

The Accelerator

SGI's Newsletter for Channel Partners

Volume 2 | August 2005

One team for success



UNLEASH THE POWER

ISSUE

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NEW CHANNEL PRODUCT

The SGI® Altix® 330 Server

- Ultra-dense
- Ultra-powerful
- Ultra-affordable

Introducing the newest member of the SGI Altix product family, the SGI Altix 330 server. With the new SGI Altix 330 server, you will be able to offer your customers all the advantages of owning an Altix server, backed by SGI quality, reputation, and support, at a very competitive price. Powered by the Intel® Itanium® 2 Processor, the SGI Altix 330 server is designed to deliver superior price/performance and scalability on an open standards-based system that supports all major HPC applications.

- ▶ Entry-level, midrange server, in a compact 1U package at a very competitive price point
- ▶ Based on the feature-rich SGI Altix architecture
- ▶ Basic two-CPU configuration, scalable to 16CPUs/128GB memory per system
- ▶ Can be configured as a cluster, with a choice of interconnects
- ▶ NUMAflex™ feature with shared-memory architecture
- ▶ Supports a broad range of applications in the HPC target market with standard Linux distributions
- ▶ Novell SUSE® LINUX® Enterprise Server 9, Red Hat® Enterprise Linux 4.0
- ▶ Advanced development environment with high-performance developer tools

For additional information about the new SGI Altix 330 and SGI's entire line of Altix servers, visit:

www.sgi.com/servers
and our Channel partner Web site at
www.channels.sgi.com

Energize your advertising dollars with co-branded marketing campaigns that leverage the Intel Inside® Program

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The SGI® Altix® family of servers, clusters, and supercomputers features the exceptional performance and choice of Intel® Itanium® 2 Processors.





Join SGI® CHANNEL CONNECTION!

GLOBAL CHANNEL PROGRAM
CONNECTING IS GOOD BUSINESS



Illustrating our worldwide corporate commitment to expand business through Channels, SGI has recently announced SGI Channel Connection, a robust

Channel program with a wealth of benefits for valued Channel members. If your business goals include growth in revenue, profit, market share, customer base, or customer retention, there are only a few options to help you achieve those objectives:

1. Expand or differentiate your product and/or service offerings
2. Create more significant competitive advantage
3. Develop productive relationships with new suppliers and/or service partners

Connecting with SGI can help you accomplish all three. Growth in market share and profitability is what businesses need to be successful. SGI is dedicated to enabling you to exceed customer expectations with solutions that solve the most complex business challenges. SGI's infinitely scalable solutions allow you to provide your customers with the ability to "Expand on Demand" to meet business and financial challenges, both today and in the future. Our servers, storage, and visualization solutions are modular and competitively priced to allow midrange enterprises and departments access to technology previously available only to very large corporations. For your business, this means a differentiation that yields growth, increased market share, and profitability.

SGI's Channel Connection is about building businesses together. We are ready to

invest in building and expanding our joint businesses to achieve mutual growth and success. SGI looks forward to building a strategic relationship with our Channel Connection members, because together we all win. For more information on SGI Channel Connection and to learn how to qualify to become an SGI Channel Connection member, visit www.sgi.com/resellers or e-mail us at channels@sgi.com.

Team with SGI and the Intel Inside® Program*

At SGI, our commitment and focus is about building productive and supportive relationships with our Channel partners that positively impact our shared business objectives. With this goal in mind, we have developed new co-branded marketing campaigns that leverage the Intel Inside® Program, a core element of Intel's worldwide marketing programs.

SGI participates in the Intel Inside® Program to:

- Promote Intel® Itanium® 2 Processors and SGI products for the purpose of increasing Channel revenue
- Generate awareness of qualified SGI products and Intel Inside® Logos through advertisements, direct mail, and signage developed under program guidelines
- Highlight the benefits of the Intel brand to create end-user excitement about SGI products

Simply put, two brands are stronger than one. The Intel brand, combined with SGI technology, enables you to develop a winning product campaign around demand generation activities supported through the Program, with the potential of up to 70 percent reimbursement on specific marketing activities upon approval.

For more information, please contact the SGI Channel Team at channels@sgi.com.

* Legal Disclaimer: Though Intel and SGI intend to provide resellers with reimbursement funds for the elements of this campaign, this document does not guarantee reimbursement and is not a binding commitment by Silicon Graphics, Inc. or Intel Corporation to provide reimbursement for any or all activities or tools made available hereunder. SGI and Intel reserve the right to refuse reimbursement for any reason. Factors affecting reimbursement may include, without limitation, noncompliance with program guidelines, availability of funds, and/or continuation of the program.

UNREAL PERFORMANCE MEETS REAL-WORLD PRICING.

INTRODUCING SGI® ALITX® 330—LEGENDARY SGI SPEED, NOW AVAILABLE AT NEW ENTRY-LEVEL PRICING.

SGI Altix 330 combines the most powerful supercomputing platform imaginable with the exceptional performance of the Intel® Itanium® 2 Processor. Together with a standard Linux® OS, Altix 330 is designed to adapt to all data-intensive environments, enabling your systems to scale seamlessly with global shared memory.

YOUR LOGO GOES HERE





EXTENDING THE SILICON GRAPHICS PRISM™ FAMILY

Silicon Graphics Prism™ Deskside Visualization System

Advanced visualization in a compact deskside form factor, starting under U.S. \$8,500*

Our newest member of the Silicon Graphics Prism family of visualization systems delivers deployment flexibility and scalability beyond PC workstations. Silicon Graphics Prism deskside brings large-memory capabilities and world-leading I/O to your customers at an unprecedented price, delivering double the usable memory of competing Linux® platforms. It combines a proven 64-bit Linux environment with the SGI® scalable, shared-memory visualization architecture and the system architecture of the record-setting SGI Altix supercomputer. Designed to support two CPUs and two GPUs under maximum workloads, Silicon Graphics Prism is the only system of its kind driven by two Intel® Itanium® 2 Processors and one or two ATI graphics processors for unparalleled price/perfor-

mance. Silicon Graphics Prism delivers an affordable entry into the acclaimed SGI visualization ecosystem. With its compact size and high-performance architecture, the Silicon Graphics Prism deskside offers higher performance than a cluster at a competitive price—and it is much easier to use.

For more about the Silicon Graphics Prism family and the newly introduced deskside product, visit www.sgi.com.



EnSight image courtesy of CEI

* All prices mentioned are in U.S. dollars and based on entry-level U.S. list pricing. Prices may vary depending on configuration. Prices subject to change.

Silicon Graphics Prism combines the power of SGI award-winning visualization architecture with the exceptional performance of the Intel® Itanium® 2 Processor.

Help Customers Trade-Up: Silicon Graphics Prism Deskside

Customers can trade in their older Silicon Graphics visual systems or qualified competitive systems for credit toward the purchase price of a new Silicon Graphics Prism deskside visualization system. Ongoing through December 23, 2005. For additional information, visit channels.sgi.com/promotions.

All orders must be booked on or before December 23, 2005. The terms and conditions of this promotion are limited and subject to change without notice. Certain restrictions may apply.

NEW STORAGE PRODUCT FOR THE WORKGROUP MARKET

Introducing the SGI® InfiniteStorage S330 Storage Array



The SGI Altix 330 server and the SGI InfiniteStorage S330 storage array are a winning combination.

- Scales from 2.8TB to over 16TB

- Superior performance, data protection, and availability
- Single controller or dual-active controllers for high availability

- Full-featured performance monitoring and administration tools
- Deployable in DAS, NAS, or SAN configurations
- Add functionality as your needs grow
- Enterprise-class storage solution priced and packaged for workgroup applications
- SGI InfiniteStorage, combined with Intel® Itanium® 2 Processors,

offers high performance solutions on multiple OS for consolidation, data lifecycle management, and data protection.

Visit www.sgi.com/storage to see how SGI customers are using our robust, open, and combinable solutions for intelligent consolidation, data lifecycle management, and data protection to lower costs, manage risk, and increase productivity.



The SGI® Altix® family of servers, clusters, and supercomputers features the exceptional performance and choice of Intel® Itanium® 2 Processors.

THE SGI® ALTIX® 1350 SERVER

SGI® ALTIX® 350 AND SGI ALTIX 1350

Manufacturing and Sciences Promotion

Sell an SGI Altix 350 or SGI Altix 1350 server with eligible manufacturing and sciences applications and get up to a \$32,000 USLP credit.*

The SGI Altix 350 server provides customers with a superior platform for running their CAE and sciences applications. Now these users can achieve both cost savings and superior performance with a credit of up to \$1,000 USLP per CPU (max. of \$32,000) off any SGI Altix 350 or SGI Altix 1350 system purchased that has at least one of these CAE or sciences ISV applications as the primary application for the system:

- UGS NX Nastran™
- STAR-CD
- FLUENT
- ANSYS
- Gaussian®
- VASP
- BLAST
- ABAQUS/Standard® and/Explicit®
- LSTC LS-DYNA
- ANSYS/CFX
- MSC.Nastran™
- CHARMM
- Amber
- Moldflow

Availability: NAFO, ICON

Time Frame: Through September 30, 2005

* All orders must be booked on or before September 30, 2005. The terms and conditions of this promotion are limited and subject to change without notice. Certain restrictions may apply.

LIMITED TIME OFFER

64-Processor SGI Altix 3700 Bx2 Bundle Now Available for Channel Partners



The industry's most versatile supercomputer is now more affordable. This single-rack bundle is a non-discountable promotion through December 31, 2005.*

Bundle includes:

- ▶ 64 x 1.5GHz/4MB Intel® Itanium® 2 Processors
- ▶ 64GB memory, 146GB disk
- ▶ SUSE LINUX Enterprise Server
- ▶ One year support
- ▶ U.S. net price \$269,595 marketed to end users at \$299,550**

For additional information on these and other special promotions available to our Channel partners, please contact your local SGI Channel sales representative or visit channels.sgi.com/promotions/

* Non discountable U.S. price, no additional allowances may be taken.

**All orders must be booked on or before December 31, 2005. The terms and conditions of this promotion are limited and subject to change without notice. Certain restrictions may apply.

SGI Remarketed Products

Partners have recently started using SGI remarketed products to gain access to new customers. These systems provide our resellers a price alternative to offer to customers interested in trying SGI technology for the first time. For more details, e-mail us at rpg@sgi.com.



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