Future-forward advantage

Top reasons to sell Intel® Server Systems for the Intel® Xeon® Scalable processor

Guide your customers through the changing IT landscape with these top strategies for selling Intel® Server Products. Close more sales and strengthen your trusted advisor relationships while providing customers with an evolutionary leap forward in agility and scalability: Intel® Xeon® Scalable processors are setting a new benchmark in platform convergence and capabilities across compute, storage, memory, network, and security. Also, the latest Intel® Server Boards and Systems have been specifically designed to help customers take advantage of these enhancements.

1. **28 cores add up to greater performance**
   Ideal for today’s data centers and communications networks—from the smallest workloads to your most mission-critical applications—Intel Xeon Scalable processors deliver highly enhanced per-core performance. And, significant increases in memory bandwidth (six memory channels) and I/O bandwidth (48 PCIe lanes) will provide notable improvements in data delivery enabled by denser compute and faster access to large data volumes.

2. **Lower TCO, greater scalability**
   This new platform can help you grow faster with high scalability to support a wide range of current and future workloads such as advanced analytics for real-time insights. In fact, Intel® Xeon® Platinum 8100 processors deliver up to 4.2x greater virtual machine performance compared to 4-year-old servers, and they deliver up to 65 percent lower total cost of ownership compared to 4-year-old servers.

3. **Ready for a new class of SSDs**
   Intel Xeon Scalable processor platforms support Intel® Optane™ SSDs and Intel® 3D NAND SSDs for an industry-leading combination of higher throughput, lower latency, higher QoS, and ultra-high endurance to shatter data access bottlenecks. The platform delivers unparalleled scale with highly optimized and efficient performance across a broad range of workloads—from HPC and network functions virtualization, to advanced analytics and AI. Customers can move larger data volumes closer to the CPU for faster backup and storage performance, and increase server efficiency and agility while minimizing service disruptions with advanced manageability and serviceability features.

4. **Purpose-built for the most demanding workloads**
   The latest Intel Server Boards and Systems have been optimized for the performance, scalability, and hardware-enhanced resiliency enhancements in the Intel Xeon Scalable processors. From density-optimized boards enabling high memory and processing performance, to versatile boards that support maximum capacity and I/O flexibility, Intel Server Boards are capable of handling the high demands of today’s data center workloads.
Offer new features and integrations on optimized platforms

To help customers realize the full potential of the Intel Xeon Scalable processor, Intel Server Boards and Systems have been optimized for new processor features. These include integrated Intel® QuickAssist technology for enhanced authentication, compression, and decompression performance; integrated Intel® Omni-Path fabric for up to 100 Gb/s per second port bandwidth; NVMe enablement to alleviate I/O bottlenecks; and Ethernet with RDMA on the chipset for faster switching and packet filtering.

Deploy data center solutions faster with Intel® Data Center Blocks

Each customer’s data center requires a unique server solution to run complex, business-critical workloads. Fully validated, configure-to-order Intel® Data Center Blocks engineered by Intel featuring the Intel Xeon Scalable processor help reduce development complexity and cost while accelerating solution delivery to your customer.

Enable customized branding opportunities

Intel Data Center Blocks are customizable, un-branded systems, offering Intel partners the opportunity to brand and differentiate in the market with their own unique software, services, and applications.

Instill customer trust

Intel Server Boards, Systems, and Data Center Blocks are backed by Intel’s design excellence and manufacturing expertise to deliver processing power with high levels of flexibility, manageability, and reliability. Product and design quality is paired with rigorous validation practices to deliver products that can be deployed with confidence.

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1Up to 4.2x more VMs based on server virtualization consolidation workload. Based on Intel® Internal estimates 1-Node, 2 x Intel® Xeon® Processor ES-2690 on Romley-EP with 256 GB Total Memory on VMware ESXi® 6.0 GA using Guest OS RHEL® 6.2. Data Source: Request Number 1718, Benchmark: server virtualization consolidation, Score: 377.6 @ 21 VMs vs. 1-Node, 2 x Intel® Xeon® Platinum 8180 Processor on 2xPass x53r with 768 GB Total Memory on VMware ESXi® 6.0.11 GA using Guest OS RHEL® 6.6. Data Source: Request Number 2593, Benchmark: server virtualization consolidation, Score: 1580.3 @ 90 VMs, Higher is better.

2Up to 65% lower 4-year TCO estimate example based on equivalent rack performance using VMware ESXi® virtualized consolidation workload comparing 20 installed 2-socket servers with Intel Xeon processor ES-2690 (formerly “Sandy Bridge” EP) running VMware ESXi® 6.0 GA using Guest OS RHEL® 6.4 compared to a total cost of $919,962 to 5 new Intel® Xeon® Platinum 8180 (Skylake) running VMware ESXi® 6.0.03 GA using Guest OS RHEL® 6.64bit at a total cost of $320,879 including basic acquisition. Server pricing assumptions based on current OEM retail published pricing for 2-socket server with Intel Xeon processor ES-2690 v4 and 2 CPUs in 4-socket server using 178890 v4 - subject to change based on actual pricing of systems offered.

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