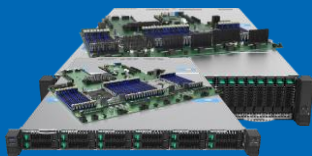




Intel® Server System M50CYP Family

The Intel® Server System M50CYP Family (codename Coyote Pass) forms the flexible foundation for next-generation cloud services, enterprise workloads, AI solutions, and more. Designed to succeed the Intel® Server System S2600WFR Family (codename Wolf Pass), Intel® Server System M50CYP uses the 3rd Generation Intel® Xeon Scalable Processors to deliver superior functionality across a wider variety of use cases.

- Improved stability for fast data recovery, network security solutions, and compute requirements for modern regulatory requirements
- Built for hybrid cloud and cloud deployments with flexible connectivity and centralized management and orchestration
- Greater compute, I/O, memory, and storage expandability to enable a wider variety of use cases



DSG Value

Intel DSG delivers custom and commercial systems that fully integrate Intel® technologies with solutions, support, and services.

We empower the partner ecosystem along with end customers to innovate and compete through sustainable differentiation.

TECHNOLOGY LEADERSHIP



- ✓ Innovative system design and tooling
- ✓ Direct access to Intel experts
- ✓ Expanded portfolio
- ✓ Build and leverage custom solutions

PARTNER AGILITY



- ✓ Faster time to market
- ✓ Flexible business models
- ✓ Built for modularity (gen/gen)
- ✓ Professional services/access to experts

SUPPLY CHAIN EXCELLENCE



- ✓ Global hubs ensure efficient fulfillment
- ✓ Best industry supply chain practices
- ✓ Trusted and vetted global suppliers
- ✓ Flexibility: Ordering, replacements, returns

WORLD CLASS 24/7 SUPPORT



- ✓ DSG support recognized for responsiveness
- ✓ Direct access to Intel experts
- ✓ Comprehensive, highly-rated documentation
- ✓ Deep technical support

TRUST AT THE CORE



- ✓ Long-term partnerships = Better Together
- ✓ Trusted product reliability and durability
- ✓ Our people make the difference
- ✓ Verified and validated supply chain

Sales Cycle



Shorter sales cycle

Resellers tend to sell smaller amounts of general-purpose servers, like Intel® Server System M50CYP, to a wider variety of customers vs. higher tier compute, like Intel® Server System S9200WK. This results in a shorter and more stable sales cycle.

Positioning vs. the previous generation

Intel® Server System M50CYP launched in 2021 and will succeed the Intel® Server System S2600WFR at its end-of-life point in 2023. In the interim, prepare customers for the transition to Intel® Server System M50CYP by highlighting the advanced performance, security, product longevity, and market potential vs. the Intel® Server System S2600WFR.

Highlights the value of Intel support

The greatest differentiator of the Intel® Server System M50CYP is the Intel name behind the server family. Show how Intel's processors, long product lifecycles, world-class support, and the end-to-end DSG story set Intel apart from other general-purpose compute offerings.

Perceived partner competitiveness

Intel® Server System M50CYP will be the building block of Intel® Data Center Systems and Intel® Select Solutions, which many of our OEM partners may see as competition. Be aware of how you position Intel® Server System M50CYP in partner contexts.

Resellers & Distributors

Company characteristics:

- **"DSG tenants" (value-added resellers who sell run-rate to small enterprises)** with regional and global distribution networks; they buy from Intel based on quality, support, and long lifecycle
- **Global System Integrators** who develop boards and chassis for appliances (for example, backup storage appliances)
- **"First movers" in the market** who want the latest and greatest performance

▪ **Product EOL (replacement opportunity):** Target resellers who supported the Intel® Server System S2600WFR offerings and are looking for increased compute power, storage, and expanded use cases

▪ **Business challenges:** Wary of components and solutions that do not have proven track records and could disrupt customer systems/impact customer confidence

Care-about:

- **Maintaining and growing their small enterprise end customer businesses** (architected on previous versions of the Intel® Server System S2600WFR or competitors)
- **Leveraging products with stable, secure, and scalable service histories** that have been proven through validation cycles

Qualification



Qualitative Differentiators (Resellers and Distributors)

- **Optimized airflow:** 3rd Gen Intel® Xeon® Scalable processors (codename Ice Lake) with max TDP via air cooling are optimized for high performance computing requirements
- **Improved memory for scale:** Will be validated for Intel® Optane™ persistent memory 200 Series support with more memory bandwidth and cost-optimized SSD storage
- **Customizable NIC options:** An optional OCPv3 NIC mezzanine module enables customer selection of NIC, including Intel's upcoming Ethernet 800 series NIC (codename: Columbiaville) offering, with dual 100Gb RDMA over Converged Ethernet (ROCE v2)
- **Multiple improved I/O features** including 80 PCIe lanes routed to AIC slots, flexible Ethernet with OCPv3 modules, and full PCIe Gen 4 bandwidth



The Intel® Server System M50CYP will form the foundation for pre-built, pre-validated Intel-partner offerings, including Intel® Data Center Systems and Intel® Select Solutions.

Intel® Data Center Systems based on Intel® Server System M50CYP

- Supported by world-class partners like VMware vSAN, Nutanix Enterprise Cloud, and Microsoft Azure Stack HCI
- Engineered, validated, tested, warranted, and supported by Intel
- Streamlined procurement and inventory management, reduce resources spent on system testing, validation, and integration

Intel® Select Solutions based on Intel® Server System M50CYP

- Optimized to be integrated into architectures built on hardware and software running the latest workloads
- Verified by Intel® through our validated solution provider and technology provider partner programs to meet or exceed performance standards

Workload	Hypothetical Situation	How Intel® Server System M50CYP Family Could Deliver	Outcome
<p>End customer: A scalable offering for hybrid cloud</p> 	<p>A seismic modeling lab requires the right distribution of local/on-prem and remote data storage and processing in order to gather data from local sites efficiently; however, their existing architecture can't provide the edge storage or memory needed for local processing as edge data richness increases. They need a solution that can increase storage, memory, and compute, without drastically increasing cost or server footprint.</p>	<p>Intel® Server System M50CYP provides the right balance of storage, memory, I/O and compute with a general-purpose price point</p> <ul style="list-style-type: none"> ▪ Improved storage and memory: On-premise and remote servers based on Intel® Server System M50CYP have the memory bandwidth required for greater local pre-processing and data tagging, as well as storage options that can address either edge or backend requirements. ▪ Performance at a general-purpose price point: While Intel® Server System M50CYP is more costly than the Intel® Server Systems based on the Intel® Server Board S2600WFR Family, it is still far below the next tier of offerings, while meeting customer performance and storage needs. ▪ Flexibility for distributed environments: Intel® Server System M50CYP offers flexible I/O, and the 1U or 2U form factors accommodate a wide variety of customer front-end and back-end server architectures. 	<p>The customer enacted a more powerful hybrid cloud architecture that allowed them to handle the massive amounts of data needed to make actionable predictions, at a price point that met their budget needs.</p>
<p>Partner: Expand application of general compute servers</p> 	<p>A global system integrator is considering whether to continue building their cloud/storage architecture solutions on the Intel® Server System S2600WFR Family; their customers are demanding more compute at a general-purpose price-point as they tackle HPC-adjacent workloads, hybrid compute, and big data storage.</p>	<p>Intel® Server System M50CYP brings a greater storage and compute ceiling to general purpose compute</p> <ul style="list-style-type: none"> ▪ Power and optimization: Intel® Server System M50CYP, based on 3rd Gen Intel® Xeon® Scalable processors (codename Ice Lake), can handle a wider range of traditional and innovative workloads. ▪ Higher "storage ceiling": More memory and storage allowance means Intel® Server System M50CYP packs more data capacity per square inch than Intel® Server System S2600WFR, making it more suited for a wider variety of customer applications in different environments. ▪ L9-ready: Intel® Server System M50CYP is pre-optimized for multiple use cases as built-out L9 systems in both 1U and 2U configuration, speeding up the validation lifecycle for partners, transitioning off of the Intel® Server System S2600WFR Family. 	<p>The system integrator was able to rapidly re-engineer their storage and cloud offerings on Intel® Server System M50CYP, allowing them to sell flexibly into a wider variety of in-demand use cases.</p>

Objection	Response
Lack of awareness around Intel compute and the value of Intel	<ul style="list-style-type: none"> ▪ Intel® Server Systems deliver on data-centric demands as part of Intel's end-to-end, edge to cloud compute story. Intel® Server Systems are the latest edition of Intel's proven, supported, and standardized server architecture ▪ White box Intel® Server Systems to bring this world-class stability and flexibility to your branded offerings
20-30% cost increase over Intel® Server System S2600WFR Family	<ul style="list-style-type: none"> ▪ The price difference for L6 class servers is minimal compared to the full stack of processors, memory, and drives. Intel® Server System M50CYP Family's increased storage flexibility "pays for itself" by reducing the total number of servers.



Which Mainstream Intel® Server System Is Right for You?

Intel® Server System M50CYP Family advantages versus the Intel® Server System S2600WFR Family:

- Performance and capacity improvements enabling up to a 1.46x average performance gain versus prior generation¹
- The Intel® Server System M50CYP Family will be available through mid 2026, whereas the Intel® Server System S2600WFR Family will reach end of life in 2023
- New security enhancements

The performance, capacity and advanced security provided by the Intel® Server System M50CYP Family makes it a great choice for your mainstream needs today—especially if you're processing highly-sensitive data, or running more data-intensive workloads.

Comparative Highlights

	Intel® Server System S2600WFR	Intel® Server System M50CYP
Processor	2nd Gen Intel® Xeon® Scalable processor (codename Cascade Lake)	3rd Gen Intel® Xeon® Scalable processor (codename Ice Lake) with up to 3x UPI connections between CPUs
DIMM	Up to 24	Up to 32
NVMDIMM	Up to 12	Up to 16
Server Mfg Level	L6, L9	L6, L9 optimized
SAS/SATA/NVMe (2U)	Up to 24x 2.5" SAS/SATA/NVMe; up to 12x 3.5" SAS/SATA	
Rack Unit	1U/2U	
PCIe slots	Up to 8 PCIe Gen3	Up to 8 PCIe Gen 4

Unleash the Power of Confidential Computing with Intel® Software Guard Extensions (Intel® SGX)

Organizations already encrypt data in transit and at rest, but data can remain vulnerable during processing. Intel® SGX is a Trusted Execution Environment (TEE) that protects sensitive data and code during processing, using isolated, secure, processor-enforced enclaves that protect data even if a system's software layers are compromised.

Intel SGX delivers the power of confidential computing, enabling organizations to discover insights not previously possible when sensitive data was siloed, and to move sensitive workloads to the cloud with confidence.

[Learn more about Intel SGX](#)

Fortanix solves cloud security and privacy using Runtime Encryption technology built on Intel SGX

Fortanix developed the SDKMS (Self-Defending Key Management Service)—a secure key management platform—using Intel SGX protection. The platform significantly improves data protection for both new and existing applications across any type of cloud or on-prem infrastructure.

[Learn more about Fortanix and Intel SGX](#)



Choosing the right confidential computing infrastructure is a critical decision to maximize protection and safeguard your business advantage. Intel SGX is the only TEE that checks all these requirements:

Experience the Intel SGX Difference

✓ Bare metal (non-virtualized) workloads

✓ Protections for virtualized environments

✓ "Lift and shift" (no code modifications)

✓ Granular developer controls

✓ Proven with the most real-world deployments

✓ Most battle-hardened (researched, tested, updated)

✓ Cloud-scale attestation (integrity verification)

✓ Full cloud stack outside of the trust boundary

✓ Unlimited per-enclave data encryption keys

Sales Resources

Partner programs:

[Intel® Authorized Distributor](#)

[Intel® Technology Provider for HPC](#)

[Intel® Solutions Marketplace](#)

To coordinate sales opportunities:

[Steve Gillaspay](#)

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¹) See [125] at www.intel.com/3gen-xeon-config. Performance varies by use, configuration and other factors. Learn more at www.intel.com/PerformanceIndex. Performance results are based on testing as of dates shown in configurations and may not reflect all publicly available updates. See backup for configuration details.

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