



# SmartPlay Compute – Cascade Lake

“The Next Generation”

Global Program Guide  
September 2020

Version: 2.1

# SmartPlay Compute – Cascade Lake Bundles

1

## Better pricing & New Configuration

Get DSA equivalent pricing up front for Cascade Lake/Cascade Lake Refresh PIDs!!

2

## More Flexible/More Integrated

- Selectable options, factory integrated
- Distributor Build to Order Option
- Faster lead times\*

3

## Compatible with existing promotions and offers

Refer to Partner Incentives and Promotions pages and/or DC Sales Hub

# Executive Summary

## SmartPlay Compute - Cascade Lake

### Project Charter

Simplify, enhance and improve SmartPlay Compute offers to reduce transaction friction and increase velocity of business

### Key Goals

- Easy to transact
- Quote as close to “right price” the first time
- Improve velocity by having the right mix of CPUs and options (disk, memory, etc.)
- Shortened lead-times

### Outcomes

**Price competitive  
“lead with” offers**

**20% of UCS/HX  
business driven via**

**SmartPlays  
Easy to add Cisco  
S/W (Intersight and  
CWOM)**

**Improved Delivery  
Times**

# Everyone Benefits

## Customer

- Supports customer's mission critical business infrastructure needs
- Reduce procurement time with the best, up-front pricing available from Cisco on Compute products
- Integrated with hardware, software and management

## Partner

- Reduce sales cycle-time and time-to-revenue with competitive, up-front pricing on Cisco Compute products
- Stackable channel promotional offers and pricing for even more competitive pricing and deal protection

## Cisco Seller

- Reduce sales cycle and time to revenue with competitive, up-front pricing on Cisco Compute products
- Reduce shipment times, getting products to customers faster. Improve demand forecasting and supply chain

# Great pricing and ordering efficiency

Win with SmartPlays, easy ordering, great price, faster time to market



SmartPlay Bundle	HX All-Flash HX220 Value	UCS C220M5 Medium
Ordering PID	<b>HXAF-SP-220M5C-V</b> <ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 4214R</li><li>• 192GB DDR4 RDIMM (6x 32GB 2933 MHz)</li></ul>	<b>UCS-SP-C220M5CL-M</b> 6226R (2) 384GB DDR4 DIMM (12x 32GB)
SmartPlay List	<b>\$50,463</b>	<b>\$31,319</b>
CTO/GPL List	\$63,957	\$47,281

## Incentives

Refer to Partner Incentives and Promotions pages and/or DC Sales Hub

# What about Net Partner Acquisition price?

Let's examine the details

Both configurations include:



Same 1-year  
HXDP license



Same service /  
support option



Same drive, memory,  
and CPU options

## SmartPlay

HX All-Flash HX240

HXAF-SP-220M5C-V

- Intel 5220R (2), 384GB (6x 64G)  
Memory

## CTO

HX All-Flash

HXAF-240M5C

- Intel 5220R (2), 384GB (6x 64G)  
Memory

SmartPlay List Price

\$78,726

\$104,568

GPL List Price

HX Authorization Discount

-74%

-80%

DSA Discount

Price to partner\*

\$20,468

\$20,917

Price to partner\*

# What about Net Partner Acquisition price?

Let's examine the details

Both configurations include:



Same UCS B200 M5



Same service /  
support option



Same drive, memory,  
and CPU options

## SmartPlay UCS B200 M5

UCS-SP-B200M5CL-A  
• Intel 6238RR (2), 768GB  
(12x64GB) Memory 1440 VIC

## CTO

UCS B200 M5

UCSB-B200-M5-U  
• Intel 6238RR (2), 768GB  
(12x64GB) Memory 1440 VIC

SmartPlay List Price

\$52,768

\$78,257

GPL List Price

Account Breakaway &  
Competitive Discount

-68%

-78%

DSA Discount

Price to partner\*

\$16,886

\$17,216

Price to partner\*

# Win faster with the **right** route to Market!

SmartPlay +  
Deal Reg

vs.

CTO/DSA

Minutes/hours or up to 2  
days for approval



Fastest Route to Market with  
Very Competitive Pricing

Up to 7-8 days for approval





# SmartPlay Compute Update Summary

NEW

## What's new?

- Added NEW MDS SmartPlays
- New Chassis IOMs; BiDi transceivers made optional
- New (total of 2) add-on memory PIDs – 32GB & 64GB for the 2933Mhz



## Things to remember

- The new SmartPlay program introduces: More competitive pricing, CPUs, drive packs, NVMe & All-Flash Edge bundles, and memory configurations
- Intersight should be added to all bundle configurations
- Full CWOM license now an optional upgrade for Blades, trial license still optional as well
- 4th Generation Fabric Interconnects now available for UCS and HX Cascade Lake SmartPlay bundles

\*Indicates Newest Update

# SmartPlay Compute - Cascade Lake

## Terms and conditions

### UCS SMARTPLAY - Cascade Lake (M5)

### HX SMARTPLAY - Cascade Lake (M5)

Quoting End Date	July 31, 2021	July 31, 2021
Ordering End Date	August 28, 2021	August 28, 2021
AB/Competitive	Up to 68%	Up to 71%
OIP	Up to 65%	Up to 65%
TIP	Up to 65%	Up to 65%
MIP	Up to 67%	Up to 67%
HX Authorization	NA	Up to 74%
VIP	Yes	Yes
DSA	NO	NO
MDS Product*	Up to 46%	N/A
Try and Buy	Yes	Yes
NFR (Not for Resale)	Up to 70%	Up to 70%

# Quick Links Guide

## SmartPlay Launch Links

[SmartPlay Program Partner Landing Page](#)

[SmartPlay Compute - Cascade Lake Partner Landing Page](#)

[SmartPlay Compute - Cascade Lake Program Guide](#)

[SmartPlay Compute - Cascade Lake HyperFlex Ordering VOD](#)

[Build & Price UCS Promotions](#)

## Other Useful Links:

[Partner/Disti DC Sales Hub](#)

[Partner/Disti Global Launch Hub](#)

[Partner Central Incentives and Promotions](#)

[Proposal Library](#)

[Interisight Demo](#)

[dCloud](#)

*See the new HX Customer Facing Assets on the back-up slides at the end of the deck*

# SmartPlay Compute – Cascade Lake Bundle offers

HyperFlex

UCS Blade Servers and Rack Servers

# SmartPlay HyperFlex M5 CLX-R overview

	Entry	Value	Performance	Drive packs
<a href="#">All NVMe</a>	<b>HXAF-SP-220M5CNV-E</b> • 5220R (2), 256GB (8x 32GB)	<b>HXAF-SP-220M5CNV-V</b> • 6240R (2), 384GB (6x 64G)	<b>HXAF-SP-220M5CNV-P</b> • 6248R (2) max 27C, 768GB (12x 64GB)	<b>NVME:</b> • <b>HX-SP-NVME-6X1TB</b> , 6TB (6x 1TB NVMe) • <b>HX-SP-NVME-6X4TB</b> , 24TB (6x 4TB NVMe) • <b>HX-SP-NVME-6X8TB</b> , 48TB (6x 8TB NVMe)
<a href="#">Edge All Flash</a>	<b>HXAF-SP-EDGE-M5CE1</b> • 4210R (1), 128GB (4x 32GB)	<b>HXAF-SP-EDGE-M5CE2</b> • 4214R (2), 192GB (6x 32GB)	<b>HXAF-SP-EDGE-M5CE3</b> • 5220R (2), 384GB (6x 64G)	<b>SSD:</b> • <b>HX-STD-11</b> , 2.88TB (3x 960GB SSD) • <b>HX-STD-03b</b> , 5.76TB (6x 960GB) • <b>HX-STD-14</b> , 11.4TB (3x 3.8TB SSD)
<a href="#">Edge Hybrid</a>	<b>HX-SP-EDGE-M5C</b> • 4210R (1), 128GB (4x 32GB)	--	--	<b>HDD:</b> • <b>HX-STD-09A</b> , 3.6TB (3x 1.2TB) • <b>HX-STD-13</b> , 7.2TB (3x 2.4TB) • <b>HX-STD-02A</b> , 10.8TB (6x 1.8TB)
<a href="#">All Flash</a>	<b>HXAF-SP-220M5C-V</b> • 4214R (2), 192GB (6x 32GB)	<b>HXAF-SP-240M5C-V</b> • 5220R (2), 384GB (6x 64G)	<b>HXAF-SP-240M5C-P1</b> • 6240R (2), 384GB (6x 64G)	<b>SSD:</b> • <b>HX-STD-03B</b> , 5.76TB (6x 960GB) • <b>HX-STD-04B</b> , 22.8TB (6x 3.8TB) • <b>HX-STD-05B</b> , 41.8TB (11x 3.8TB) • <b>HX-STD-08B</b> , 10.5TB (11x 960GB) • <b>HX-STD-12</b> , 45.6TB (6x 7.6TB)
<a href="#">Hybrid</a>	<b>HX-SP-220M5C-E</b> • 4214R (2), 192GB (6x 32GB)	<b>HX-SP-240M5LFFC-V2</b> (HX240LFF) • 4214R (2), 384GB (6x 64G)	--	<b>SED SSD:</b> • <b>HX-ENCR-04B</b> , 22.8TB (6x 3.8TB) • <b>HX-ENCR-07B</b> , 10.5TB (11x 960GB) • <b>HX-ENCR-08</b> , 41.8TB (11x 3.8TB)
				<b>HDD:</b> • <b>HX-STD-01A</b> , 7.2TB (6x 1.2TB) • <b>HX-STD-02A</b> , 10.8 TB (6x 1.8TB)
				<b>SED HDD:</b> • <b>HX-ENCR-01B</b> , 7.2TB (6x 1.2TB)
				<b>LFF HDD:</b> • <b>HX-STD-10A</b> , 48TB (6x 8TB LFF)

# HyperFlex: All NVMe CLX-R SmartPlay

HyperFlex SKUS	All NVMe node configuration	Drive options	Software & FI options	
<b>HXAF220</b> <b>All NVMe Entry</b> HXAF-SP-220M5CNV-E	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 5220R</li> <li>• 2.2 GHz, 24 core, 150W, 35.75MB cache</li> <li>• 256GB DDR4 RDIMM (8x 32GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform Enterprise SW subscription</li> </ul>	<ul style="list-style-type: none"> <li>• Cisco Virtual Interface Card 1457 MLOM</li> <li>• 2x 1600W PSU, 1x 32GB Micro SD</li> <li>• Cache- 1x 375 GB Optane</li> <li>• SP Log- 1x 1TB NVMe</li> <li>• HX Acceleration PCIe Offload Card</li> <li>• Optional Multicloud Software</li> </ul>	HX-SP-NVME-6X1TB • 6TB (6x1TB NVMe)  HX-SP-NVME-6X4TB • 24TB (6x4TB NVMe)  HX-SP-NVME-6X8TB • 48TB (6x8TB NVMe)	HXDP-P001-1YR   HXDP-P001-3YR  HXDP-P001-5YR
<b>HXAF220</b> <b>All NVMe Value</b> HXAF-SP-220M5CNV-V	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 6240R</li> <li>• 2.4 GHz, 24-core, 165W, 35.75MB cache</li> <li>• 384GB DDR4 RDIMM (6x 64GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform Enterprise SW subscription</li> </ul>	<ul style="list-style-type: none"> <li>• Cisco Virtual Interface Card 1457 MLOM</li> <li>• 2x 1600W PSU, 1x 32GB Micro SD</li> <li>• Cache- 1x 375 GB Optane</li> <li>• SP Log- 1x 1TB NVMe</li> <li>• HX Acceleration PCIe Offload Card</li> <li>• Optional Multicloud Software</li> </ul>	HX-SP-NVME-6X1TB • 6TB (6x1TB NVMe)  HX-SP-NVME-6X4TB • 24TB (6x4TB NVMe)  HX-SP-NVME-6X8TB • 48TB (6x8TB NVMe)	HXDP-P001-5YR  FABRIC INTERCONNECT:  HX-SP-FI6454
<b>HXAF220</b> <b>All NVMe Performance</b> HXAF-SP-220M5CNV-P	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 6248R</li> <li>• 3.0 GHz, 24-core, 205W, 35.75MB cache</li> <li>• 768GB DDR4 RDIMM (12x 64GB 2933MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform Enterprise SW subscription</li> </ul>	<ul style="list-style-type: none"> <li>• Cisco Virtual Interface Card 1457 MLOM</li> <li>• 2x 1600W PSU, 1x 32GB Micro SD</li> <li>• Cache- 1x 375 GB Optane</li> <li>• SP Log- 1x 1TB NVMe</li> <li>• HX Acceleration PCIe Offload Card</li> <li>• Optional Multicloud Software</li> </ul>	HX-SP-NVME-6X1TB • 6TB (6x1TB NVMe)  HX-SP-NVME-6X4TB • 24TB (6x4TB NVMe)  HX-SP-NVME-6X8TB • 48TB (6x8TB NVMe)	

HX Appliance Bundles Include: • Nodes: Minimum 3 nodes • SW subscription, HXDP-P 1, 3, or 5 years • Optional pair of FI's

# HyperFlex: EDGE All Flash CLX-R SmartPlay

HyperFlex SKUS	EDGE node configuration	Drive options	Software options	
<b>HXAF220 Edge 1</b> HXAF-SP-EDGE-M5CE1	<ul style="list-style-type: none"> <li>1x Intel® Xeon® Processor 4210R</li> <li>2.40 GHz, 10-core, 100W, 13.75MB cache</li> <li>128GB DDR4 RDIMM (4x 32GB 2933 MHz)</li> <li>Cisco HX Data Platform SW subscription</li> <li>VMware vSphere ROBO, Enterprise Plus (Optional)</li> </ul>	<ul style="list-style-type: none"> <li>Cisco 12 Gbps Modular SAS HBA</li> <li>1x 1050W PSU, 1x 32GB Micro SD</li> <li>1x 240GB 2.5 M.2 SATA SSD</li> </ul>	<ul style="list-style-type: none"> <li><b>Standard-11</b></li> <li>• 2.88TB (3x 960GB SSD)</li> <li><b>Standard-03b</b></li> <li>• 5.76TB (6x 960GB)</li> <li><b>Standard-14</b></li> <li>• 11.4TB (3x 3.8TB SSD)</li> </ul>	HXDP-E001-1YR HXDP-E001-3YR HXDP-E001-5YR.
<b>HXAF220 Edge 2</b> HXAF-SP-EDGE-M5CE2	<ul style="list-style-type: none"> <li>2x Intel® Xeon® Processor 4214R</li> <li>2.40 GHz, 12-core, 100W, 16.5MB cache</li> <li>192GB DDR4 RDIMM (6x 32GB 2933 MHz)</li> <li>Cisco HX Data Platform SW subscription</li> <li>VMware vSphere ROBO, Enterprise Plus (Optional)</li> </ul>	<ul style="list-style-type: none"> <li>Cisco 12 Gbps Modular SAS HBA</li> <li>1x 1050W PSU, 1x 32GB Micro SD</li> <li>1x 240GB 2.5 M.2 SATA SSD</li> </ul>	<ul style="list-style-type: none"> <li><b>Standard-11</b></li> <li>• 2.88TB (3x 960GB SSD)</li> <li><b>Standard-03b</b></li> <li>• 5.76TB (6x 960GB)</li> <li><b>Standard-14</b></li> <li>• 11.4TB (3x 3.8TB SSD)</li> </ul>	HXDP-E001-1YR HXDP-E001-3YR HXDP-E001-5YR
<b>HXAF220 Edge 3</b> HXAF-SP-EDGE-M5CE3	<ul style="list-style-type: none"> <li>2x Intel® Xeon® Processor 5220R</li> <li>2.1 GHz, 26 core, 150W, 35.75MB cache</li> <li>384GB DDR4 DIMM (6x 64GB 2933 MHz)</li> <li>Cisco HX Data Platform SW subscription</li> <li>VMware vSphere ROBO, Enterprise Plus (Optional)</li> </ul>	<ul style="list-style-type: none"> <li>Cisco 12 Gbps Modular SAS HBA</li> <li>1x 1050W PSU, 1x 32GB Micro SD</li> <li>1x 240GB 2.5 M.2 SATA SSD</li> </ul>	<ul style="list-style-type: none"> <li><b>Standard-11</b></li> <li>• 2.88TB (3x 960GB SSD)</li> <li><b>Standard-03b</b></li> <li>• 5.76TB (6x 960GB)</li> <li><b>Standard-14</b></li> <li>• 11.4TB (3x 3.8TB SSD)</li> </ul>	HXDP-E001-1YR HXDP-E001-3YR HXDP-E001-5YR

• HXAF220-E Edge bundle (Edge installs are 2, 3, or 4 nodes). No min or max cluster purchase restrictions.

# HyperFlex: EDGE HDD CLX-R SmartPlay

HyperFlex SKUS	EDGE node configuration	Drive options	Software options	
<b>HX220 Edge</b> HX-SP-EDGE-M5C	<ul style="list-style-type: none"><li>• 1x Intel® Xeon® Processor 4210R</li><li>• 2.40 GHz, 10-core, 100W, 13.75MB cache</li><li>• 128GB DDR4 RDIMM (4x 32GB 2933 MHz)</li><li>• VMware vSphere ROBO, Enterprise Plus (Optional)</li><li>• Cisco HX Data Platform SW subscription</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12 Gbps Modular SAS HBA</li><li>• 1x 1050W PSU, 1x 32GB Micro SD</li><li>• 1x 240GB 2.5 M.2 SATA SSD</li></ul>	<ul style="list-style-type: none"><li>• <b>HX-STD-09A</b> 3.6TB (3x1.2TB)</li><li>• <b>HX-STD-13</b> 7.2TB (3x 2.4TB)</li><li>• <b>HX-STD-02A</b> 10.8TB (6x 1.8TB)</li></ul>	<ul style="list-style-type: none"><li>• <b>HXDP-E001-1YR</b></li><li>• <b>HXDP-E001-3YR</b></li><li>• <b>HXDP-E001-5YR</b></li></ul>

- **HX220-E Edge bundle** (Edge installs are 2, 3, or 4 nodes). No min or max cluster purchase restrictions.



# HyperFlex: All-Flash CLX-R SmartPlay

HyperFlex SKUS	All Flash node configuration	Drive options	Software & FI options
<p><b>HXAF220 Value</b> HXAF-SP-220M5C-V</p>	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 4214R</li> <li>• 2.40 GHz, 12-core, 100W, 16.5MB cache</li> <li>• 192GB DDR4 RDIMM (6x 32GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform SW subscription</li> </ul>	<ul style="list-style-type: none"> <li><b>HX-STD-03B</b></li> <li>• 5.76TB (6x 960GB)</li> <li><b>HX-STD-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> <li><b>HX-STD-12</b></li> <li>• 45.6TB (6x 7.6TB)</li> <li><b>HX-ENCR-03B</b></li> <li>• 5.76TB (6x 960GB)</li> <li><b>HX-ENCR-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> </ul>	<p>STANDARD:</p>
<p><b>HX-STD-04B</b> HXAF-SP-240M5C-V</p>	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 5220R</li> <li>• 2.20 GHz, 24-core, 150W, 35.75MB cache</li> <li>• 384GB DDR4 RDIMM (6x 64GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform SW subscription</li> </ul>	<ul style="list-style-type: none"> <li><b>HX-STD-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> <li><b>HX-STD-05B</b></li> <li>• 41.8TB (11x 3.8TB)</li> <li><b>HX-STD-08B</b></li> <li>• 10.5TB (11x 960GB)</li> <li><b>HX-STD-12</b></li> <li>• 45.6TB (6x 7.6TB)</li> <li><b>HX-ENCR-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> <li><b>HX-ENCR-07B</b></li> <li>• 10.5TB (11x 960GB)</li> <li><b>HX-ENCR-08</b></li> <li>• 41.8TB (11x 3.8TB)</li> </ul>	<p>HXDP-S001-1YR HXDP-S001-3YR HXDP-S001-5YR</p> <p>ENTERPRISE:</p> <p>HXDP-P001-1YR HXDP-P001-3YR HXDP-P001-5YR</p>
<p><b>HXAF240 Performance</b> HXAF-SP-240M5C-P1</p>	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 6240R</li> <li>• 2.4 GHz, 24-core, 165W, 35.75MB cache</li> <li>• 384GB DDR4 RDIMM (6x 64GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform SW subscription</li> </ul>	<ul style="list-style-type: none"> <li><b>HX-STD-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> <li><b>HX-STD-05B</b></li> <li>• 41.8TB (11x 3.8TB)</li> <li><b>HX-STD-08B</b></li> <li>• 10.5TB (11x 960GB)</li> <li><b>HX-STD-12</b></li> <li>• 45.6TB (6x 7.6TB)</li> <li><b>HX-ENCR-04B</b></li> <li>• 22.8TB (6x 3.8TB)</li> <li><b>HX-ENCR-07B</b></li> <li>• 10.5TB (11x 960GB)</li> <li><b>HX-ENCR-08</b></li> <li>• 41.8TB (11x 3.8TB)</li> </ul>	<p>FABRIC INTERCONNECT:</p> <p>HX-SP-FI6454</p>

# HyperFlex: Hybrid CLX-R SmartPlay

HyperFlex SKUS	Hybrid node configuration	Drive options	Software & FI options
<b>HX220 Entry</b> HX-SP-220M5C-E	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 4214R</li> <li>• 2.40 GHz, 12-core, 100W, 16.5MB cache</li> <li>• 192GB DDR4 RDIMM (6x 32GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform SW subscription</li> </ul>	<ul style="list-style-type: none"> <li>• Cisco Virtual Interface Card 1457 MLOM</li> <li>• Cisco 12 Gbps Modular SAS HBA</li> <li>• 2x 770W PSU, 1x 32GB Micro SD</li> <li>• 1x 240GB 2.5 SATA SSD</li> <li>• Optional Multicloud Software</li> </ul>	<b>HX-STD-01A</b> • 7.2TB (6x 1.2TB)
		<b>HX-STD-02A</b> • 10.8 TB (6x 1.8TB)	<b>STANDARD:</b>  HXDP-S001-1YR HXDP-S001-3YR HXDP-S001-5YR
		<b>HX-ENCR-01B</b> • 7.2TB (6x 1.2TB)	<b>ENTERPRISE:</b>  HXDP-P001-1YR HXDP-P001-3YR HXDP-P001-5YR
<b>HX240 LFF Value Two</b> HX-SP-240M5LFFC-V2  Large Form Factor	<ul style="list-style-type: none"> <li>• 2x Intel® Xeon® Processor 4214R</li> <li>• 2.40 GHz, 12-core, 100W, 16.5MB cache</li> <li>• 384GB DDR4 RDIMM (6x 64GB 2933 MHz)</li> <li>• VMware vSphere Enterprise Plus (Optional)</li> <li>• Cisco HX Data Platform SW subscription</li> </ul>	<ul style="list-style-type: none"> <li>• Cisco Virtual Interface Card 1457 MLOM</li> <li>• Cisco 12 Gbps Modular SAS HBA</li> <li>• 2x 1050W PSU, 1x 32GB SD Card</li> <li>• 1x 240GB M.2 SATA SSD</li> <li>• Optional Multicloud Software</li> </ul>	<b>HX-STD-10A</b> • 48TB (6x 8TB LFF)
			<b>FABRIC INTERCONNECT:</b>  HX-SP-FI6454

HX Appliance Bundles Include: • Nodes: Minimum 3 nodes • SW subscription, HXDP 1, 3, or 5 years • Optional pair of FI's

# HX NVMe Drive Packs

(Drive Packs are Not sold stand alone)

All NVMe Drive Packs		
Drive Pack	Drive Description	SP Compatibility
<b>HX-SP-NVME-6X1TB</b> 6TB (6x 1TB NVMe)	Capacity- 6x 1TB NVMe CACHE- Optane System Log- 1TB NVMe	All NVMe: HX220 Entry All NVMe: HX220 Value All NVMe: HX220 Performance
<b>HX-SP-NVME-6X4TB</b> 24TB (6x 4TB NVMe)	Capacity- 6x 4TB NVMe CACHE- Optane 1TB System Log NVMe	All NVMe: HX220 Entry All NVMe: HX220 Value All NVMe: HX220 Performance
<b>HX-SP-NVME-6X8TB</b> 48TB (6x 8TB NVMe)	Capacity- 6x 8TB NVMe CACHE- Optane System Log- 1TB NVMe	All NVMe: HX220 Entry All NVMe: HX220 Value All NVMe: HX220 Performance

## Optional DRAM Expansion PIDS:

- **HX-SP-M32G2-RTH** SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
- **HX-SP-M64G2-RTH** SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v

# HX Edge SSD Drive Packs

(Drive Packs are Not sold stand alone)

EDGE CLX Drive Packs		
Drive Pack	HXAF SSD Edge Drives	SP compatibility
<b>HX-STD-11</b> 2.88TB (3x 960GB)	Cache- 1x 800 GB System Log- 1x 240 GB Capacity- 3x 960 G	HX Edge (AF): <ul style="list-style-type: none"><li>• HXAF220 Edge 1</li><li>• HXAF220 Edge 2</li><li>• HXAF220 Edge 3</li></ul>
<b>HX-STD-03B</b> 5.76TB (6x 960GB)	CACHE: 1x 800 GB System Log- 1x 240 GB Capacity- 6x 960 GB	HX Edge (AF): <ul style="list-style-type: none"><li>• HXAF220 Edge 1</li><li>• HXAF220 Edge 2</li><li>• HXAF220 Edge 3</li></ul>
<b>HX-STD-14</b> 11.4TB (3x 3.8TB)	Cache- 1x 800 GB System Log- 1x 240 GB Capacity- 3x 3.8TB	AF: HX220 Value  HX Edge (AF): <ul style="list-style-type: none"><li>• HXAF220 Edge 1</li><li>• HXAF220 Edge 2</li><li>• HXAF220 Edge 3</li></ul>

## Edge Networking Topo Options:

- **HX-E-TOPO1** 10GbE Single or Dual Switch (2, 3, or 4 node)
- **HX-E-TOPO2** 1GbE Dual Switch (3 or 4 node), 1GbE Dual or Single (2 node)
- **HX-E-TOPO3** 1GbE Single Switch (3 or 4 node only)

## Optional DRAM Expansion PIDS:

- **HX-SP-M32G2-RTH** SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
- **HX-SP-M64G2-RTH** SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v

# HX Edge HDD Drive Packs

(Drive Packs are Not sold stand alone)

EDGE CLX Drive Packs		
Drive Pack	HX HDD Edge Drives	SP compatibility
<b>HX-STD-09A</b> 3.6TB (3x 1.2TB)	Cache- 1x 480 GB System Log- 1x 240 GB Capacity- 3x 1.2 TB	HX Edge (Hybrid)
<b>HX-STD-13</b> 7.2TB (3x 2.4TB)	Cache- 1x 480 GB System Log- 1x 240 GB Capacity- 3x 2.4 TB	HX Edge (Hybrid)
<b>HX-STD-02A</b> 10.8 TB (6x 1.8TB)	Cache- 1x 480 GB System Log- 1x 240 GB Capacity- 6x 1.8 TB	HX Edge (Hybrid) Hybrid: HX220 Entry

## Edge Networking Topo Options:

- **HX-E-TOPO1** 10GbE Single or Dual Switch (2, 3, or 4 node)
- **HX-E-TOPO2** 1GbE Dual Switch (3 or 4 node), 1GbE Dual or Single (2 node)
- **HX-E-TOPO3** 1GbE Single Switch (3 or 4 node only)

## Optional DRAM Expansion PIDS:

- **HX-SP-M32G2-RTH** SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
- **HX-SP-M64G2-RTH** SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v

# HXAF SSD Drive Packs

(Drive Packs are Not sold stand alone)

Drive Pack	SSD Drives	All Flash compatibility
<b>HX-STD-03B</b> 5.76TB (6x 960GB)	CACHE: 1x 800 GB (HX-SD800G123X-EP) System Log- 1x 240 GB Capacity- 6x 960 GB	AF: HX220 Value  HX Edge (AF): • HXAF220 Edge 1 • HXAF220 Edge 2 • HXAF220 Edge 3
<b>HX-STD-04B</b> 22.8TB (6x 3.8TB)	CACHE: 1x 800 GB (HX-SD800G123X-EP) System Log- 1x 240 GB Capacity- 6x 3.8 TB	AF: HX220 Value AF: HX240 Value AF: Performance
<b>HX-STD-05B</b> 41.8TB (11x 3.8TB)	Cache- 1x 375 GB Optane System Log- 1x 240 GB Capacity- 11x 3.8 TB	AF: HX240 Value AF: Performance
<b>HX-STD-08B</b> 10.5TB (11x 960GB)	Cache- 1x 375 GB Optane System Log- 1x 240 GB Capacity- 11x 960 GB	AF: HX240 Value AF: Performance
<b>HX-STD-12</b> 45.6TB (6x 7.6TB)	Cache- 1x 375 GB Optane System Log- 1x 240 GB Capacity- 6x 7.6 TB (HX-SD76T61X-EV)	AF: HXAF220 Value AF: HXAF240 Value AF: Performance

SED Drive Pack	SED SSD Drives	All Flash compatibility
<b>HX-ENCR-03B</b> 5.76TB (6x 960GB)	Cache- 1x 800 GB HX-SD800GBHNK9 System Log- 1x 240 GB Capacity- 6x 960 GB HX-SD960GBE1NK9	AF: HX220 Value
<b>HX-ENCR-04B</b> 22.8TB (6x 3.8TB)	Cache- 1x 800 GB HX-SD800GBHNK9 System Log- 1x 240 GB Capacity- 6x 3.8 TB HX-SD38TBE1NK9	AF: HX220 Value AF: HX240 Value AF: Performance
<b>HX-ENCR-07B</b> 10.5TB (11x 960GB)	Cache- 1x 800 GB HX-SD800GBHNK9 System Log- 1x 240 GB Capacity- 11x 960 GB HX-SD960GBE1NK9	AF: HX240 Value AF: Performance
<b>HX-ENCR-08</b> 41.8TB (11x 3.8TB)	Cache- 1x 800 GB HX-SD800GBHNK9 System Log- 1x 240 GB Capacity- 11x 3.8 TB HX-SD38TBE1NK9	AF: HX240 Value AF: Performance

## Optional DRAM Expansion PIDS:

- **HX-SP-M32G2-RTH** SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
- **HX-SP-M64G2-RTH** SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v

# HX HDD Drive Packs

(Drive Packs are Not sold stand alone)

Pack	Hybrid Drives	Compatibility
<b>HX-STD-01A</b> 7.2TB (6x 1.2TB)	Cache- 1x 480 GB SP Log- 1x 240 GB Capacity- 6x 1.2 TB	Hybrid: HX220 Entry
<b>HX-STD-02A</b> 10.8 TB (6x 1.8TB)	Cache- 1x 480 GB SP Log- 1x 240 GB Capacity- 6x 1.8 TB	Hybrid: HX220 Entry HX Edge (Hybrid)
<b>HX-STD-10A</b> 48TB (6x 8TB LFF)	Cache- 1x 3.2 TB SP Log- 1x 240 GB Capacity- 6x 8 TB LFF	LFF Hybrid: Value 2

Pack	SED HDD Drives	Compatibility
<b>HX-ENCR-01B</b> 7.2TB (6x1.2TB)	Cache- 1x 800 GB SP Log- 1x 240 GB Capacity- 6x 1.2 TB	Hybrid: HX220 Entry

#### Optional DRAM Expansion PIDS:

- **HX-SP-M32G2-RTH** SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
- **HX-SP-M64G2-RTH** SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v








# HyperFlex M5 SmartPlay Ordering instructions

## Ordering process



**1** In CCW, create new estimate

**2** Select one of the SmartPlay Bundles (e.g. HXAF-SP-EDGE-M5CE1)

-  Optionally select additional DRAM
-  Select one of the drive bundles
-  Select SW license (\*Intersight/CWOM)
-  Optionally select FI
  -  If customer already has supported FIs, deselect.
-  Optionally select Cisco Apps
-  Optionally select Learning Credits

**\*Add Intersight outside the bundle at top level of your order**



# SmartPlay Compute – Cascade Lake HyperFlex Ordering Step by Step

“How to Order”  
Video on Demand

{See Quick Links Page}

Configuring HX All Flash SP  
Example: HXAF-SP-220M5C-V

The screenshot displays the Cisco Commerce Estimator interface. The browser address bar shows the URL: `apps.cisco.com/ccw/cpc/estimate/open/OT115298590UN`. The page title is "Build & Price". The navigation menu includes "Catalog", "Estimates", "Deals & Quotes", "Orders", "Subscriptions & Services", and "Software". The user is logged in as "Jincy Shibu".

The main content area shows the "Estimate" details for "Estimate\_OT115298590UN". The "ESTIMATE ID" is "OT115298590UN" and it was "CREATED BY" "Jincy Shibu" on "18-May-2020". A message states: "Federal preferences defined for this estimate will not be reflected in the corresponding quotes or orders." Below this, there is a section for "Set preferences for this estimate".

The product list contains the following items:

SKU / Program ID	Description	Product Family	Qty	Unit Price (USD)
HXAF-SP-220MSC-V			1	
HXAF-SP-220MSC-V	UCS SP HXAF220: MS Value	HX SmartPlay Select	0	0

A message below the table says: "Can't Find? Search and find products and solutions." The "Extended Net Price (USD)" is shown as 0.00. Below the table, it says "No records".

The "Estimate Total" section shows the following breakdown:

Estimate Total		All Prices Shown in USD	
Average Product Discount	0.00 %	Product Total	0.00
Average Service Discount	0.00 %	Service Total	0.00
Average Subscription Discount	0.00 %	Subscription Total	0.00
		Total Price	0.00

A disclaimer at the bottom states: "This Price Estimate does not constitute an offer by CISCO to sell products, but is instead an invitation to issue a purchase order to CISCO until the valid date specified in this price estimate. Such a purchase order will be subject to Cisco's standard procedures, terms and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this estimate."

At the bottom right, there are links for "Terms & Conditions", "Privacy Statement", "Cookie Policy", and "Trademarks".

# CLX-R CPU\* to CLX- Specification level compare

For HX CLX-R SP bundles

#	PID	GPL	PID descriptions	Similar specs	GPL	Notes
1	HX-CPU-I3206R	\$ 1,299	Intel 3206R 1.9GHz/85W 8C/11MB DDR4 2133MHz	5215 (2.5G/85W 10C/13.75M 2666MHz)	\$ 4,358	
2	HX-CPU-I4210R	\$ 1,999	Intel 4210R 2.4GHz/100W 10C/13.75MB DDR4 2400MHz	5115 (2.4G/85W 10C/13.75M 2400MHz)	\$ 4,150	
3	HX-CPU-I4214R	\$ 2,850	Intel 4214R 2.4GHz/100W 12C/16.50MB DDR4 2400MHz	5118 (2.3G/105W 12C/16.5M 2400MHz)	\$ 4,500	
4	HX-CPU-I4215R	\$ 3,299	Intel 4215R 3.2GHz/130W 8C/11MB DCP DDR4 1TB 2400 MHz	5217(3.0G/85W 8C/11MB 2666MHz)	\$ 5,240	
5	HX-CPU-I5218R	\$ 5,199	Intel 5218R 2.1GHz/125W 20C/27.5MB DDR4 2666MHz	6230 (2.1G/125W 20C/27.5M 2933MHz)	\$ 6,500	
6	HX-CPU-I5220R	\$ 5,999	Intel 5220R 2.2GHz/150W 24C/35.75MB DCP DDR4 2666MHz	6252(2.1G/150W 24C/35.75M 2933MHz)	\$ 12,600	
7	HX-CPU-I6226R	\$ 5,199	Intel 6226R 2.9GHz/150W 16C/22MB DDR4 2933MHz	6242(2.8G/150W 16C/22M 2933MHz)	\$ 8,750	
8	HX-CPU-I6230R	\$ 7,449	Intel 6230R 2.1GHz/150W 26C/35.75MB DDR4 2933MHz	8170 (2.1G/165W 26C/35.75 2666MHz)	\$ 22,500	
9	HX-CPU-I6238R	\$10,299	Intel 6238R 2.2GHz/165W 28C/38.5MB DDR4 2933MHz	8276(2.2G/165W 28C/38.5M 2933MHz)	\$ 28,250	
10	HX-CPU-I6240R	\$ 8,500	Intel 6240R 2.4GHz/165W 24C/35.75MB DDR4 2933MHz	8260(2.4G/165W 24C/35.5M 2933MHz)	\$ 16,150	
11	HX-CPU-I6242R	\$ 9,799	Intel 6242R 3.1GHz/205W 20C/35.75MB DDR4 2933MHz	6254(3.1G/200W 18C/24.75M 2933MHz)	\$ 13,760	C220 Lower Ambient Temp: 27° C
12	HX-CPU-I6246R	\$12,999	Intel 6246R 3.4GHz/205W 16C/35.75MB DDR4 2933MHz	N/A		C220 Lower Ambient Temp: 27° C
13	HX-CPU-I6248R	\$10,500	Intel 6248R 3.0GHz/205W 24C/35.75MB DDR4 2933MHz	8268(2.9G/205W 24C/35.75M 2933MHz)	\$21,230	C220 Lower Ambient Temp: 27° C
14	HX-CPU-I6258R	\$15,999	Intel 6258R 2.7GHz/205W 28C/35.75MB DDR4 2933MHz	8280(2.7G/205W 28C/38.5M 2933MHz)	\$ 33,825	C220 Lower Ambient Temp: 27° C

# SmartPlay Compute – Cascade Lake Bundle offers

HyperFlex

UCS Blade Servers and Rack Servers

# UCS SmartPlay Blades

## B200 (M5 - Cascade Lake)

Blade SKU	Blade configuration		GPL in \$US*
<b>B200M5 BASIC</b> UCS-SP-B200M5CL-B	<ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 192GB DDR4 RDIMM (12 x 16GB 2933 MHz 1R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	\$15,945.00
<b>B200M5 STANDARD</b> UCS-SP-B200M5CL-S	<ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 5218R</li><li>• 2.2 GHz, 20-core, 125W, 27.5MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	\$29,379.00
<b>B200M5 MEDIUM</b> UCS-SP-B200M5CL-M	<ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 6230R</li><li>• 2.1 GHz, 26-core, 150W, 35.75MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	\$32,594.00
<b>B200M5 ADVANCED</b> UCS-SP-B200M5CL-A	<ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 6238R</li><li>• 2.2 GHz, 28-core, 165W, 38.5MB cache</li><li>• 768GB DDR4 RDIMM (12 x 64GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	\$52,419.00

\*Please refer to your local Cisco Price List for local currency. All final pricing and configurations must be obtained from the official Cisco Commerce tools (CCW).

# UCS SmartPlay Chassis w/ Blades

5108 AC and B200 (M5 – Cascade Lake)

Chassis and Blade SKU	Chassis and Blade configuration	GPL in \$US*
<b>5108AC &amp; B200M5 STANDARD</b> UCS-SP-B200M5CL-SV	Three (3) B200 M5 each w/ <ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	One (1) UCS 5108 AC Chassis w/ <ul style="list-style-type: none"><li>• 2x 2408 IOM (8 external – 25Gb, 32 internal – 10 Gb)</li><li>• 4x 40G Base SFP+ 3 Meter Cable</li><li>• 4x 2500W AC power supply</li></ul> \$99,240.00
<b>5108AC &amp; B200M5 ADVANCED</b> UCS-SP-B200M5CL-AV	Three (3) B200 M5 each w/ <ul style="list-style-type: none"><li>• 2x Intel® Xeon® Processor 6226R</li><li>• 2.8 GHz, 16-core, 150W, 22MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li><li>• Cisco Virtual Interface Card 1440 modular LOM</li><li>• 40 Gbps of I/O per Blade</li><li>• CWOM Software or trial license optional</li></ul>	One (1) UCS 5108 AC Chassis w/ <ul style="list-style-type: none"><li>• 2x 2408 IOM (8 external – 25Gb, 32 internal – 10 Gb)</li><li>• 4x 40G Base SFP+ 3 Meter Cable</li><li>• 4x 2500W AC power supply</li></ul> \$112,954.00

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# UCS SmartPlay Blade Chassis

Chassis SKUs	Chassis configuration	GPL in \$US*
<b>CLASSIC AC CHASSIS</b> <b>25GB Enabled IOM</b> UCS-SP-5108-AC4 UCS-SP-5108-AC4-TAA	<ul style="list-style-type: none"> <li>Single chassis with dual, 8-port fabric extenders</li> <li>2408XP (8 external - 25Gb, 32 internal - 10 Gb)</li> <li>4x 25GBASE-CU SFP28 Cable 3 Meter</li> <li>4x 2500W AC power supply</li> <li>TAA Model Ships w/ (1) B200 M5 w/2x6130,6x32GB mem,VIC1340</li> </ul>	\$24,459.00 \$40,404.00
<b>DC CHASSIS</b> <b>25GB Enabled IOM</b> UCS-SP-5108-DC4 UCS-SP-5108-DC4-TAA	<ul style="list-style-type: none"> <li>Single chassis with dual, 8-port fabric extenders</li> <li>2408XP (8 external - 25Gb, 32 internal - 10 Gb)</li> <li>4x 25GBASE-CU SFP28 Cable 3 Meter</li> <li>4x 2500W DC -48V power supply</li> <li>TAA Model Ships w/ (1) B200 M5 w/2x6130,6x32GB mem,VIC1340</li> </ul>	\$31,068.00 \$47,013.00
<b>CLASSIC AC CHASSIS</b> <b>40GB Enabled IOM</b> UCS-SP-5108-AC5 UCS-SP-5108-AC5-TAA	<ul style="list-style-type: none"> <li>Single chassis with dual, 4-port fabric extenders</li> <li>2x 2304 v2 IOM (4 external, 8 internal, 40 Gb ports)</li> <li>4x 40G Base SFP+ 3 Meter Cable</li> <li>4x 2500W AC power supply</li> <li>TAA Model Ships w/ (1) B200 M5 w/2x6130,6x32GB mem,VIC1340</li> </ul>	\$22,077.00 \$38,077.81
<b>CLASSIC DC CHASSIS</b> <b>40GB Enabled IOM</b> UCS-SP-5108-DC5 UCS-SP-5108-DC5-TAA	<ul style="list-style-type: none"> <li>Single chassis with dual, 4-port fabric extenders</li> <li>2x 2304 v2 IOM (4 external, 8 internal, 40 Gb ports)</li> <li>4x 40G Base SFP+ 3 Meter Cable</li> <li>4x 2500W DC -48V power supply</li> <li>TAA Model Ships w/ (1) B200 M5 w/2x6130,6x32GB mem,VIC1340</li> </ul>	\$28,098.00 \$44,098.81
<b>MINI CHASSIS</b> UCS-SP-MINI UCS-SP-MINI-TAA	<ul style="list-style-type: none"> <li>Pair of 6324 Fabric Interconnect In-chassis FI w/ 4 UP - 1x40G external &amp; 16-10G internal</li> <li>4x 2500W AC power supply</li> <li>Increased server compatibility including B200M4/5, C220M4/5, C240M4/5</li> <li>Does not include UCS Central</li> <li>TAA Model Ships w/ (1) B200 M5 w/2x6130,6x32GB mem,VIC1340</li> </ul>	\$25,887.01 \$39,928.00

# UCS SmartPlay Fabric Interconnects

Fabric SKUs	Fabric Interconnect configuration	GPL in \$US*
<b>FI 654108</b> (16xUP + 72x10/25G + 12x40/100G Ports) UCS-SP-FI64108-2X	<ul style="list-style-type: none"><li>• Pair of FI 64108 w/ includes 36x10/25-Gbps and 4x40/100-Gbps port licenses each FI</li><li>• FC Optics / cables included – Network Optics Optional (8x10GBase-CU 3m Cable; 4x32G Fibre Channel SFP optics)</li></ul>	\$108,000.00
<b>FI 6454</b> (48x10/25G + 6x40/100G Ports) UCS-SP-FI6454-2X	<ul style="list-style-type: none"><li>• Pair of FI 6454 w/ 18-10/25Gbps port licenses, and 2-40/100Gbps port licenses each FI</li><li>• FC Optics / cables included – Network Optics Optional (8x10GBase-CU 3m Cable; 4x32G Fibre Channel SFP optics)</li></ul>	\$68,000.00
<b>FI 6400 Series License</b> UCS-SP-FI6454-L-4X	<ul style="list-style-type: none"><li>• 6454 FI port license – 4 Pack</li></ul>	\$7,600.00
<b>FI 6332</b> (32x40G Ports) UCS-SP-FI6332-2X	<ul style="list-style-type: none"><li>• Pair of 6332 FI w/ 8-40Gbps port Licenses each FI</li><li>• FC Optics / cables included – Network Optics Optional (8x-16Gbps Fibre Channel SW SFP+LC; 16x-40GBase-CR4 Passive Copper +3 Meter Cable)</li></ul>	\$47,914.84
<b>FI 6332-16UP</b> (24x40G + 16xUP Ports) UCS-SP-FI633216-2X	<ul style="list-style-type: none"><li>• Pair of 6332-16UP FI w/12 port Licenses – 4x 40Gbps Licenses &amp; 8X Unified Port Licenses each FI</li><li>• FC Optics / cables included – Network Optics Optional (8x-16Gbps Fibre Channel SW SFP+LC; 8x-40GBase-CR4 Passive Copper +3 Meter Cable)</li></ul>	\$53,622.68
<b>FI 6300 Series License</b> UCS-SP-FI6332-L-4X	<ul style="list-style-type: none"><li>• 6300 Series FI port License – 4 Pack</li></ul>	\$12,000.00

\*Please refer to your local Cisco Price List for local currency. All final pricing and configurations must be obtained from the official Cisco Commerce tools (CCW).

# UCS SmartPlay MDS

Fabric SKUs	MDS Configuration	GPL in \$US*
<b>Cisco MDS 1RU</b> UCS-EP-MDS9132T-32	<ul style="list-style-type: none"><li>Cisco MDS 9132T 32G Switch with 8 enabled ports and 8 x 32G SW SFP+ for UCS SmartPlay</li></ul>	\$8,990.00
<b>Cisco MDS 8P License pack</b> UCS-EP-MDS9132T-L3	<ul style="list-style-type: none"><li>Cisco MDS 9132T 8-port On-Demand Activation license with 8 X 32G SW SFP+ Expansion Pack for UCS SmartPlay</li></ul>	\$8,900.00
<b>Cisco MDS 16P Expansion pack</b> UCS-EP-MDS9132T-E3	<ul style="list-style-type: none"><li>Cisco MDS 9132T 16-port expansion module with 16 X 32G SW SFP+ Expansion Pack for UCS SmartPlay</li></ul>	\$18,000.00
<b>Cisco MDS 1RU</b> UCS-EP-MDS9132T-16	<ul style="list-style-type: none"><li>Cisco MDS 9132T 32G Switch with 8 enabled ports and 8 x 16G SW SFP+ for UCS SmartPlay</li></ul>	\$4,228.00
<b>Cisco MDS 8P License pack</b> UCS-EP-MDS9132T-L2	<ul style="list-style-type: none"><li>Cisco MDS 9132T 8-port On-Demand Activation license with 8 X 16G SW SFP+ Expansion Pack for UCS SmartPlay</li></ul>	\$4,228.00
<b>Cisco MDS 16P Expansion pack</b> UCS-EP-MDS9132T-E2	<ul style="list-style-type: none"><li>Cisco MDS 9132T 16-port expansion module with 16 X 16G SW SFP+ Expansion Pack for UCS SmartPlay</li></ul>	\$8,656.00

\*Please refer to your local Cisco Price List for local currency. All final pricing and configurations must be obtained from the official Cisco Commerce tools (CCW).  
Reminder, standard discount for MDS is 42%...even though it begins with UCS..



# UCS SmartPlay Rack Servers

## C220 (M5 - Cascade Lake)

Rack SKU	Rack configuration	GPL in \$US*
<b>C220M5 BASIC</b> UCS-SP-C220M5CL-B	<ul style="list-style-type: none"><li>• C220 M5SX</li><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 192GB DDR4 RDIMM (12 x 16GB 2933 MHz 1R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$17,885.00
<b>C220M5 STANDARD</b> UCS-SP-C220M5CL-S	<ul style="list-style-type: none"><li>• C220 M5SX</li><li>• 2x Intel® Xeon® Processor 5218R</li><li>• 2.1 GHz, 20-core, 1025W, 27.5MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$31,319.00
<b>C220M5 MEDIUM</b> UCS-SP-C220M5CL-M	<ul style="list-style-type: none"><li>• C220 M5SX</li><li>• 2x Intel® Xeon® Processor 6226R</li><li>• 2.9 GHz, 16-core, 150W, 13.75MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$31,319.00
<b>C220M5 ADVANCE</b> UCS-SP-C220M5CL-A	<ul style="list-style-type: none"><li>• C220 M5SX</li><li>• 2x Intel® Xeon® Processor 6238R</li><li>• 2.2 GHz, 28-core, 165W, 38.5MB cache</li><li>• 768GB DDR4 RDIMM (12 x 64GB 2933 MHz 4R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$54,688.00

\*Please refer to your local Cisco Price List for local currency. All final pricing and configurations must be obtained from the official Cisco Commerce tools (CCW).

# UCS SmartPlay Rack Servers

## C240 (M5 - Cascade Lake)

Rack SKU	Rack configuration	GPL in \$US*
<b>C240M5SX BASIC</b> UCS-SP-C240M5CL-B	<ul style="list-style-type: none"><li>• C240 M5SX</li><li>• 2x Intel® Xeon® Processor 4214R</li><li>• 2.4 GHz, 12-core, 100W, 16.5MB cache</li><li>• 192GB DDR4 RDIMM (12 x 16GB 2933 MHz 1R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$20,071.00
<b>C240M5SX STANDARD</b> UCS-SP-C240M5CL-S	<ul style="list-style-type: none"><li>• C240 M5SX</li><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$27,719.00
<b>C240M5SX MEDIUM</b> UCS-SP-C240M5CL-M	<ul style="list-style-type: none"><li>• C240 M5SX</li><li>• 2x Intel® Xeon® Processor 6248R</li><li>• 3 GHz, 24-core, 205W, 35.754MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$39,863.00
<b>C240M5SX ADVANCE</b> UCS-SP-C240M5CL-A	<ul style="list-style-type: none"><li>• C240 M5SX</li><li>• 2x Intel® Xeon® Processor 6240R</li><li>• 2.4 GHz, 24-core, 165W, 35.75MB cache</li><li>• 768GB DDR4 RDIMM (12 x 64GB 2933 MHz 4R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$52,760.00
<b>C240M5L BASIC</b> UCS-SP-C240M5CLL-B	<ul style="list-style-type: none"><li>• C240 M5L</li><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 192GB DDR4 RDIMM (12 x 16GB 2933 MHz 1R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$18,713.00
<b>C240M5L STANDARD</b> UCS-SP-C240M5CLL-S	<ul style="list-style-type: none"><li>• C240 M5L</li><li>• 2x Intel® Xeon® Processor 4210R</li><li>• 2.4 GHz, 10-core, 100W, 13.75MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$27,576.00
<b>C240M5L MEDIUM</b> UCS-SP-C240M5CLL-M	<ul style="list-style-type: none"><li>• C240 M5L</li><li>• 2x Intel® Xeon® Processor 6248R</li><li>• 3 GHz, 24-core, 205W, 35.754MB cache</li><li>• 384GB DDR4 RDIMM (12 x 32GB 2933 MHz 2R)</li></ul>	<ul style="list-style-type: none"><li>• Cisco 12GB SAS RAID Controller</li><li>• VIC 1457 4-Port 10/25 MLOM</li><li>• 2- 240GB SATA M.2</li><li>• CWOM Software or trial license optional</li></ul> \$39,720.00

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# UCS SmartPlay Accessories

Blade Accessories SKUS	Configuration	GPL in \$US*
UCS-SP-300G10K12G	300GB 12G SAS 10K RPM SFF HDD	\$464.00
UCS-SP-120GBMS4-EV	120 GB 2.5 inch Enterprise Value 6G SATA SSD	\$450.00
UCS-SP-240GBMS4-EV	240GB 2.5 inch Enterprise Value 6G SATA SSD	\$530.00
UCS-SP-M16G1RT-H	UCS SP 16GB DDR4-2666-MHz RDIMM/PC4-23100/single rank/x4/1.2v	\$721.00
UCS-SP-M32G2RT-H	UCS SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v	\$1,459.00
UCS-SP-X64G2RT-H	UCS SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v	\$2,772.00

Rack Accessories SKUS	Configuration	GPL in \$US*
UCS-SP-600G15K12N	SP 600GB 12G SAS 15K RPM SFF HDD	\$1,512.00
UCS-SP-960G61X-EV	SP 960GB 2.5 inch Enterprise Value 6G SATA SSD	\$2,381.00
UCS-SP-18TB10K4KN	SP 1.8TB 12G SAS 10K RPM SFF HDD (4K)	\$1,370.00
UCS-SP-24TB10K4KN	SP 2.4 TB 12G SAS 10K RPM SFF HDD (4K)	\$1,475.00
UCS-SP-38T61X-EV	SP 3.8TB 2.5 inch Enterprise Value 6G SATA SSD	\$7,063.00
UCS-SP-M16G1RT-H	UCS SP 16GB DDR4-2666-MHz RDIMM/PC4-23100/single rank/x4/1.2v	\$721.00
UCS-SP-M32G2RT-H	UCS SP 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v	\$1,459.00
UCS-SP-X64G2RT-H	UCS SP 64GB DDR4-2933-MHz RDIMM/2Rx4/1.2v	\$2,772.00

\*Please refer to your local Cisco Price List for local currency. All final pricing and configurations must be obtained from the official Cisco Commerce tools (CCW).

# SmartPlay Compute Sky Lake to Cascade Lake

## UCS Blade recommendations (based on CPU Type)

Sky Lake	Cascade Lake
<b>B200M5 BASIC</b> UCS-SP-B200M5-CB1	<b>B200M5 BASIC</b> UCS-SP-B200M5CL-B
<b>B200M5 STANDARD ONE</b> UCS-SP-B200M5-CS1	<b>B200M5 BASIC</b> UCS-SP-B200M5CL-B
<b>B200M5 STANDARD TWO</b> UCS-SP-B200M5-CS2	<b>B200M5 BASIC</b> UCS-SP-B200M5CL-B
<b>B200M5 ADVANCED ONE</b> UCS-SP-B200M5-CA1	<b>B200M5 STANDARD</b> UCS-SP-B200M5CL-S
<b>B200M5 ADVANCED TWO</b> UCS-SP-B200M5-CA2	<b>B200M5 STANDARD</b> UCS-SP-B200M5CL-S
<b>B200M5 ADVANCED THREE</b> UCS-SP-B200M5-CA3	<b>B200M5 STANDARD</b> UCS-SP-B200M5CL-S

Sky Lake	Cascade Lake
<b>B200M5 ADVANCED FOUR</b> UCS-SP-B200M5-CA4	<b>B200M5 MEDIUM</b> UCS-SP-B200M5CL-M
<b>B200M5 HIGH FREQUENCY ONE</b> UCS-SP-B200M5-CF1	No Direct CPU Match
<b>B200M5 HIGH FREQUENCY TWO</b> UCS-SP-B200M5-CF2	No Direct CPU Match
<b>B200M5 HIGH FREQUENCY THREE</b> UCS-SP-B200M5-CF3	No Direct CPU Match
<b>B200M5 HIGH CORE ONE</b> UCS-SP-B200M5-CC1	<b>B200M5 MEDIUM</b> UCS-SP-B200M5CL-M
<b>B200M5 HIGH CORE TWO</b> UCS-SP-B200M5-CC2	<b>B200M5 MEDIUM</b> UCS-SP-B200M5CL-M

# SmartPlay Compute Sky Lake to Cascade Lake

## UCS Rack recommendations (based on CPU Type)

Sky Lake	Cascade Lake	Sky Lake	Cascade Lake	Sky Lake	Cascade Lake
<b>C220 M5 BASIC</b> UCS-SP-C220M5-CB1	<b>C220M5 BASIC</b> UCS-SP-C220M5CL-B	<b>C240 M5 STANDARD ONE</b> UCS-SP-C240M5-CS1	<b>C240M5SX BASIC</b> UCS-SP-C240M5CL-B	<b>C240 M5 HIGH FREQUENCY TWO</b> UCS-SP-C240M5-CF2	No Direct CPU Match
<b>C220 M5 STANDARD ONE</b> UCS-SP-C220M5-CS1	<b>C220M5 BASIC</b> UCS-SP-C220M5CL-B	<b>C240 M5 STANDARD TWO</b> UCS-SP-C240M5-CS2	<b>C240M5SX BASIC</b> UCS-SP-C240M5CL-B	<b>C240 M5L STANDARD ONE</b> UCS-SP-C240M5L-CS1	<b>C240M5L BASIC</b> UCS-SP-C240M5CLL-B
<b>C220 M5 STANDARD TWO</b> UCS-SP-C220M5-CS2	<b>C220M5 BASIC</b> UCS-SP-C220M5CL-B	<b>C240 M5 ADVANCED ONE</b> UCS-SP-C240M5-CA1	No Direct CPU Match	<b>C240 M5L STANDARD TWO</b> UCS-SP-C240M5L-CS2	<b>C240M5L BASIC</b> UCS-SP-C240M5CLL-B
<b>C220 M5 ADVANCED ONE</b> UCS-SP-C220M5-CA1	<b>C220M5 STANDARD</b> UCS-SP-C220M5CL-S	<b>C240 M5 ADVANCED TWO</b> UCS-SP-C240M5-CA2	<b>C240M5SX MEDIUM</b> UCS-SP-C240M5CL-M	<b>C240 M5L HIGH FREQUENCY ONE</b> UCS-SP-C240M5L-CF1	No Direct CPU Match
<b>C220 M5 ADVANCED TWO</b> UCS-SP-C220M5-CA2	<b>C220M5 MEDIUM</b> UCS-SP-C220M5CL-M	<b>C240 M5 HIGH FREQUENCY ONE</b> UCS-SP-C240M5-CF1	No Direct CPU Match	<b>C240 M5L HIGH FREQUENCY TWO</b> UCS-SP-C240M5L-CF2	No Direct CPU Match

# Version summary

Version #	Posted	Summary updates
1.0	6-09-20	<ul style="list-style-type: none"><li>• Intro new Cascade Lake program guide</li></ul>
1.1	7-22-20	<ul style="list-style-type: none"><li>• Updated "Quick Links" ; added latest HX facing Customer assets (back of deck)</li></ul>
2.0	8-25-20	<ul style="list-style-type: none"><li>• Removed references to Q4 Promotions; Updated What's New and updated the UCS slides; Chassis slide – new IOMs; FI slide- removed BiDi transceivers and adjusted to make optional</li></ul>
2.1	9-17-20	<ul style="list-style-type: none"><li>• Added MDS SmartPlays</li></ul>





# Cisco HyperFlex

## Newest Customer Facing Assets

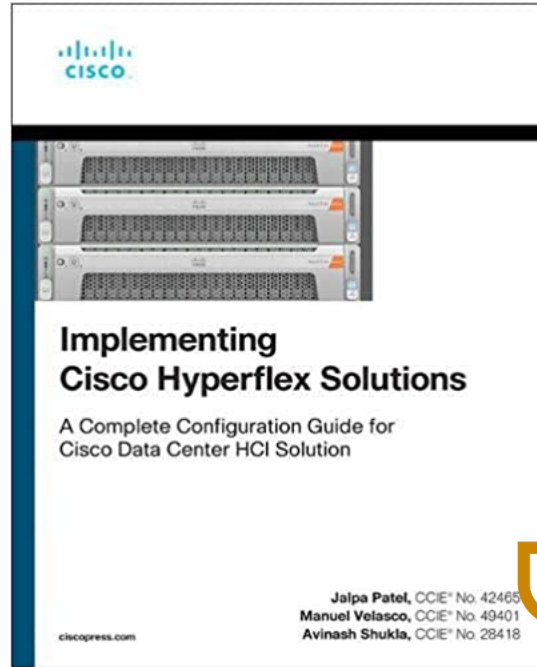
July 2020

# 3 New HX Customer Facing Assets

- HX eBook (Cost): “Implementing Cisco HyperFlex Solutions”
  - [Ciscopress.com](https://www.ciscopress.com) Store
  - Amazon – as of July 17, 2020
- Videos posted to:
  - [Cisco Community Link](#)
  - [YouTube Community](#)
- HyperCheck tool
  - HX Health & Pre-Upgrade Check Tool (HyperV)
    - Going through final review
  - Posted to Github soon!



# HyperFlex eBook is out!



<https://www.ciscopress.com/store/implementing-cisco-hyperflex-solutions-9780136602071>

# HX Videos

**Goal:** Education of customers on specific troubleshooting efforts – Self Service

**Impact:** Case avoidance by improving customer facing documents/videos

**Status:** Videos posted to our Cisco Community page and will be published on Cisco community YouTube channel. Currently working with BU Marketing to evaluate if these videos can be uploaded to HXKB/CCO site as well.

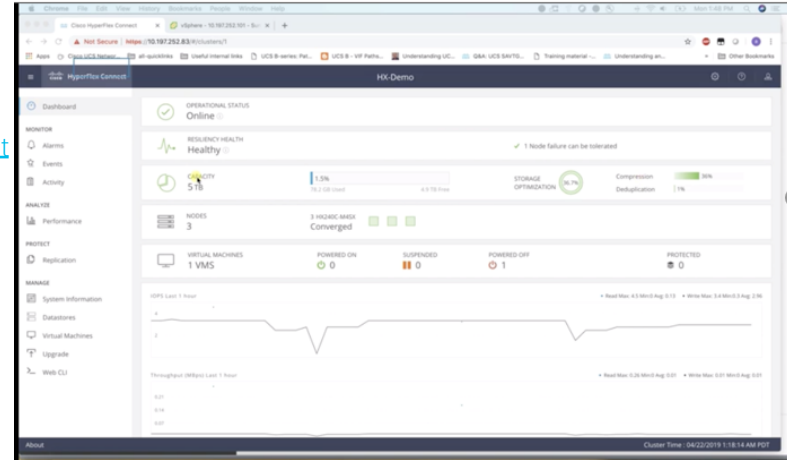
**Installation:** [Hyperflex 2N RoBo Installation through Intersight](#)

**Configuration:** [Create, delete, expand and mount Datastore from Hyperflex Connect](#)  
[How to create and manage snapshot on Cisco Hyperflex](#)

**Maintenance:** [Hyperflex cleanup procedure](#)  
[How to gracefully shutdown and start the Hyperflex cluster](#)  
[Reregister Hyperflex cluster to new vCenter](#)

**Upgrade:** [How to run Hyperflex health check script](#)

**Troubleshooting:** [How to recover lost Hyperflex storage controller VM password using ESXi](#)  
[How to recover lost ESXi password using storage controller VM](#)



# HX Health & Pre-Upgrade Check Tool (HyperV)

WHAT IT DOES: This script\* will help with pro-active self checks on hyperflex systems

IMPACT: Stability , Resiliency and Efficiency during hyperflex upgrade and maintenance operations

## Script workflow



```
root@hyper10-stc:/tmp#
root@hyper10-stc:/tmp# python HXToolv1.py
HX Health Check(Hyper-V) 1.0
Please enter below info of HX-Cluster:
Enter the HX-Cluster Root Password:
SSH connection established to HX Node: 10.8.16.65
SSH connection established to HX Node: 10.8.16.66
SSH connection established to HX Node: 10.8.16.67
HX Cluster Nodes:
+-----+-----+-----+
| Nodes | IP Address | HostName |
+-----+-----+-----+
| 1      | 10.8.16.65 | hyper10-stc |
+-----+-----+-----+
| 2      | 10.8.16.66 | hyper11-stc |
+-----+-----+-----+
| 3      | 10.8.16.67 | hyper12-stc |
+-----+-----+-----+
HX Controller: 10.8.16.65
Cluster services check [#####] PASS
ZooKeeper & Exhibitor check [#####] PASS
HDD health check [#####] PASS
Pre-Upgrade Check [#####] PASS
HX Controller: 10.8.16.66
Cluster services check [#####] PASS
ZooKeeper & Exhibitor check [#####] PASS
HDD health check [#####] PASS
Pre-Upgrade Check [#####] PASS
HX Controller: 10.8.16.67
Cluster services check [#####] PASS
ZooKeeper & Exhibitor check [#####] PASS
HDD health check [#####] PASS
Pre-Upgrade Check [#####] PASS
```

\*Script is under review and soon to be published on Github for customers to download and use

