

Cisco prepares for UCS

Cisco is urging partners to start skilling up to meet demand for its Unified Computing System (UCS), a new computing architecture that knits together compute, network, storage access and virtualisation into a modular system.

Cisco has brought on board several technology partners for the launch, including Microsoft and Red Hat.

Speaking to *MicroScope*, Cisco UK and Ireland datacentre solutions manager Jim DeHaven said, "In the UK and Ireland we are looking at 12 resellers with the datacentre specialisation."

According to DeHaven, Cisco will initially work with these partners, but then plans to narrow the numbers down to take account of their broader skills capabilities around the UCS technology partners.

"The plan is not to restrict this to skilled Gold Partners; as others skill up we will bring them on board," DeHaven added.

ANS Group chief executive Scott Fletcher said he was behind Cisco and believed the idea of putting virtualisation capabilities in a Cisco box



was particularly interesting.

"The strategy is right; why have one box doing blades and another doing the network? For us it is a great move because we have a foot in both camps," he said.

Fletcher added that Cisco historically had a tendency to grab market share during a downturn, and that he thought it would continue this trend through the current downturn.

Bob Dalton, managing director at Cisco services specialist Intact Inte-

grated Services, which was spun out of its parent Logicalis earlier this month, said, "We expect that initially many channel partners will adopt a 'wait and see' approach.

"However, there is a strong opportunity for those channel partners who get in early on important new initiatives, such as UCS, and who position themselves to reap the commercial benefits as the market moves to recovery." ●

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