V FORCE

REZ

TANK

THE V-FORCE

SLIM

Sun microsystems

INTRODUCING 900 MHz POWER TO ENTRY SERVERS

ATTACK OF THE CARNIBYTES!

280R!

V880!

WARNING!

SUN INTERNAL CONFIDENTIAL
FOR SUN CHANNEL PARTNERS,
SUN SALES REPRESENTATIVES,
SUN SYSTEMS ENGINEERS

THIS IS THE SECOND IN A SERIES OF COMIC BOOKS DESIGNED TO PROVIDE PERTINENT INFORMATION ON SUN PRODUCTS. THE INFORMATION PROVIDED WITHIN IS INTENDED TO EDUCATE/TRAIN SUN FIELD MARKETING, SUN CHANNEL PARTNERS, AND SUN SYSTEM ENGINEERS ON THE SUN FIRE™ V880 AND SUN FIRE™ 280R APPLICATIONS, ATTRIBUTES, COMPETITION, AND KEY COMPETITIVE ISSUES. ONCE YOU READ THIS COMIC BOOK, GO TO HTTP://WWW.SUN-VBOTS.COM/VOL2 AND TAKE THE ONLINE QUIZ. IF YOU PASS, YOU'LL BE SENT A V-BOT COLLECTIBLE ITEM. IF YOU DON'T PASS, STUDY UP, AND TAKE IT AGAIN UNTIL YOU DO.*

— JEFFREY GREENWALD, VSP MARKETING, PHONE: 650-786-6713 (x86713), E-MAIL: JEFFREY.GREENWALD@SUN.COM

*FIRST COME, FIRST SERVED BASIS ONLY—LIMITED QUANTITIES OF V-BOT COLLECTIBLE ITEMS AVAILABLE.

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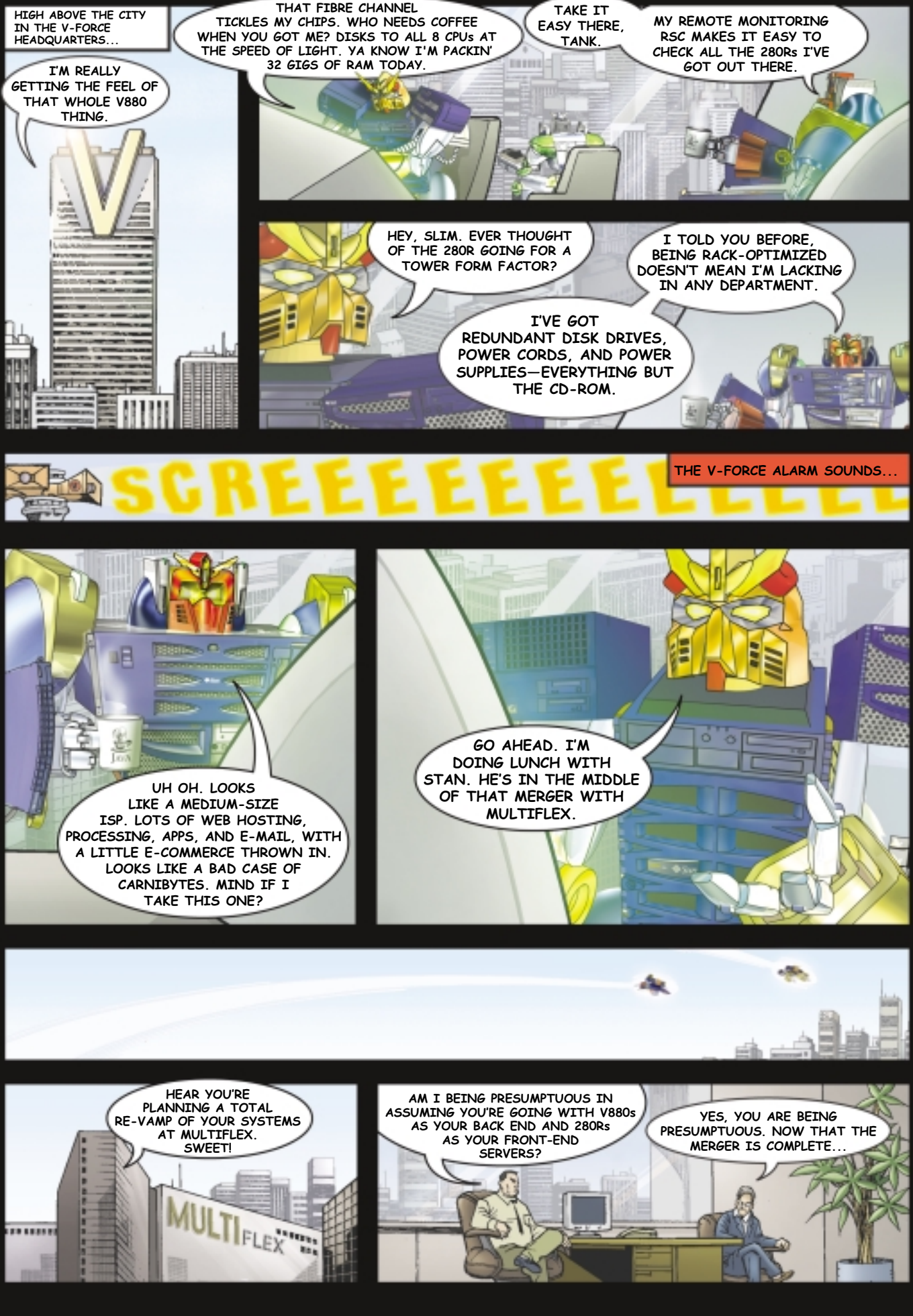

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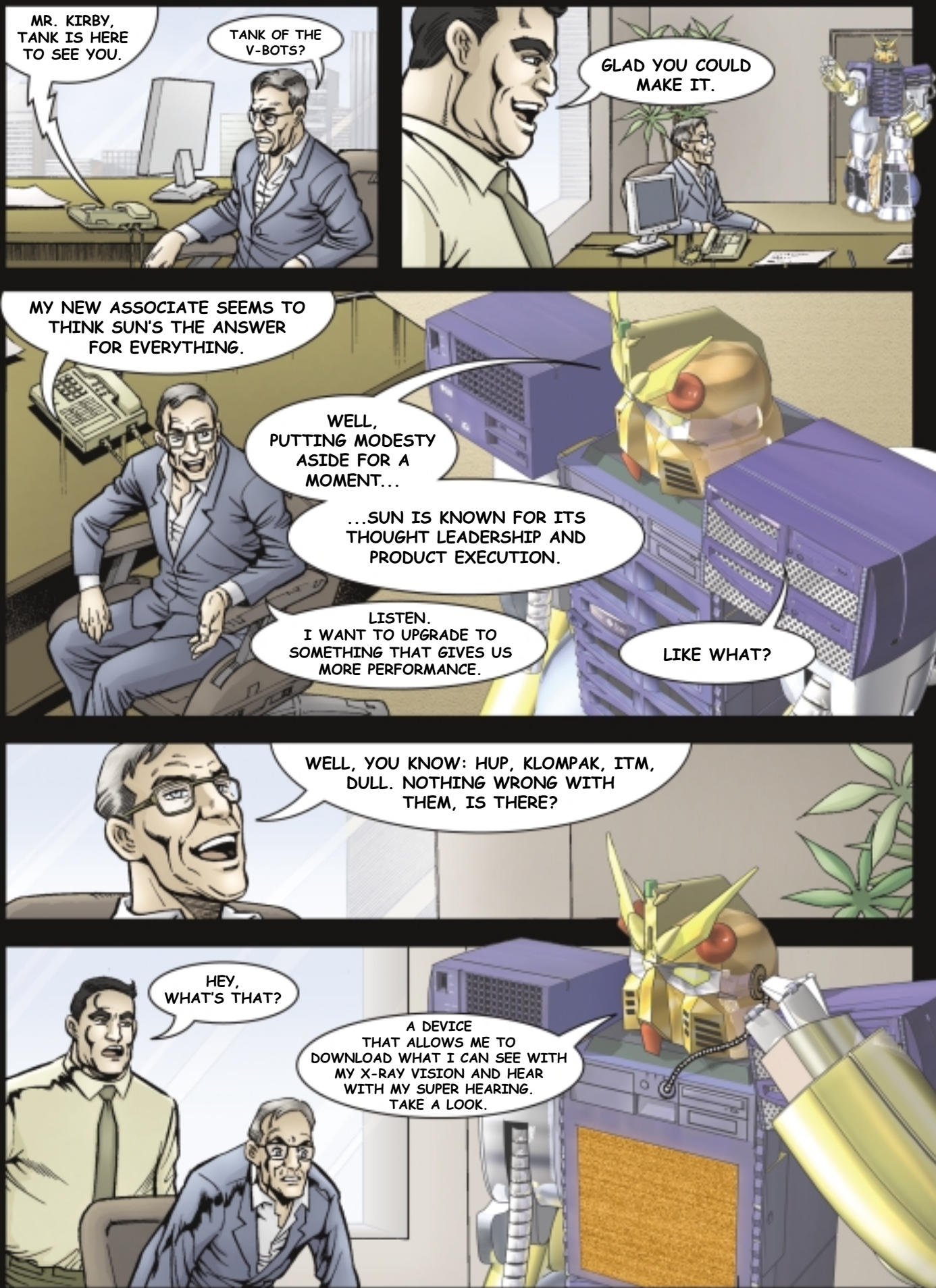

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TEST QUESTIONS

1. COMPARED TO INTEL 8-WAY SYSTEMS, THE V880 IS:
   A. CONSIDERABLY MORE EXPENSIVE
   B. LESS EXPENSIVE, AND HAS BETTER PERFORMANCE CHARACTERISTICS
   C. BUILT ON NEW AND UNTESTED 64-BIT TECHNOLOGY

2. BECAUSE THE V880 UTILIZES SCALABLE SPARC/SOLARIS TECHNOLOGY:
   A. NO EXPENSIVE RECOMPILATION OF SYSTEM AND/OR APPLICATION SOFTWARE IS REQUIRED WHEN IT IS TIME TO UPGRADE OR EXPAND
   B. ITS REAL ABILITY TO SCALE IS DEPENDENT ON INTEL'S CHIP TECHNOLOGY ROADMAP OR MICROSOFT'S LATEST RELEASES OF FIXES TO ITS DIFFERENT OPERATING SYSTEMS
   C. YOU CAN EXPECT TO INCUR THE SAME COSTS AS THOSE YOU WOULD EXPERIENCE WHEN SCALING A LINUX SOLUTION BEYOND A 4-WAY SYSTEM

3. A KEY FEATURE OF REMOTE SYSTEM CONTROL (RSC) IN BOTH V880 AND 280R IS:
   A. THE ABILITY TO READ AN LED PANEL ON THE REAR OF THE UNIT
   B. THE ABILITY TO MONITOR AND CONTROL THE SYSTEM WHILE NOT ON THE PREMISES
   C. THE ABILITY TO QUICKLY AND EASILY ATTACH NETWORK CABLES TO THE BACKPLANE

4. A FULLY POPULATED V880 CAN HOLD:
   A. EIGHT (8) CPUs
   B. FOUR (4) CPUs
   C. TWO (2) CPUs

5. THE V880 ALLOWS IT DEPARTMENTS TO REDUCE OVERALL COSTS BY:
   A. ITS ABILITY TO RUN MULTIPLE APPLICATIONS ON A SINGLE SYSTEM
   B. THE COMBINATION OF ITS RSC, HOT SWAP, AND AUTOMATIC SYSTEM REBOOT (ASR)
   C. ALL OF THE ABOVE

6. DOES CLUSTERING THE V880 HAVE THE SAME BENEFITS AS CLUSTERING ANY PC SERVER?
   A. SOLARIS HAS STRONGER CLUSTERING CAPABILITIES, WHICH RESULT IN HIGHER LEVELS OF AVAILABILITY FOR SOLARIS APPLICATIONS THAN THOSE RUNNING UNDER EITHER WINDOWS NT 4.0 OR WINDOWS 2000
   B. THE V880 HAS NO SUPPPORT FOR CLUSTERING
   C. IT IS THE SAME

7. THE LICENSE FEE FOR SOLARIS ON THE V880:
   A. IS BASED ON THE NUMBER OF CPUs THE SYSTEM CAN HOLD AND IS SIMILARLY PRICED TO MICROSOFT'S DATA CENTER OS OR ADVANCED SERVER OS FOR INTEL-BASED SYSTEMS
   B. IS FREE
   C. IS A $2,000 OPTION

8. THE TRUE PERFORMANCE OF THE V880 IN RUNNING A CUSTOMER APPLICATION CAN BE EVALUATED ON:
   A. TESTS THAT FOCUS ON THE SPEED OF THE SYSTEM'S PROCESSOR
   B. TESTS THAT MEASURE THE COMBINATION OF PROCESSOR SPEED, I/O BUS SPEED, DISK SPEED, ETC.
   C. TPC-C RATINGS ALONE

9. WHAT ARE THE KEY APPLICATIONS COMMONLY USED WITH THE SUN ENTERPRISE 280R?
   A. WEB SERVER, NETWORK MANAGEMENT, CACHE SERVER
   B. APP SERVER, MAIL SERVER, DIRECTORY SERVER, FRONT-END DATABASE
   C. COMPUTE FARM
   D. ALL OF THE ABOVE

10. HOW DO WE COMPETE AGAINST WINTEL PENTIUM III-BASED SERVERS?
    A. SUN SPARC/SOLARIS RELIABILITY, SCALABILITY, AVAILABILITY, SECURITY
    B. SUN FIREPLANE INTERCONNECT OFFERING BALANCED THROUGHPUT ON I/O, CPU, AND MEMORY, LARGE CACHE (16 TIMES HIGHER) AND MEMORY SIZE (8 GB VS. 4-6 GB)
    C. APPLICATION AVAILABILITY (12,000 APPLICATIONS TO CHOOSE FROM)
    D. ALL OF THE ABOVE

11. WHICH SYSTEM COMPONENT IS NOT REDUNDANT ON THE SUN ENTERPRISE 280R?
    A. CD-ROM
    B. DISK DRIVES
    C. POWER CORDS
    D. POWER SUPPLIES

12. WHICH BEST DESCRIBES THE SUN ENTERPRISE 280R?
    A. 2U (RACK UNITS) HIGH, WITH 8 ULTRASPARC III PROCESSORS
    B. 8U HIGH, WITH 2 ULTRASPARC III PROCESSORS
    C. 2U HIGH, WITH 4 ULTRASPARC III PROCESSORS
    D. 4U HIGH, WITH 2 ULTRASPARC III PROCESSORS

13. WHAT IS NOT PART OF THE VALUE PROPOSITION FOR SUN ENTERPRISE 280R?
    A. TOWER FORM FACTOR
    B. ENTERPRISE CLASS
    C. RACK-OPTIMIZED, ENTRY SERVER
    D. HIGH PERFORMANCE

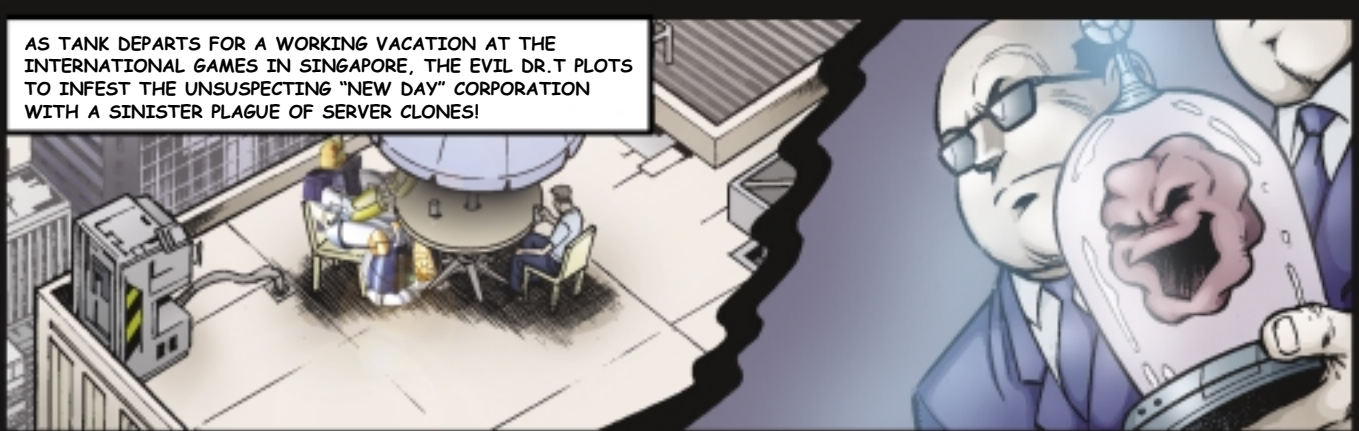
14. TO WHICH TYPE OF CUSTOMER WOULD YOU NOT RECOMMEND THE SUN ENTERPRISE 280R?
    A. FINANCIAL INSTITUTION
    B. SERVICE PROVIDER
    C. TELCO CENTRAL OFFICE
    D. RESEARCH INSTITUTE

ONCE YOU'VE FIGURED OUT ALL THE ANSWERS, GO TO THIS URL:

HTTP://WWW.SUN-VBOTS.COM/VOL2

AND TAKE THE TEST ONLINE. IF YOU PASS THE TEST, YOU WILL BE SENT A V-BOT COLLECTIBLE ITEM. IF YOU DON'T PASS THE TEST, STUDY UP AND TAKE IT AGAIN. ONCE YOU PASS, WE'LL SEND YOU YOUR COLLECTIBLE ITEM.

ANSWERS: 1(B) 2(A) 3(B) 4(A) 5(C) 6(A) 7(B) 8(B) 9(D) 10(D) 11(A) 12(D) 13(A) 14(C)



Go to http://www.sun-vbots.com/vol2 and take the Sun Fire 280R and V880 quiz. Ace it and win fabulous prizes!

V SERIES HANDY SALES TIP GUIDES

280R

SALES TIP #1: SPARC/Solaris' performance and reliability at PC server prices.

SALES TIP #2: Sun Fire 280R offers significantly larger memory and cache configurations than Linux/Intel-based systems—16 times more cache and 33% more memory, which is perfect for memory and I/O-intensive applications.

SALES TIP #3: Remote management features are included at no extra cost.

SALES TIP #4: The 280R shares the same 64-bit SPARC/Solaris end-to-end architecture as all Sun systems, from single-processor servers to our largest enterprise servers. Proven technology with a clear roadmap to future generations.

SALES TIP #5: Sun Fire 280R has the same complete Solaris 8 OE as all Sun Fire servers, including the largest data center servers. The same application binaries run on all Sun Fire servers, including the 280R, reducing compexity and administration costs.

SALES TIP #6: Application alliances: Strong alliances with top-tier ISVs; 12,000+ Solaris applications.

V880

SALES TIP #1: IDC says that 75% of the volume server market wants "direct attached storage." The Sun Fire V880 has 437 GB of internal storage. Few 8-way servers have that kind of headroom. Focus on users whose need for direct attached storage is key.

SALES TIP #2: 64-bit performance at PC server pricing. Sell TCO. The Sun Fire V880 comes with the Solaris Operating Environment. There are no expensive OS license fees here and no expensive software migration requirements. Not so with MS on Intel.

SALES TIP #3: Sell application performance vs. benchmarks. The V880's balanced system design (i.e., Sun Fireplane Interconnect, CPU performance, memory bandwidth, I/O bandwidth, network bandwidth, and Solaris 8 system manager) allows for better application performance. High performance can mask poor total system application performances.

SALES TIP #4: For those looking forward to Itanium: Why wait? The Sun Fire V880 is based on proven SPARC and Solaris technology. It's available now.

SALES TIP #5: Sell savings and confidence. The midrange-like features of the Sun Fire V880 allow customers to save on their administrative time and overall cost by providing the confidence to consolidate applications onto a single, safe, and efficiently managed system.

SALES TIP #6: Sell safety. "No viruses here" is a big deal in mission-critical environments.

ENTRY SERVERS

SUN FIRE 280R

Vendor and Platform	Sun Fire 280R	Compaq ProLiant DL380	Dell PowerEdge 2550	HP netserver lc 2000r	IBM xSeries 342
# of Processors	1 or 2	1 or 2	1 or 2	1 or 2	1 or 2
CPU	UltraSPARC III	Pentium III	Pentium III	Pentium III	Pentium III
Speed	750-900 MHz	1.13, 1.26 GHz	933 MHz; 1, 1.13, 1.26 GHz	866, 933 MHz, 1 GHz	1, 1.13, 1.26 GHz
Min. Memory	512 MB	256 MB	128 MB	128 MB	256 MB
Max. Memory	8 GB	6 GB	4 GB	4 GB	4 GB
OS	Solaris 8	NT 4.0, Windows 2000 Server, Novell NetWare, SCO UnixWare, Red Hat Linux, Caldera, Sun Solaris (Intel edition)	NT 4.0, Windows 2000 Server, Windows 2000 Advanced Server, Novell NetWare 5.1, Red Hat Linux 7.0	NT 4.0, Windows 2000, Microsoft BackOffice Small Business Server 2000, Novell NetWare 4.2 & 5.0, Red Hat Linux, SCO Open-Server, UnixWare	NT 4.0, Windows 2000 Server, Novell NetWare 5.1, Red Hat Linux 7.1
PCI Slots	4	3	3	6	5
# of Disks	2	6	5	6	6
Min. Disk Size	18 GB	9.1 GB	18 GB	18.2 GB	9.1 GB
Max. Disk Size	36 GB	72.8 GB	73 GB	72.8 GB	73.4 GB
Total Int. Storage	72 GB	436.8 GB	365 GB	438 GB	440.4 GB
Drive Type	FC-AL	Ultra 3 SCSI	Ultra 3 SCSI	Ultra 3 SCSI	Ultra160 SCSI
Height (U)	4	2	2	5	3
Depth (in.)	27.25	25.75	28.75	27.2	26

SUN FIRE V880

Sun Fire V880	Compaq ProLiant ML750	IBM xSERIES 370	HP Lxr 8500	IBM 660 6M1
4, 6, or 8	2, 3, 4, 5, 6, 7, 8	2, 4, 6, 8	1, 2, 3, 4, 5, 6, 7, 8	2, 4, 6, 8
UltraSPARC III	Xeon/PIII	Xeon/PIII	Xeon/PIII	Pulsar RS64 III
750 MHz	700-900 MHz	700-900 MHz	700-900 MHz	500/750 MHz
4 GB	1 GB	1 GB	256 GB	1 GB
32 GB	16 GB	32 GB	32 GB	32 GB
Solaris	NT, W2K, SCO, Novell, Linux	W2K, NT, Novell, Netware, SCO, UNIX, Linux, Openserver	NT 4.0, NT 4.0E, W2K, Novell 5.0, SCO UnixWare 7.1, SCO Open server 5.0.5, Linux 6.0	AIX 5.1
9	11	12	10	14 per drawer
12	21	2	2	2 in I/O drawer
36.4 GB	18 GB	9 GB	18 GB	18 GB
72 GB	72.8 GB	72 GB	72 GB	36.4 GB
437 GB	1512 GB	144 GB	144 GB	432 GB
FC-AL	Ultra 3 SCSI	Ultra 2 SCSI	Ultra 2 SCSI	Ultra 2 SCSI
17	14	8	7	8
32.9	26.9	29.4	28	32.5

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