



Cisco Nexus Attach Promo

Increase your profit margins while increasing your sales.

Earn huge discounts with Cisco Nexus Switches and Emulex OneConnect NICs or CNAs.



OneConnect™
Nexus Attach

An opportunity for Cisco Channel Partners

Capitalize on the 10GbE technology transition and grow your business:



- **Upsell opportunity**—Most customers will require 10G NIC or CNA upgrades to servers
- **Increase GP**—Massive discounts = more profit \$\$\$'s for you
- Future-proof your data center with Nexus switches and Emulex OneConnect CNAs; deploy 10GbE NIC now, move to FCoE when ready
- Unify networking and storage access
- Improve business agility and reduce expenses

Nexus and OneConnect Attach promotion

- Buy a Cisco Nexus switch and receive massive reseller discounts on Emulex 10G adapters
- Instant savings on the invoice
- No additional forms



Massive reseller discounts on Emulex adapters

Part Number	Description	Discount Amount*		
		Platinum	Gold	Authorized
OCe11102-NX	Dual Port - 10G NIC - Direct Attached Copper	\$119	\$95	\$71
OCe11102-NM	Dual Port - 10G NIC - Optical	\$213	\$170	\$128
OCe11102-IX	Dual Port - 10G iSCSI - Direct Attached Copper	\$187	\$150	\$112
OCe11102-IM	Dual Port - 10G iSCSI - Optical	\$300	\$240	\$180
OCe11102-FX	Dual Port - 10G FCoE - Direct Attached Copper	\$212	\$170	\$127
OCe11102-FM	Dual Port - 10G FCoE - Optical	\$325	\$260	\$195

* Discounts based on Emulex Connect Partner Program level. Orders of 8 or more units automatically qualify for Platinum discount.

Cisco and Emulex are leading the way by enabling the unified data center transition with Nexus Switches and OneConnect Universal CNAs.

Deploying Emulex OneConnect adapters and Nexus Switches increases business agility with easier, faster, and more pervasive data center virtualization in 10GbE environments, while at the same time future-proofing with FCoE capability. Absolutely the right IT decision for now and for the future.

To get the reduced pricing, just submit a Deal Registration request with a note, "Nexus Attach".

Contact your local Emulex Sales representative for more details,
or for general sales inquiries contact sales@emulex.com

(If you've purchased a Nexus switch in the last 3 months, fret not. We have you covered. Discount will be honored for all new adapters purchased, just note that Nexus was purchased in last three months.)

www.emulex-cisco.com/promotions

Emulex Contacts North America

Jeff Johnson Director of Sales
(714) 885-3481
jeff.johnson@emulex.com

Chasity Montgomery
Channel Account Manager, CDW/Insight
(312) 320-3770
chasity.montgomery@emulex.com

Julia Wang
Channel Account Manager, West Coast, Zones
(714) 454-4146
julia.wang@emulex.com

Lindley Domingue
Channel Account Manager, Central
(512) 626-3298
lindley.domingue@emulex.com

Courtney Grurgeon
Channel Account Manager, East Coast
(814) 571-2378
courtney.grurgeon@emulex.com

Inside Sales North America

Crystal Potter Central Region
(714) 885-3474
crystal.potter@emulex.com

Jackie Petrovic East Region
(714) 885-3451
jackie.petrovic@emulex.com

Carrie Schaefer West Region
(714) 885-3455
carrie.schaefer@emulex.com

Cisco WW Field Sales

Peichen Chang
(916) 787-2507
peichen.chang@emulex.com

Emulex Contacts Europe

Adrian Aubrey
10Gb Business Development Manager
+44 (0) 7967 561833
adrian.aubrey@emulex.com

Craig Skelton (Eng)
Sales Director, Northern Europe
+44 (0) 7780 958 201
craig.skelton@emulex.com

Pascal Couzinet (Fr)
Sales Manager, Southern Europe
+33 (0) 680 043 877
pascal.couzinet@emulex.com

Perry Eekhout (De)
Sales Manager-Central Europe
+49 (0) 171 3235433
perry.eekhout@emulex.com

Lydie Doumi (Fr)
Channel Account Manager, Southern Europe
+33 (0) 675 015 692
lydie.doumi@emulex.com

Thomas Prucker (De)
Channel Account Manager, Central Europe
+49 (0) 172 9079 390
thomas.prucker@emulex.com

Inside Sales Europe

Alex Keeley (Languages: Eng, Fr, Ar)
alex.keeley@emulex.com

Tanny Lee (Languages: Eng, De)
tanny.lee@emulex.com

Inside Sales Free Phone Numbers
UK: 0808 178 0570
Fr: 0800 901 157
De: 0800 181 7769