



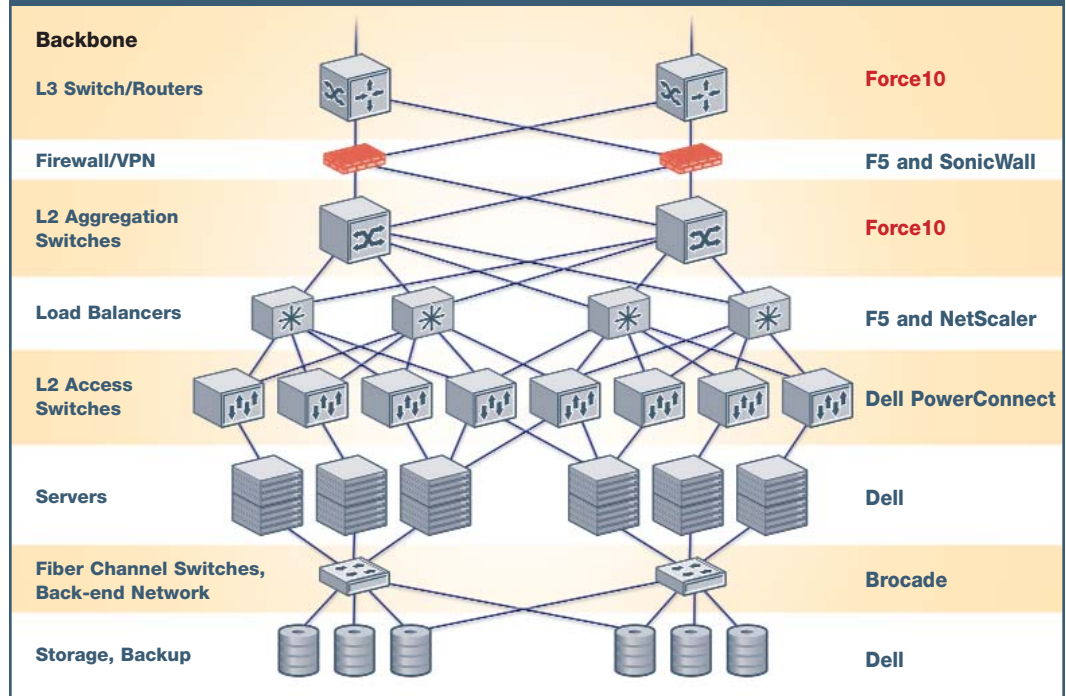
Best-of-Breed
10 GbE
Technology with
High Touch Support

High Performance
**Gigabit &
10 Gigabit**
Ethernet

Lower TCO
Through System
Resiliency &
High Density

Lower OpEx
By Over **20%**
Through Reduced
Power & Cooling Needs

DELL 10 GIGABIT ETHERNET NETWORKING SOLUTION



Customers Who Have Deployed a Force10 Networks/Dell Solution



Why Force10 Networks and Dell?

- The C-Series delivers next generation technology today while the primary competitions' products are over 10 years old
- Cost-effective 10 GbE solutions from the rack, directly connected to servers, or utilized in wiring closet applications
- Unmatched price / performance while reducing power and cooling needs by over 20%

Network Solution Support Contacts

Dell: Dell@force10networks.com or 1-800-759-1280

Primary Support: Juan Flores, jflores@force10networks.com or 1-512-791-3004

Secondary Support: Jeff Siegel, jsiegel@force10networks.com or 1-512-699-6677

System Engineer: Rick Matthews, rmatthews@force10networks.com or 1-512-826-1848

C-SERIES MSRP PRICING COMPARISON

	Force10 C300	Cisco 6509-E	Cisco 4510R-E
Solution with 32 10 GbE ports Line-rate	\$106K	\$266K	Cannot be Done!
Solution with 64 10 GbE ports Line-rate	\$170K	Cannot be Done!	Cannot be Done!
Solution with 384 GbE Ports Line-rate	\$104K	\$225K	Only can be done with 8:1 over-subscription! \$100K
Solutions with 4 ports 10 GbE and 96 Ports GbE all Line-rate	\$66K	\$156K	Only can be done with 8:1 over-subscription! \$74K

C-SERIES POWER CONSUMPTION COMPARISON

	Force10 C150	Force10 C300	Cisco 4510R-E	Cisco 6509-E	HP 8212zl w/ 875 W PS	HP 8212zl w/ 1500 W PS
Thermal Output (BTU/h)	2,921	5,029	8,438	29,705	7,488	8,450
System Power Consumption with Power (W)	906	1,559	2,473	8,700	2,193	2,475
System Power Redundancy	1+1	2+1	1+1	1+1	N+1	N+1
Line Card Slots	4	8	8	8	12 (1/2 slots)	12 (1/2 slots)

C-SERIES CAPABILITIES COMPARISON

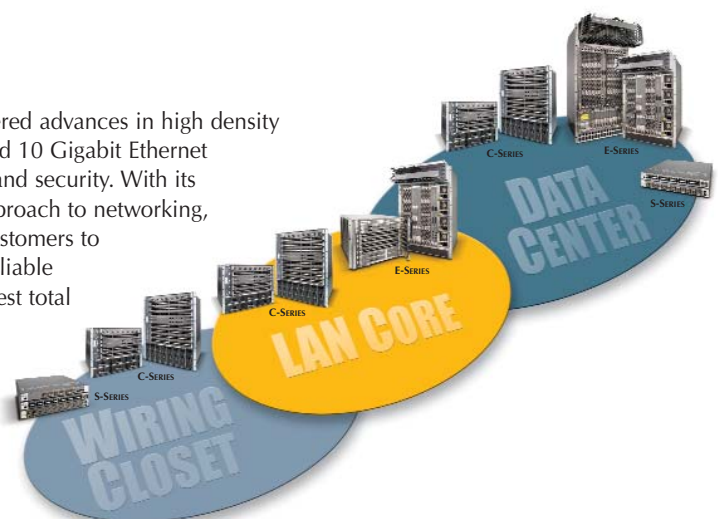
	HP 5406zl	HP 5412zl	Force10 C150	HP 8212zl	Force10 C300
Chassis Height	4	7	9	9	13
Line Card Slots	6 (1/2 slots)	12 (1/2 slots)	4	12 (1/2 slots)	8
Passive Backplane	—	—	✓	✓	✓
Redundancy	—	—	✓	✓	✓
Industry Standard CLI	✓	✓	✓	✓	✓
Modular OS	—	—	✓	—	✓
Useable Switching Fabric Capacity (Gbps)	288	576	768	576	1,536
Slot Capacity (Gbps)	28.8	28.8	96	28.8	96
Class 3 PoE (15.4 W) Ports	144*	288*	192	288*	384
10/100/1000 Line-rate Ports	144	288	192	288	384
10 GbE Line-rate Ports	12	24	32	24	64

* Requires External Power

Force10 Reliable Business Networks

Force10 Networks is the pioneer in building and securing reliable, high performance networks that extend pervasive reliability, network control and scalability from the data center to the enterprise wiring closet to create a unified network fabric that is designed to ensure application readiness and protect long-term investment. With patented advances in high performance system and backplane design as well as switching and routing optimization technologies, Force10 delivers the tools that have allowed many of the world's largest data centers, service providers and research organizations to transform their networks into strategic assets.

Force10 has pioneered advances in high density Gigabit Ethernet and 10 Gigabit Ethernet switching, routing and security. With its no compromise approach to networking, Force10 enables customers to build and secure reliable networks at the lowest total cost of ownership.



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