



The IBM @server BladeCenter™ Alliance Program

Overview

IBM eServer BladeCenter is based on industry standards to better support the deployment of third-party software and hardware technologies. With the BladeCenter Alliance program, IBM is partnering with industry-leading technology companies to deliver and support innovative business solutions running on Windows, Linux and Novell operating systems. Companies registered in our program deliver solutions in areas of networking, storage, collaboration, web serving, hosting, infrastructure, enterprise applications, and more. Read what they are saying about IBM eServer BladeCenter.

Quotes

Adaptec

“Adaptec is excited about working with IBM on the IBM eServer BladeCenter platform. We believe that blade server configurations hold a tremendous amount of potential for cost-effective computing and I/O scalability, which is consistent with our iSCSI and Serial Attached SCSI initiatives.”

Mark Delsman, Chief Technology Officer

Broadcom

“Broadcom is working closely with IBM to define and enable the BladeCenter initiative and providing industry-leading communication technologies to reduce power, increase density and help take performance of the BladeCenter platform to the next level.”

Marty Colombatto, Vice President and General Manager Networking Business Unit

Citrix Systems

“Our customers are looking for scalability, flexibility, and performance in their IT infrastructure. Citrix solutions allow customers to deploy and manage business applications from centralized servers. We believe IBM's eServer BladeCenter focus on enterprise-class reliability, performance and manageability will help make the promise of an integrated, horizontally scalable computing infrastructure a reality for our customers.”

Roger Rose, Vice President of Field Operations, Worldwide Sales & Services

Coalsere

“Coalsere sees blades as a key building block in the new, faster, more flexible and smarter data center, with our software being the mortar that integrates the servers with network storage to ensure incredible application performance and scalability. We're excited about IBM's BladeCenter announcement and pleased to be participating in the alliance program.”

Scott Ruple, CEO and Co-founder

D-Link

“D-Link is excited to be participating in the IBM BladeCenter Alliance Program. We believe that the IBM BladeCenter solutions, combined with leadership technologies such as those provided by D-Link, will help customers better consolidate and manage their server investments.”

Peter Liao, Vice President OEM Business Development

DataSynapse

“DataSynapse is pleased to be part of the IBM BladeCenter Alliance Program. Together, DataSynapse's guaranteed distributed computing software platform, LiveCluster, and IBM eServer BladeCenter will accelerate the porting of compute- and data-intensive applications in the finance and energy sectors from heterogeneous, legacy server platforms to an easily managed, virtual pool of computing resources.”

David C. Markowitz, Vice-President Product Marketing

F5 Networks Software Business

“IBM's BladeCenter provides new economies of scale in computing by addressing data center problems of limited space, high energy costs, and improving hardware management. F5 is excited to be a member of IBM's alliance program where we can deliver immediate and measurable value to a customer's blade server deployment. Through its intelligent traffic management software, the BIG-IP Blade Controller, F5 extends the benefits of BladeCenter by ensuring a highly scaleable and available computing platform that customers require for their business applications.”

John Bigelow, Vice President and General Manager

IBM Tivoli

“IBM's eServer BladeCenter offers optimal server capabilities in a rack. With the blade architecture, systems management support is essential to our customers' success. The IBM Tivoli software portfolio offers flexible functionality that can be integrated into blade server based business solutions. This makes for customized server management and a more intelligent infrastructure using IBM Tivoli's and eServer's autonomic capabilities.”

Carl Kessler, Vice President, Technology

Intel

“The IBM BladeCenter offering with Intel Xeon processors is an enticing deployment platform for customer's enterprise applications. We are working closely with IBM in a number of areas in this emerging enterprise computing market segment.”

Abhi Talwalkar, Vice President Enterprise Platforms Group

Lotus Software

“Our customers emphasize that they are seeking lower total cost of ownership combined with high availability to support their mission-critical collaborative applications. The new IBM eServer BladeCenter is a perfect complement to the Lotus solution portfolio that we're launching this fall—Notes and Domino 6, Sametime 3.0, QuickPlace 3.0, and LearningSpace - Virtual Classroom. These applications offer greatly enhanced function combined with lower TCO. Our customers can take advantage of BladeCenter's highly redundant, shared infrastructure to provide a cost effective and efficient way to grow or consolidate these workloads.”

Ken Bisconti, Vice President - Messaging Solutions

Microsoft

“Blades are a vital element of a datacenter environment. We're working with IBM to ensure that IBM eServer BladeCenter servers and Microsoft Windows Server operating systems provide powerful, reliable, easily managed and high-value application platforms.”

Dave Thompson, Vice President Windows Server Product Group

Netilla Networks

“Platforms that provide high performance with improved manageability and reliability are a perfect fit for Netilla Networks SSL WEB VPN solution to secure remote access needs. With IBM's eServer BladeCenter platforms, the ability to perform system management functions remotely and utilize self-healing technologies for hardware and software failures bring a greater degree of manageability to Netilla's secure remote access products—benefiting both end-users and the enterprise.”

Mark Brugger, Director of Product Management & Marketing

Nortel Networks

“Nortel Networks is excited about the potential of partnering with IBM to deliver an advanced Embedded LAN Switch alternative for the IBM eServer BladeCenter platform. The combination of BladeCenter solutions and the Embedded LAN Switch Module technology will radically alter the economics of datacenter computing and provide customers with an essential building block for their mission-critical computing infrastructure. Our mutual customers will enjoy the benefits of significantly lower cost of ownership, higher performance, improved scalability and availability and simplification of their computing and communications infrastructure.”

Atul Bhatnager, Vice President and General Manager Intelligent Edge Infrastructure

PolyServe

“We're excited about IBM's new BladeCenter offerings because blade architectures represent a fundamental advance in IT infrastructure that enables substantial improvements in performance, scalability, manageability and TCO economics. Our software is specifically designed to help customers deploy and manage enterprise applications on blade-based server farms. We look forward to delivering joint IBM-PolyServe BladeCenter solutions to our mutual data center customers.”

Mike Stankey, CEO

QLogic Corporation

“Until now, state-of-the-art storage area networking required the complex installation of costly Fibre Channel host bus adapters and switch boxes. IBM has set new standards for SAN cost and simplicity by integrating QLogic single-chip HBAs and switches into a blade server.”

Frank Berry, Vice President of Corporate Marketing

RealNetworks

“We are excited that users of IBM's BladeCenter will be able to seamlessly use Helix™ Universal Server for streaming and download of audio, video and multimedia content. Our enterprise and media customers demand high performance and flexibility as well as cost efficiency from both their hardware and software—together IBM and RealNetworks provide that solution.”

Art Hawkins, General Manager Strategic Relations

Red Hat

“Red Hat strongly believes in the benefits of blade technology and the promise it has to simplify asset management and reduce system footprint. The IBM entry into the blade market will significantly accelerate adoption. Combined with Red Hat Linux Advanced Server, Red Hat's highly reliable, highly available open source operating system platform for the enterprise—IBM will deliver a blade solution with exceptional TCO guarantees.”

Mark de Visser, Vice President of Marketing

Resonate

“Many of our enterprise customers are working hard to reduce their infrastructure costs and optimize use of datacenter resources, the IBM BladeCenter will deliver tremendous value to these customers. Resonate's software provides increased availability for blade servers and enables customers to proactively locate, diagnose and resolve outages and performance bottlenecks before they impact end-users. Resonate is pleased to support this important development in high performance computing through our participation in the IBM BladeCenter Alliance Program.”

Jennifer Carr, Sr. Director of Business Development

ServerWorks

“The value proposition of the IBM eServer BladeCenter solution is so clear and compelling to customers that ServerWorks now invests in the SystemI/O core logic, switching, transceivers, controllers and software solutions specifically targeted for this exciting new segment. By working with IBM on blade servers we are able to achieve new levels of performance, density, reliability and serviceability.”

Raju Vegesna, President and CEO

Sphera

“We are excited by the robustness and scalability that IBM's Blade Center offers the Web hosting and enterprise markets and by the prospect of teaming with IBM again following the success of the eServer xSeries Web hosting appliance. The combination of IBM's blade hardware and Sphera's hosting automation and management software will enable the enterprise data center to offer higher-end functionality and improved management that can help them differentiate their service offering in today's competitive marketplace.”

Tamar Naor, CEO

Tesseract Games, Inc

“Possibly the most important piece of a persistent online world game, after the game itself, is the servers. They run 24/7, they have to be highly stable, highly configurable and very fast. We are very excited about IBM's BladeCenter Alliance program. IBM's new generation of blade style servers has the potential to give us a serious competitive edge in our market, increase our level of service to our customers and allow us to dramatically decrease our server management costs. I believe the IBM eServer BladeCenter is a near ideal product for the online gaming space.”

Kelly Asay, CEO

Think Dynamics

“Think Dynamics is tremendously excited about the new IBM eServer BladeCenter. By automating the provisioning and management of blade servers, Think Dynamics' ThinkControl product suite offers IBM eServer BladeCenter customers a significant reduction in their total cost of ownership.”

Alan McMillan, CEO

VMWare

“Blade computing addresses a large set of datacenter needs, and the IBM BladeCenter products will exploit IBM expertise in solving those needs. VMWare software is complementary to blades. VMWare's virtual machines can further partition the two CPU Intel Xeon processors and are also an ideal tool for the provisioning and overall management of the software that is running on the blades.”

Diane Greene, CEO

WebSphere Software

“The IBM blade computers will provide the high performance and manageability that WebSphere customers need to grow their e-businesses. Like WebSphere, the IBM BladeCenter products support a heterogeneous integration of data and systems across the network, providing a flexible foundation for new technologies such as Web services and Grid computing.”

Scott Hebner, Director of Marketing

Registered BladeCenter Alliance Program Members

Accton Technology	Jareva	RedHat
Adaptec	JNI	Resonate
ADIC	Legato Systems, Inc.	Scientific Computing
Alacritech	Leo Stream	Associates
Antara	Lotus Software	ServerWorks
Broadcom	Microsoft	Sphera
Cisco Systems	Mykenae	SteelEye
Citrix	Myricom	Stratum8
Coalsere	Netilla Networks	SuSE
Commetrex Corporation	Network Appliance, Inc.	Tesseract Games, Inc
Corrent Corporation	Network Elements	Think Dynamics
D-Link	Nortel Networks	Tivoli Software
DataSynapse	Novell	Ulticom
DB2 Software	Octave Software	Veritas
F5	Omegaband	Vitesse
I-Bus	Opnix	VMWare
InfiniSwitch	Persist Technologies, Inc.	Voltaire
Intel	PolyServe	WebSphere Software
Interphase Corporation	Real Networks	Znyx Networks