



QFX3500

Sales Deck

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AGENDA

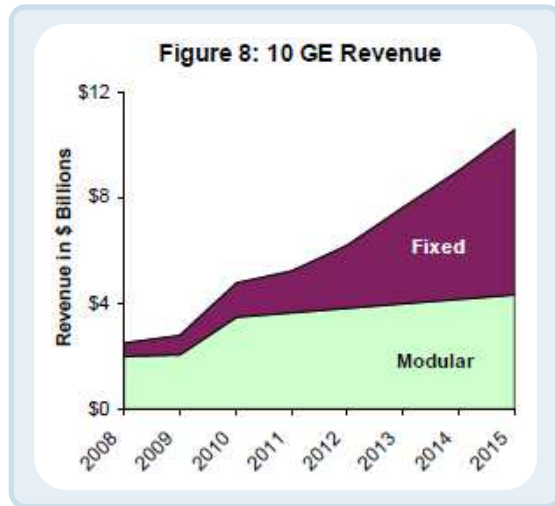
1. Trends in 10GbE
2. Summary of the QFX3500
3. Competitive
4. Positioning
5. Use Cases
7. Product Deep Dive
8. Competitive Deep Dive
9. Summary
10. Reference

MARKET AND 10GBE REVENUE

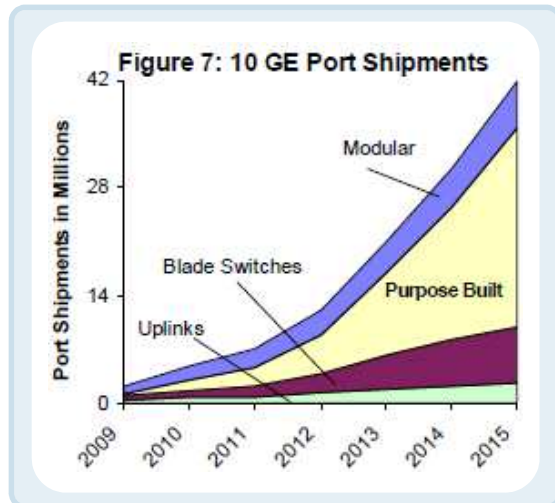
“All you have to do is touch the right key at the right time and the instrument will play itself.”

Johann Sebastian Bach

MARKET AND 10GBE REVENUE



Dell'Oro Group



Dell'Oro Group

10 GbE port revenues

- 10 GbE port revenues for **fixed platforms** has projected to change from **\$4.8B in 2009** to **\$10.6B in 2015**
- **Module** 10GbE revenues **remains flat**

10 GbE port shipments

- Note: Purpose-built (**top-of-rack**) shipments are **increasing**
- 10 GbE port shipments to **increase** from **4.9M in 2010** to **42.1M in 2015**

INTRODUCING QFX3500



- Sub microsecond latency
- Line rate throughput for all frames sizes on all ports
- Standards-based Layer-2, Layer-3, and I/O Convergence
- Supports feature rich implementation of IEEE DCB standards for converged networks; enabling FCoE, iSCSI and NAS deployments
- FCoE transit and FCoE-FC gateway, interoperability with both Brocade and Cisco Fibre Channel SANs (including support for multi-hop FCoE)
- Interoperability with major CNA vendors
- It's Green, RoHSS, China RoHSS, Gold 80 Plus, Green Recycle, WEEE, REACH
- **QFabric ready!**



Flexible all-in-one switch, deploy everywhere

Source: Juniper Networks QFX3500 Switch Assessment, *Network Test*, February 2011

QFX 3500 Summary

DATA CENTER ACCESS



Front View



Rear View

- **1 RU high fixed configuration**
- Low power consumption
- 48 10GbE ports
 - 12 Ports 10GbE or **2/4/8G FC**
 - 36 Ports 10GbE or 1Gb
- *4 x 40G fabric uplink ports
 - *(can also operate in 10G mode)
- **All ports have L2/L3**
- **All ports FCoE and DCB**
- **Redundant AC power supply**
- **Front-to-back air flow**

* Future

QFX3500 AN INDUSTRY FIRST...

Industry's first shipping high density (>24 ports) 10GE ToR switch that...

- Fastest (sub-microsecond at all packet sizes).
- Highest throughput (1.24Tbps)
- Highest scalability for server virtualization (96K MAC addr.)
- “Flex-uplink support” (can run at 10GbE or *40GbE).
- “Flex-management” (by itself or *QFabric Node).
- “Flex-mode ports” (soft configurable 10GbE or 2/4/8G FC)
- Fully compliant FC-BB-5 FCoE-FC Gateway



* Future

QFX3500 AND NEXUS 5548

Against nearest competitor (Nexus 5548):

- Non disruptive, no additional hardware for **FC ports**
- Non disruptive, no additional hardware for Layer-3 support.
- **2x faster**
- *40GbE uplinks
- **3x scale (MAC addresses)**
- ½ the power
- 33% higher throughput



* Future

NETWORK TEST ASSESSMENT

Highlights from QFX3500 testing include the following:

- Sub-microsecond average latency
- Unicast and multicast average latency are virtually identical
- Line-rate throughput for all frame sizes, both for unicast and multicast traffic
- Layer-2 and Layer-3 unicast throughput virtually identical
- Interoperability with the Cisco MDS 9148 Fibre Channel switch
- No impact on latency of multicast traffic when concurrently forwarding multicast and FC/FCoE storage traffic

networktest

Source: Juniper Networks QFX3500 Switch Assessment, *Network Test*, February 2011

SECURITIES TECHNOLOGY ANALYSIS CENTER (STAC) TEST RESULTS

Simulates Trading Transactional Performance

Description Supply to Receive Latency, 1 Producer to 5	Juniper QFX3500/ IBM LLM	Cisco 4900M/29West	Cisco Nexus 5010/29West	Voltaire IB/IBM LLM
Highest Supply Rate (msg/sec)	1,500,000	1,300,000	1,300,000	1,000,000
Mean (micro seconds)	9	15	14	8
Max (micro seconds)	16	30	33	47
Standard Deviation	0	1	1	1

The Juniper QFX3500 in combination with IBM server and middleware with SolarFlare NICs delivered the best performance to date for product combinations with 10GE switches.

This product combination delivered more messages faster with lower jitter than any other audited report in the STAC library.



PRODUCT STRUCTURE

Base Unit

Front view



Rear view



List Price
\$34,000

Spares



Power Supply



Fan



Management Board

Software License



FCoE-FC Gateway feature license

List Price
\$5,000

Optics & DAC



1, 3, 5, 7m DAC



10GE USR, SR, LR

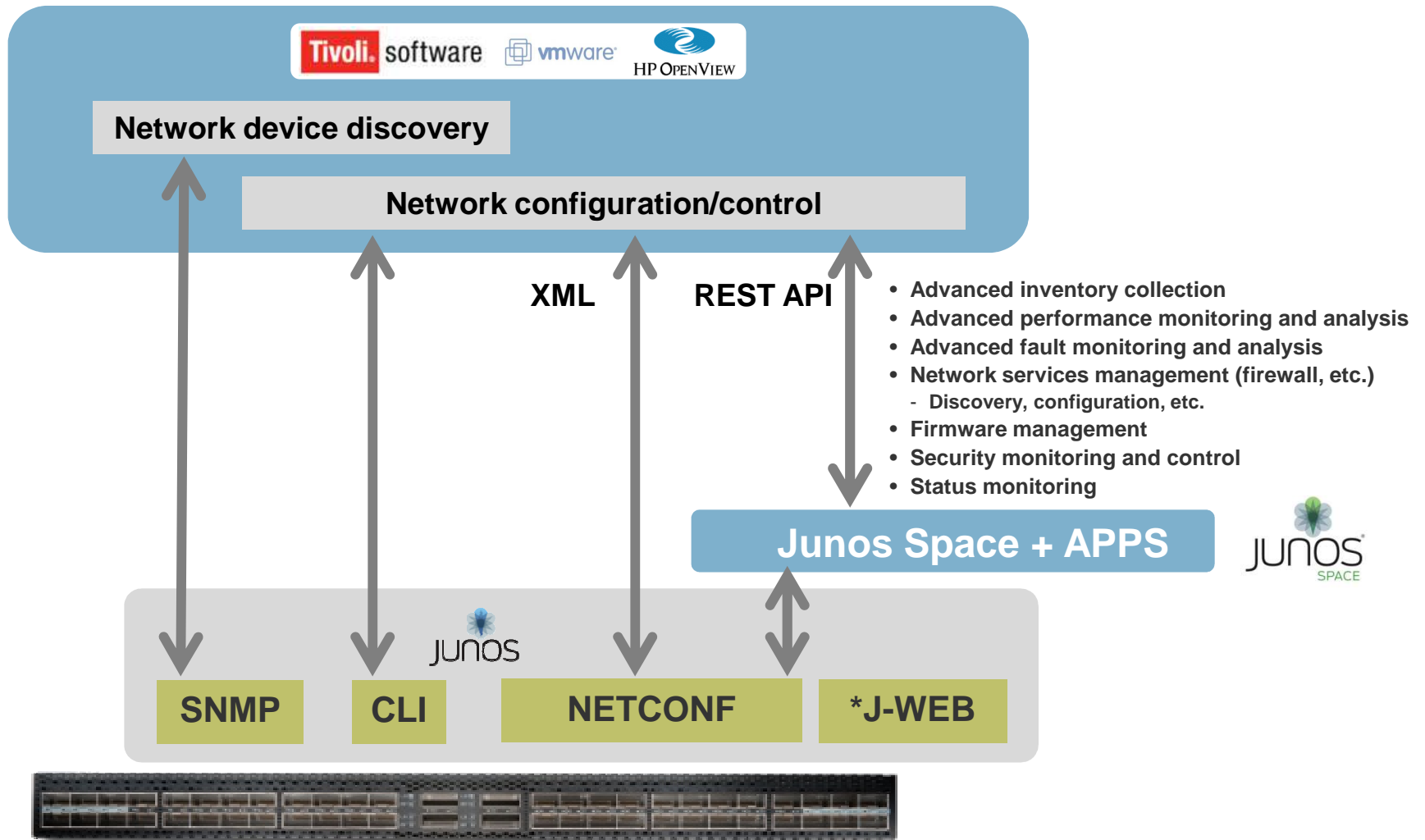


8G-FC-SW



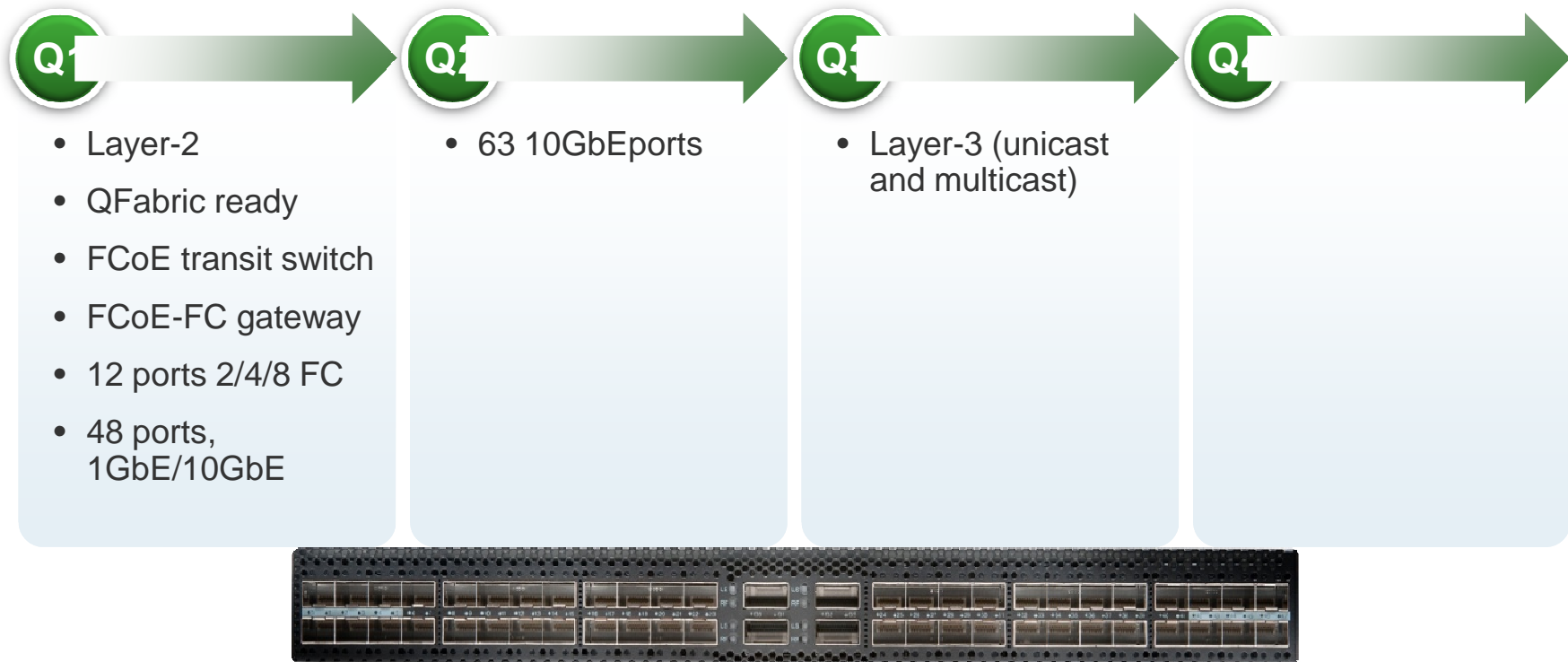
1GE SX, LX, BaseT

QFX3500 MANAGEMENT



* Future

QFX3500 HIGH-LEVEL ROADMAP 2011



* Refer to SOPD for detailed roadmap

QFX3500 DATACENTER POSITIONING



QFX3500 AND EX4500

QFX3500

10GbE access for data center

- Low latency switch design (<1 μ Sec)
- FCoE transit switch & FCoE-FC gateway
- Lead to QFabric

EX4500

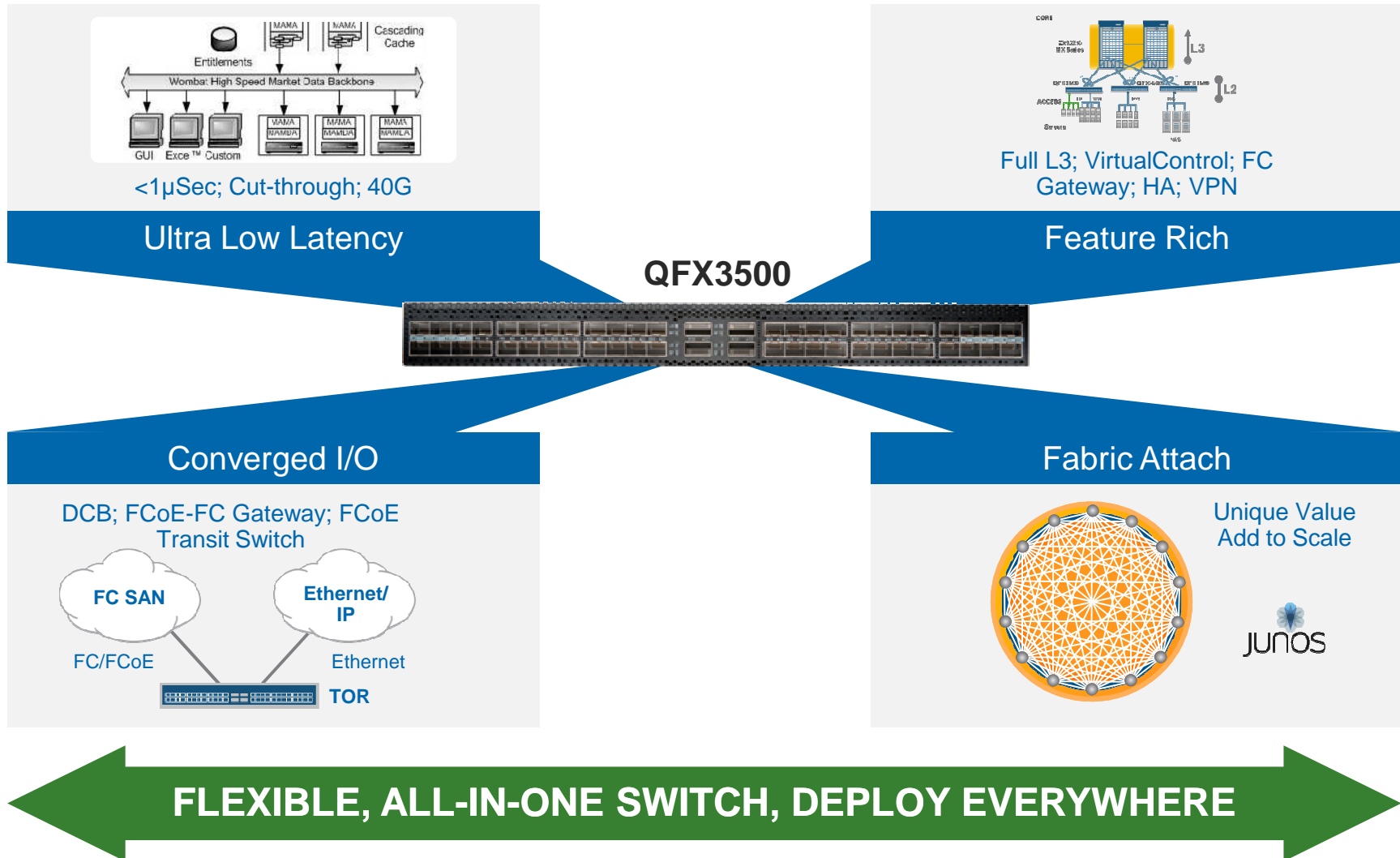
DC access with a mix of GbE and 10GbE

- Virtual chassis support
- FCoE transit switch

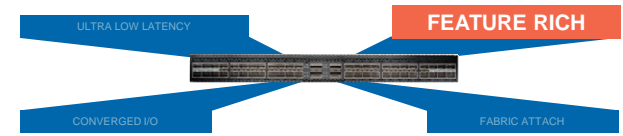
Small campus and DC aggregation/core

- Virtual chassis support
- Rich L2/L3 feature set

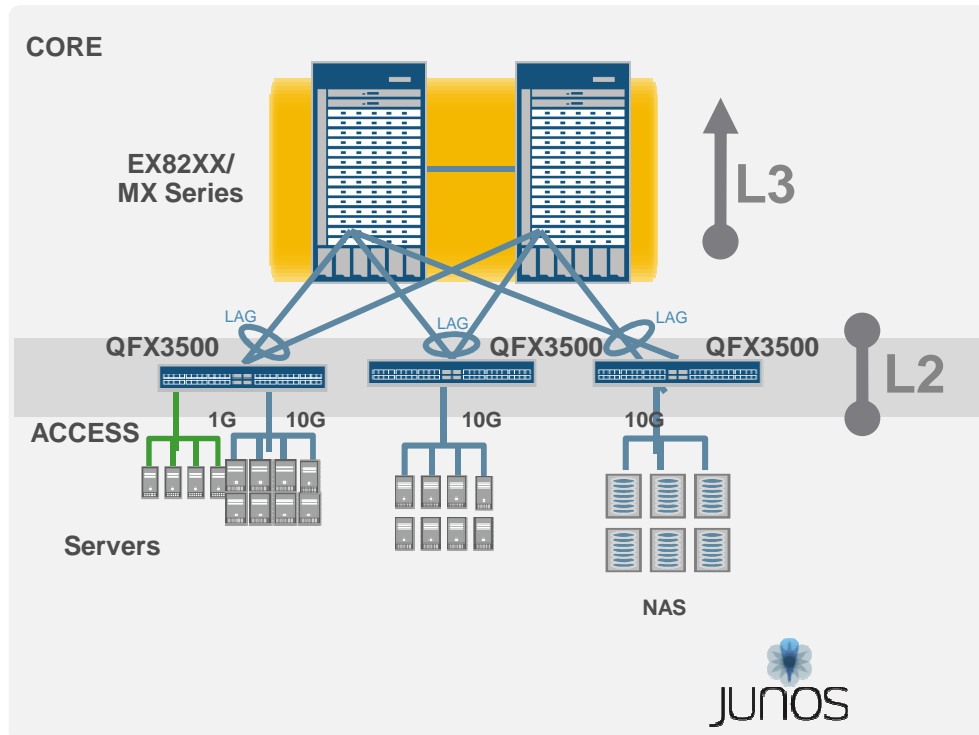
USE CASE SUMMARY QFX3500



HIGH-PERFORMANCE ETHERNET LAYER-2 ACCESS



Layer-2 access use case



Requirements

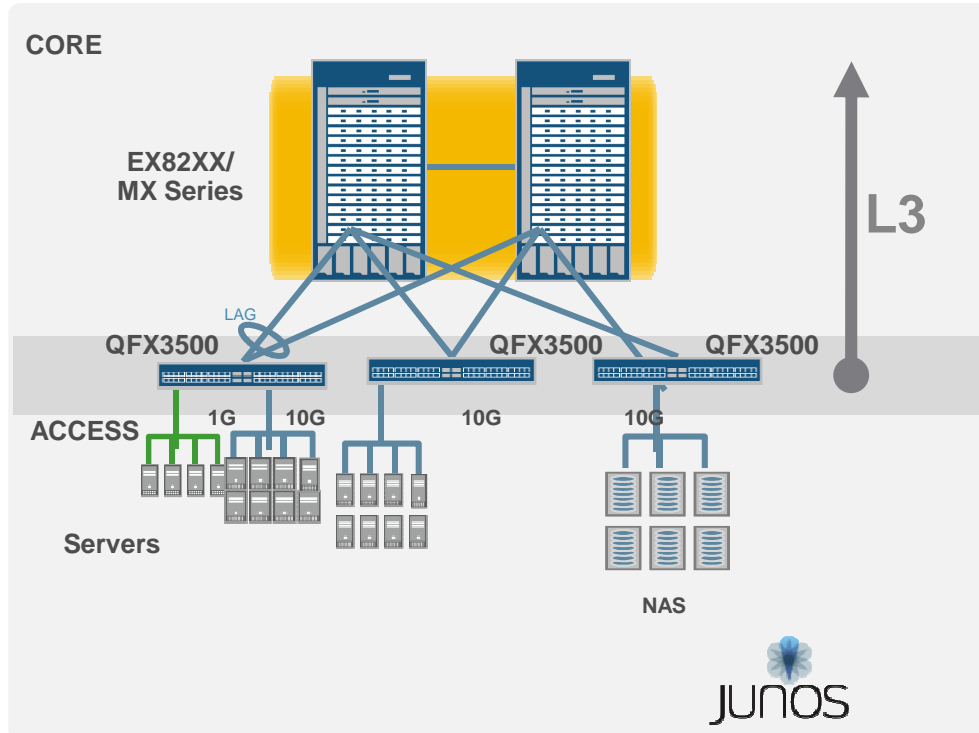
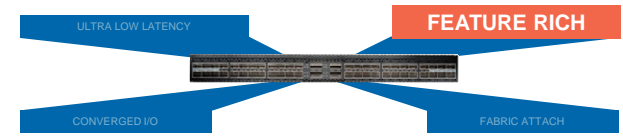
- 10GbE server access
- Copper and/or fiber cabling
- Support virtualized servers
- Option for GbE server

QFX3500 solution

- 48 (*63) ports wirespeed 10GbE w/ DCB
- Copper DAC and SFP+ fiber support
- Server virtualization support
- Supports GbE servers (36 ports)
- Future proof 40GbE uplink hardware

* Future

HIGH-PERFORMANCE ETHERNET LAYER-2/3 ACCESS



Requirements

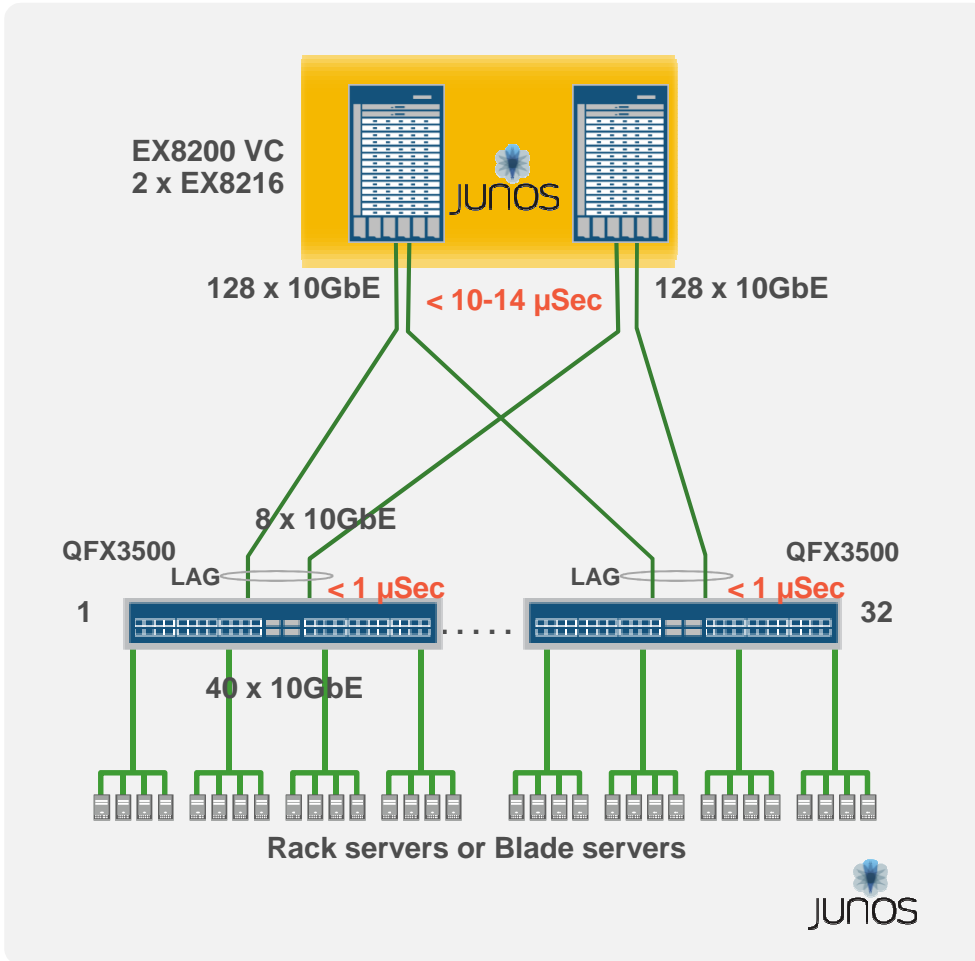
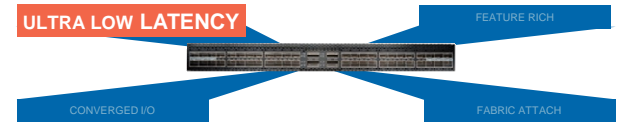
- 10GbE server access
- Copper and/or fiber cabling
- Support virtualized servers
- Option for GbE server
- L2/L3 switching and routing protocol

QFX3500 solution

- 48 (*63) ports wirespeed 10GbE
- Copper DAC and SFP+ fiber support
- Server virtualization support with L2/L3 Support
- Supports GbE servers (36 ports)
- *Future proof 40GbE uplink hardware

* Future

HPC USE CASE



Requirements

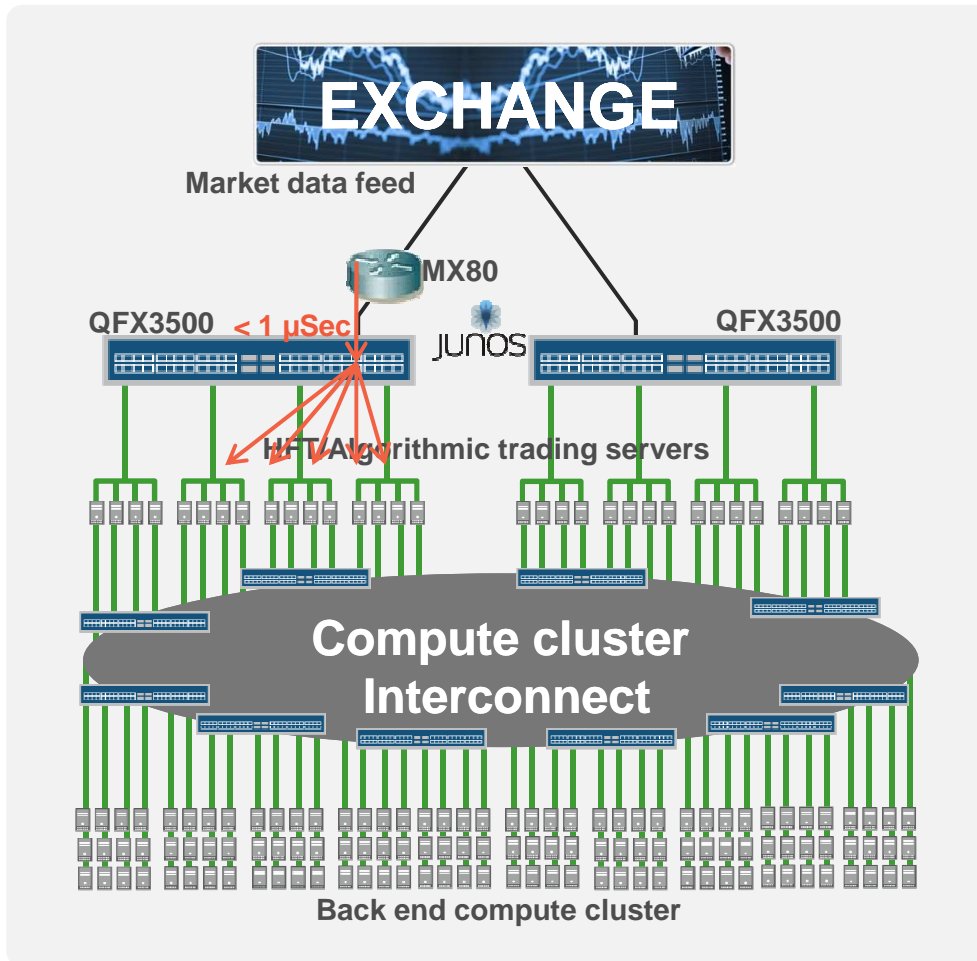
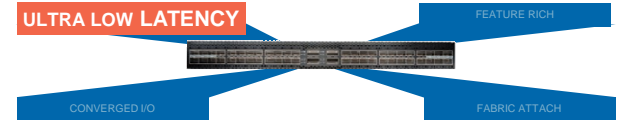
- 10GbE server access
- ULL switching
- Low over subscription at scale
- Support RDMA applications
- Option for inter cluster routing

QFX3500 solution

- 48 (*63) ports wirespeed 10GbE
- Copper DAC and SFP+ fiber support
- ULL cut-through switching
- L3 routing option on EX8200
- Scale to 1,280 10GbE servers

* Future

HFT/FSI ULL USE CASE



Requirements

- GbE and 10GbE market feed
 - BGP/OSPF peering with exchanges
 - Dual feed
 - L3 multicast
- 20-40 10GbE attached trading server per switch
 - $< 1 \mu\text{Sec}$ latency
 - Cut through switching
 - Low jitter L2 multicast
- Wirespeed (Unicast & multicast)

Lexington Avenue solution

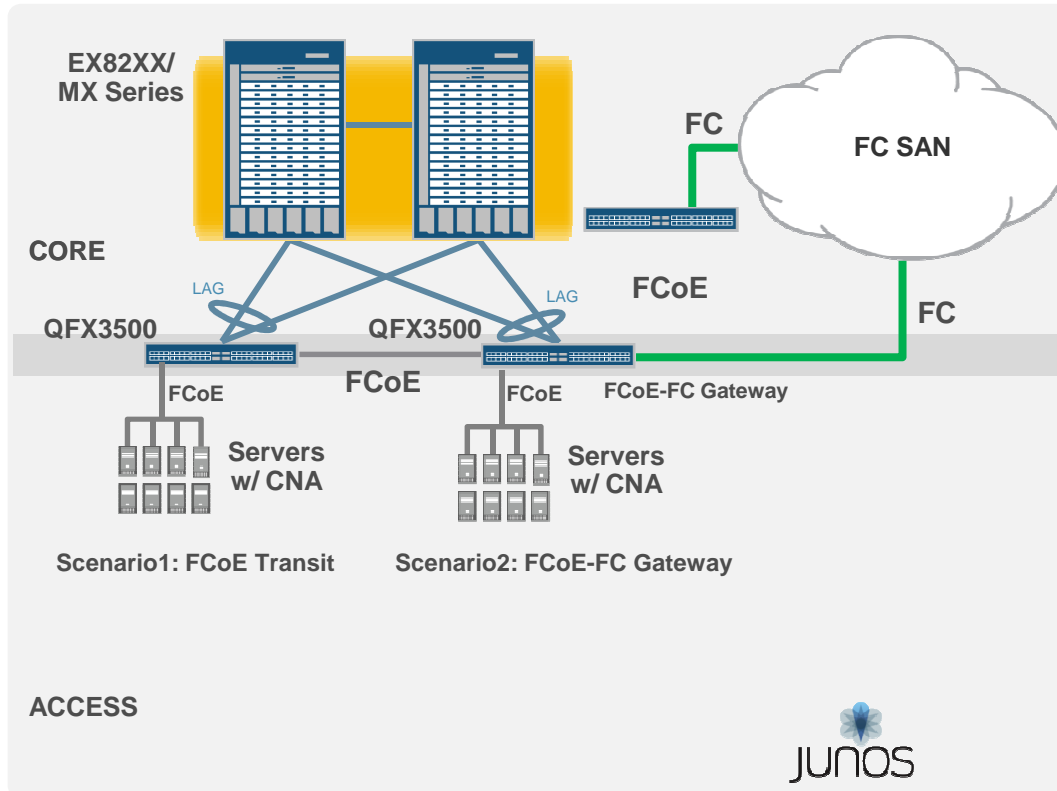
- ULL/Cut-through switching
- 48 (*63) ports wirespeed 10GbE
- ULL & low jitter multicast

* Future

HIGH-PERFORMANCE DCB, STORAGE, & I/O CONVERGENCE



FCoE transit switch use case



Requirements

- 10GbE server access
- Copper and/or fiber cabling
- DCB support
- FIP snooping support

QFX3500 solution

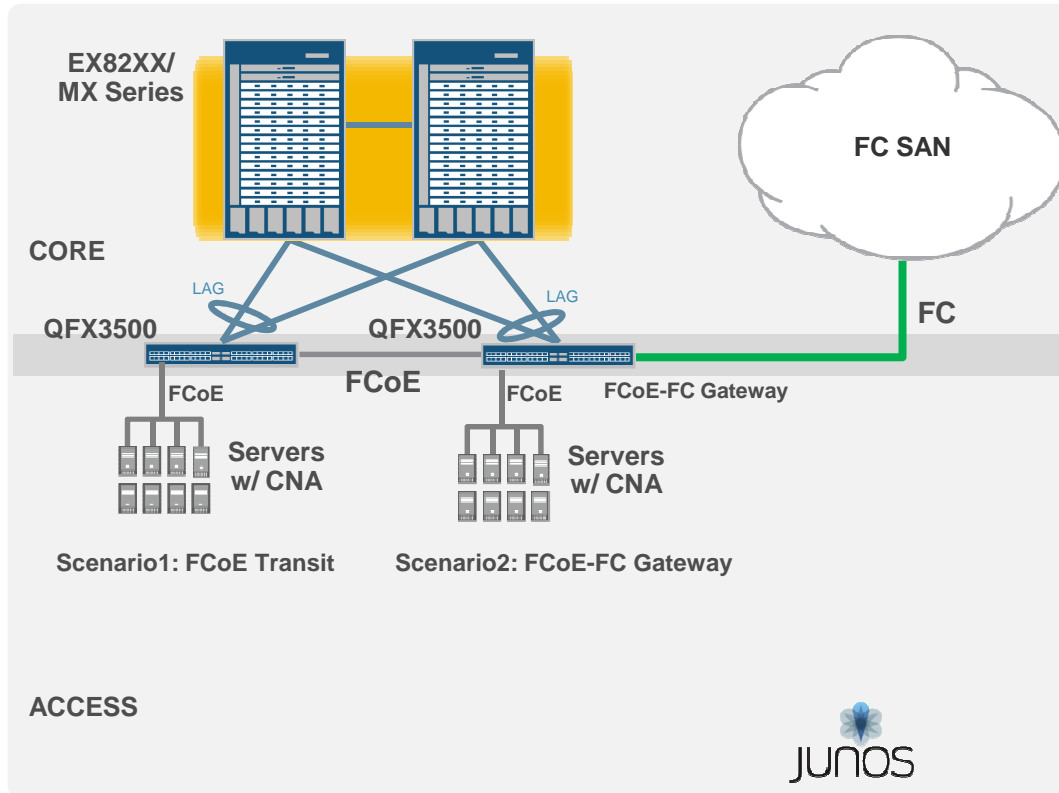
- 48 (*63) ports wirespeed 10GbE
- Copper DAC and SFP+ fiber support
- DCB & FCoE Transit switch support
 - FCoE is standard on all ports
 - PFC, ETS, DCBX support
 - FIP snooping support

* Future

HIGH-PERFORMANCE DCB, STORAGE, & I/O CONVERGENCE



FCoE-FC Gateway use case



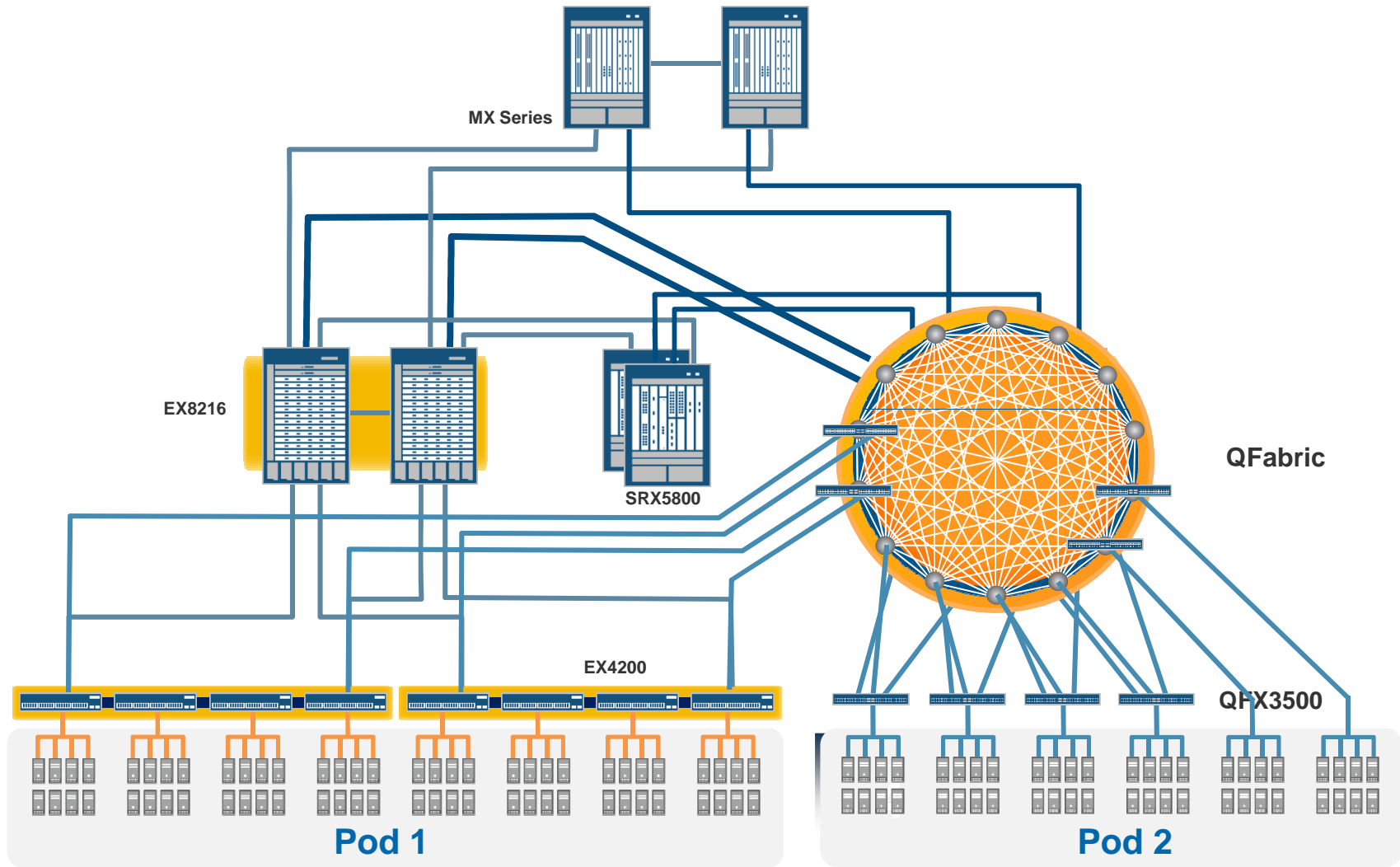
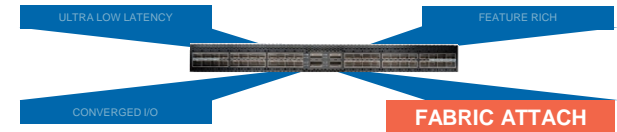
Requirements

- 10GbE server access
- Copper and/or fiber cabling
- High availability
- DCB & FCoE-FC Gateway support

QFX3500 solution

- 12 ports of 2/4/8G FC (no additional modules needed)
- Copper DAC and SFP+ fiber support
- Hardware & software HA
- DCB & FCoE-FC Gateway support
(Note: this is not a FC Switch)

FABRIC EDGE SOLUTION OF JUNIPER QFABRIC ARCHITECTURE

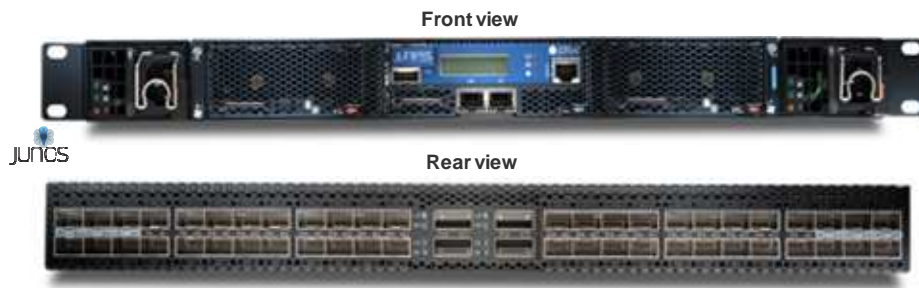




QFX3500 DEEP DIVE



PERFORMANCE & SCALE



Feature	Scale
Throughput	1.28 Tbps
Forwarding	960 MPPS
Latency	<900 nanoseconds
Packet buffer	9MB shared
MAC address	96K
IPv4 routes	12K prefixes + 8K host routes
Multicast groups	3500
Firewall filter	1,500
Maximum power	365 Watts
Nominal power	295 Watts
Nominal power per port	~4 Watts
Depth	28"
Air flow	Front to back

ENVIRONMENTAL CONSCIOUS – QFABRIC

Health and Safety



Restriction of Hazardous Substances Directive (RoHS): 6/6

Restricts Lead, Mercury, Cadmium and three other substances*



Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH):

Strict EU compliance that addresses the production and use of chemical substances



China Restriction of Hazardous Substances Directive (China RoHS):

All items shipped to China have to be marked as compliant or non-compliant*

Energy Efficient



80 PLUS: Initiative to promote energy efficiency in power supply units (PSU); **GOLD** certifies products that have more than 87% energy efficiency



The Waste Electrical and Electronic Equipment (WEEE): European Community directive requires Products designed for recyclability; It imposes the responsibility for the disposal of electronic waste on the manufacturers

Resource Conservation



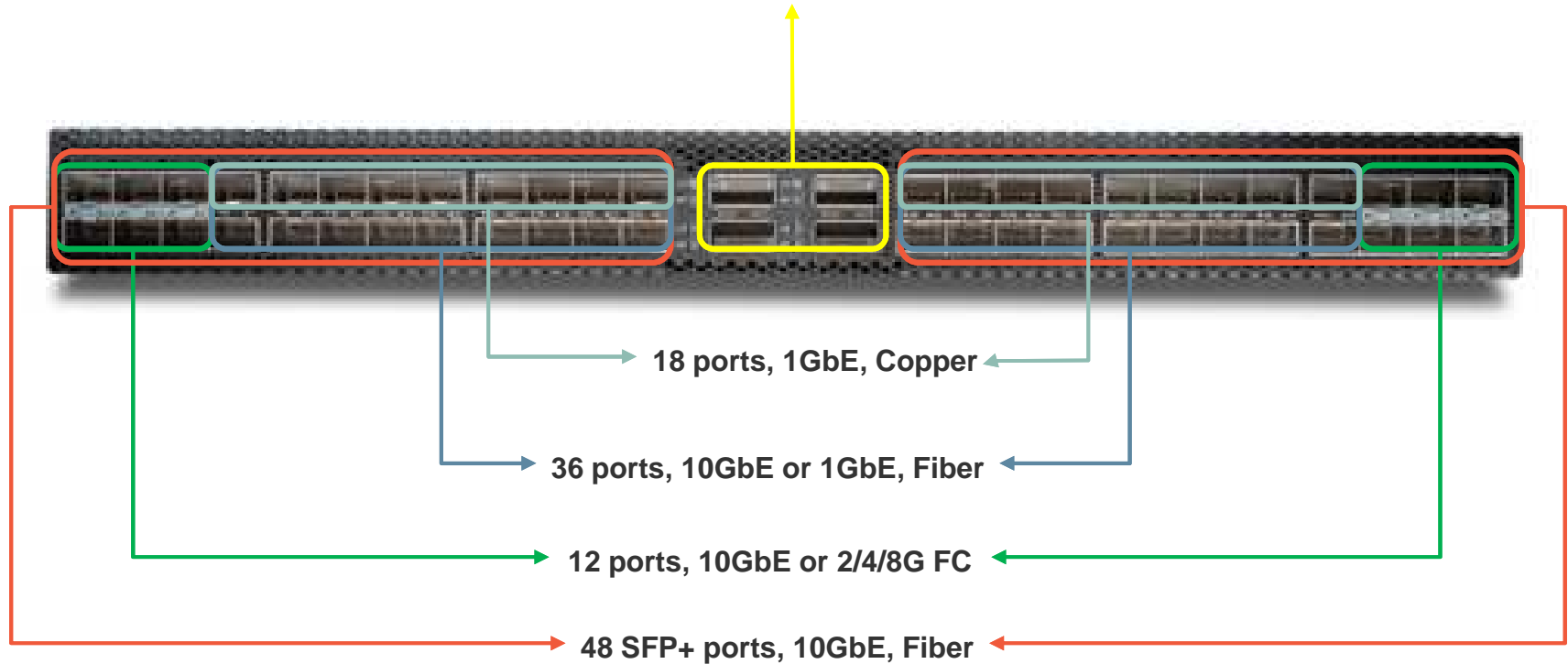
Recycled Material:

A portion of the product, and/or its packaging is made of recycled material

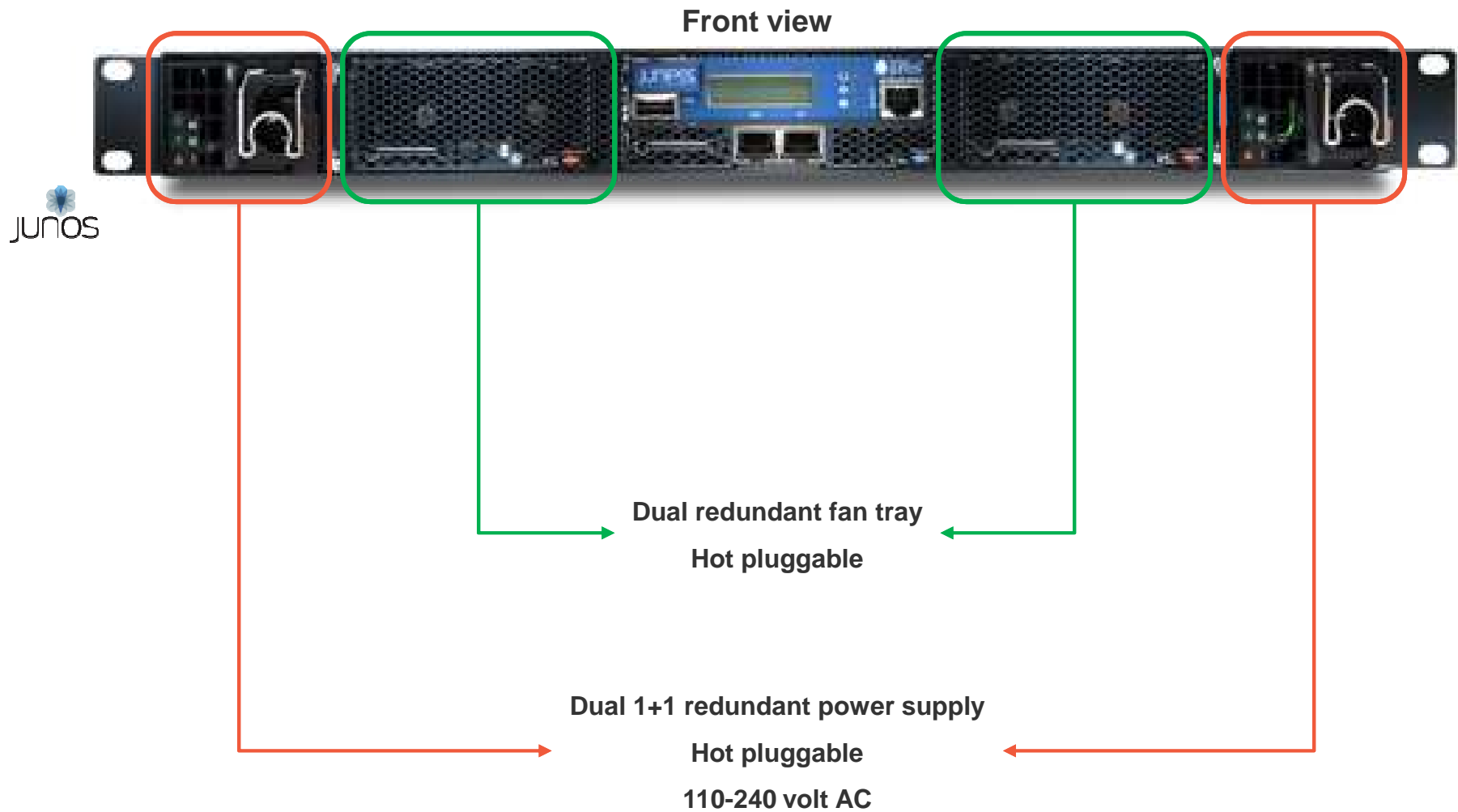
* Restricts Lead, Mercury, Cadmium Hexavalent chromium (Cr6+), Polybrominated biphenyls (PBB) and Polybrominated diphenyl ether (PBDE)

PORTS FLEXIBILITY

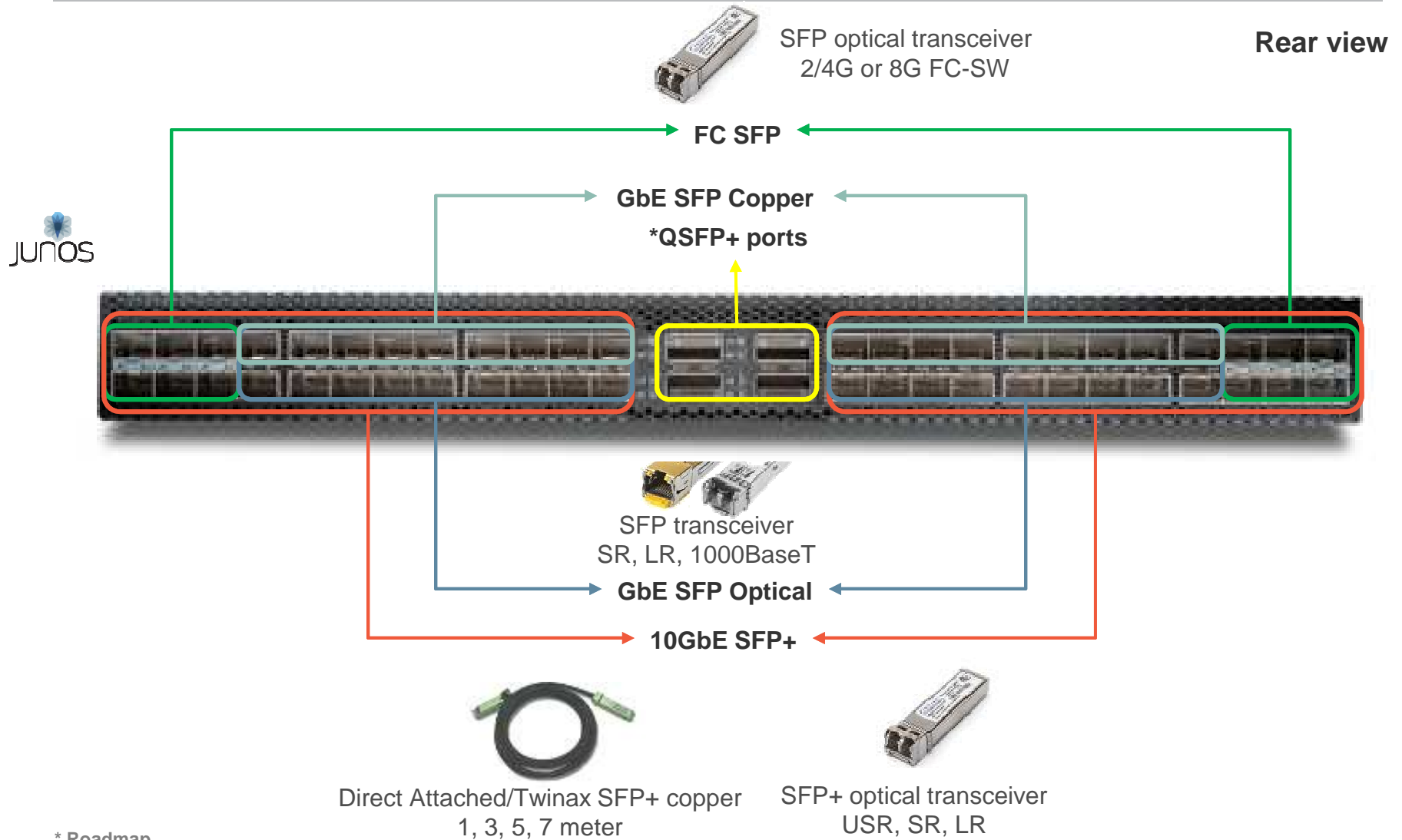
*(4 ports, 40G/40GbE, Fiber) or *(15 ports, 10GbE, Fiber)



HIGH AVAILABILITY (HA) DESIGN



TRANSCEIVER SUPPORT



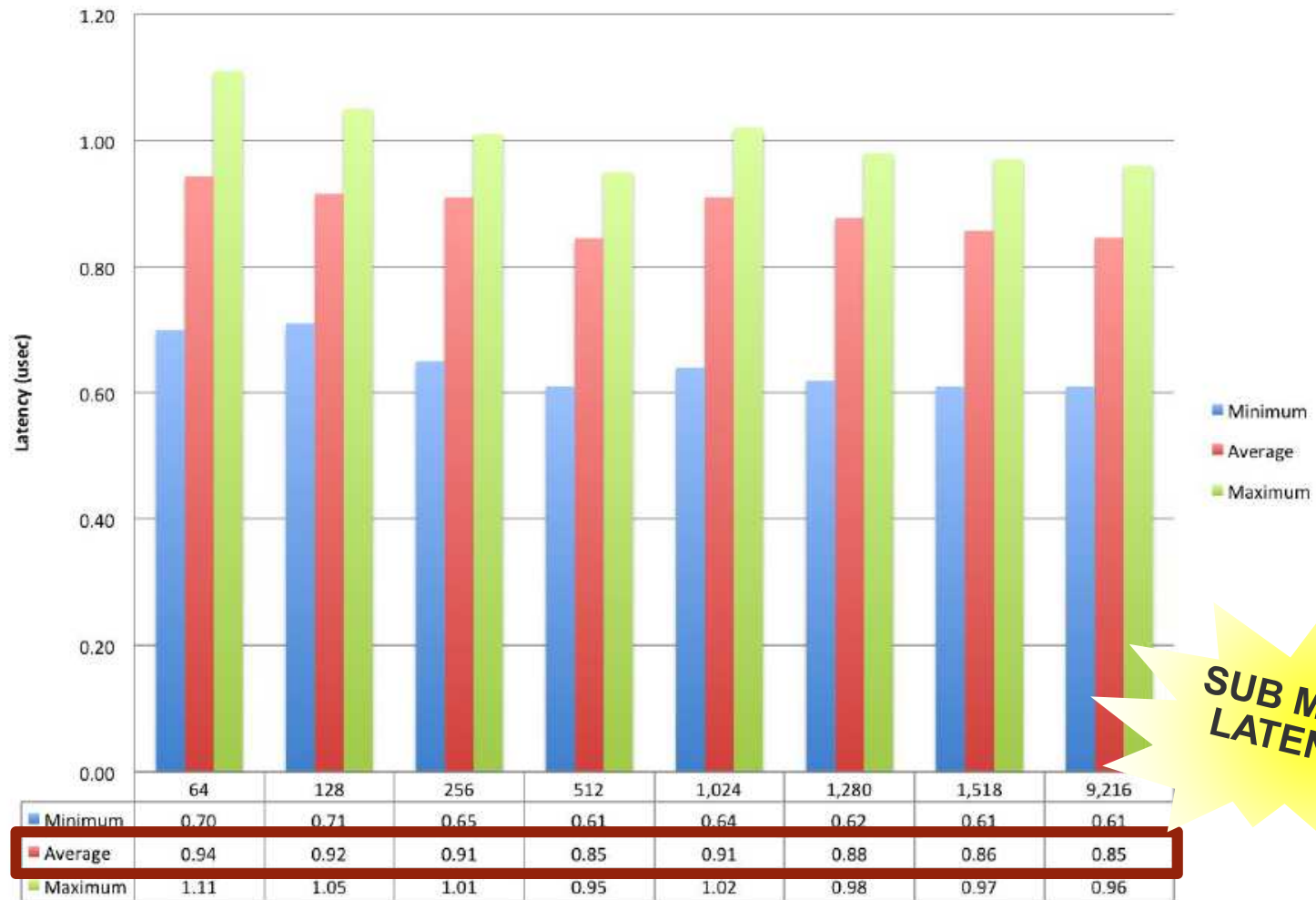
* Roadmap

TRANSCEIVER SELECTION

Transceiver Type	Protocol	Speed	Supported ports	Cable type	Cable Length
SFP+ 10GE-SR	Ethernet	10GbE	All SFP+	MMF	300m (OM3)
SFP+ 10GE-USR	Ethernet	10GbE	All SFP+	MMF	100m (OM3)
SFP+ 10GE-LR	Ethernet	10GbE	All SFP+	SMF	10km
SFP+ DAC	Ethernet	10GbE	All SFP+	Twinax DAC	1, 3, 5, 7m
SFP 1GE-T	Ethernet	GbE	Top row 6-41	Cat5/6	100m
SFP 1GE-SX	Ethernet	GbE	6-41	MMF	500m (OM3)
SFP 1GE-LX	Ethernet	GbE	6-41	SMF	10km
SFP 8GFC-SW	Fibre Channel	2/4/8G FC	0-5, 42-47	MMF	150m (OM3)
*QSFP+ to SFP+ DAC	Ethernet	10GbE	4 QSFP+ ports	Twinax DAC	1, 3, 5, 7m

* Please refer to Roadmap

QFX3500 LAYER-2 UNICAST STORE AND FORWARD

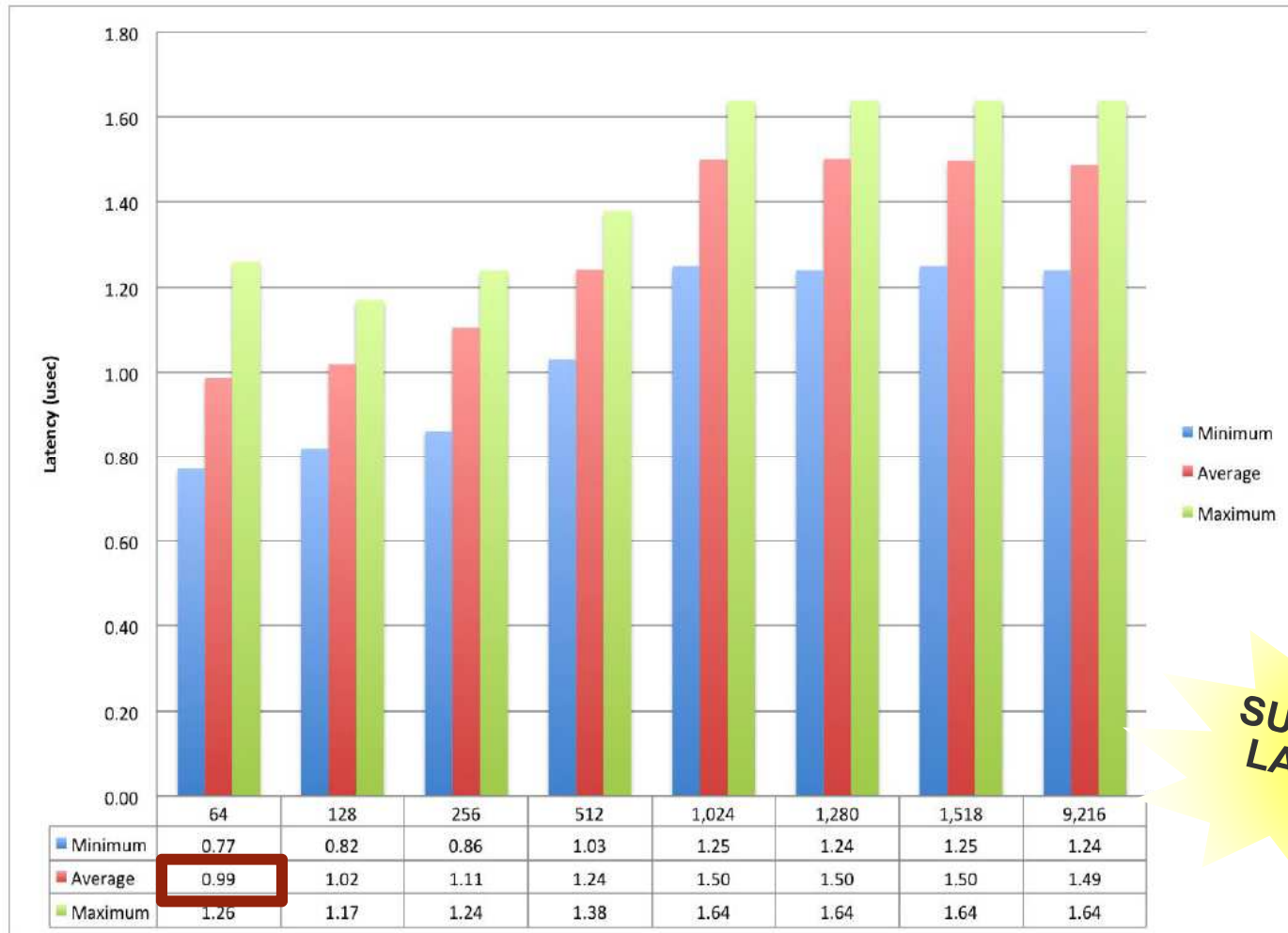


SUB MICRO LATENCY

Source: Juniper Networks QFX3500 Switch Assessment, *Network Test*, February 2011

Across Different Packet Sizes

QFX3500 LAYER-2 UNICAST CUT-THROUGH

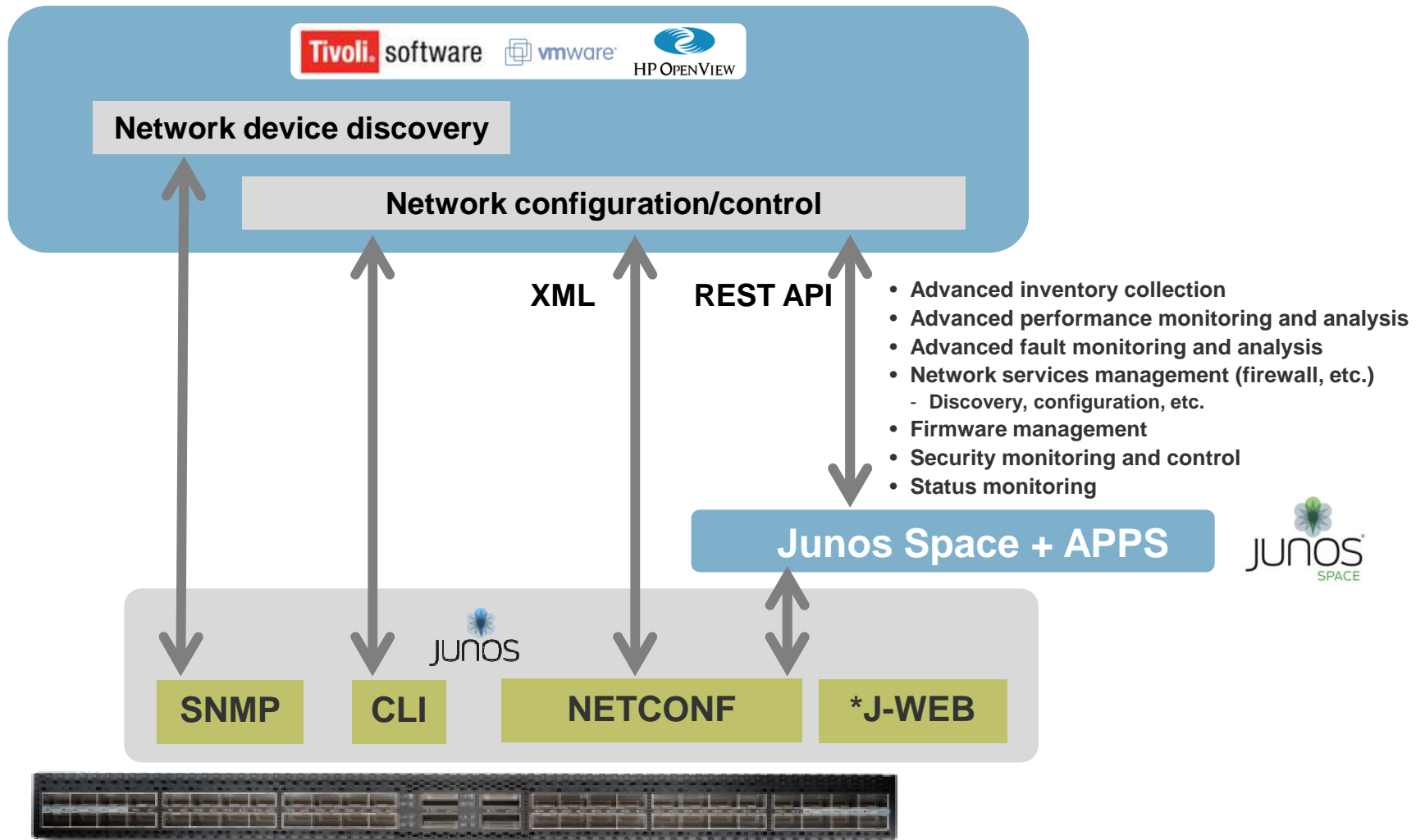


SUB MICRO LATENCY

Source: Juniper Networks QFX3500 Switch Assessment, *Network Test*, February 2011

Across Min Size Packet

QFX3500 MANAGEMENT



* Future

JUNOS SPACE SUPPORT

ETHERNET DESIGN

- Focused on datacenter network infrastructure deployment
- Provides scalable workflow to apply best practice configuration on a large selection of switches
- Best practice configuration includes port security, QoS, STP

VIRTUAL CONTROL

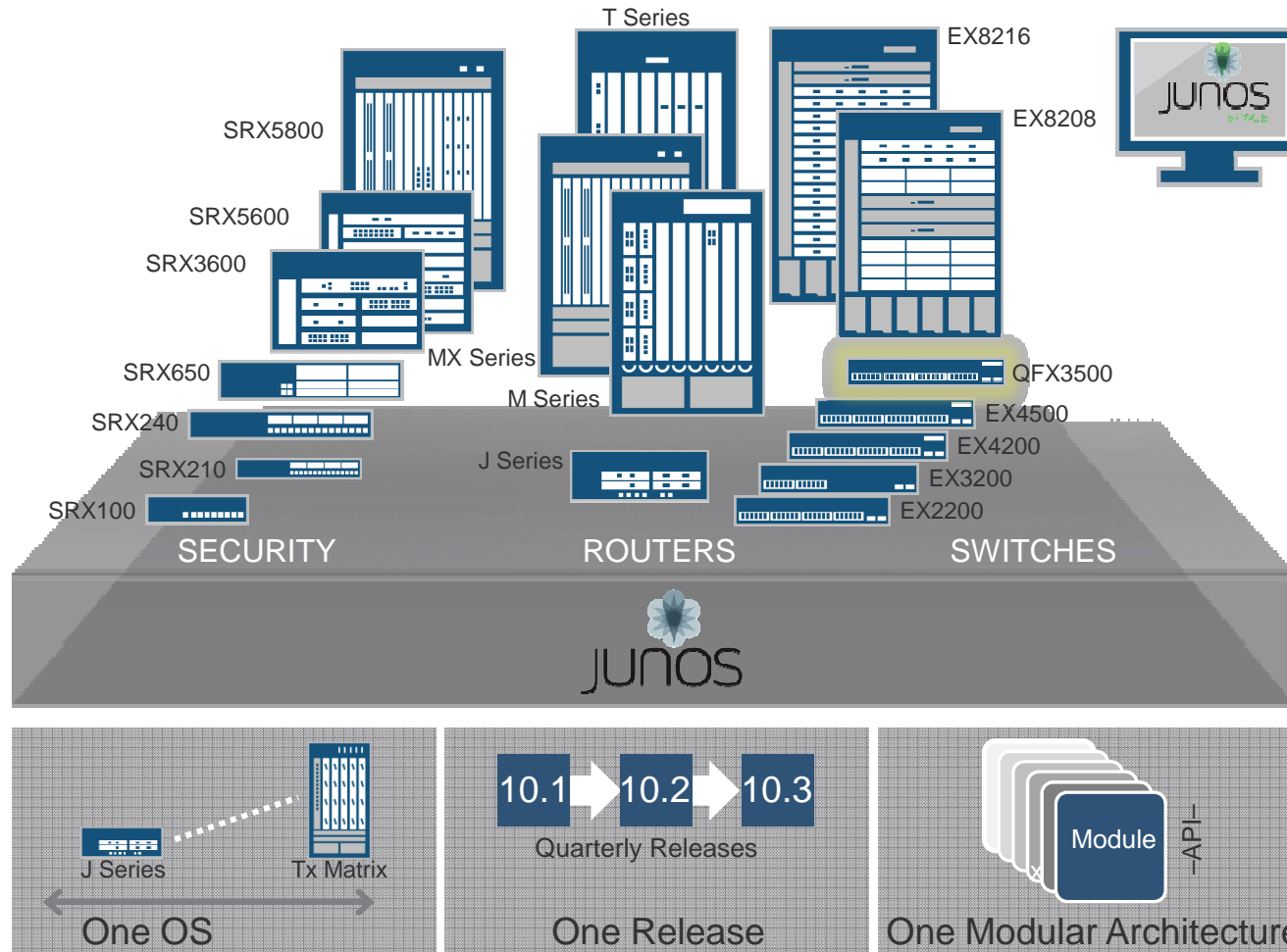
- Physical and virtual from a single pane of glass
- Open architecture
- No proprietary lock-ins
- Works with open APIs
- Manage 100s of hosts from a single instance

SERVICE NOW

- Fault and case management
- In-device, script-based failure monitoring
- Lights-off incident creation with J-TAC
- 30% MTTR reduction

DAY ONE SUPPORT FOR QFX3500

ONE OPERATING SYSTEM FOR THE NEW NETWORK





COMPETITIVE DEEP DIVE



PRICING

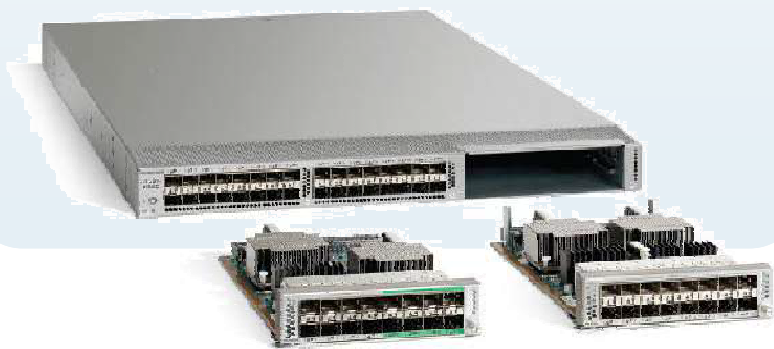
	Juniper QFX 3500	Cisco Nexus 5548	Cost Difference
Base Price	\$34K	\$36.8K	+2.8K
FCoE to FC gateway	\$39K	\$43K	+4K

List prices

PERFORMANCE AND FEATURES

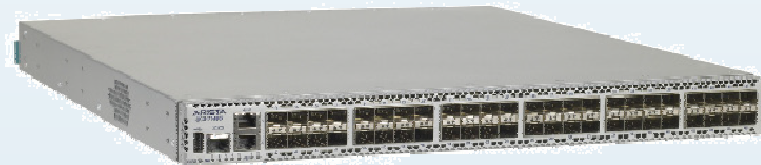
CISCO NEXUS 5548

- Juniper latency is **2.2 times faster**
- Juniper throughput is **~33% better**
- Juniper scales better for **virtualization**
- Juniper MAC Tables **3 times** larger



ARISTA 7148

- Juniper throughput is **~33% better**
- Juniper scales better for **virtualization**
- Juniper MAC tables **3 times** larger
- No convergence



QFX3500 VS. CISCO NEXUS 5548

Attribute	QFX3500	Cisco 5548
Latency	<900ns cut-through <900ns s&f	2usec (N5548)
Port Density ▪ 10 G ▪ 40 G(QSFP)	48 4 (*Future)	48 (N5548) None
L2/L3	L2, L3	L2, L3: Disruptive new HW required
Path to Fabric	Building block for Stratus Fabric	FabricPath
Throughput and packets/sec	1.28 Tbps	960 Gbps
Convergence	FCoE transit switch	FCoE
	FC gateway	FC needs additional expansion module
Server virtualization	Path to fabric supporting large L2 domain	Unknown Fabric scale
	96K MAC, 20K IPv4 host	32K MAC
	Standards based virtualization	Proprietary solution based on VN-link
Management simplification	Multiple devices managed as single switch with single control plane	Each device managed separately adding to OPEX and complexity

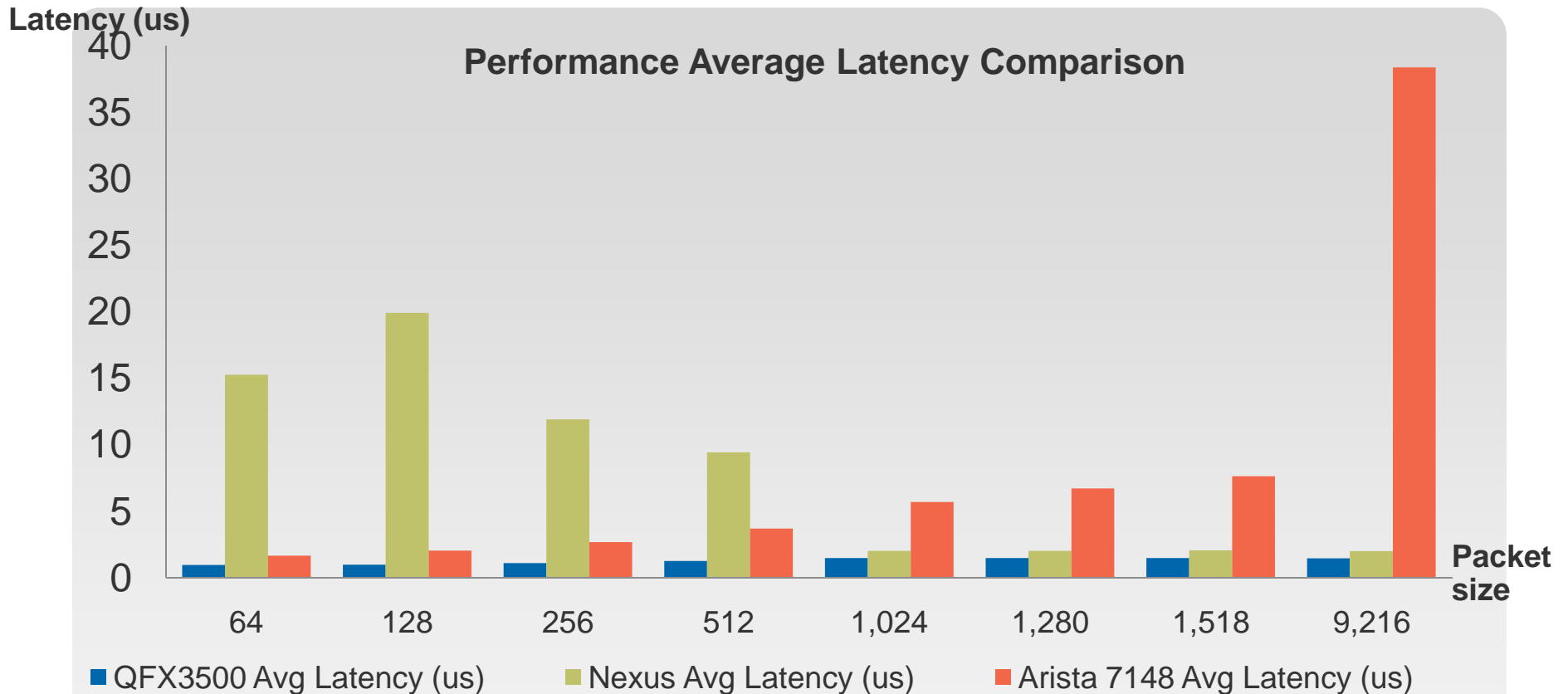
QFX3500 VS. ARISTA 7148SX

Attribute	QFX3500	Arista 7148SX
Latency	<900ns	>1200ns US
10GbE Port Densities	Max 63 10G ports	Max 48 10G ports
40GbE Port Densities	4 QSFP+ ports (*Future)	None
Throughput	1.28 Tbps	960 Gbps
Storage and I/O convergence	FCoE transit switch (Base) FC Gateway (License)	No support
Data center bridging	DCB support: PFC ETS and QCN (future)	No support
HPC support	RoCEE, iWarp	No RoCEE
Virtualization support with Large L2 domain: MAC Table IPV4 routes	96K MAC 20K IPv4	16K MAC Small 16K IPv4 hosts
Multicast groups	3,500	2000
Typical power consumption	295 W	600 W

QFX3500 VS. BROCADE VDX6720

Attribute	QFX3500	Brocade VDX6720
Latency	<900 ns cut-through <900 ns s&f	>1.2usec Cut-through only
Throughput	1.28 Tbps	1200 Gbps
Convergence	FCoE FC Gateway	Yes No
Lower Jitter with Single Asic	Single ASIC	Multiple ASICs
Protocols	L2/L3	L2/No L3
Port Density: 10G 40G	64 4	60 0
Large L2: MAC Table	96K MAC	32K

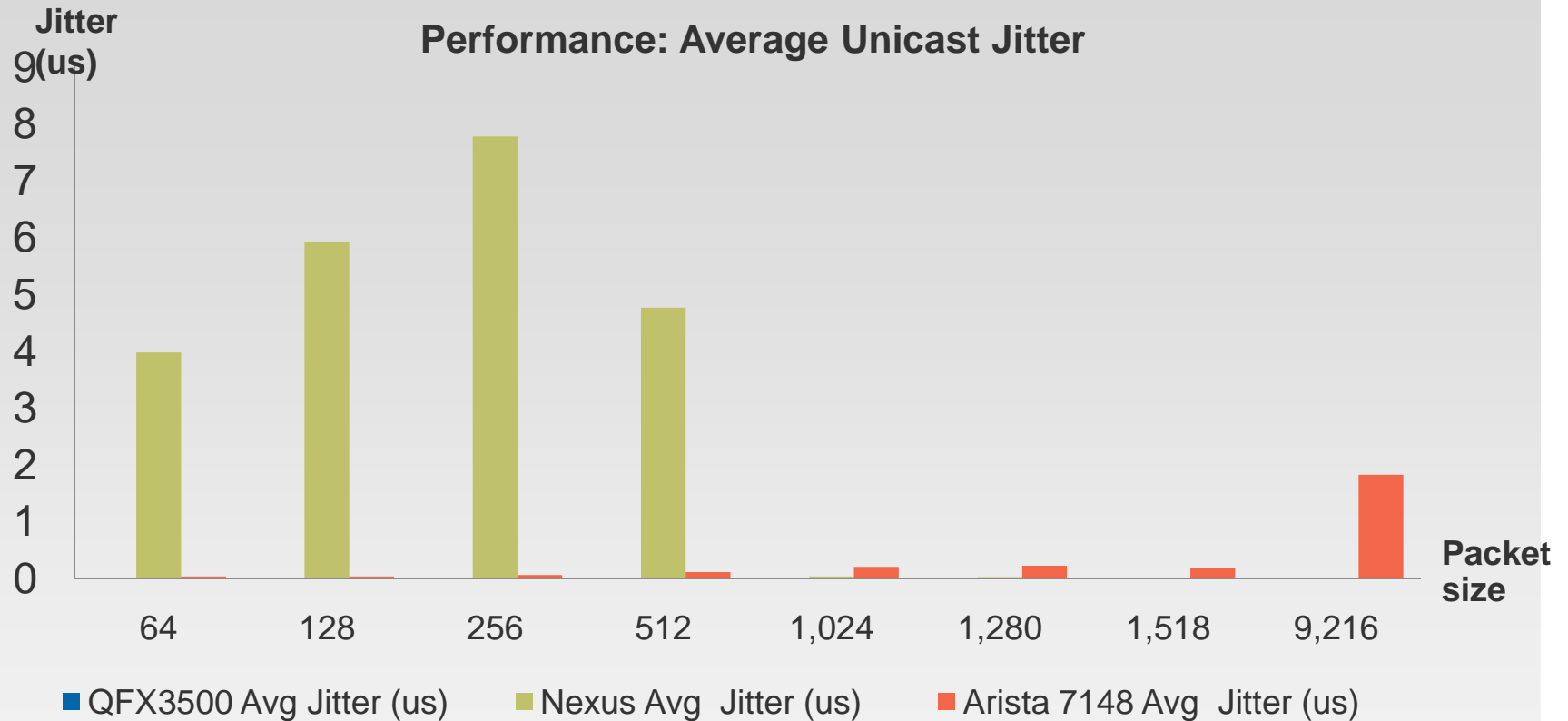
PERFORMANCE: AVERAGE UNICAST LATENCY QFX3500 VS. CISCO 5548, ARISTA 7148



QFX is the only sub-1us switch at all packet sizes and at 100% load

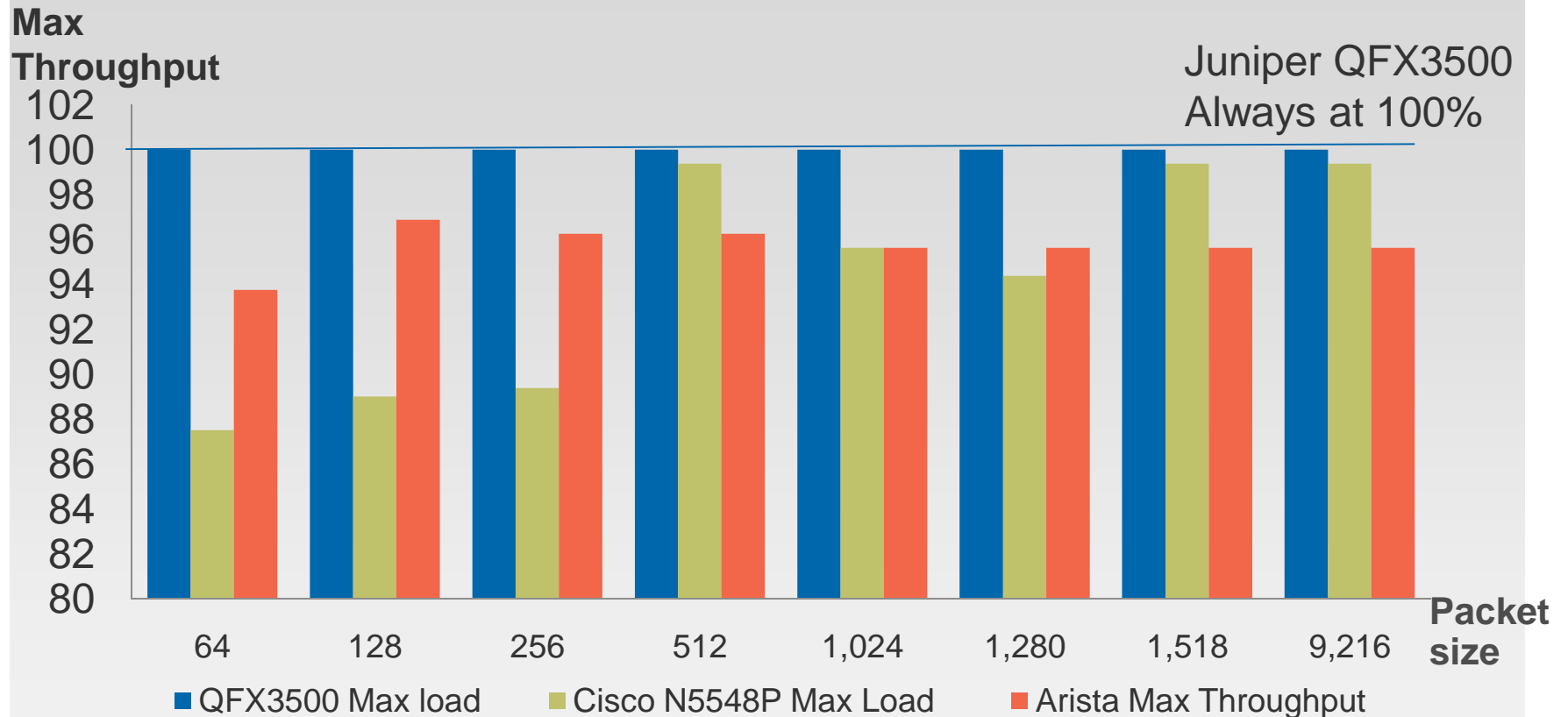
PERFORMANCE: UNICAST JITTER

QFX3500 VS. CISCO 5548 AND ARISTA 7148



Practically NO jitter.
Consistent performance at all packet sizes at full load

PERFORMANCE: **MAX THROUGHPUT** QFX3500 VS. CISCO 5548 AND ARISTA 7148



Cisco starts dropping packets at 87% load
Arista starts dropping packets at 93% load
QFX does not drop a single packet at 100% load for any packet size

QFX3500: HOW DO WE STACK UP TO THE COMPETITION?

	QFX3500	Cisco Nexus 5548	Arista 7148	Brocade VDX6720
Latency	<900 ns Cut-through <900 ns s&f	2000 nsec Cut-through Only	1200 nsec Cut-through Only	>1.2usec Cut-through Only
Throughput	1.28 Tbps	960 Gbps	90 Gbps	1200Gbps
Convergence	FCoE FC Gateway	FCoE FC expansion module	None	Yes No
Lower Jitter with Single ASIC	Single ASIC	Multiple ASICs	Multiple ASICs	Multiple ASICs
Protocols	L2/ L3	Not full L3 at all ports. Needs expansion module for L3	L2/L3	No L3
Port Density: 10G 40G	64 4	48 0	48 0	60 0
Large L2 : MAC Table	96K MAC	32K	16K	32K

SUMMARY QFX 3500



- Sub microsecond latency
- Line rate throughput for all frames sizes on all ports
- Standards-based Layer-2, Layer-3, and I/O Convergence
- Supports feature rich implementation of IEEE DCB standards for converged networks; enabling FCoE, iSCSI and NAS deployments
- FCoE transit and FCoE-FC gateway, interoperability with both Brocade and Cisco Fibre Channel SANs (including support for multi-hop FCoE)
- Interoperability with major CNA vendors
- It's Green, RoHSS, China RoHSS, Gold 80 Plus, Green Recycle, WEE, REACH
- **QFabric ready!**



Flexible all-in-one switch, deploy everywhere

Source: Juniper Networks QFX3500 Switch Assessment, *Network Test*, February 2011

REFERENCES

1. QFX3500 data sheet :
<http://www.juniper.net/us/en/local/pdf/datasheets/1000361-en.pdf>
2. QFX3500 FAQ:
http://www-int.juniper.net/fst/pdfs/qfx3500_faqs.pdf
3. QFX3500 (SOPD) Statement of Product Direction
http://www-int.juniper.net/fst/pdfs/qfx3500_sopd.pdf
4. Hotsheets:
Cisco: <https://matrix.juniper.net/docs/DOC-55891>
Arista: <https://matrix.juniper.net/docs/DOC-55840>



everywhere

BACK UP SLIDES



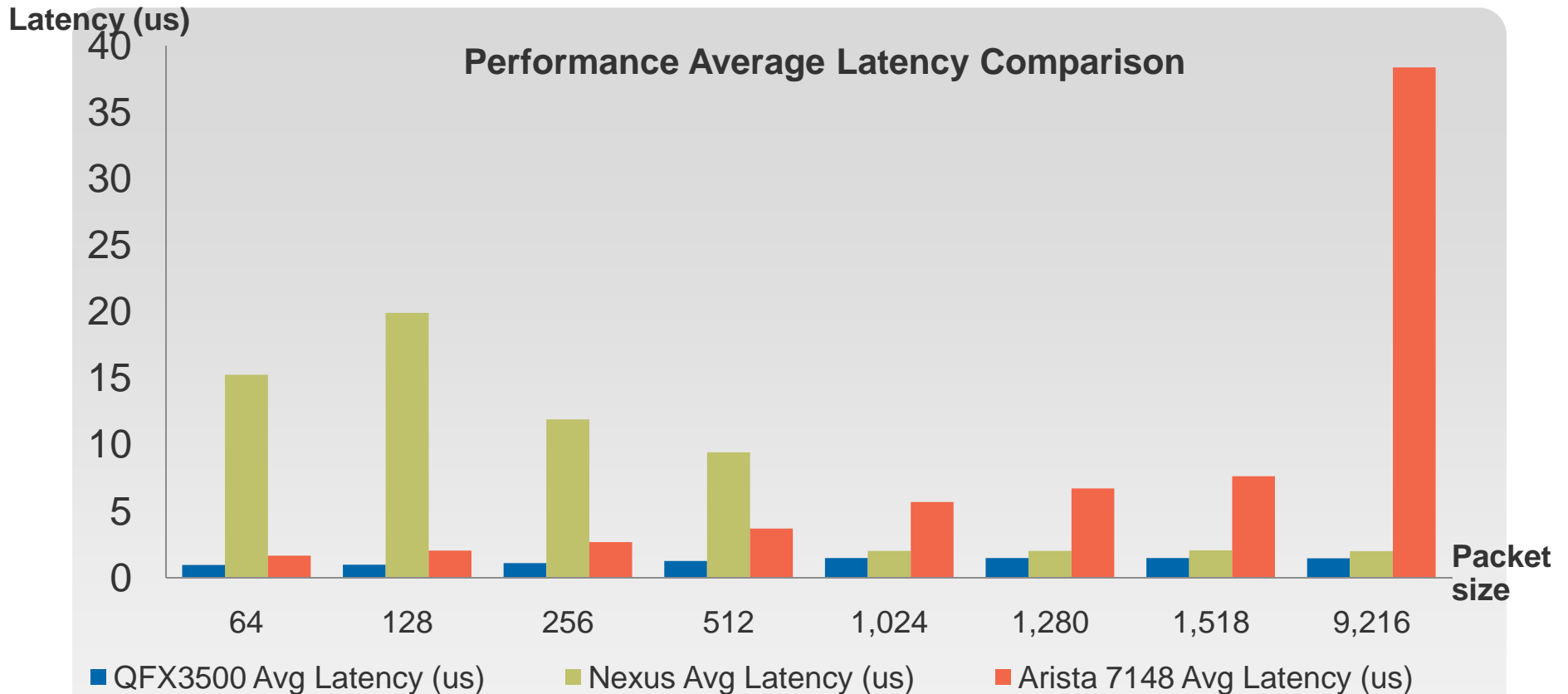


PERFORMANCE TEST RESULTS QFX3500 COMPARED WITH: CISCO NEXUS 5548 & ARISTA 7148S

**SUTAPA & XIANGHUI
FSG MKTG.**



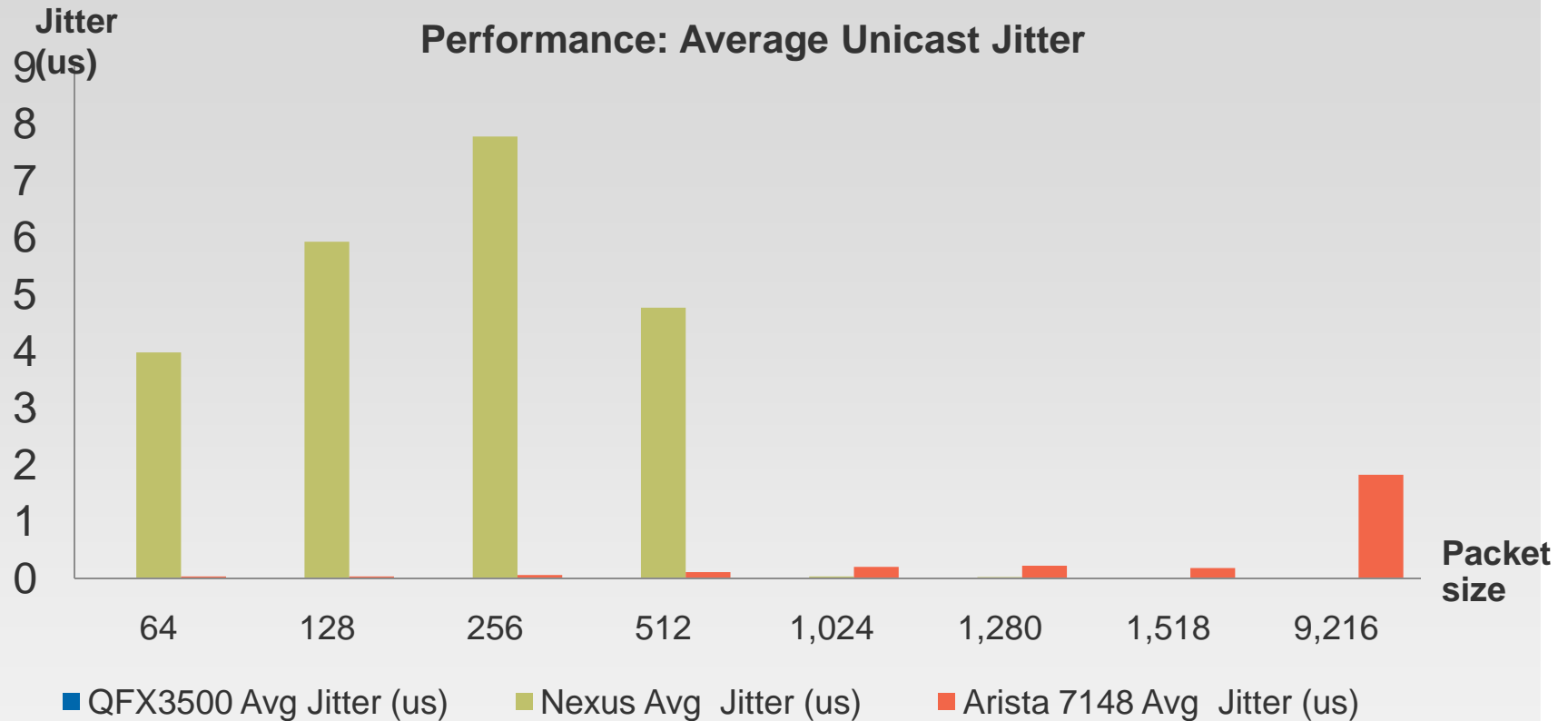
PERFORMANCE: AVERAGE UNICAST LATENCY QFX3500 VS. CISCO 5548, ARISTA 7148



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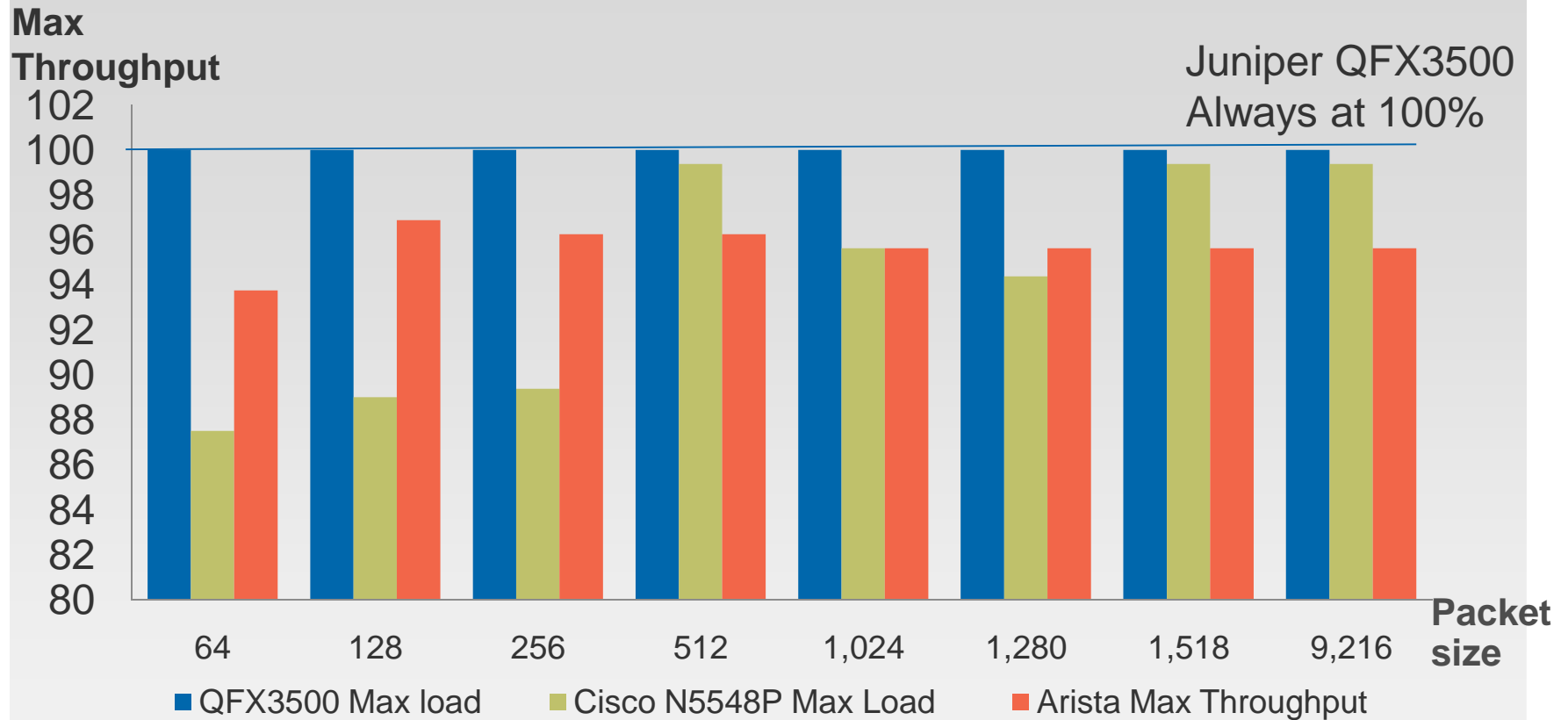
PERFORMANCE: UNICAST JITTER

QFX3500 VS. CISCO 5548 AND ARISTA 7148



Practically NO jitter.
Consistent performance at all packet sizes at full load

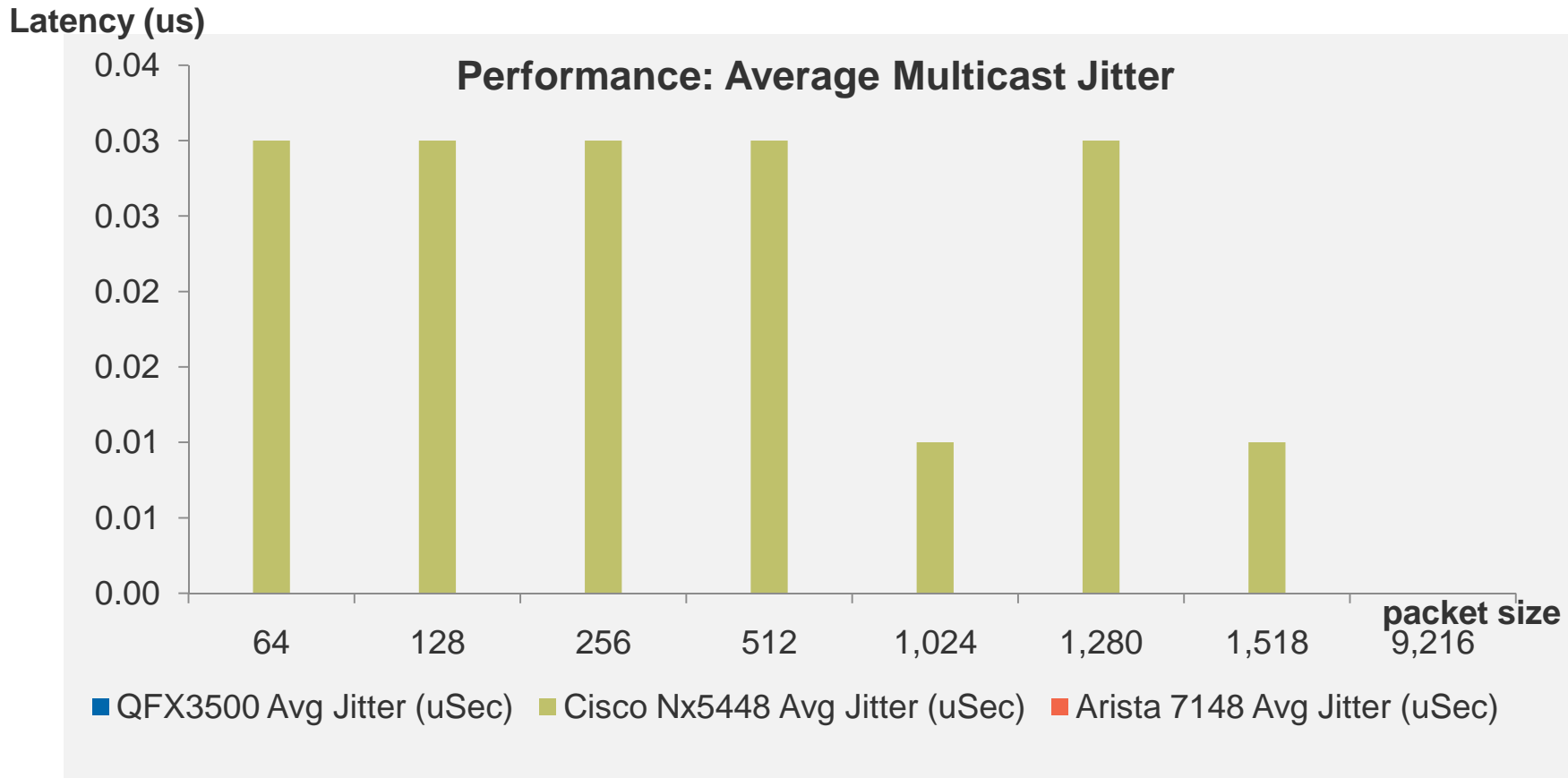
PERFORMANCE: **MAX THROUGHPUT** QFX3500 VS. CISCO 5548 AND ARISTA 7148



Cisco starts dropping packets at 87% load
Arista starts dropping packets at 93% load
QFX does not drop a single packet at 100% load for any packet size

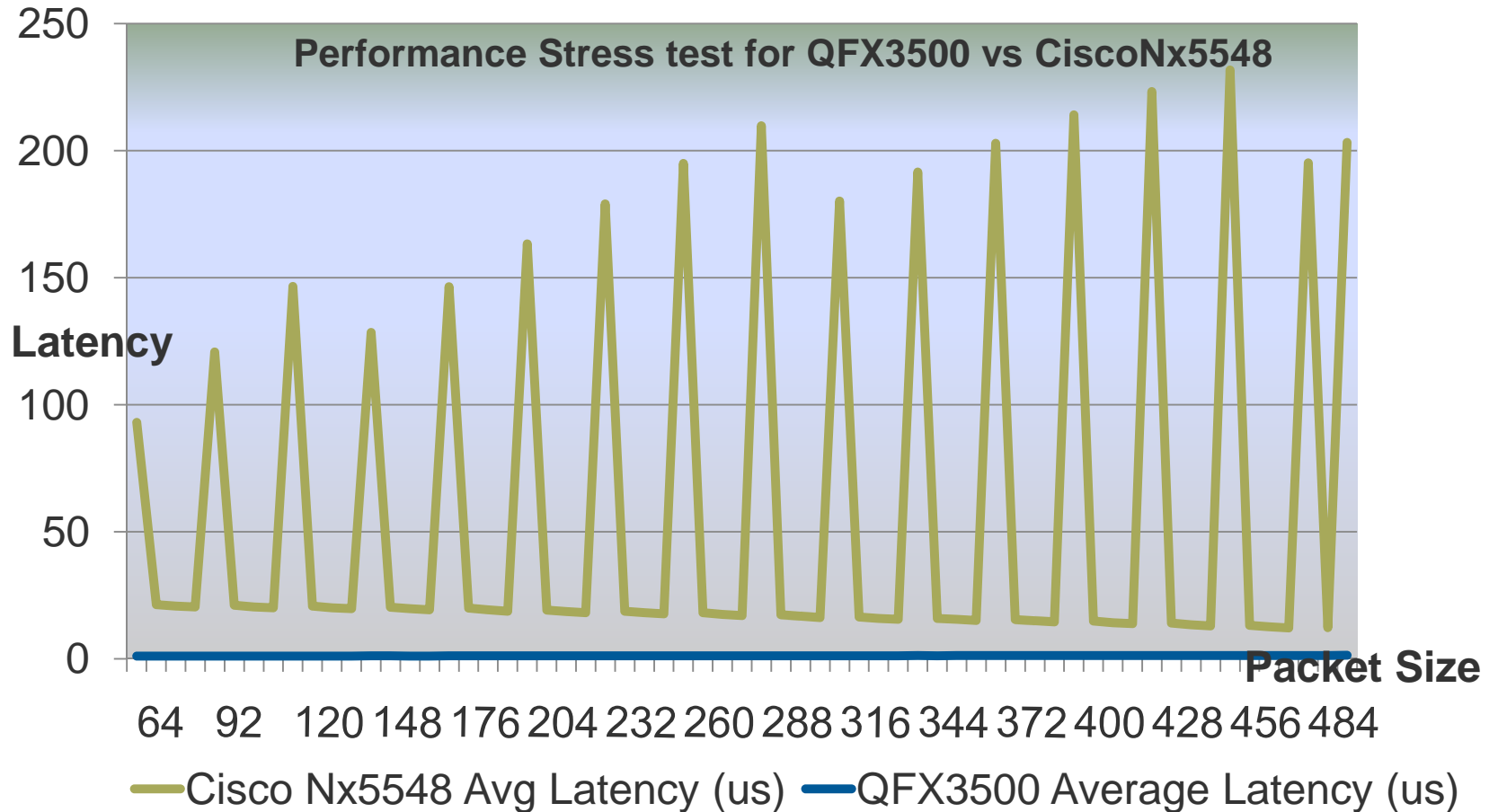
PERFORMANCE: MULTICAST JITTER

QFX3500 VS. CISCO 5548 AND ARISTA 7148



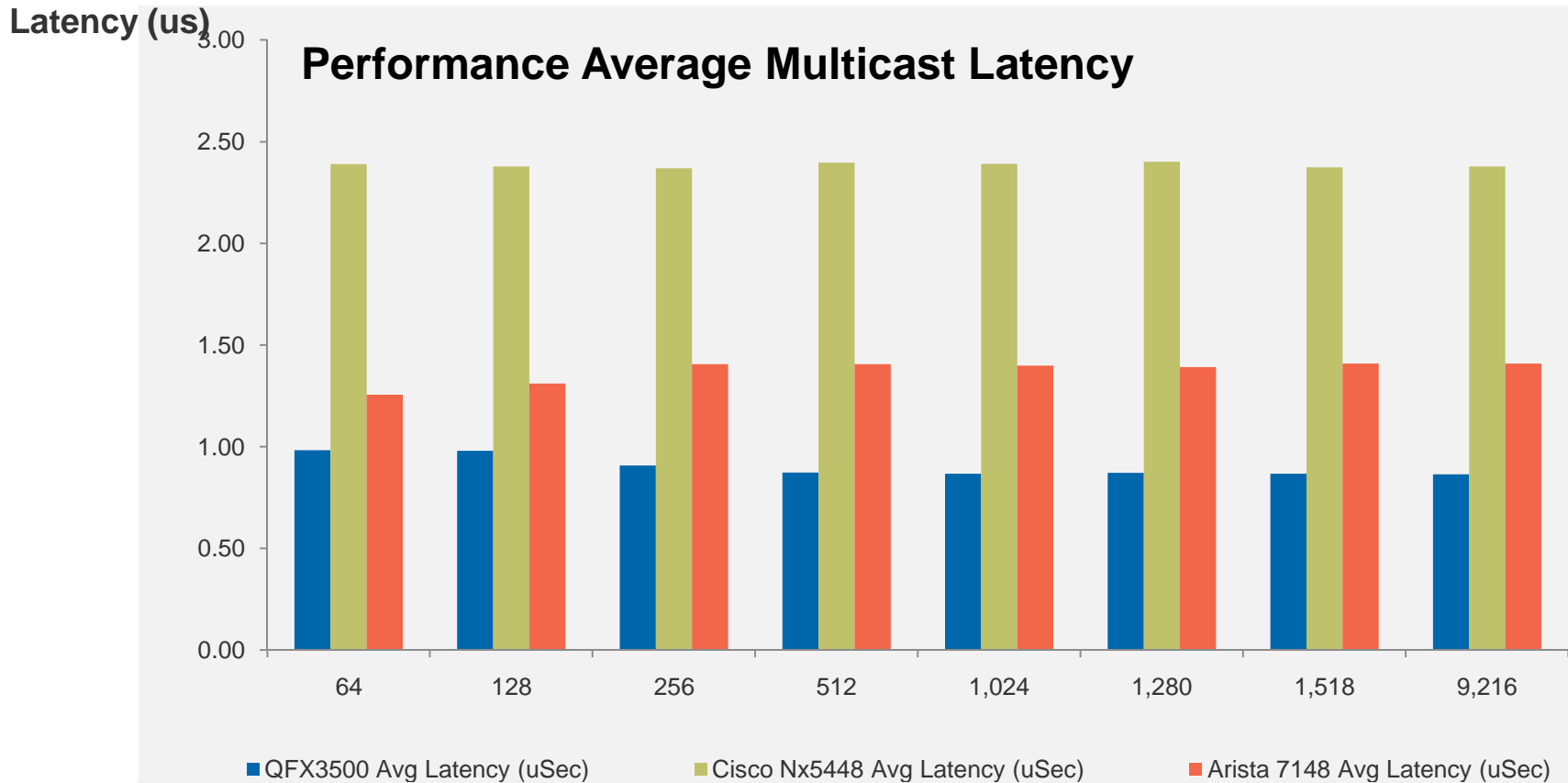
**QFX3500 practically has NO jitter.
Nexus 5548 has jitter for all packet sizes.**

STRESS TEST ACROSS PACKET SIZES 64 + 7X CISCO NX



**Nexus 5548 highly unsuitable for financials.
Nexus 5548 avg latency > 200 microsec across packet sizes**

PERFORMANCE: AVERAGE MULTICAST LATENCY QFX3500 VS. CISCO 5548, ARISTA 7148



QFX3500 multicast latency identical to unicast latency
QFX3500 has sub 1us for all packet sizes at 100% load
Cisco consistent latency of 2.5us , Arista cannot perform less than 1us latency.