

GOING BEYOND CERTIFICATION

Compellent's Storage Center SAN is HCL-certified with VMware to ensure seamless integration and support. Ongoing joint testing in VMware's Palo Alto lab helps to provide joint support, product collaboration and future compatibility. But that's only the beginning. Compellent's industry-leading features, award-winning support organization and advanced management go beyond certification to help customers easily achieve the real-world benefits of virtualization.



As a Technology Alliance Partner, Compellent actively works with VMware to deliver enhanced value.

VMware Certifications

	ESX Server 3.5				ESX Server 3i Embedded				ESX Server 3i Installable									
	Basic connectivity	Direct connect support	Multipathing with HBA failover	Multipathing with storage port failover	Windows Clustering support	Boot from SAN	Basic connectivity	Direct connect support	Multipathing with HBA failover	Multipathing with storage port failover	Windows Clustering support	Boot from SAN	Basic connectivity	Direct connect support	Multipathing with HBA failover	Multipathing with storage port failover	Windows Clustering support	Boot from SAN
Storage Center	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

See [NOTE](#) on page 1 for JBOD support information.

	ESX Server 3.5				ESX Server 3i Embedded				ESX Server 3i Installable									
	iSCSI software initiator		iSCSI hardware initiator		iSCSI software initiator		iSCSI hardware initiator		iSCSI software initiator		iSCSI hardware initiator							
	iSCSI Base Connectivity	SP failover	NIC failover for software initiator	iSCSI Base	SP failover	Boot from iSCSI	iSCSI hardware	iSCSI Base	SP failover	Boot from iSCSI	iSCSI hardware	iSCSI Base	SP failover	Boot from iSCSI	iSCSI hardware			
Storage Center	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

Support

Copilot Support, a team of technical experts well-versed in all aspects of virtualization, provides around the clock, live phone support and proactive remote monitoring. Because Compellent is a VMware Technology Alliance Program partner, customers receive a high-level of joint support. Both companies are Mission Critical members of TSANet which provides a framework for live multi-vendor support and collaboration. Compellent's unique end-to-end support offering ensures total ownership and quick and consistent coverage, including 4 hour hardware replacement around the world.



"The most knowledgeable support staff belongs to Compellent."

– Storage Magazine, April 2008

Powerful Storage Management

Day to day management of storage for hundreds of VMware servers can be accomplished easily with Compellent's wizard-driven interface. Enterprise Manager provides advanced storage statistics that make reporting and planning easy. Optimize performance by identifying and managing trends for each virtual server.

Highlights

- » Set up replication for VMware servers in 6 clicks
- » Activate recovery for multiple VMware servers at a remote site with a single click
- » View VMware volume growth, performance statistics
- » Understand historical server bandwidth consumption to balance server loads and increase server purchase efficiency
- » Track I/O activity per port to balance server traffic



Best Practices

Compellent has dedicated VMware experts on staff who continually provide best practices to ensure accurate set up and configuration. Compellent's all channel model adds the expertise of value added resellers to deliver and integrate virtual data center solutions. An online knowledge base delivers updated release notes, user guides and best practices—from the best way to map raw storage for a VM to predefining a disaster recovery site.

Tips For Replicating Virtual Machines

- » Group virtual machines based on:
 - Replicated/Non-Replicated
 - High/Medium/Low Priority
 - You can create multiple QOS definitions for priority
- » Save Restore Points then Predefine Disaster Recovery Site
 - Specify paths as well as LUN numbers for each volume to be mapped to a hot DR ESX server

Operating System Certification

Compellent works closely with key industry leaders to deliver integrated storage solutions for our customers. Our alliance partnerships lead to high levels of satisfaction thanks to extensive compatibility testing, certification, and collaborative product design. This approach yields both technology leadership and business value, now and in the future.



Microsoft Windows

- » FC, iSCSI, MPIO, Win2K3, Win64, Cluster, VDS 4-07
- » Windows Server 2008 and Windows Server 2003



Novell

- » Yes Certified, SLES 10, iSCSI, Cluster 3-07



Oracle

- » Oracle Enterprise Linux (OEL) 5.1

Customer Reference Accounts



Ares Management – Based in LA, offices in New York and London

- » Global investment firm managing approximately \$16 billion in assets
- » Eliminated physical servers, dropped power usage from an average of 40 amps per circuit to about 29 amps per circuit

Arnold

Arnold Worldwide – Based in Boston, offices in New York, Washington DC

- » Global advertising agency with more than \$100 million in revenues. Clients include Amtrak, ESPN, Royal Caribbean and Tyson Foods.
- » Consolidated seven racks into three; virtualized 45 servers onto 4 physical machines; reduced data center footprint and more efficiently use power and cooling storage requires

FRANKLIN & MARSHALL

Franklin & Marshall College – Lancaster, PA

- » Private liberal arts college in Pennsylvania, must maintain green sustainability initiative
- » 26 virtual machines connected to Compellent SAN; significant energy cost savings
- » Finalist for ComputerWorld's Best Practices in Infrastructure Management Award for "Servers and Virtualization"



Gaston County – North Carolina

- » One of the largest counties in North Carolina
- » Boot from SAN and virtualization saved over \$100,000; met high availability objectives; reduced data center footprint
- » Winner of InfoWorld 100 Award for IT Innovation, an annual award that honors IT projects that demonstrate the most creative use of cutting-edge technologies



gm2 Logistics – Outside London, UK

- » Warehousing and logistics company that delivers 740 tons of paper products
- » Virtualization and boot from SAN reduced data center footprint by one third and reduced overall power consumption
- » Winner of InfoWorld Green 15 Award for energy-reducing IT initiatives



National Print Group – Chattanooga, TN

- » Leading print vendor delivers high-level service and innovative signage for clients including Target, The Children's Place and Sears
- » Exchange on VMware; high availability and disaster recovery objectives; consolidated physical servers and improved availability