

# Datacenter Network Virtualization

**Dr. Peter J. Welcher**  
**October 23, 2012**



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## About the Speaker

- **Dr. Pete Welcher**
  - Cisco CCIE #1773, CCSI #94014, CCIP, CCDP
  - Specialties: Large datacenter and network design and assessment, IP multicast, QoS, MPLS, Large-Scale Routing & Switching, High Availability, Management of Networks and Applications
  - Customers include large enterprises and hospitals, federal agencies, universities, large banks and financial organizations, large web service provider
  - Taught many of the Cisco courses over the years, now teaching Nexus class about once a month
  - Reviewer for many Cisco Press books, book proposals; designed and reviewed 2.0 revisions to the Cisco DESGN and ARCH courseware; tech reviewer for 2.1 version of ARCH book
  - Presented lab session on MPLS VPN Configuration at CPN 2003-2004, and Networkers 2005-2007; presented BGP lab session at Cisco Live 2008-2010; presented lab sessions on Nexus in 2011-2012
- Over 170 articles plus 50+ recent blogs at <http://www.netcraftsmen.net/welcher>



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## Cool New Stuff!

- Cisco Nexus 3000 series can provide wire-rate L2/L3 for e.g. border L3 switches outside firewalls (vs. 3750 less than wire rate)
- New Cisco Nexus 3548
  - 48 L2/L3 wire rate 1/10 Gbps ports
  - 250 ns latency (Algo Boost)
  - 190 ns Warp mode
  - 50 ns Warp SPAN



## New 1000v Licensing!

- Essential Edition free (SmartNet\*)
  - Layer 2 switching, VLANs, PVLANS, VXLAN, loop prevention, lpmc, vPC, LACP, ACLs
  - Management features: SPAN, ERSPAN, NetFlow 9, vTracker, vCenter Server plug-in
  - Enhanced QoS
  - Cisco vPath
- Advanced Edition
  - Security: DHCP snooping, IP source guard, Dynamic ARP inspection, TrustSec, SGACL support
  - VSG
- Separate products: ASA 1000v, vWAAS, etc.

## Today's Objective

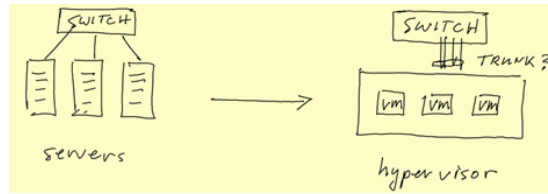
- **Discuss new virtual capabilities for the datacenter**
  - Look at capabilities not details
  - Look at directions: where is this technology heading?
  - Look at what that might mean for us (positive or negative)
  - Understand design and control implications
- **How do virtual appliances change the game?**
  - Simplification
  - New capabilities
  - Mobility
  - Scale up versus out
- **We'll start with components, then the bigger picture**

## Agenda

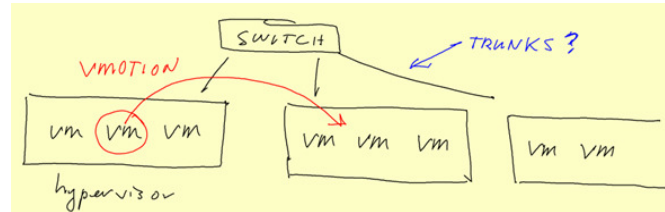


- **Server virtualization and Cisco 1000v**
  - Virtual Security: VSG, VNMC, vASA
  - Other Virtual Appliances
  - CSR 1000v Virtual Router
  - VXLAN
  - vPath 2.0
  - Virtualization Design
  - Automation
  - Summary

## Virtual Machines Change Things!



Server to VM to cabling ratio improving: cabling isn't cheap



New operational challenges with what is running, where

## Some Questions

- **How many are experiencing operational issues around this sort of thing?**
- **What are some of the biggest problems?**
- **Other issues?**

## Possible Issues

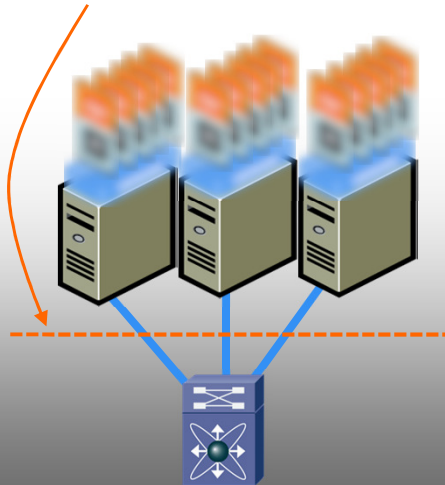
- **Control and visibility into:**
  - Which physical ports a VM uses
  - VLAN creation
  - “Just give me trunk ports”
  - Teaming: which of 7+ flavors?
  - (NIC / driver validation?)
- **How do we troubleshoot “the network” when it is virtual, running inside a set of hypervisor hosts?**

## Where the Network Meets the Server

- **Blade chassis with HP VirtualConnect/FlexConnect**
- **Hypervisors and VMs and simple virtual switches**
- **Generic (v)switch: how much functionality is enough?**
  - Server side: all I need is VLANs (VMware port groups)
  - Network: BPDU Guard, STP controls, ACLs, VACLs, QoS, SPAN, NetFlow, ...

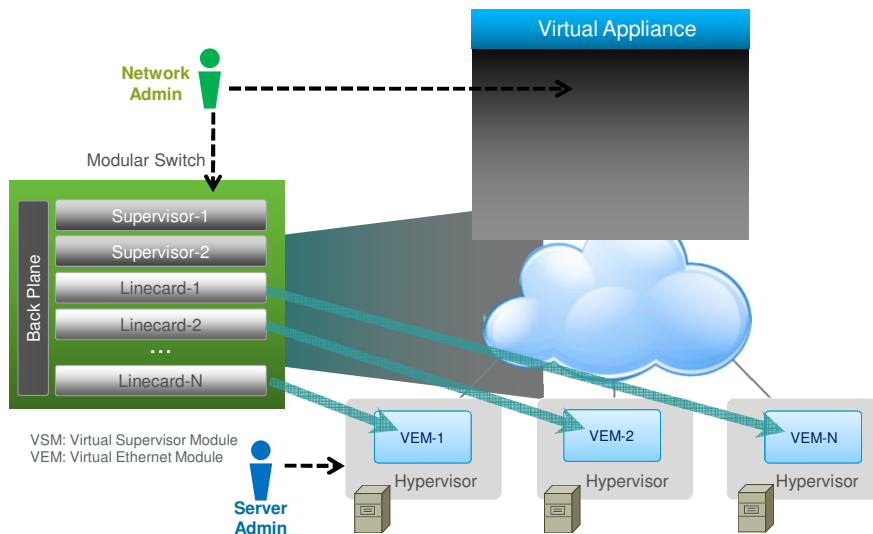
## Server virtualization creates a demand for VM-level visibility

Boundary of network visibility




- Lack of visibility into network behavior at the VM level
- Lack of visibility into cross-VM interactions
- Need for operational consistency and continuity across physical and virtual network


## Technologies Virtual Switching Nexus 1000 Architecture




## Operational Segregation




Nexus1000v VSM




vCenter




Network Admins



Nexus OS CLI



Server Admins





vCenter Interface

Create or Update port-profiles

Install hypervisor on hosts with N1KV VEM  
Create VM and assign Port profiles to VM

No hand-off required between Server and Network Admins for Virtualized environment





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## 1000v Port Profile Configuration

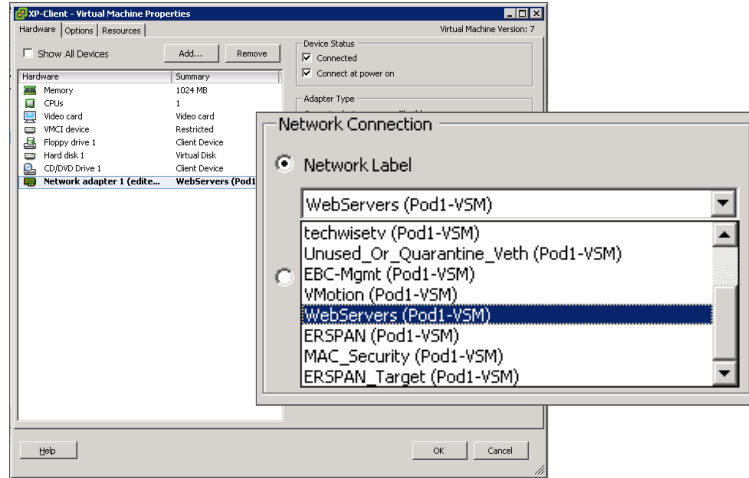
```
n1000v# show port-profile name WebProfile
port-profile WebServers
description:
status: enabled
capability uplink: no
system vlans:
port-group: WebServers
config attributes:
  switchport mode access
  switchport access vlan 110
  no shutdown
evaluated config attributes:
  switchport mode access
  switchport access vlan 110
  no shutdown
assigned interfaces:
  Veth10
```

**Supported:**

- ✓ Port management
- ✓ VLAN
- ✓ PVLAN
- ✓ Port-Channel
- ✓ ACL
- ✓ Netflow
- ✓ Port security
- ✓ QoS
- ✓ Other commands

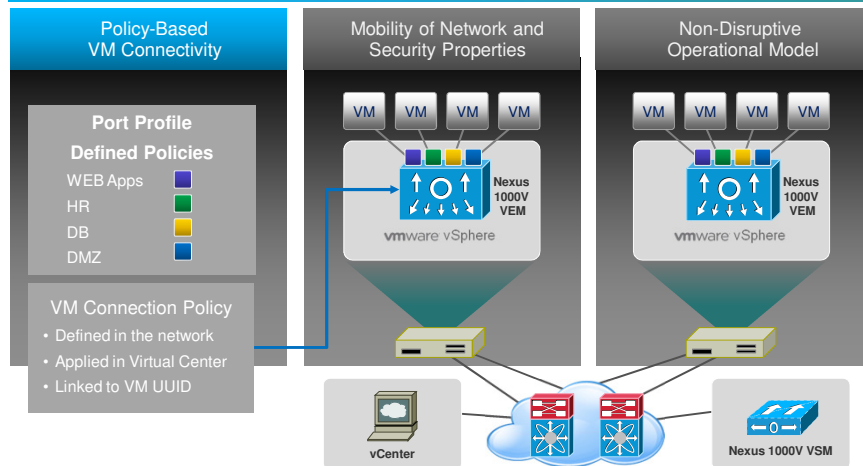


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## Port Groups: VI Admin View



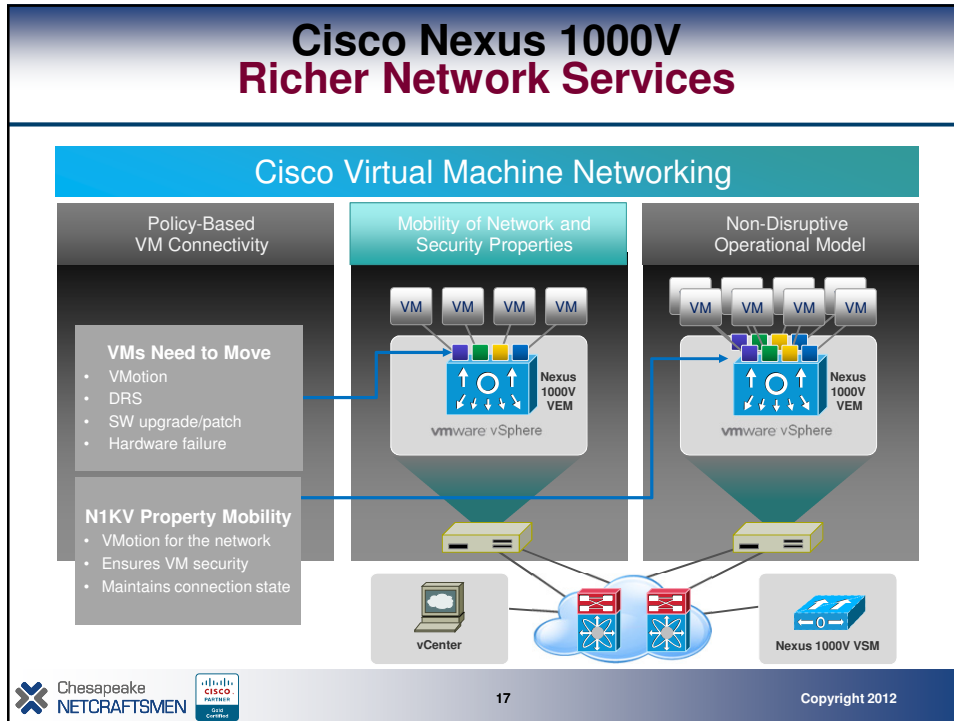
## Cisco Nexus 1000V Faster VM Deployment

### Cisco Virtual Machine Networking





## Cisco Nexus 1000V Richer Network Services



## Advanced Features of the Nexus 1000V

Switching	<ul style="list-style-type: none"> <li>• L2 Switching, 802.1Q Tagging, VLAN Segmentation, Rate Limiting (TX)</li> <li>• IGMP Snooping, QoS Marking (COS &amp; DSCP), Class-based WFQ</li> </ul>
Security	<ul style="list-style-type: none"> <li>• Policy Mobility, Private VLANs w/ local PVLAN Enforcement</li> <li>• Access Control Lists (L2-4 w/ Redirect), Port Security</li> <li>• Dynamic ARP inspection, IP Source Guard, DHCP Snooping</li> </ul>
Network Services	<ul style="list-style-type: none"> <li>• Virtual Services Datapath (vPath) support for traffic steering &amp; fast-path off-load [leveraged by Virtual Security Gateway (VSG) and vWAAS]</li> </ul>
Provisioning	<ul style="list-style-type: none"> <li>• Automated vSwitch Config, Port Profiles, Virtual Center Integration</li> <li>• Optimized NIC Teaming with Virtual Port Channel – Host Mode</li> </ul>
Visibility	<ul style="list-style-type: none"> <li>• VMotion Tracking, NetFlow v.9 w/ NDE, CDP v.2</li> <li>• VM-Level Interface Statistics</li> <li>• SPAN &amp; ERSPAN (policy-based)</li> </ul>
Management	<ul style="list-style-type: none"> <li>• Virtual Center VM Provisioning, Cisco Network Provisioning, CiscoWorks</li> <li>• Cisco CLI, Radius, TACACs, Syslog, SNMP (v.1, 2, 3)</li> <li>• Hitless upgrade, SW Installer</li> </ul>

**IPv6 Support:** As a Layer-2 switch, Nexus 1000V supports forwarding of IPv6 packets as well as Layer-2 features such as PVLAN and Port Security. Also, management interface can be assigned an IPv6 address.

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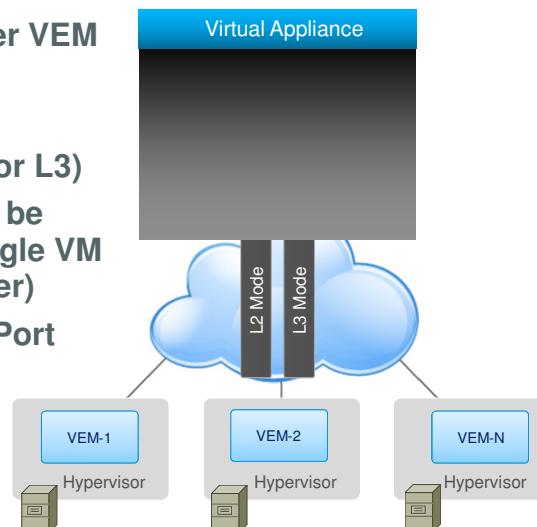
## 1000v and Hypervisors

- VMware: long-established support by 1000v
- Microsoft Hyper-V: recent announcements
- Citrix CloudPlatform CloudStack supports 1000v
- ~~Reportedly coming:~~ **Announced at CiscoLive Barcelona, ~ 1-2 weeks ago:**
  - Citrix XenServer support
  - KVM
  - ~~\*\* If politics and marketing don't intrude?~~

## Technologies Virtual Switching Nexus 1000 Scale

- 200+ vEth ports per VEM
- 2K vEths per N1K
- 64 VEMs per N1K (connected by L2 or L3)
- Multiple N1Ks can be created (under single VM management center)
- Policy applied by Port Profile

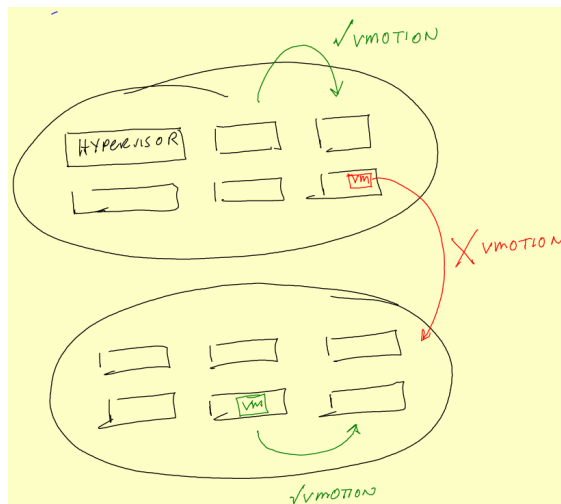
YSM: Virtual Supervisor Module  
VEM: Virtual Ethernet Module  
vEth: Virtual Ethernet port



## Scaling 1000v

- **1000v per vCenter:**
  - 12 when using vCloud Director
  - 32 Nexus 1000v when not using vCloud Director
- **UCS: up to 8 servers per 6 RU**
  - Say 6 per rack = 48 in a rack
  - Each 1000v can cover 1.25 racks
  - 32 x 1000v covers 40 racks! Or 32 if you do 1 rack per 1000v.
- **About the 1000v scaling limits**
  - Appears tied to a previous vSphere vDS limit, the present vDS limit in 5.1 is 128
  - vSphere 5.1 vDS ports max per vCenter is 60,000 ...
  - Will 1000v limits be increased?

## Scaling, Predictability, and 1000v



- Which range of hypervisor hosts can a VM do vMotion between?
- 1000v vDS provides an implicit grouping of hosts for vMotion
- What's good for server deployment, vs. operational management?

## vMotion Scope

- **Needed for vMotion:**
  - Consistent portgroup definitions
  - vDS provides that
  - 1000v provides that
  - 1000v lets you participate in defining the boundaries
- **Conclusion: natural boundary for vMotion**
  - Unless server team likes winging it?

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## More Questions

- **What is your organization's strategy about VM to physical server / network coordination?**
- **Do you have a standard for vDS deployment?**
- **Do you discuss / design with server team:**
  - When to create new VLANs
  - What they're for
  - (Coming topic) VLANs coordinating with FW and SLB/ADC? (Firewall, Server Load Balancer)
- **Pros / cons of 1000v from your Point of View?**

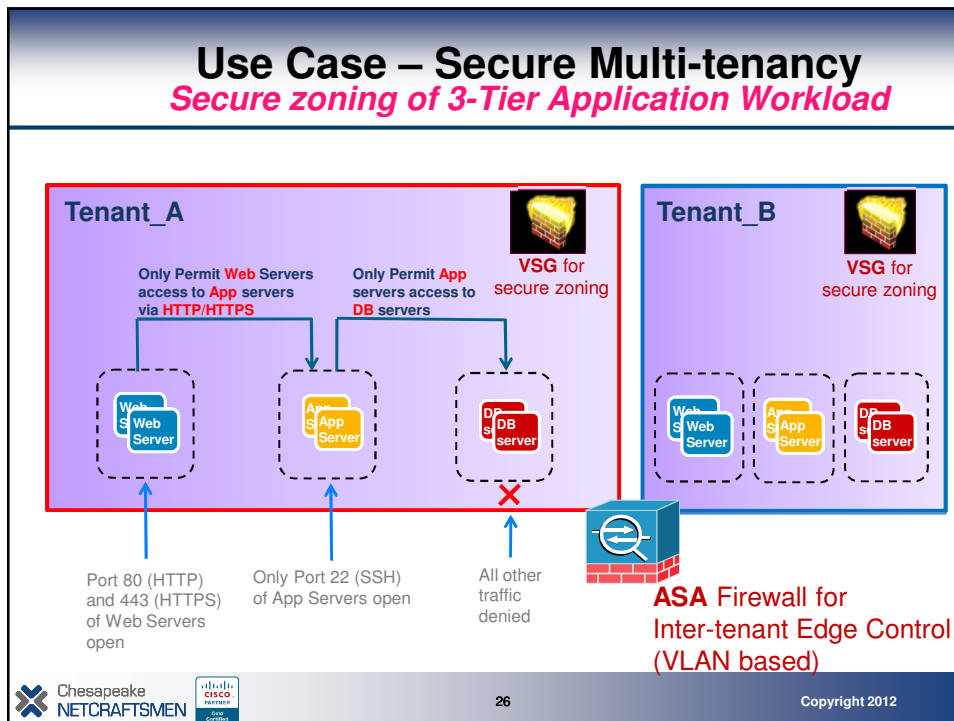
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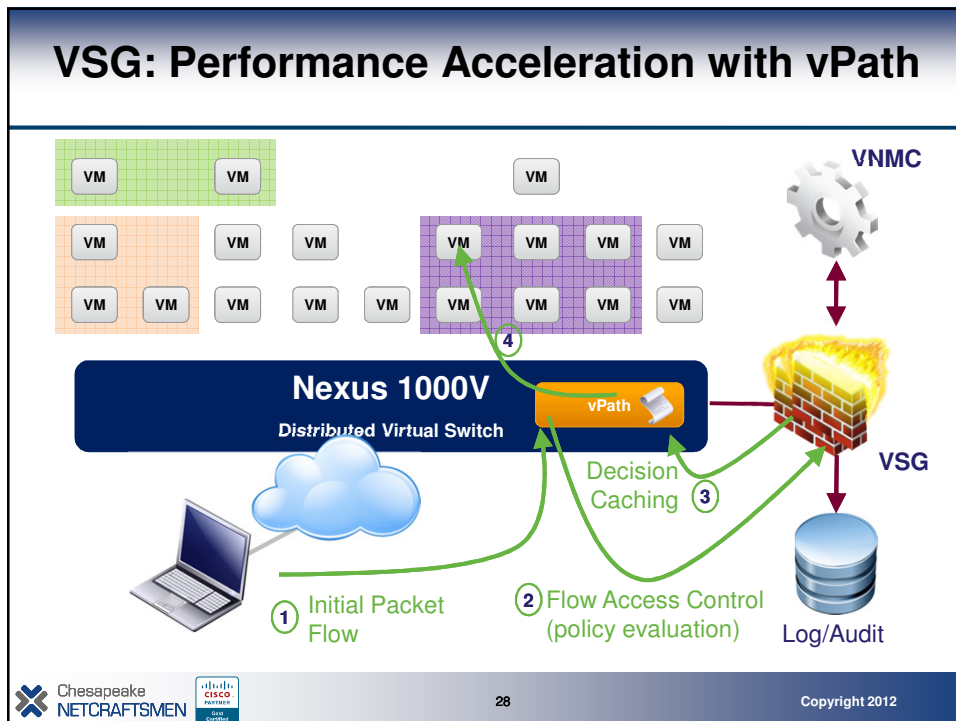
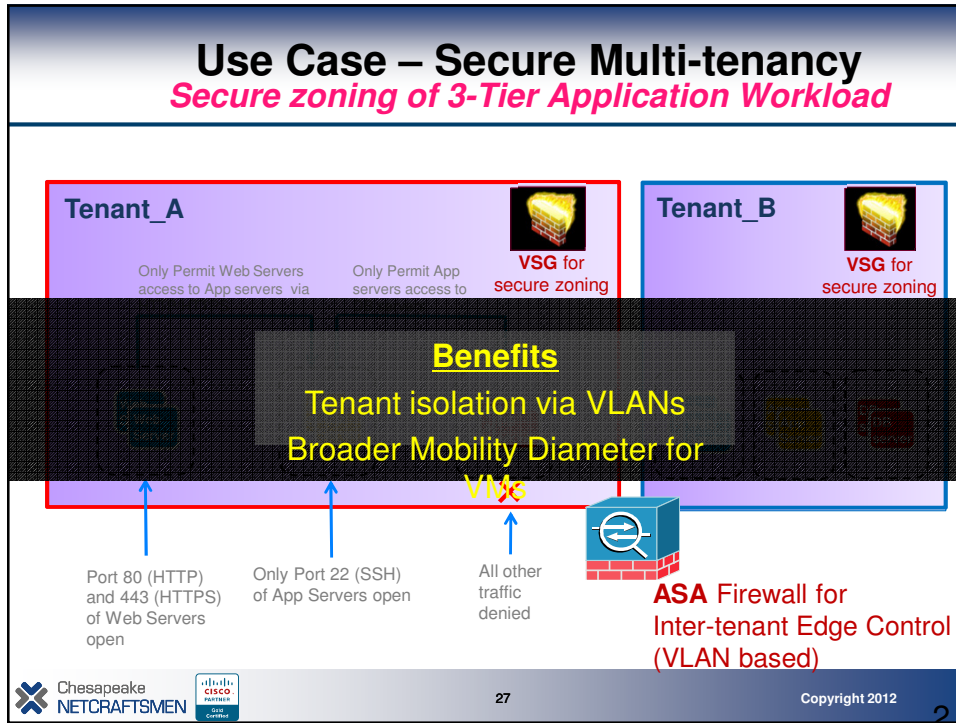
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## Agenda

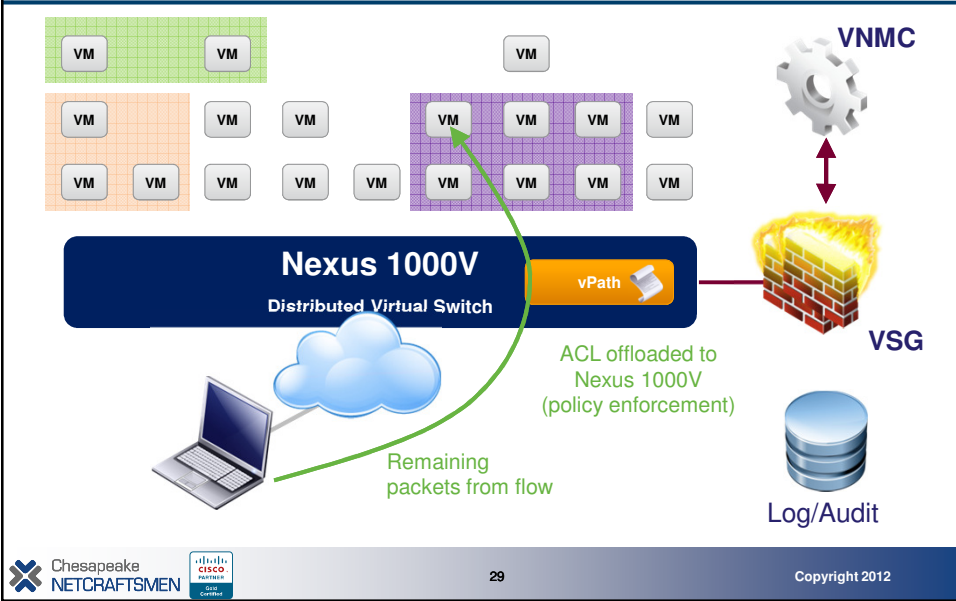
- Server virtualization and Cisco 1000v
- **Virtual Security: VSG, VNMC, vASA**
- Other Virtual Appliances
- CSR 1000v Virtual Router
- VXLAN
- vPath 2.0
- Virtualization Design
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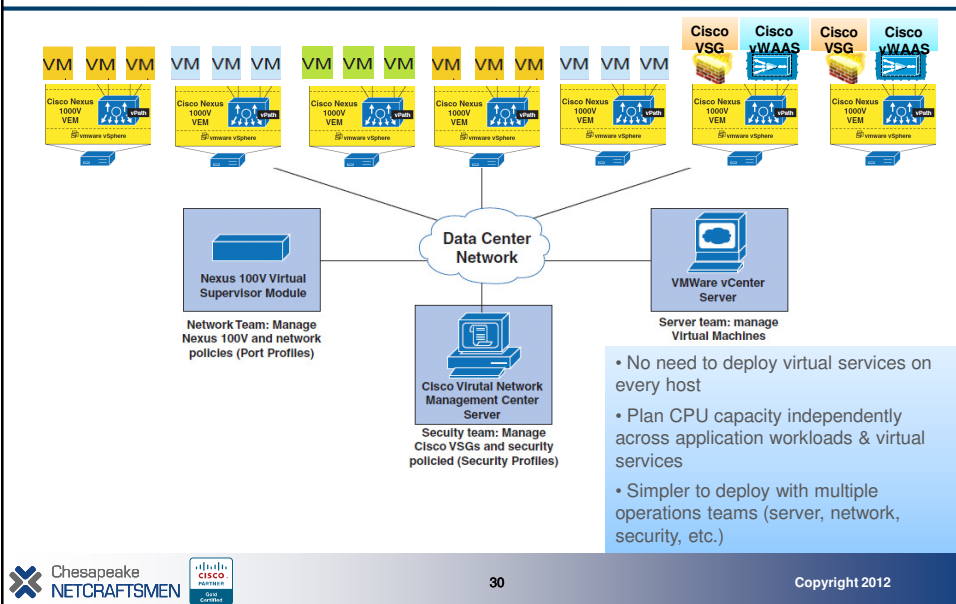




## VSG: Performance Acceleration with vPath – 2



## Decoupled Deployment of Virtual Services



## Binding VSG Security Profile with 1000V Port-Profile

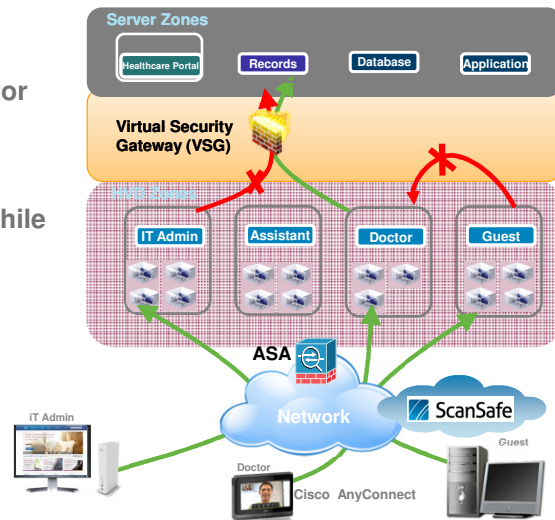
The screenshot shows the Cisco Virtual Network Management Center (VSM) interface. On the left, the 'Security Profiles' section is expanded, showing a tree view with 'Security Profiles' and 'SecureContractors' highlighted. The main pane shows the configuration for the 'SecureContractors' profile. On the right, a terminal window displays the configuration commands for the 'SecureContractors' profile, including 'vsmware port-group', 'switchport access vlan 18', and 'switchport mode access'. A green arrow points from the 'SecureContractors' profile in the VSM interface to the corresponding configuration in the terminal.

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## Use Case: Securing VDI with Cisco VSG

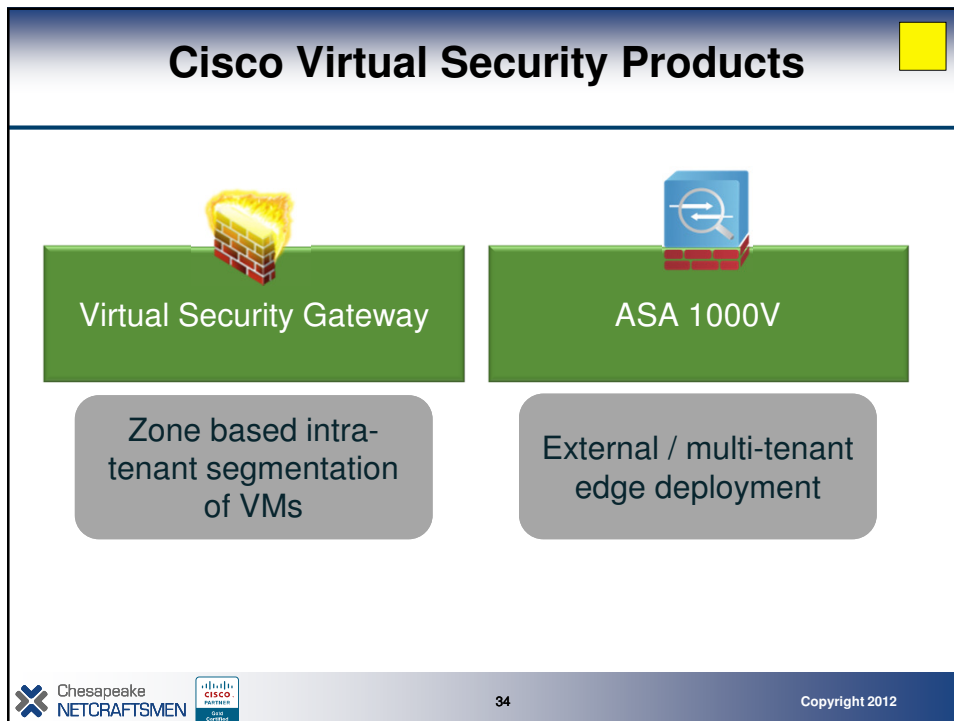
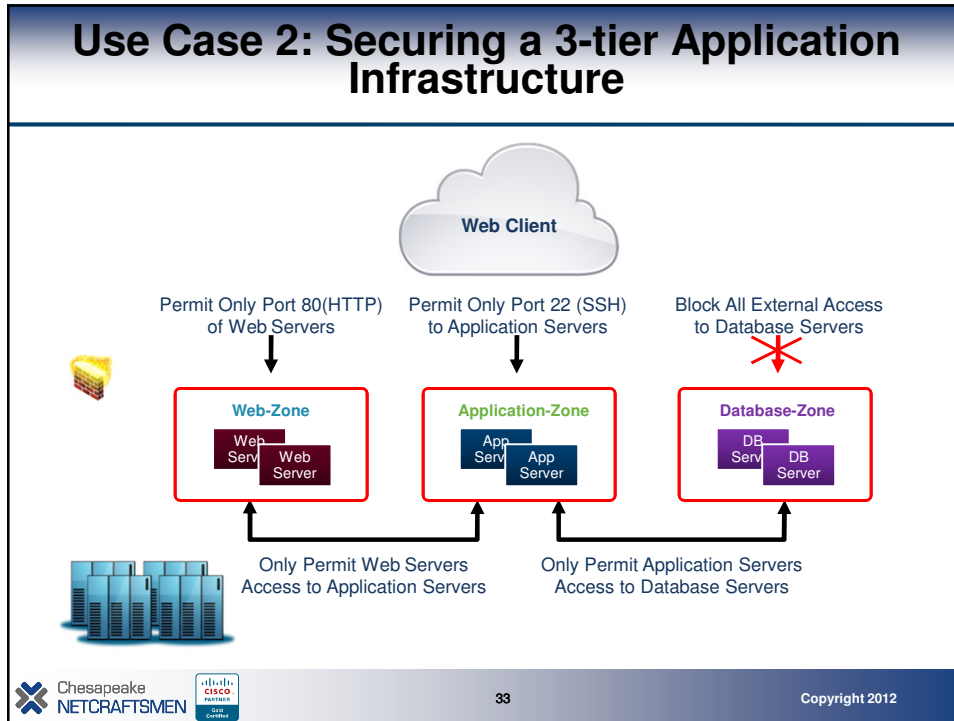
- Persistent virtual workspace for the doctor
- Flexible workspace for Doctor's assistant
- Maintain compliance while supporting IT consumerization

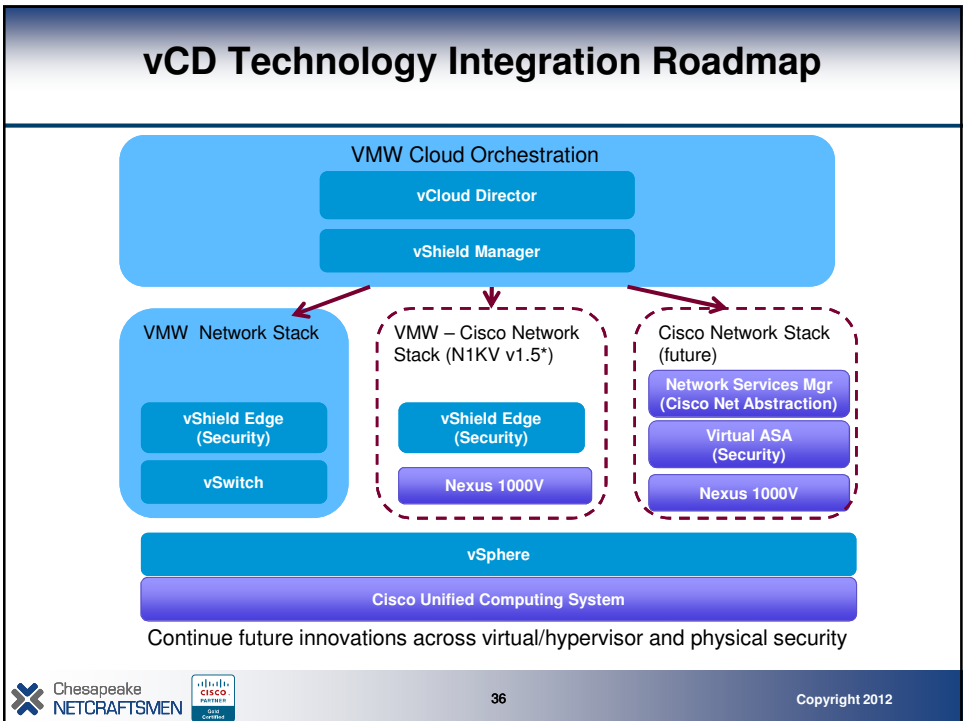
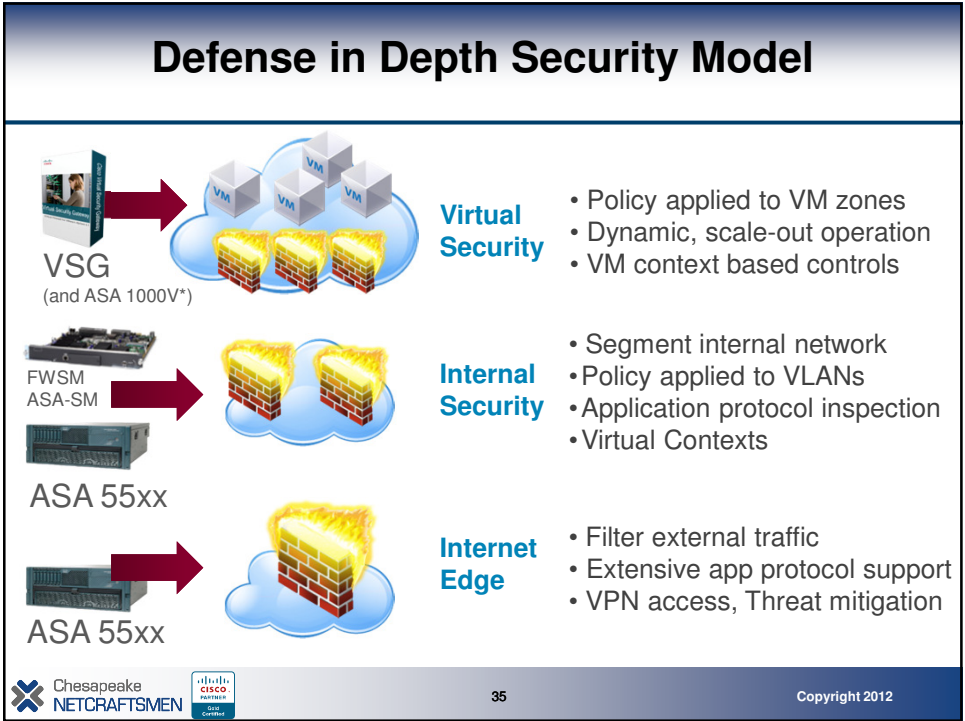
Leverage VM context (e.g. VM-name) to create VSG security policies



Reference Architecture:  
1000V and VSG in VXI Reference Architecture  
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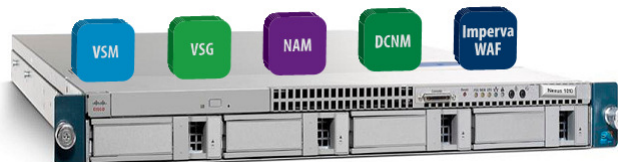
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## Imperva Web Application Firewall

- Imperva has a PCI 6.6 supporting Web Application Firewall. It is being ported to run as a Virtual Service Node on the Cisco 1010 / 1100
  - [http://www.imperva.com/docs/SB\\_Imperva\\_Cisco.pdf](http://www.imperva.com/docs/SB_Imperva_Cisco.pdf)



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## Cisco vWAAS Provides Flexible Cloud Deployment Options

**1 Private Cloud**

- Traditional WAN Edge Deployment at Branch and DC
- Gradual migration from Physical to Virtual
- Multi-tenancy support

**2 Private Cloud, Virtual Private Cloud, & Public Cloud**

- Re-direction using vPath @VM level
- Elastic provisioning

**WAN or Internet**

WCCP

Nexus 2K/5K

vPATH

Nexus 1000V vPATH VMware ESXi Server

UCS Compute/Physical servers

UCS Compute/Virtualized Servers

UCS /x86 Server

VMware ESXi Server

App OS

Nexus 1000V vPATH VMware ESXi Server

UCS /x86 Server

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## vWAAS Policy Based Configuration in N1000V

**Feature**

- Optimization based on the port-profile policy configured in Nexus 1000V
- Policy gets propagated to vCenter automatically

**Benefit**

- Provide on-demand service orchestration in the cloud without network disruption

vWAAS

Web Server

DB Server

Nexus 1000V vPATH

VMware ESXi Server

Web Server

App Server

vCM

Nexus 1000V vPATH

VMware ESXi Server

Nexus 1000v VSM

vCenter Server

Optimize Port-Profile

Non Opt Port-Profile

vWAAS Port-Profile

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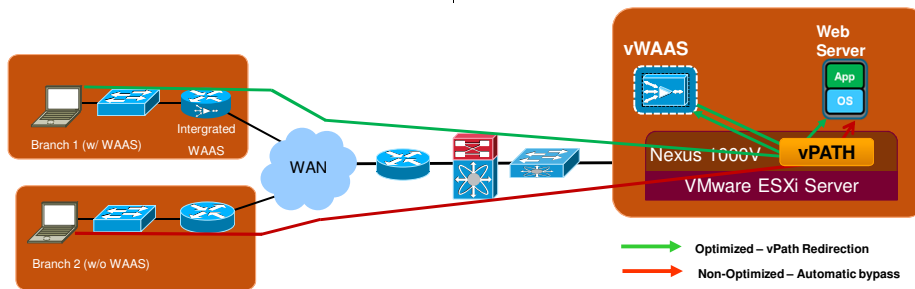
## vWAAS – Optimized Performance with vPath

### Feature

1. vWAAS sends "offload" to vPATH for non-interesting traffic (inter-server traffic or no-peer traffic)
2. vPATH provide automatic bypass of these traffic

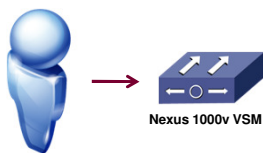
### Benefit

1. High scale with automatic application or port-profile based traffic filtering



## vWAAS – Application based interception

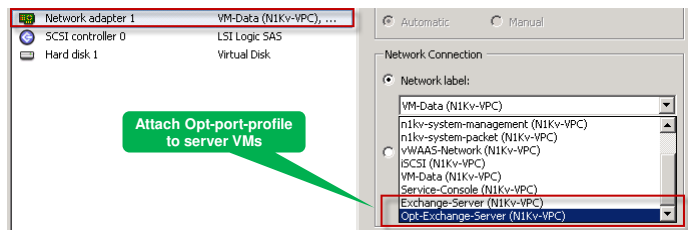
### Network Admin view



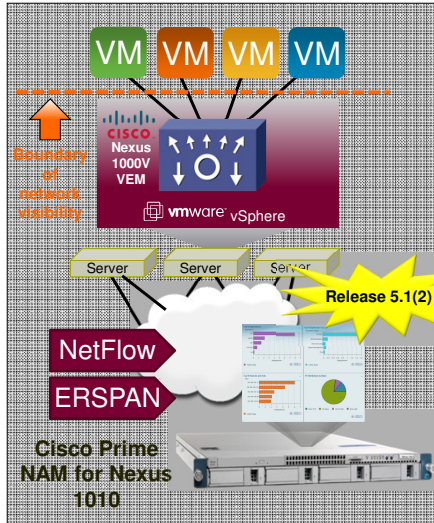
```
port-profile type vethernet Opt-Exchange-Server
vmware port-group
switchport mode access
switchport access vlan 3185
vn-service ip-address 2.8.2.90 vlan 3002 mgmt-ip-address 2.8.2.90 fail open
no shutdown
state enabled
```

vPATH interception

### Server Admin view



## Cisco Prime NAM for Nexus 1010 Extends Visibility into Virtual Machine (VM) Network

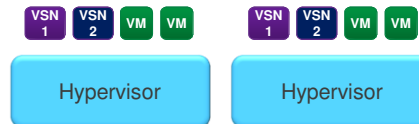


- Profile VM Network Traffic
- Analyze Application Responses Time
- Examine Virtual Interface Statistics
- Assess impact on network behavior due to changes such as VM migration, port profile update, etc.
- Watch VMs while they migrate with VMotion

## Virtual Services Options

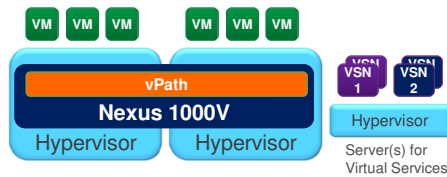
### • Stand-alone VSN

- Can be deployed with any virtual switch
- Example: vWAAS



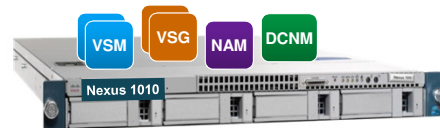
### • N1KV vPath integrated VSN

- Integrates with N1KV port profile and virtual service datapath (vPath)
- Example: vWAAS, VSG, ASA 1000V



### • VSN hosted on Nexus 1010 appliance

- VSN can be stand-alone or vPath integrated. Examples: VSG, NAM



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- Other Virtual Appliances
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- VXLAN
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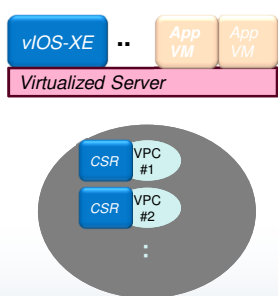
## What is CSR1000v?

*Virtualized IOS-XE Features for the Cloud*

*Primarily intended for VPC (Virtual Private Cloud) deployment*

*Target Customers are Cloud Providers and Enterprises*

*General Availability: March 2013 (IOS-XE 3.9)*

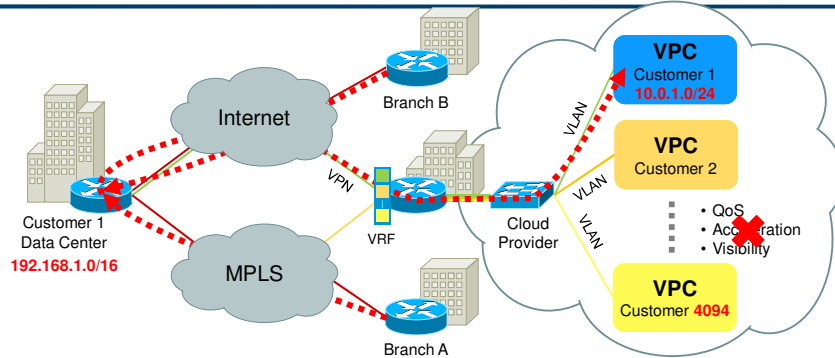


Enterprises: Network Extension to Cloud  
Cloud Providers: Networking as a Service

Pre-GA Release #1: May 2012 (IOS-XE 3.7)  
Pre-GA Release #2: July 2012 (IOS-XE 3.8)

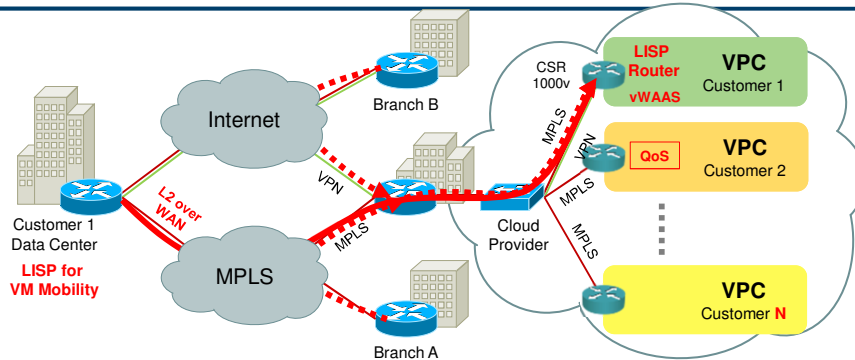
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## Virtual Private Cloud Challenges



- Point-to-Point tunnel between DC and VPC adds network latency
- Terminating WAN at Cloud Provider's edge limits VPC scalability
- Disjoint local networks complicate application on-boarding to VPC
- Lack of traffic control in VPC restricts use of networking services

## Cisco CSR1000v



- Direct VPN connectivity to VPC reduces network latency
- Termination of MPLS at VPC eliminates dependence on VLANs
- Extending DC network to VPC simplifies application deployment
- Traffic control at VPC edge enables support of network services



## VPN Gateway for VPC

- **Enterprise VPNs**
  - S2S (IPSec) VPN
  - DMVPN
  - EZVPN
  - FlexVPN
  - SSLVPN (future)
- **Routing**
  - Static
  - EIGRP
  - OSPF
  - BGP
- **Addressing**
  - NAT/PAT
  - DHCP
- **Firewall & ACLs**
- **AAA**
- **Apply services via CSR**

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## Extend DC Network to VPC

- **L2 connectivity and L3 address mobility between DC and VPC**
- **Transparent on-boarding of existing business applications to VPC**
  - L2 over WAN
  - EoMPLS over GRE
  - Addressing
    - NAT/PAT
    - VRF-Lite
  - Transport Services
    - LISP for VM Mobility
    - Multicast

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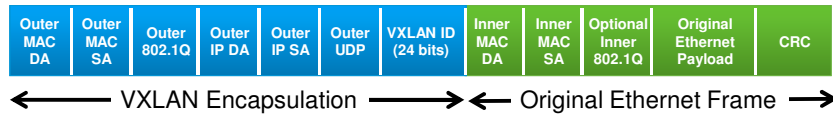
## Moving Virtual Apps within DC

- **Horizontal scaling of infrastructure**  
Deploy PODs without worrying about VM scale per POD
- **Network services must continue to be applied**

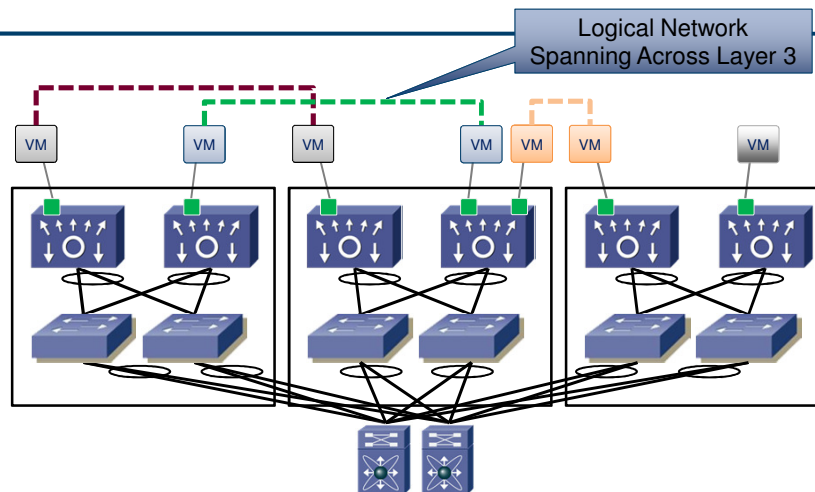
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## Virtual Extensible Local Area Network (VXLAN)

- **Tunnel between Virtual Ethernet Modules (VEM)**
  - VMs do NOT see VXLAN ID
- **IP multicast used for L2 broadcast/multicast, unknown unicast**
- **Technology submitted to IETF for standardization**
  - With VMware, Citrix, Red Hat and Others
- **Ethernet in IP overlay network**
  - Entire L2 frame encapsulated in UDP
  - 50 bytes of overhead
- **Include 24 bit VXLAN Identifier**
  - 16 M logical networks
  - Mapped into local bridge domains
- **VXLAN can cross Layer 3**



## Scalable Pods with VXLAN



Add More Pods to Scale

## vPath 1.5: Securing VMs on VXLANs

N1KV, v1.5  
 VSG, v1.3  
 (both are shipping)

- VMs on VXLANs
- VSN is shared across VXLANs

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## Maintain Network / Security Policies across Datacenters

Nexus 1000V VSM Pair & VSG Pair (or VSG/VSG hosted on Nexus 1010s)

Migrate virtual workloads seamlessly across Data Centers  
 Maintain transparency to network & security policies (via N1KV & VSG)

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## VXLAN Gateway

**PHYSICAL**

L3

VLANs, SUBNETs

1000v VEM  
VMWARE

1000v VEM  
VMWARE

**LOGICAL**

SINGLE VXLAN

ACTS LIKE A VLAN AS FAR AS VM'S ARE CONCERNED

NO WAY CURRENTLY TO CONNECT A PHYSICAL DEVICE DIRECTLY TO THE VXLAN

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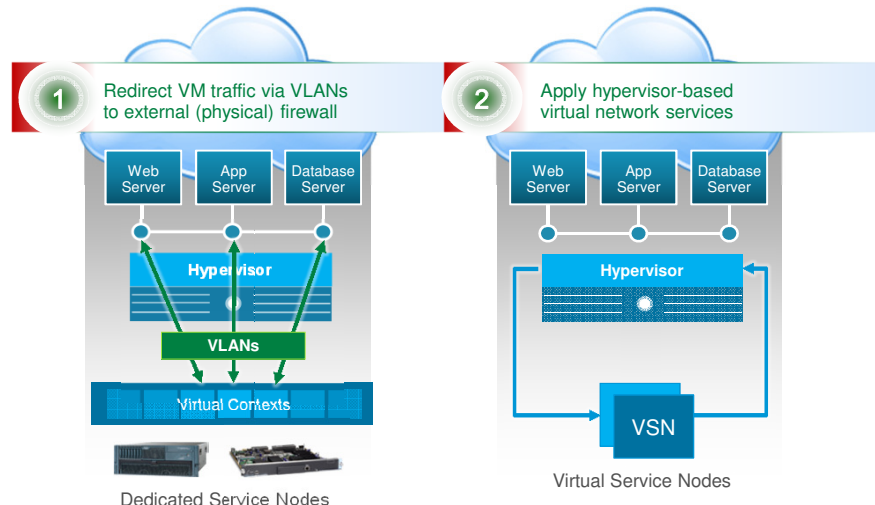
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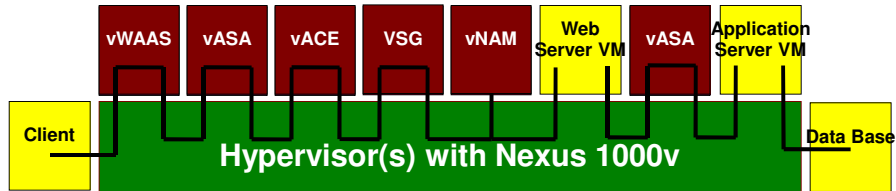
## A Perception about SDN

- A lot of the popular discussion in general has had a **Server and VM fixation (focus) to date**
  - OpenFlow, SDN, and “dumb switches”?
  - Automating only part of the process
  - L3, L4, L7? Value add by the control (policy) software?
  - Services? Security, Load Balancing, ...
- **Cisco is looking further out...**
  - Many virtualized appliances already available
  - How do you make it easier to use them?
  - Others may be doing so, less visible (to me)
- **Multi-tenant can be zones w/in enterprise datacenter**

## Network Services for Virtualized/Cloud DC



## Technologies Virtual Switching Virtual Network Service Data Path (vPath)



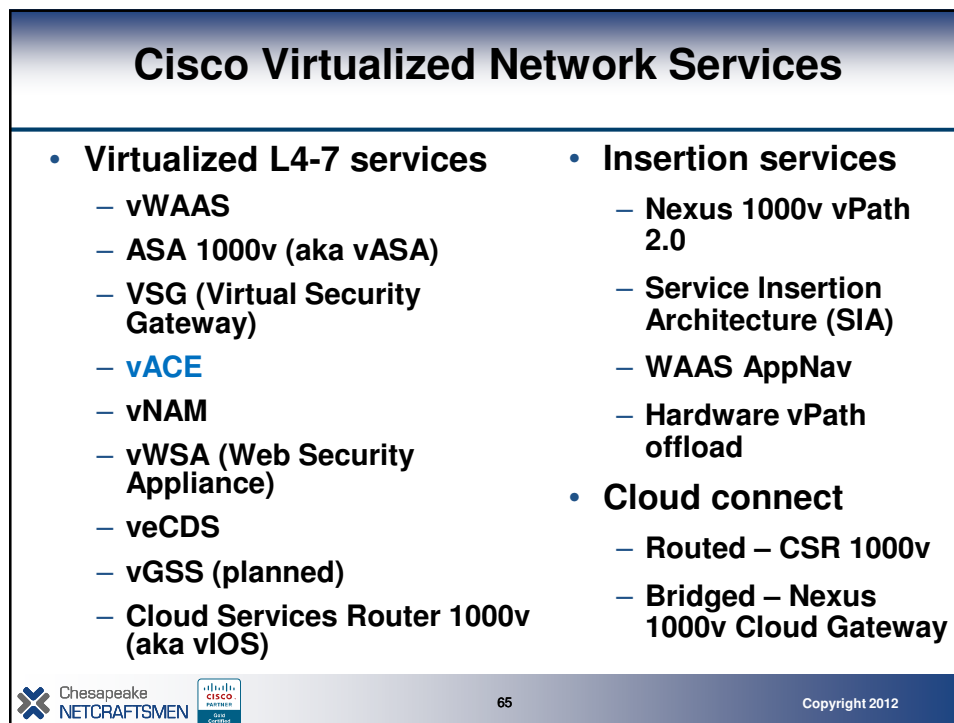
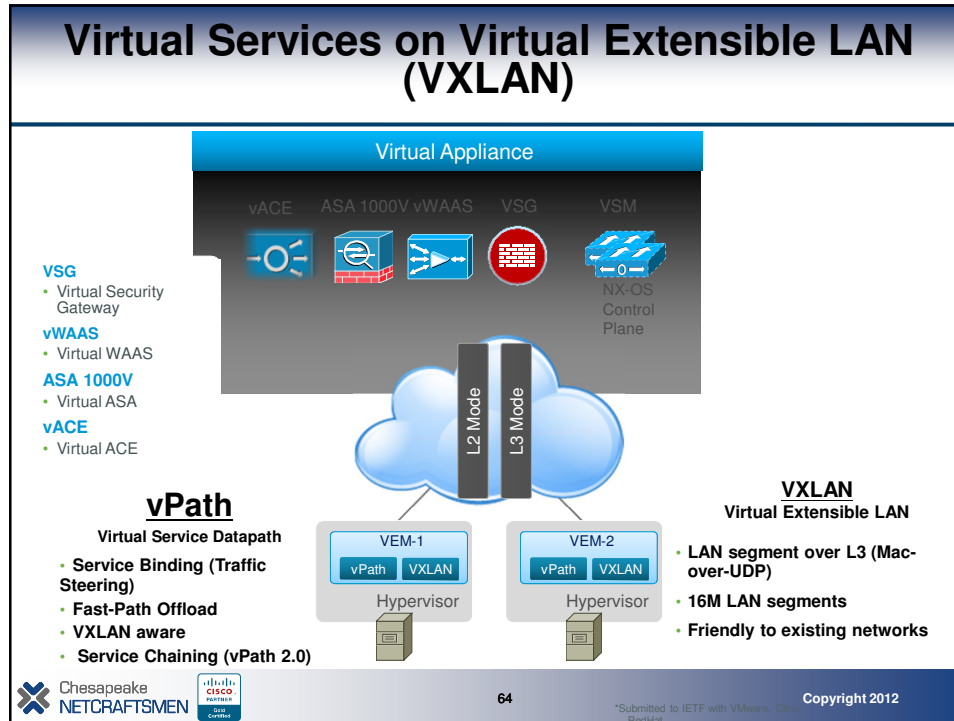
- All virtualized services are Off Path
- vPath 1.0
  - Redirecting to a single service
  - Fastpath
- vPath 2.0 supports
  - Chaining multiple services
  - Stateful return path
  - Clustering for scale
- Consider server overhead to redirect flows to multiple SNs

## Deploy vASA and VSG Service Chaining

- **vservice node ASA1 type asa**
  - ip address 172.31.2.11
  - adjacency I2 vlan 3770
- **vservice node VSG1 type vsg**
  - ip address 10.10.11.202
  - adjacency I3
- **vservice path chain-VSG-ASA**
  - node VSG1 profile sp-web order 10
  - node ASA1 profile sp-edge order 20
- **port-profile type vethernet Tenant-1**
  - org root/Tenant-1
  - vservice path chain-VSG-ASA

Defining the  
Service Node on  
Nexus 1000V

Chain the  
Service Nodes  
Order is inside  
Enable the  
Service Chain  
Per Port-Profile





## Agenda

- Server virtualization and Cisco 1000v
- Virtual Security: VSG, VNMC, vASA
- Other Virtual Appliances
- CSR 1000v Virtual Router
- VXLAN
- vPath 2.0
- **Virtualization Design**
- Automation
- Summary

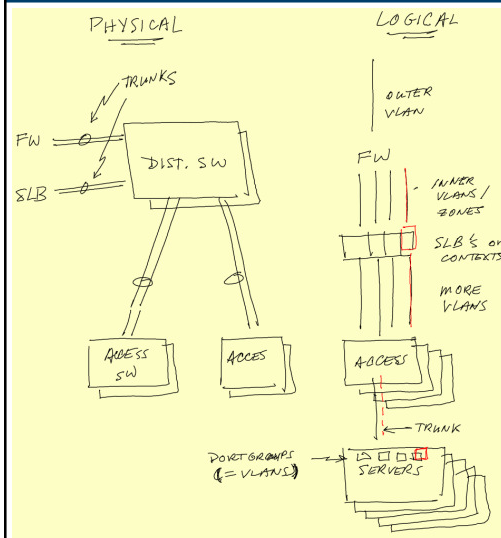
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## Deploy ASA Physical to Virtual

- Zones used define policy enforcement
- Unique policies and traffic decisions applied to each zone
- Physical Infrastructure mapped per zone
  - VRF, Virtual Context
- Merging physical and virtual infrastructure

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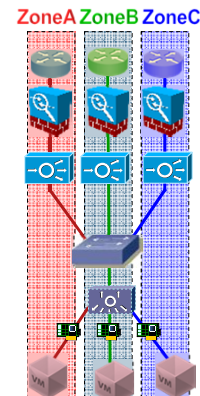
## Service Plumbing



- Drilling down into what deploying a new app / server zone entails:
  - "VLAN plumbing"
  - Policy on FW
  - Policy on SLB
- It can be done for VMs
- Easier way?

## Deploy ASA and ACE In Path

- Services can be mapped and applied to both the physical and virtual DC networks
- VRFs and VLANs used to segment networks
- ACE/ASA Contexts in path routed/bridged perpetuate segmentation
- Segment network traffic within the Zone
  - System Traffic
  - VM Traffic
  - Management Traffic
- Lockdown elements within a Zone
- Unique policies and traffic decisions can be applied to each zone creating very flexible designs
- Foundation for secure private cloud



## Scale Up or Out?

BIG FIREWALL

*FOR BIG FLOWS*

vs.

VASA

VASA



VASA

VASA

VASA

VASA

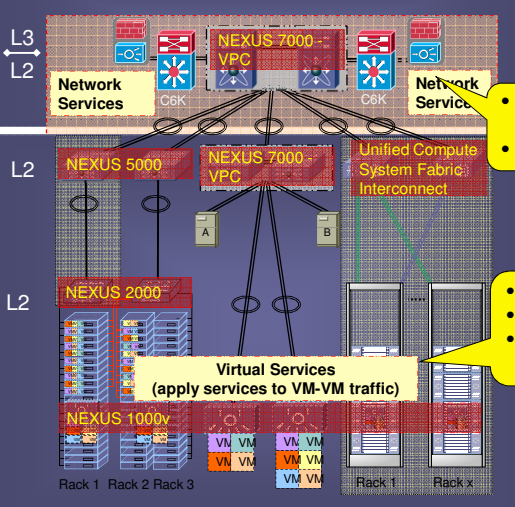
*FOR MANY SMALLER FLOWS*



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## Virtual Services in a Data Center POD



**Aggregation**

- Typical L3/L2 boundary.
- Physical network services

**Unified Access**

- Non-blocking paths to servers & IP storage devices



**Virtual Access**

- Virtual switches
- Virtual services with horizontal scaling

- Aggregated flows, need big performance (scale UP)
- Local vMotion no problem.

**Scale OUT**

- How control policy on many?
- Move them with the application? (How?)

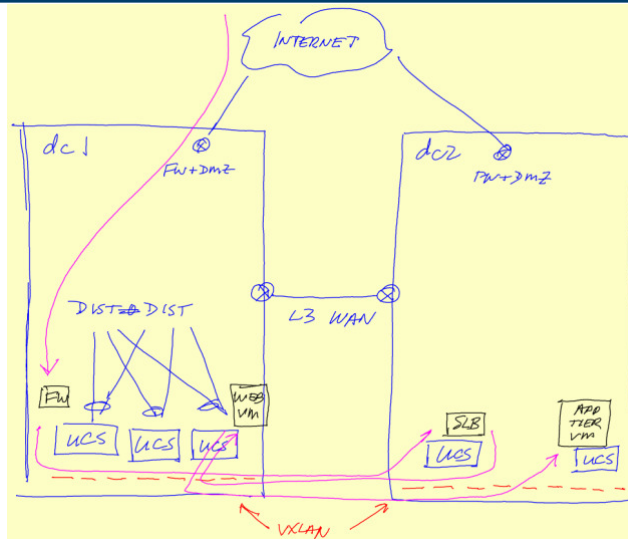


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## Design Alternatives for a Virtual World

- **Alternatives:**
  - VLANs (STP or vPC)
  - FabricPath and VLANs
  - OTV
  - VXLAN and VXLAN gateways
  - Planned vs. unplanned
  - 1000v?
- **Where to put L3 boundaries in the physical world?**

## Traffic Patterns

- **What do you think about:**



## vAppPod

- vApp = VMware group of virtual machines, power on/off as a group, no provision for “group vMotion”
- Can use VMware DRS group for “group vMotion” to some degree
- Add virtual appliances and internal plumbing, maybe it becomes a “vAppPod” or virtual private datacenter or a *what?*

## Virtualization Design

- Topics requiring a lot more time and thought:
  - Do I use physical (centralized?) or virtual appliances?
  - What’s best for failover, management, t’shooting?
  - What about vMotion with statefulness?
    - (Hint: centralized might have advantages, unless you move the app + the firewall etc.)
  - How does the virtual map to the physical?
  - Where is my traffic flowing?
  - As virtualization accelerates, might combined services (e.g. load balancer + firewall) become useful? One point of policy control?

## Agenda

- Server virtualization and Cisco 1000v
- Virtual Security: VSG, VNMC, vASA
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- Virtualization Design
- **Automation**
- Summary



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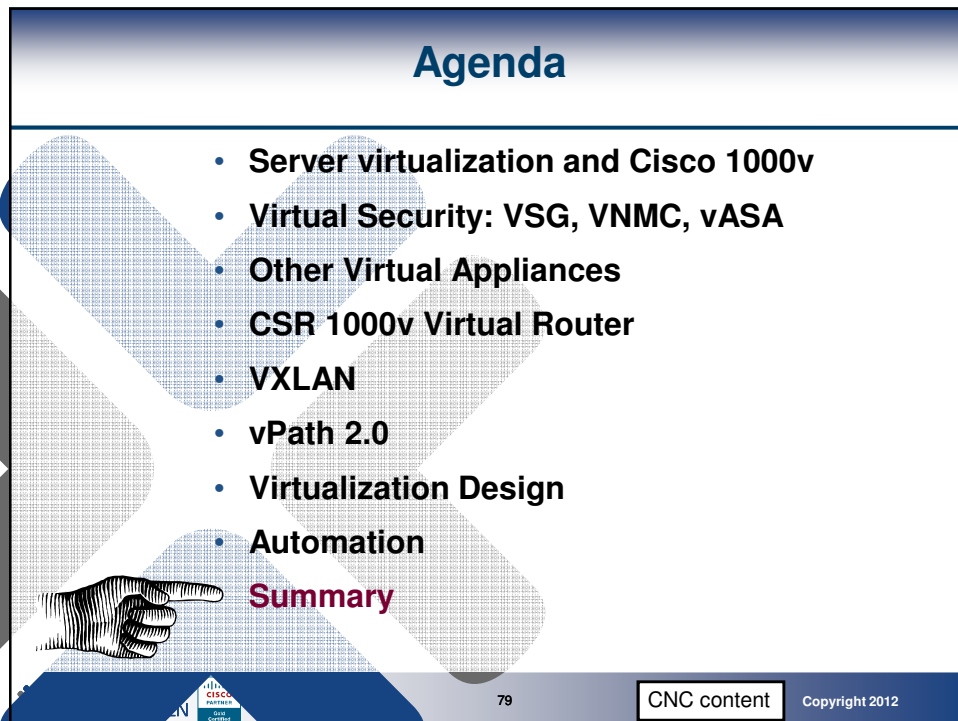
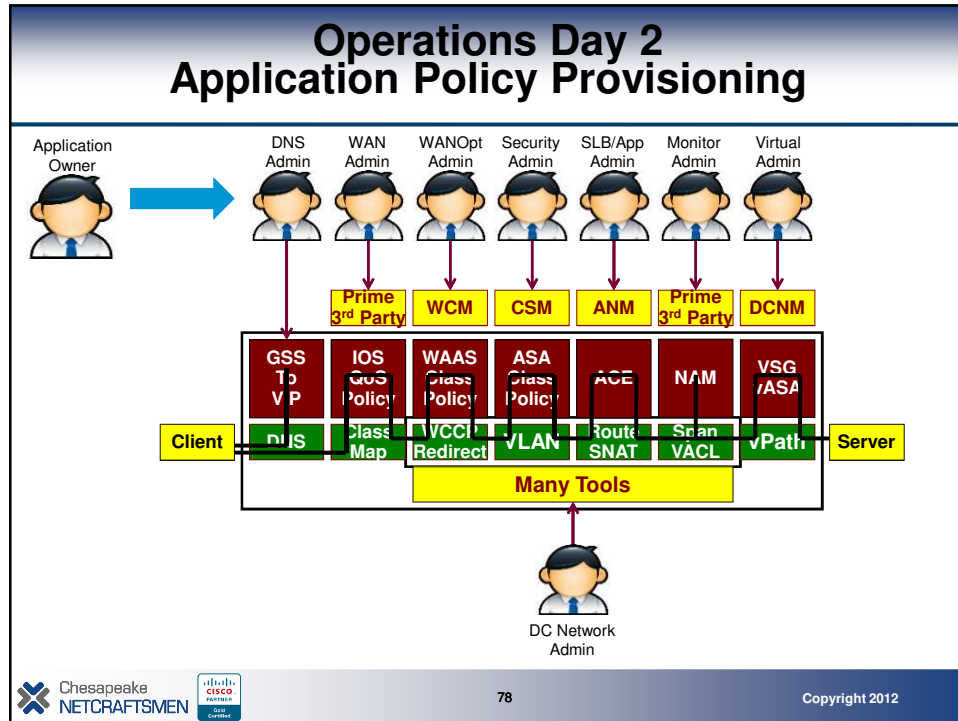
## Datacenter Automation

- Goal: **simpler, faster, better** project deployment (calendar, people time)
  - Software Defined Network: SDN
  - Who says Cisco isn't in the SDN game? Who defines the right one? (Customer?)
- Virtualization expedites automation
  - If you have spare licenses, you can just fire up another v-appliance – saves the purchase cycle
  - With v-appliances, you can automate different templated virtual datacenters
  - Requires political / funding and cultural change of mindset
  - Various organizations at various points in moving towards higher automation: servers first, some sites still installing OS from CD versus VM cloning
- Still need to configure policy:
  - The hard part of SDN?
  - Focus on the real human value add?
  - Like Apple: focus on key functionality, lose some of the complexity?

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## Summary / Conclusions

- **Virtual Services needs to be deployed with an architectural mind-set**
  - Virtual Data Center, Private Cloud, Public Cloud
- **Network intelligence for virtual services is critical for:**
  - Simplified deployment
  - Optimized performance
  - Virtualization-aware operation
- **Separation of duties and operational non-disruptiveness needs to be maintained**

Cisco **virtual services** with **Nexus 1000V/vPath** provide an extensible architecture and an excellent platform for building out virtualized DC and private/public clouds

## Conclusions – 2

- **We need to have some idea of the alternatives**
- **The virtual network appliance world will be simpler and faster to deploy in many ways**
  - In the near term, beware performance limits
  - Leverage scale out versus scale up
- **VXLAN is very flexible, solves some problems, adds others**
  - How does it fit your organization's needs?




## References

- **Networkers 2012 presentations:**
  - BRKVIR-2011
  - BRKVIR-2016
  - BRKAPP-2026
- **1000v and vPath:**
  - <http://www.cisco.com/en/US/products/ps9902/index.html>
- **ASA 1000v:**
  - <http://www.cisco.com/en/US/products/ps12233/index.html>
- **CSR 1000v:**
  - <http://www.cisco.com/en/US/products/ps12559/index.html>

## Any Questions?



- For a copy of the presentation, email me at [pjw@netcraftsmen.net](mailto:pjw@netcraftsmen.net)
- **About Chesapeake Netcraftsmen:**
  - Cisco Gold Partner, 2<sup>nd</sup> in U.S. to meet 2012 broad certification requirements:
    - Data Center Architecture
    - Borderless Networks Architecture
    - Collaboration Architecture
  - Cisco Customer Satisfaction Excellence rating 
  - We've done some large and very large data center assessments, designs, and deployments, large UC deployments, WLAN, etc.
  - Designed and assessed networks for several federal agencies, several well-known hospitals, large mortgage firms, stock firms, web commerce datacenters, law firms...





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