

Sonic Enterprise Distribution by Dell Technologies

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D¢LLTechnologies

Disclaimer

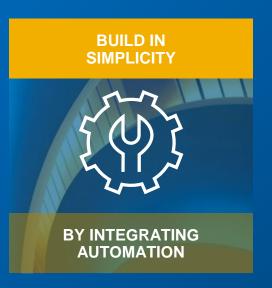
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Drive digital transformation with Dell Technologies

Power up your datacenter with PowerSwitch and Open Networking







IMPROVE CUSTOMER OUTCOMES AT THE CORE-EDGE-CLOUD WITH INNOVATIVE OPEN NETWORKING SOLUTIONS

SCALE to meet growing demands

Leveraging real-world tested Software for Open Networking in the <u>Cloud (SONiC) OS</u> developed and hardened for hyper-scale cloud environments



Controlling complexity by moving toward a network
OS that is containerized and automated using
standards-based APIs



Actively providing better outcomes for data center networking solutions by integrating the <u>latest open-source</u> and <u>virtualization innovations</u>



AGILITY with the power of disaggregation

Choose from a selection of standards-based network operating systems and software including SmartFabric OS10, Enterprise SONiC Distribution by Dell Technologies, and select 3rd party offerings



Enable the cost-effective <u>disaggregation</u> of both hardware from OS software as well as components of the OS itself by choosing from multiple open networking switching and edge solutions



Have confidence with the <u>global support and services</u> from a proven and trusted vendor



SIMPLIFY to streamline the complex

Use state-of-the-art <u>automation</u> software to simplify the design, deployment and management of your LAN and SAN network infrastructure



Reduce complexity and closely integrate the management of physical and virtual network infrastructures



Enable <u>zero-touch deployment</u> and centralized cloudbased management for edge locations



What is... Dell Technologies Open Networking?

• With Open Networking, the user is "free" to use the operating system or software to operate his switches.



Why Open Networking?

The demands on the network have changed drastically in recent years:

- Higher speeds
- Millions of devices and still growing (IoT)
- The amount of data explodes (and becoming more and more)
- From DataCenter to Clouds
- 24/7 availability

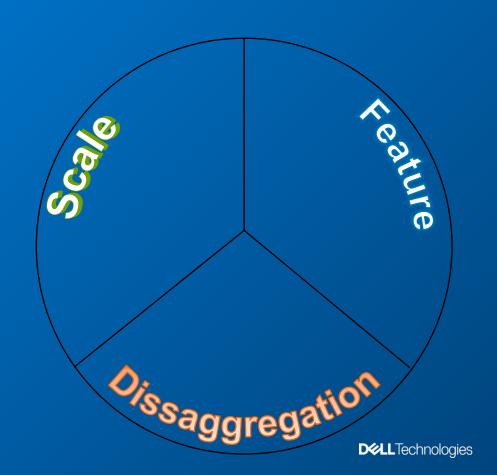
SDN ... NOT a "one size fits all approach"

What's Our Hardware Strategy

- All DC switches are "ONIE" compliant
- □ "ONIE" is a OCP standard that allows to choose the OS → "Disaggregation"
- ☐ "ONIE" based Edge Switches
- uCPE for the Edge Connections

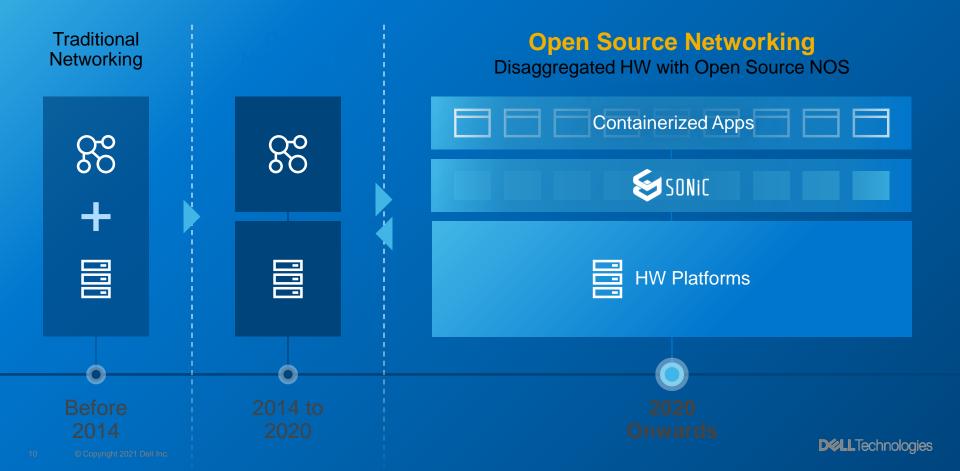
What's Our Software Strategy

- Different solution (OS) to best match customer priorities and requirements
- □ Network "disaggregation" eases implementation of innovative SDN solution



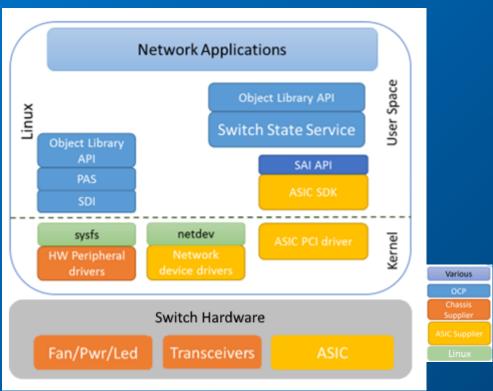


Entering the era of Open Source networking



SONIC - Software for Open Networking in the Cloud

- SONiC is a collection of software packages that are installed on Linux running on a network hardware switch which makes it a complete, functional router targeted at data center networks.
- SONiC runs on Debian Distribution
- SONiC is supported by the Community and all code is shared in Public GitHub
- Network Applications run in Linux User Space as Docker Containers. Include Routing Protocols, L2 protocols, Interface Manager etc.
- Switch Abstraction Interface (SAI) API for control plane integration
- Built by Microsoft and the networking community and is now adopted by Open Compute Platform (OCP) community



Switch Abstraction Interface

Network Applications



Simple, consistent, and stable network application stack

Switch Abstraction Interface

















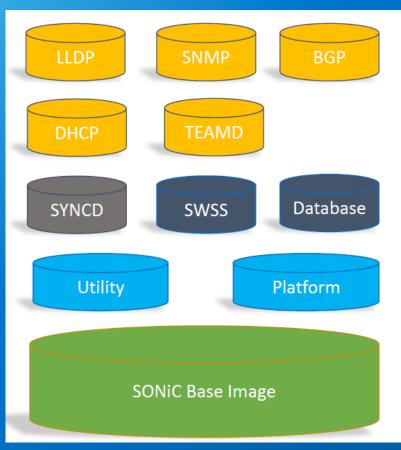




Aloha

Helps consume the underlying complex, heterogeneous hardware easily and faster

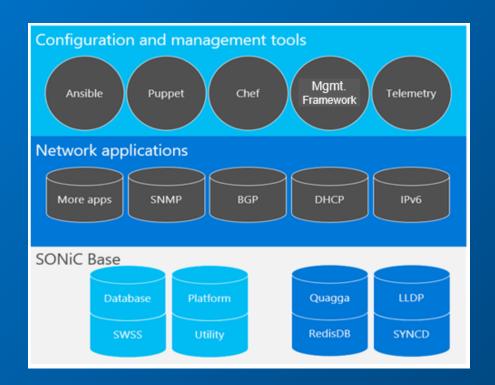
SONIC Containerization



- TEAMD
- LLDP
- BGP: Quagga or FRR
- SNMP: Net-SNMP + SNMP subagent
- DHCP Relay: isc dhcp
- Platform: sensors
- SWSS: switch state service
- DB: Redis
- Syncd: sairedis + syncd agent

Benefits of Container Architecture – Modular Design

- Sandboxing the apps are developed independent of the platform specific details required to interact with lower-layer abstractions
- Improved Security
- Increased Portability
- Ease of Troubleshooting
- Granular Resource Management for applications
- Simple and Fast Deployment
- Improved Scalability



Software for Open Networking in the Cloud (SONiC)

- An open source software project under OCP
- SONiC is a Network Operating System with the seed code provided by MSFT
- Currently SONiC is running on 40,000+ Azure switches
- SONiC allows the operator to control the complexity of the data center fabric by moving towards an automated, intent-based, APIcentric, and purpose-built containerized network

"By 2025, 40% of organizations that operate large data center networks (more than 200 switches) will run SONiC in production environments"

Gartner

SONIC Support Models in the Industry

Partner ecosystem **Enterprise SONiC** Community SONiC SAI libraries (proprietary) ASIC **HW Platform**

Support **Enterprise Jell Technologies** Community SONIC Basic HW Support **ODM Vendors**

Enterprise SONIC

- ✓ Predictable roadmap
 ✓ Scale-out VXLAN
 - **EVPN**
- √ 24x7 HW+SW support
- ✓ Cable and Optics validation
- ✓ Unified Management Framework
- ✓ User documentation, White papers
- ✓ Ansible Automation
- ✓ Training, Hands-on ✓ Validated and
- ✓ Silicon telemetry

- ✓ Technical and field support teams
- supported ecosystem
- ✓ Professional Services for Deployment

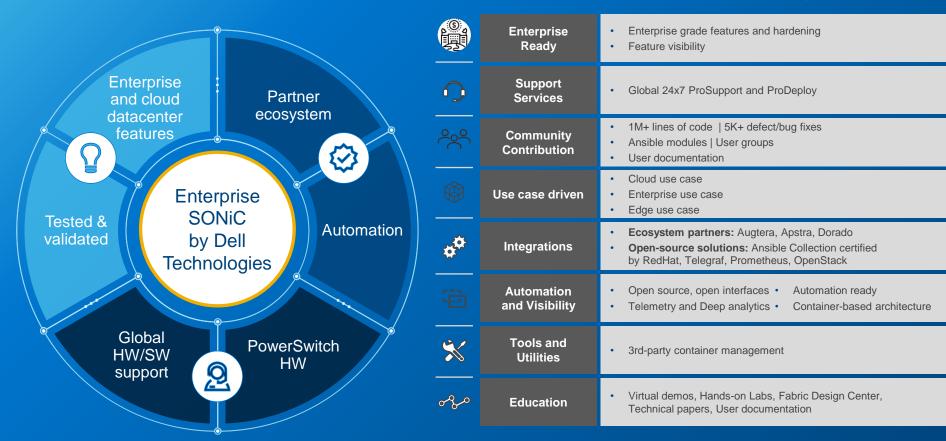
✓ MCLAG

Labs

SONiC Vendor Models

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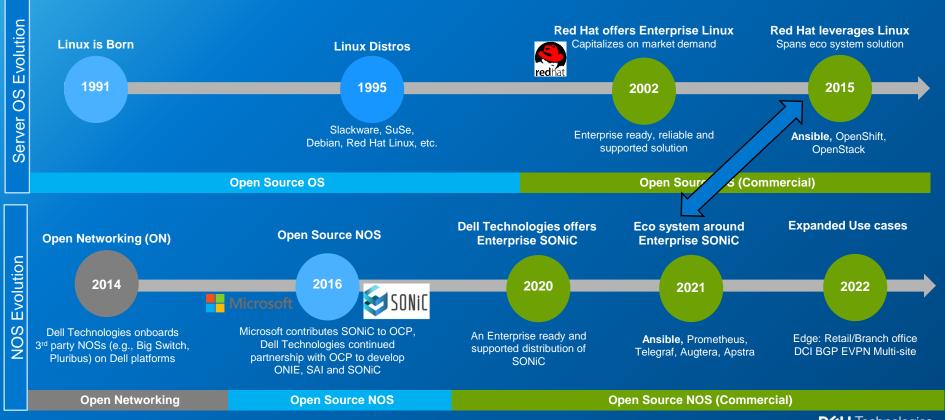
Enterprise SONiC Distribution by Dell Technologies



Key SONiC Community Contributions

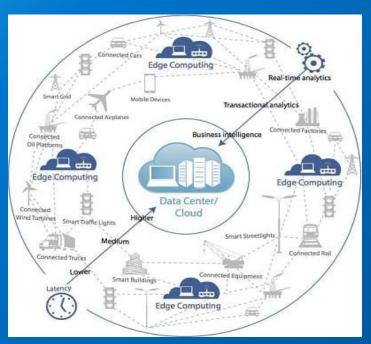
INFRASTRUCTURE	L3	L2	OTHERS
SONiC Unified Management Framework (incl. AAA/RBAC, FRR)	L3 Perf/Scale	L2 Perf/Scale	ACL enhancements (Policing, DHCP/PCP remark, L2)
Platform Development Kit (PDK) - PDE/PDDF V2.0	Bidirectional Forwarding (BFD)	PVST/STP features	Egress shaping (port, queue)
Build Improvements	VRF-Lite (co-dev)	IGMP Snooping	sFlow (co-dev)
Error Handling	EVPN/VXLAN	MCLAG (L2)	TAM - Threshold
Zero Touch Provisioning (ZTP)	Static Anycast Gateway	STP / PVST	SPytest Automation Framework (integrated with PTF)
Debug Framework	BGP Unnumbered	Port Mirror	RADIUS
Core File Management	OSPFv2	Storm Control	
Gearbox (Ext. PHY)	DHCP Relay Enhancements	UDLD	
KDUMP	IP Helper		
Dynamic Port Breakout	NAT		

Networking following the footsteps of Compute evolution We have a model so the time-line compresses



Living on the Edge







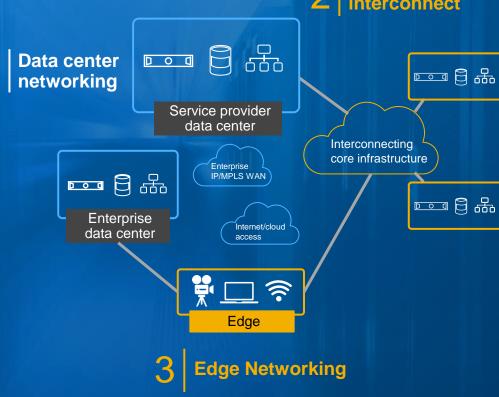




Introducing Dell Enterprise SONiC 4.0

2 Data center interconnect

- Extend SONiC Capabilities to the Network Edge
 - Streamline management of the Datacenter and the Edge, as a single fabric
 - Automate Edge deployment and configuration tasks with open design APIs
- Data Center Interconnect with BGP EVPN Multi-site
 - Manage multiple SONiC sites as a single network fabric
 - Expanded business continuity & disaster recovery capabilities



Enterprise SONiC Distribution by Dell Technologies bundles





augtera networks





Premium

Standard



Ecosystem

Center

Cloud bundle

remium

Standard

✓ Advanced Analytics

IFA, MoD, Tailstamp (Inband flow analysis, Congestion monitoring, Mirror on drop)

✓ Management Plane

TACACS, RADIUS, ZTP, gNMI, REST, OpenConfig, CLI, Telemetry, ERSPAN/Everflow, sFlow, User containers

Control Plane

BGP, OSPF, ECMP, WRED, COPP, BFD. VRF, LAG, LLDP, ACL, VRRP, PBR, NAT, PFC, ECN

Enterprise bundle

✓ Advanced Analytics

IFA, MoD, Tailstamp (Inband flow analysis, Congestion monitoring, Mirror on drop)

- ✓ Management Plane Same as Cloud
- Control Plane Same as Cloud plus:
- ✓ VXLAN, EVPN, MCLAG, RPVST+, IGMP, **EVPN DCI**
- ✓ * Multicast, STP, MSTP, PIM-SM, MLD. EVPN Multi-homing, OSPFv3, ROCEv2, QinQ

Edge bundle

✓ Management Plane Same as Cloud, except Telemetry

✓ Control Plane

- ✓ BGP, OSPF, ECMP, WRED, COPP, BFD, VRF. VRF. LAG. LLDP. ACL
- Guest/Private/Critical/Voice VLAN
- MSTP. LLDP-MED
- Port security 802.1X
- POE. POE+. UPOE
- ✓ VXLAN, EVPN, EVPN DCI

Dell EMC PowerSwitch

- > Three licensed bundles
 - Cloud
 - Enterprise
 - Edge

- Standard editions
 - Open-source
 - Dell specific services
- Premium editions
 - Closed-source
 - Advanced services

- Tiers of SKUs
 - Standard Premium
 - Port speed: 1G 10G 25/100G 400G
 - Subscription term: 3–5 years

ProSupport required

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Dell EMC ProSupport

Standard

Dell Edge Switching Platforms

- N3248PXE 48x 10G Base-T with POE
- N3248P 48x 1G Base-T
- N3248TE 48x 1G Base-T

Enterprise SONiC Edge bundle features

- L2 Capabilities
- Data center L3 (BGP, ECMP, etc)
- Private VLANs
- · Voice VLANs
- VXLAN EVPN
- MCLAG
- Multicast

- NAT
- ACLs
- POE/POE+
- Port Security (802.1X)
- AAA (Radius, TACACS)
- User containers

Enterprise SONIC Edge Bundle Use Cases

Internet

 Edge Bundle extends Data Center fabric to remote locations using the same NOS and tool used in the Data Center

11111

- Can use VXLAN to stretch fabrics
- BGP EVPN Control Plane for L3 Routing
- POE/POE+ for VoIP, IP Cameras, Medical and Security Devices
- Port Security (802.1x)

Cloud

- Automation and Management tools used in Data Center can be leveraged for Edge Switches
- User Container support for 3rd Party Applications



Data center

Aggregation

10G/25G/100G

Access 1G/10G/POE

Dell offers a portfolio of Emerging Networking Products aligned per market trends, technology evolution, and best practices from the hyperscalers

Market Trends





1010 1010





Zero Trust



Next gen

Target Industry

- Service Provides (T2 Cloud, Infra, Software)
- Higher Ed & Research
- Retail. eCommerce
- Semiconductors
- **Automotive**
- Manufacturing

Customer Needs

- Cloud economics
- High operational agility
- **Application Centricity**
- Scalability & Security
- Multi vendor
- Deep analytics and telemetry

- Green Initiatives/sustainability
- **Investment Protection**

Cloud & On-prem

- Open ecosystem Software & Tools
- World-class Support
- Standards for Interoperability
- Ease of network management

Technologies Portfolio Dell







SmartNICs/DPU for co-lo and faster data processing at Edge



Virtual Edge platform/uCPE for Edge computing



Integrations & Ecosystem Partner Solutions



Dell Enterprise SONiC – One unified NOS enabling the entire portfolio



Hardware and software support model

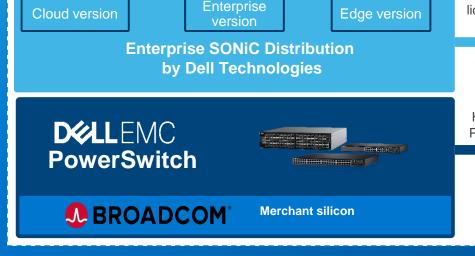
Proven and trusted leader

#1 in Open Networking for the last 5 years and moving to Open Source Networking

Configuration and management tools

Containerized applications

Open source applications



license and support

Hardware ProSupport

Software

3 year 5 year

Global Support &

Services 1 year

SONIC for Enterprises

Extensive testing and validation, enterprise hardened NOS brings Cloud network operating system to enterprises

Dell Technologies ProSupport

- Global coverage
- Mission critical and all the supported SKUs for hardware
- Dell EMC qualified optics
- POS the hardware and SONiC support are tied for the same term

Global support

24/7 fast response time in 165 countries with 60,000+ professionals

Training resources

- · Comprehensive documentation
- Virtual lab
- Reference architectures and white papers

Enterprise SONiC lifecycle management

Day 0 | Day 1 | Day 2 | Day 3 and beyond

Design

Design planning Fabric Design Center

- · Bill of Materials
 - Switches
 - Cables and optics
 - Servers & Storage
- · CLI Startup config
- Ansible Playbooks



Deploy

Hardware installation Cabling Software installation ONIE install

- HTTP, TFTP, FTP
- USB

Zero Touch Provision
Ansible automation



Configure

Ansible MF-CLI REST API gNMI



Operate

Linux shell
Syslog
RBAC
RADIUS/TACACS+
SNMP
OS upgrades



Monitor/Diagnose

sFlow Mirroring, Everflow Telemetry

- qNMI
- Dial-in / Dial-out

Advanced Telemetry

- Buffer Statistics
 Tracking
- Mirror on Drop (MoD)
- Inband Flow Analyzer

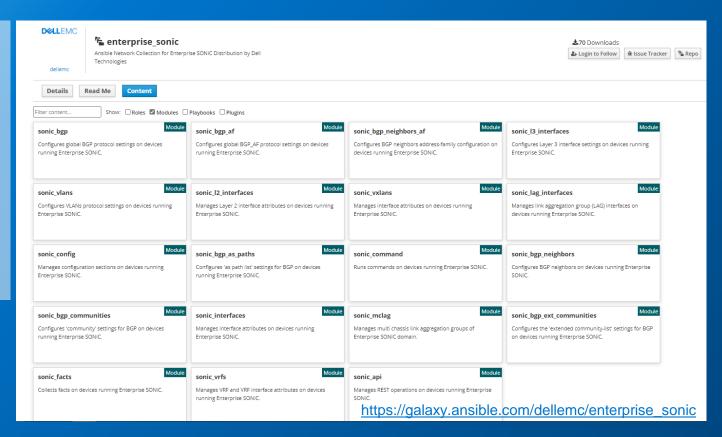




Enterprise SONiC with Ansible Collection

Open-source project to support Dell EMC NOS's with Ansible

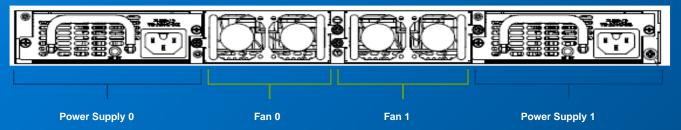
- Ansible playbooks for deployment
- Management Framework
 CLI and REST
- Ansible Network Resources
- Ansible Collection
- RedHat Certified





Datacenters optimized Switches

- Dedicated administration port called out of band (OOB)
- ☐ Hot swappable redundant power supply and fans



Selectable Air flow « IO to PSU » or « PSU to IO »





Z9432F-ON 400GbE super spine switch

Powering up the next-generation IP fabric with 400GbE open networking

 State-of-the-art, high density 100/400GbE switch for demanding environments with 4X the throughput, 2X the price/performance and double the power efficiency of 100GbE platforms

- 1RU Z9432F-ON:
 - 32 ports x 400GbE
 - 64 ports x 200GbE (via breakout)
 - 128 ports x 10/50/100GbE ports (via breakout)
- 25.6Tbps switching capacity in 1RU (full duplex)

Purpose-built for

 Web 2.0, enterprise, and Tier1/Tier2 cloud service provider data center networks with intensive compute and storage traffic, cloud IoT, AI and streaming video requirements

Dell Technologies innovation

- Supports Open Networking (ONIE) and select 3rd party OS
- Flexible & multi-rate (10/25/40/50/100/200/400GbE) for cost-effective 100GbE connectivity and to help simplify migration to 100/200/400GbE
- Running Dell EMC SmartFabric OS10
- QSFP56-DD 400G form factor with low power, cost & space

Enterprise SONiC
Distribution by Dell
Technologies

OS10



Dell EMC PowerSwitch Z9432F-ON

4X

Switching throughput in 1RU form factor*

2X

Density of 100GbE switching ports**



^{*} As compared to existing 100GbE switching platforms

^{**} As compared to existing 64 port 100GbE switch

S5448F-ON 100/400GbE ToR switch

Multi-rate 1RU ToR switch for 15G Servers

- Fixed switch with 48x25/50/100GbE + 8x400GbE in 1RU
- Max 50/100GbE density: 72x50/100GbE (with breakout)
- SFP56-DD is backwards compatible to SFP+/SFP28 and supports 10/25/50/100G without breakouts
- 16Tbps of switching capacity (full-duplex)
- Based on Broadcom Trident4 chipset
- Full multi-rate capabilities from 10-400GbE
- Optical breakouts with single-mode and multi-mode fiber
- TAA models support TPM based Secureboot
- Supports PTPv2 (1588) and SyncE
- ON platform with OS10 and optional 3rd party OS support

Purpose-built for 400G fabrics

- · Multiple ToR use cases:
 - 10/25G (NRZ) ToR to 100G/400G fabrics
 - 50/100G (PAM4) ToR to 400G fabrics
- 1.5:1 oversubscribed ToR with 8x400GbE uplinks

Dell Technologies innovation

- Supports Open Networking (ONIE) and select 3rd party OS
- Multi-Rate platform (10, 25, 40, 50, 100, 200, 400GbE)





Dell EMC PowerSwitch S5448F-ON

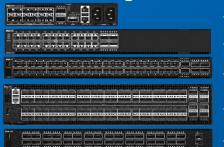
Multi-Rate Without Breakout 2X
Packet Buffers
& Routes

S5200-ON 25GbE &100GbE in-rack switches

Latest generation 25GbE & 100GbE open networking switches

- Low-cost fixed form factor top-of-rack switches offering multiple options of 25GbE SFP28 ports for in-rack server and storage connections and 100GbE QSFP28 & QFSPDD-28 ports for uplink and clustering
- Based on Broadcom Trident3 chipset
- Enhanced buffering, higher forwarding tables and data plane support for VXLAN Routing (RIOT: Routing In and Out of Tunnels)
 - S5212F-ON 1RU, half-width,12 x 25GbE ports and 3 x 100GbE ports.
 2.5X the throughput at ½ the size
 - S5224F-ON 1RU, 24 x 25GbE ports and 4 x 100GbE ports
 - S5248F-ON 1RU, 48 x 25GbE ports and 8 x 100GbE ports (4xQSFP28 100GbE and 2xQSFPDD-28 2x100GbE ports)
 - S5296F-ON 2RU, 96 x 25GbE ports and 8 x 100GbE ports
 - S5232F-ON 1RU, 32 x 100GbE ports

Enterprise SONiC Distribution by Dell Technologies



OS10

S5212F-ON

S5224F-ON

S5248F-ON

S5296F-ON

S5232F-ON

Dell EMC PowerSwitch S5200-ON

Purpose-built for

- Optimized for combinations of 25GbE connections in-rack with 100G to fabric and highly scalable and cost-effective 100GbE leaf/spine fabric between data center racks
- Ideal for Web 2.0, Enterprise, mid-market and Cloud Service Provider data center networks

Dell Technologies innovation

- High Density (96-port) for ToR/MoR/EoR
- QSFPDD-28 ports for higher density 100GbE uplink (S5248F)
- Open Networking running OS10 & ONIE or Enterprise SONiC Distribution (S5232F-ON, S5248F-ON, S5296F-ON)
- Fully tested and validated with 3rd party operating systems

2.5X

Throughput of traffic

32

100GbE ports in 1RU



^{*} Ports: Comparing S5296F (96) with S5048F (48) 25GbE;

S4100-ON 10/100GbE in-rack switches

Latest multi-functional, multi-protocol 10/100GbE in-rack switches

- **S4112F-ON** ½ RU,12 x 10GbE + 3 x 100GbE ports
- **S4112T-ON** 1/2RU, 12 x 10GBase-T + 3 x 100GbE ports
- **S4128F-ON -** 28 x 10G SFP+ and 2 x 100G QFSP28 ports
- **S4128T-ON** 28 x 10GBaseT ports and 2 x 100G QFSP28 ports
- \$4148F-ON 48 x 10G SFP+, 2 x 40G QSFP+ ports and 4 x 100G QSFP28 ports
- S4148T-ON 48 x 10GBaseT ports, 2 x 40G QSFP+ ports and 4 x 100G QSFP28 ports

Applications

10/100GbE in-rack connectivity for servers and SDS environments

Dell Technologies innovation

- Open Networking with support for OS10 & ONIE
- Fully tested and validated with 3rd party operating systems





Dell EMC PowerSwitch S4100-ON

10/100 GbE

in-rack connectivity

OS10 software environment

Programmable Linux OS

S3048-ON 1/10GbE in-rack switch

Latest 1/10GbE 1RU in-rack switch

- 48 x 1GBase-T & 4 x 10GbE SFP+ ports
- Built for superior efficiency & performance
- Next-generation 1G silicon for OS9.x & ON support

Purpose-built for server and storage connectivity

- Ideal for enterprise and mid-market environments with existing 1GbE installed base
- Complete OS9 feature set including SDN, Open Automation, and virtualization features

Dell Technologies innovation

- Open Networking (ONIE)
- · Fully tested and validated with 3rd party operating systems
- · User Port stacking support



OS9



Dell EMC PowerSwitch S3048-ON

1/2

Latency vs. current generation 1G ToR* 1/2

Power consumption vs. current generation*

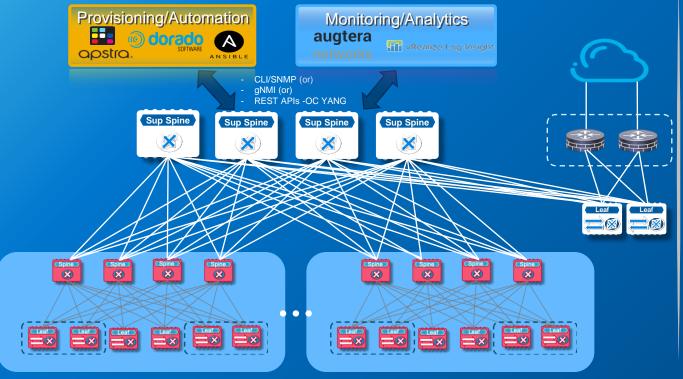
^{*} Source: Competitive Data Sheets



Scalable L3 Fabric Underlay for Data Center

Target Deployments: Webscale DC, SP/Ent DC for workloads like Hadoop

Service Provider, Retail, Educational Institutes



Simple

- BGP based scaleout architecture
- Simple repeatable configs with VLAN, BGP Unnumbered, ACL, QoS, VRRP

Agile

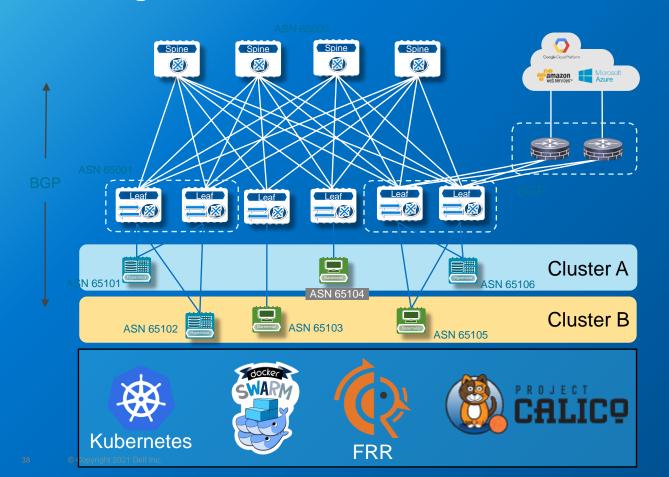
- DevOps, CI/CD
- Telemetry/Flow Analytics to gain deep visibility into network

Cost-Effective

- Merchant Silicon
- Dell Hardware

DC POD 1 DC POD N

Routing on the Host



Simplicity

- Each Host known by it's router ID address(/32)
- Eliminates VLANs, MLAG, STP, and Port Channels on leafs
- BGP unnumbered simplifies host-leaf pt-pt addressing
- Hosts advertise their own networks dynamically

Agile

- Micro-services / cloud native
- Decouples hosts from racks

Cost-Effective

Eliminates leaf ICL links

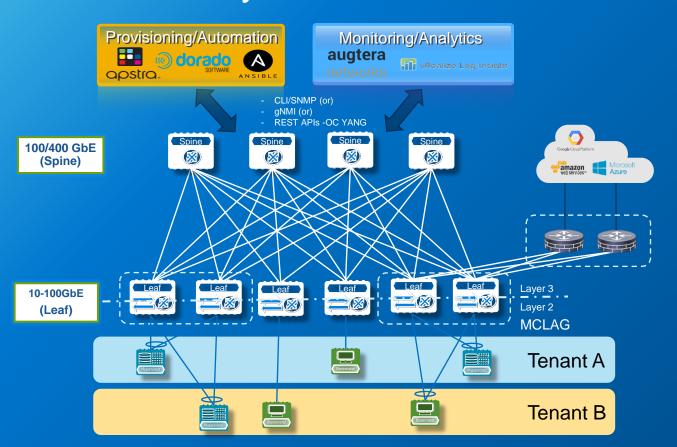
Resilent

- L3 time to live (TTL) prevents loops.
- Enhances troubleshooting with traceroute and as-paths

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Large Enterprises, Financial Services

Multi-Tenancy with VXLAN EVPN



Scalable

- Large namespace compared to VLANs
- Future proof Scale-out Architecture
- BGP EVPN control plane automates VM discovery and reachability

Flexible

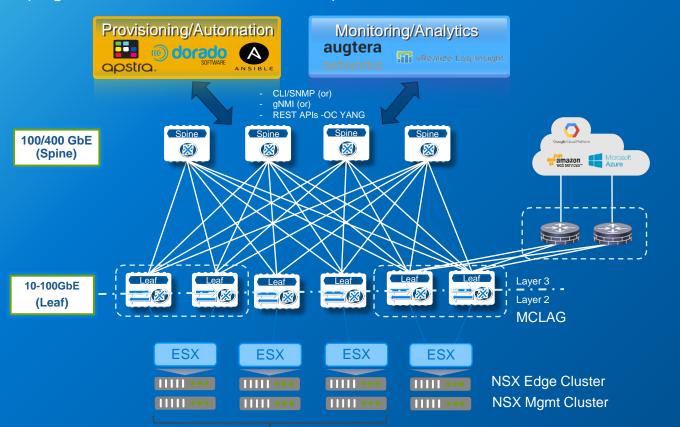
- L2 Extension over an L3 underlay allows host mobility
- Multi-tenancy enabled by VXLAN segmentation
- L3 ECMP provides load sharing and redundancy
- ARP suppression to limit broadcast flooding

Open

 Standards based solution allows interoperability between vendors

Network Fabric Underlay for SDN Deployments

(E.g., vCenter, ESX, vSAN, NSX)



Scalable

- BGP based scaleout architecture
- Simple repeatable configs with VLAN, BGP, ACL, QoS, VRRP
- VMware NSX based Multi-Tenant Cloud with VXLAN gateways on server

Flexible

- DevOps/CI/CD, Fast Reboot
- Programmatic Interfaces
- Telemetry/Flow Analytics to gain deep visibility into network

Open

 Standards based solution allows interoperability between vendors



Enterprise SONiC 4.0 Feature Overview

Protocols		Platforms	
 Traffic forwarding Scalability (S5200) BGPv4/v6, ECMP, BFD, VRRPv4/v6 Routed sub-interfaces (S5200) Static routing Policy Based Routing VRF-lite, Management VRF OSPFv2 LAG, LLDP, LLDP-MED NTP, DHCP Relay, DHCP Opt 82 802.1x (PAC) 	 QOS, WRED PFC, ECN L2 & L3 VXLAN, A & Symm IRB DCI Multi-Site BGP EVPN BGP Unnumbered Anycast Gateway MCLAG, LACP Fallback PVST, RPVST+, MSTP L2 & L3 Multicast, IGMP, PIM-SSM, IGMP Snooping COPP, Storm Control UDLD IP SLA 	 Z9432F-ON Trident4.x11, 32x400G + 2x10G Z9332F-ON Tomahawk3, 32x400G + 2x10G Z9264F-ON Tomahawk2, 64x100G + 2x10G S5232F-ON Trident3.x7, 32x100G + 2x10G S5448F-ON 	 \$5296F-ON
Community	Infrastructure	Management and Monitoring	Ecosystem
 Community version 202012 SAI version 3.8.2 Debian 10 (Buster) Linux kernel 4.19 FRR 7.2 	 L2 & L3 ACL TACACS, RADIUS, RBAC Dynamic port breakout Standard interface naming SNMPv2/v3 Syslog NAT NTP PoE, PoE+, UPoE 	 ZTP gNMI, REST, MF-CLI, OpenConfig models Silicon telemetry (IFA, MOD) Silicon Analytics: In-band Flow Analyzer 2.0, Drop Monitor, Tail- stamping sFlow RSPAN, ERSPAN/Everflow 	 Ansible collection Apstra Augtera Fabric Design Center Telegraf CLoudIQ DELLTechnologies

Bringing the Cloud Networking to Enterprise

▶Open Source Technology

- ✓ Active and Growing Community
- ✓ Access to source code and multiple vendors

≻Scale

- √1000's to 10000's switches
- ✓L3 Fabric
- ✓ VxLAN EVPN Fabric

≻Micro-services Architecture

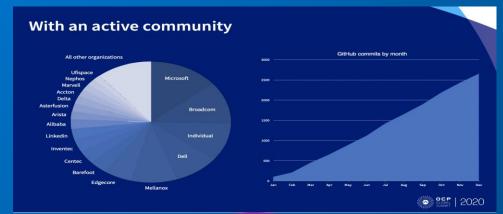
- ✓ Serviceability
- √ Fast and Warm Reboot

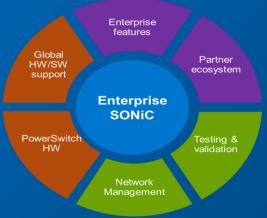
➤ New technologies – Evolution of the Networks

- ✓ Open Standard
- ✓ZTP (ONIE + SONIC)
- ✓ Streaming Telemetry REST, gNMI, gNOI
- ✓ Automation
- ✓ Everflow, sFlow, SPAN
- ✓ Silicon advanced analytics: IFA, MoD, BST
- √Containerized Apps

▶Telemetry, Monitoring, and Fault Prediction

- ✓ Augtera Al Network Pulse
- **►Intent-based Networking**
 - ✓ Apstra AOS





Our Vision & Strategy

VISION

- Cloud-inspired NOS to provide Enterprises with reliability, flexibility and disaggregation
- Be the Linux of Networking
- Flexible standards based **Open interfaces**

STRATEGY

- Offer commercial distribution of SONiC
- Enable one unified NOS across the product portfolio
- Enterprise enablement Extending SONiC from DC to Edge, Telco & VLE DC features
- Value proposition :
 - E2E Support -SW, HW, Ecosystem technologies
- Ecosystem partner technologies
- **Documentation and Training**

- Global supply chain
- Predictable Roadmap

Delivering customers full control and choice of the technology stack – HW. SW. and ecosystem tools, at optimal cost and no vendor lock-in

Technology Support Ecosystem & Apps Open Interfaces 0 NOS Standardization Choice of HW

When to recommend OS10 vs. Enterprise SONiC

	SmartFabric OS10	Enterprise SONiC Distribution by Dell Technologies
Description	Linux-based, multi-purpose OS featuring an industry-hardened networking stack with standard L2 and L3 protocols over a standard CLI interface	Highly scalable and flexible open source-based OS featuring a scalable and flexible architecture based on containers and including L2 and L3 protocol support with an enterprise-class centralized management infrastructure
Targeted use cases	 SMB and Commercial 10s of nodes in fabric Server attachment Integrated solutions Traditional SNMP monitoring 	 Large enterprise, cloud-level hyper-scale environments 100s of nodes in fabric DevOps mentality Advanced telemetry and analytics

Resource links

Dell Technologies resources

Enterprise SONiC Distribution by Dell Technologies Sales Portal. Reach out to the team for questions.

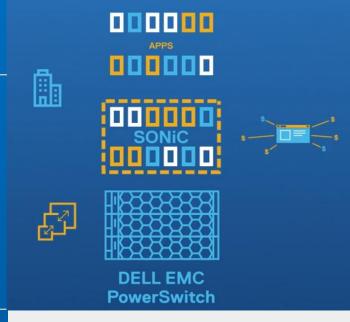
SONIC Community resources

Community SONiC portal: <u>Azure.github.io/SONiC</u>

Community SONiC wiki: Github.com/Azure/SONiC/wiki

Community binaries – find the platform and appropriate binary:

<u>Github.com/Azure/SONiC/wiki/Supported-Devices-and-Platforms</u>



Hands-on resources

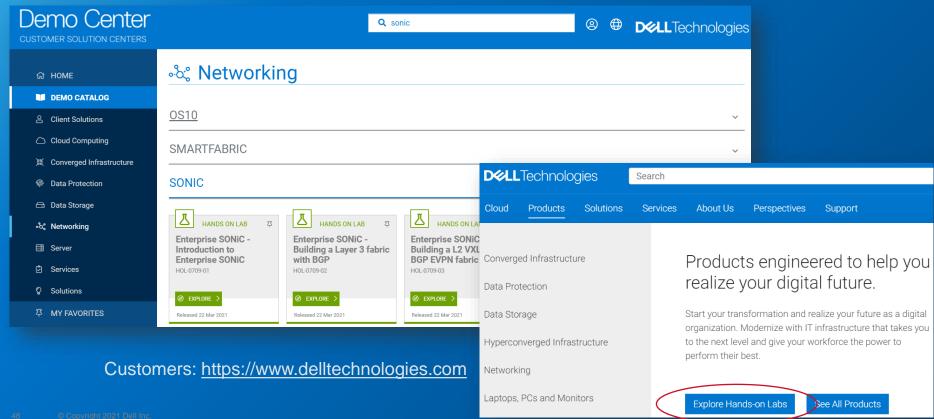
SONiC lab on DemoCenter.dell.com

- Introduction to SONiC OS
- FRRouting with SONiC
- BGP Communities



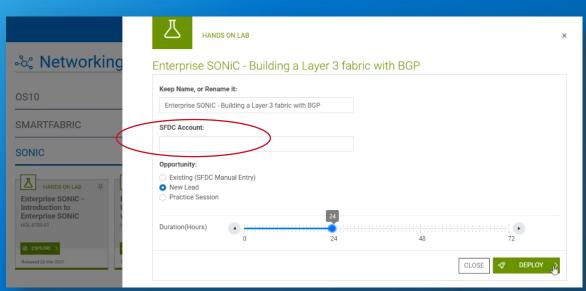
Networking labs @ New Dell Demo Center

Employee and Partners: https://democenter.delltechnologies.com



Invite customers to Networking labs @ Demo Center

Sales can create a Lab and invite customers on demand





Option to extend the Lab up to 7 days



Dell Networking – Key Use Cases & Value Propositions Key deliverables are Simplicity, Flexibility and Interoperability

OS10 / SONIC

SFS

CloudIQ

SFSS

Edge – Connect & Secure

KEY USE CASES - INTEGRATED

KEY USE CASES - EMERGING



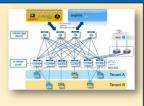
Storage / Compute Attach



NVMe / TCP with Automation



Ready Insights



Scalable DC Networking



Edge Networking



SmartFabric Services

- Plug-and-play fabric deployment
- Simplified management and orchestration
- Automatic onboarding of workload devices
- Integrated lifecycle Integration with VMware vCenter and NSX-T
- Built-in monitoring
- Available at "No Extra Cost"

SmartFabric Storage Software

- "FC like" services for NVMe over TCP storage hosts
- Automation of complex storage and networking tasks
- Single Pane of Management with vCenter
- Single Pane of Management for SFS & SESS with Dell Switches

CloudIQ

- Cloud based Monitoring
- Single pane of glass for compute, storage and switch telemetry
- Reduces Risk, Helps Plan Ahead, Improves **Productivity**
- "Out of the box" Analytics
- Available at "No Extra Cost"

Dell Enterprise SONIC

- Built for "Cloud Era" Networking
- Built for simplicity and scale
- Open Source deployed by Top Hyperscalers and Telcos
- Dell brings the experience to Enterprise customers -"Redhat Style "
- Standards based automation
- Multi-Vendor Support

SONIC EDGE BUNDLE

- Edge use case extends data center fabric to remote locations using the same NOS and tools
- Power IP Cameras. Medical and Security **Devices**
- Network OS for SmartNIC/DPU for colo and faster data processing at Edge (Upcoming)
- Retail Use case released

SDWAN with Security

- Dell Virtual Edge Platform - Universal CPE with flexible capabilities
- Cloud and On-premise management options
- Easy connectivity to Cloud apps from anywhere
 - Securing the end clients, backbone connectivity and web connections

RELIABLE 24/7 GLOBAL SUPPORT & SERVICES

FAR BETTER LEAD TIMES THAN COMPETITION

