Yard

Committed to Data Center Networking

- ▶ **Data center customers worldwide**
 - Enterprise
 - Managed Hosting
 - Cloud
- ▶ **Industry-leading product portfolio**
- ▶ **Innovative automation capabilities:**
 - Virtualization
 - Power Efficiency



Scalable Data Center Product Family



Transformational Demands Continue to Evolve

Computational Density

- ▶ Application growth & diversity
- ▶ Blade server technology
- ▶ Large scale virtualization

Network Bandwidth

- ▶ Increased Network Traffic
- ▶ 10 GbE ecosystem complete

Agility

- ▶ Organizational responsiveness
- ▶ Infrastructure extensibility



▶ **Dealing with Growth, Consolidation and Outsourcing**

- Merging of many data centers into small number
- Bandwidth doubling every 12 - 24 months
- Future migration to 40 GbE and 100 GbE

▶ **Managing Power (Green Initiatives)**

- Physical limitations within rack
- Physical limitations within Data Centers
- OPEX cost burden
- Regulatory compliance

▶ **Managing Virtualization**

- Environments becoming more virtualized
- Support for cloud computing becoming more important

▶ Enterprise cloud

- Shared, consolidated resource
- Remove application silos
- Goal is efficiency
 - Reduce costs
 - Service delivery

▶ Service provider clouds

- Trend toward outsourcing
- Scalable network on demand



Customer Case Study:

Pacific Internet Exchange (PIE)



Pacific Internet Exchange Internet at Light Speed

- ▶ Provides hosting, collocation and bandwidth for Asia-Pacific companies
- ▶ 9 year old company
- ▶ Offices San Francisco, Sapporo and Manila
- ▶ Dedicated Fiber Optic Bandwidth connecting North America & Asia

Pacific Internet Exchange – Managed Hosting & Colocation

▶ Vendor Requirements

- Performance
- Reliability
- Ease of use

▶ Top-of-Rack 2-tier architecture

- Summit® Top of Rack (ToR) switches

▶ Performance

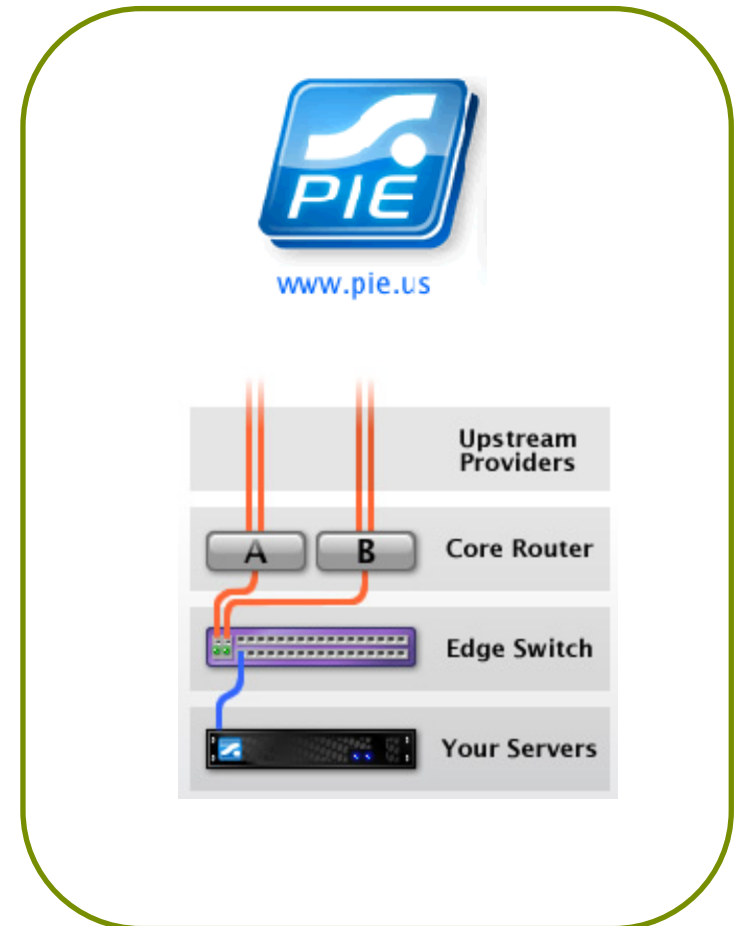
- High-performance switching infrastructure

▶ Reliability key to mission-critical applications

- Zero failures in 5+ years with Summit products

▶ Ease of management

- Every PIE employee can change VLANs, run diagnostics, etc.



Forward-looking Statements

- ▶ This presentation contains forward-looking statements that involve risks and uncertainties, including statements regarding our expectations as to products, trends and our performance. There can be no assurances that any forward-looking statements will be achieved, and actual results could differ materially from forecasts and estimates. For factors that may affect our business and financial results please refer to our filings with the Securities and Exchange Commission, including, without limitation, under the captions: “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” and “Risk Factors,” which is on file with the Securities and Exchange Commission (<http://www.sec.gov>). We undertake no obligation to update the forward-looking information in this release.

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