

10GE

Challenges, Opportunities, Vision

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10GE Challenges/Opportunities for IT Managers

Challenges

- **Cost**
 - TCO for 10GE
- **Maturity**
 - Many Media Choices
 - Few Applications Require 10GE Today
 - An Emerging “Better” Ethernet
- **Complexity**
 - Protocol and Offload Diversity

Opportunities

- **Consolidation**
 - Fabric, Management, Vendor
- **Virtualization**
 - A Fatter Shared Pipe
- **Bandwidth Upside**
 - 40GE and 100GE



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Buying Criteria

- **Scalability**
- **Standards**
- **Ecosystem**

The “Perfect Storm”

- **Fabric Convergence**
- **Virtualization**
- **Offload**

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