Main Benefits

**MAXIMIZE THE NETWORK**
- Maximize datacenter connectivity ROI through: Density, Scale, Performance

**OPEN THE NETWORK**
- Leverage new technologies that increase functionality, lower investment & improve ROI
- Freedom and flexibility from vendor lock-in

Unique Capability

**MELLANOX: THE DIFFERENCE IS IN THE CHIP**
- Founded as a state-of-the-art silicon chip (ASIC) manufacturer
- Intelligence built directly into Mellanox chip
- Other switch vendors are forced to source expensive ASICs from third parties such as Broadcom
- Mellanox uses own chip & passes savings to customers

Key Differentiators

**DENSTY & SCALE**
- Lowest power consumption
- Use fixed switches to build scalable, affordable networks
- Most ports in smallest footprint

**VALUE & FUTURE PROOF**
- Better End-User experience
- Future Proof 10GbE w/ 40GbE capability
- 56GbE uplinks – 40% better than 40GbE due to fewer cables

**PERFORMANCE**
- Predictable Performance
- Fair throughput for all ports
- Never drop packets
- Lowest Latency
- Expedited delivery using cut through vs. store & forward

**UFM MANAGEMENT & AUTOMATION**
- Easy to install Appliance
- Simplified fabric management
- Performance and traffic monitoring
- Easy integration w/ open REST APIs
- Historical analytic graphs

Sales Opportunities

**SCALE-OUT STORAGE**
Combines compute & storage, easier to manage & lowers cost – **top of rack switch with density at lower price point most attractive**

**MEDIA & ENTERTAINMENT**
Video streaming & post-production on 4k/8k workflows needs extreme high bandwidth to support real-time frame-rates

**BIG DATA**
Improved analytics for better business decisions – needs **non-blocking architecture** to speed data ingestion.

**SCNLE OUT DATABASE**
Scale out of DB2 PureScale, Oracle RAC, SAP HANA

**GENOMICS**
Extreme scalability using a building - block approach: Capacity, bandwidth and a single name space expand as more building blocks are added, resulting in near-linear performance gains

Company Background

- Established 1999 * NASDAQ: MLNX
- **End-to-end Ethernet Connectivity Solutions**
  - Adapters, Switches, Cables, Software, Support
- World-class, non-outsourced technical support
- Trusted as switch manufacturer for every major server OEM in the world

FOR INTERNAL USE ONLY – cannot be posted online or reproduced without Mellanox consent

http://www.mellanox.com/oem/ ibmsales@mellanox.com | ibmbpsales@mellanox.com | ibmtech@mellanox.com
<table>
<thead>
<tr>
<th>Solution</th>
<th>Feature Codes</th>
<th>Supported Switches</th>
</tr>
</thead>
<tbody>
<tr>
<td>EasyScale for MSP</td>
<td>EC2M EC2N EC37 EC38</td>
<td>F36,E36,S48,NF2,SS2</td>
</tr>
<tr>
<td>ESS - All Models</td>
<td>EL3X EL40</td>
<td>NF2, SS2</td>
</tr>
<tr>
<td>TurboLamp</td>
<td>EC3A</td>
<td>F36,E36,G36,Gu6,NF2,SS2</td>
</tr>
<tr>
<td>HPC Cluster - All Models</td>
<td>EC2M EC2N EC38 EC3B</td>
<td>---</td>
</tr>
<tr>
<td>Solution for Healthcare E850C</td>
<td>EC2N EC38 EC3B</td>
<td>---</td>
</tr>
<tr>
<td>Solution for Healthcare E880C</td>
<td>EC2R EC2S EC2T</td>
<td>---</td>
</tr>
<tr>
<td>Solution for Healthcare E950</td>
<td>EC2S EC2U EC66</td>
<td>---</td>
</tr>
<tr>
<td>Power E850C for Vendita DCS</td>
<td>EC2N EC38 EC3B</td>
<td>---</td>
</tr>
<tr>
<td>EPIC Power ScaleOut System</td>
<td>EC2N EC38 EC3B</td>
<td>---</td>
</tr>
<tr>
<td>MongoDB Boost</td>
<td>EKAL</td>
<td>S48, SS2</td>
</tr>
<tr>
<td>Open Platform for DBaaS</td>
<td>EKAL</td>
<td>S48, SS2</td>
</tr>
<tr>
<td>HDP on Power8</td>
<td>EKAM</td>
<td>S48, SS2</td>
</tr>
<tr>
<td>HDP on Power9</td>
<td>EKAM</td>
<td>S48, SS2</td>
</tr>
<tr>
<td>Power Entry for ICP - Enterprise</td>
<td>EKAM EKAY EKAY</td>
<td>S48, SS2, G36, Gu6</td>
</tr>
<tr>
<td>Power Entry for ICP - Cognitive Clusters -GTH</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>S48, SS2, G36, Gu6</td>
</tr>
<tr>
<td>Power Entry for ICP - Cognitive Clusters -22P</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>S48, SS2, G36, Gu6</td>
</tr>
<tr>
<td>Power Entry for ICP - Scale Out - 22L</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>S48, SS2, G36, Gu6</td>
</tr>
<tr>
<td>Power Entry for ICP - Scale Out - 22P</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>S48, SS2, G36, Gu6</td>
</tr>
<tr>
<td>PowerVC Cloud - ESCA</td>
<td>EKAL</td>
<td>---</td>
</tr>
<tr>
<td>PowerVC Cloud - ESCB</td>
<td>EC2M EC2N EC37 EC38</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>PowerVC Cloud - ESCC / ESCD</td>
<td>EKAL</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>Power Accelerated Computing Platform - ESS</td>
<td>EL3X EL40 EC3A EC3L EC3E EL3D</td>
<td>---</td>
</tr>
<tr>
<td>Power Accelerated Computing Platform - GTG</td>
<td>EC3L EC62 EC64</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>Power Accelerated Computing Platform - 21L</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>Power Accelerated Computing Platform - 22L</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>SAP HANA Solution - E850C</td>
<td>EC2M EC38 EC3B EC3P EC3U</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>SAP HANA Solution - S824L</td>
<td>EC3B EC3F EC3U</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>SAP HANA Solution - H922</td>
<td>EC2R EC2S EC2T EC2U EC3A EC3B EC3L EC62 EC64</td>
<td>G36,Gu6,SS2</td>
</tr>
<tr>
<td>SAP HANA Solution - H924</td>
<td>EC2S EC2U EC3B EC3L EC62 EC65</td>
<td>G36,Gu6,SS2</td>
</tr>
</tbody>
</table>