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1. The 40% cost savings are based on a comparison of the acquisition costs of 10 current generation HP rack optimized solutions (i.e., DL380 G7 ProLiant with 10 GbE Ethernet and Fibre Channel infrastructure) to 10 current generation IBM BladeCenter and HS22 systems with converged fabric solutions from Brocade. See www-03.ibm.com/systems/bladecenter/hardware/openfabric/fcoe.html. The IBM solution includes chassis infrastructure. Pricing utilizes publicly available pricing per port for ToR ethernet and FC switching infrastructure as of Jan 2011. The 40% networking hardware costs savings result from eliminating separate Ethernet and Fibre Channel cards and switches in the deployment of an IBM BladeCenter FCoE solution for 10 servers and associated networking hardware in comparison to the HP solution. IBM, the IBM logo, ibm.com and BladeCenter are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at www.ibm.com/legal/copytrade.shtml. Intel, the Intel logo, Xeon and Xeon Inside are trademarks of Intel Corporation in the U.S. and other countries. © International Business Machines Corporation 2011. All rights reserved.

