



SUPERMICRO

Società - Infrastruttura IT per GDPR



Sr Sales Mgr



Milano - 11 Aprile 18

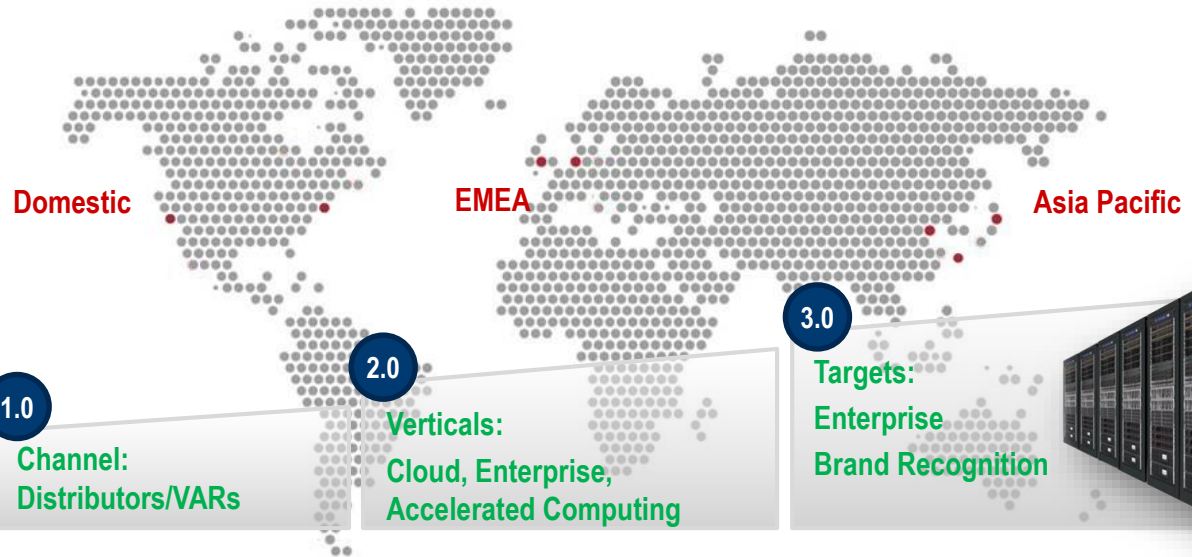
We Keep IT Green™

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Our Progression

Presence



Market

1.0

Channel:
Distributors/VARs

2.0

Verticals:
Cloud, Enterprise,
Accelerated Computing

3.0

Targets:
Enterprise
Brand Recognition



Innovation

Subsystems

Motherboards
Chassis and
server building
blocks



Server Systems

BigTwin, NVMe / Simply
Double, SuperBlade,
BBP, GPU / co-
processor solutions



Total Solutions

Management software, Global service
optimized offerings for every refresh cycle
World class quality

1993 - 2003

2004 - 2013

2014 - Today



NVMe
SSD
HDD

Netherland



- Warehouse for Parts
- Assembly Lines
- Repair Center
- Data Center for Remote Testing
- Product Mgrs
- Solution Support
- Return Material Management
- On-Site Service Management





Persistent Growth and Market Achievements

3rd WW Server Vendor Q317 (IDC)

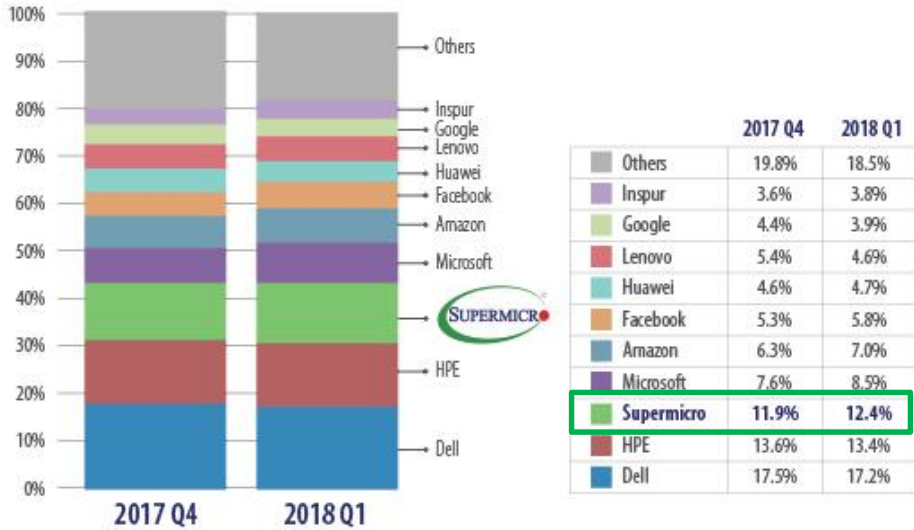


Worldwide Server Market Revenue: 2017/11/30
<https://www.idc.com/getdoc.jsp?containerId=prUS43273817>

Top 5 Companies, Worldwide Server Unit Shipments, Market Share, and Growth, Third Quarter of 2017 (Units are in Thousands)

Company	3Q17 Units	3Q17 Market Share	3Q16 Units	3Q16 Market Share	3Q17/2Q16 Unit Growth
1. Dell Inc*	503.0	18.8%	452.3	18.8%	11.2%
1. HPE / New H3C Group*	501.4	18.8%	510.2	21.2%	-1.7%
3. Lenovo*	151.8	5.7%	226.8	9.4%	-33.1%
3. Inspur*	149.1	5.6%	108.2	4.5%	37.9%
3. Super Micro*	136.7	5.1%	106.4	4.4%	28.4%
3. Huawei*	133.3	5.0%	127.9	5.3%	4.2%
ODM Direct	668.0	25.0%	461.7	19.2%	44.7%
Others	428.0	16.0%	409.7	17.0%	4.5%
Total	2,671.2	100.0%	2,403.3	100.0%	11.1%

3rd WW Server Vendor by Shipment 2017 (Digitimes)



Global Server Shipment Share by Top-10 Players

Source: Digitimes Research, February 2018





Enterprise & Cloud Customer Base

GREENEST SOLUTIONS PROVIDER FOR THE FORTUNE 1000



OPTIMIZED ENTERPRISE SOLUTIONS

- Strategic partnerships – technology innovation
- Hyper-converged total solutions
- Expanding vertical accounts
- Software and Service



CLOUD COMPUTING

- IaaS and PaaS – Rack Scale
- Private/Public/Hybrid cloud solutions
- Lower initial investment and TCO



Media



Autonomous



NVMe



Finance

Intel

- With **52,000+** Supermicro MicroBlade servers, Supermicro & Intel achieved:
 - ❖ **1.06 PUE** – one of the most energy efficient data centers in the world
 - ❖ **45% - 65%** reduced CAPEX costs per refresh cycle
 - ❖ **56%** space utilization improvement rate

Bloomberg

- **All Flash NVMe servers**
 - ❖ **1000+** Supermicro NVMe system solutions
 - ❖ Achieved **Highest Performance** on record
 - ❖ Full Redundancy with Compute, Network and Power

LinkedIn

- **18,000 nodes** (Fat Twin)
 - ❖ **1.06 PUE**
 - ❖ **Quick deployment**



Other Customers

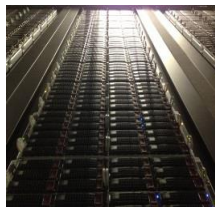
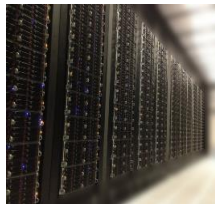
SOFTLAYER®

- 7 DCs
 - ~ 77,000 nodes
- Supermicro**



Dropbox

- Application: Online Backup
- Quantity: 1,200 nodes shipped
- FatTwin



SGX
SINGAPORE EXCHANGE

- Application: Online stock trading engine, linked to major stock trading data centers in New York, Chicago, London & Tokyo
- Systems : 2U Twin 4-Node QDR solution 3000 nodes in single deployment, 36000-Core in total



YAHOO! JAPAN

- >15,000 nodes over 2.5 years
- Search, Indexing, Big Data / Hadoop



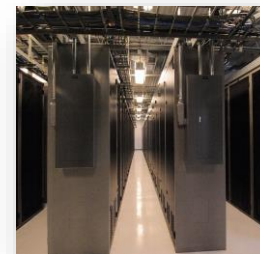
Alibaba Group
阿里巴巴集团

- > 4000 Notes
- Data Center & e-Commerce



Baidu

- ~ 70,000 nodes
- Supermicro
- Data Center & Engine Search



2U Twin? DCO server

©2017 Supermicro®

NVMe

SSD

HDD



Optimized Hw is the Basis of Modern IT infrastructure



Green Computing



Hyper-Convergence Infrastructure



Better Storage Performance



Faster Networking



Complete Eco-System



IoT - Edge Computing

NVMe

SSD

HDD



End-to-End Offering

=> Server, Twin, Blade

Rack Mount UP/DP/MP Servers

Ultra



WIO



DCO



Mainstream



Multi-Node Twin Architecture



Twin, TwinPro
TwinSIOM



FatTwin



Multi-Node Blade Architecture



MicroCloud



MicroBlade



SuperBlade



High-End MP Servers



4-Way



8-Way



NVMe

SSD

HDD



... Storage, Switch, Embedded, GPU, ... Rmt Mngmnt Sw

GPU

4-GPU 1U

KNL Twin

Pascal

High-End GPU

Storage/JBOD NVME and SAS3

Simply Double

Double Sided

60-Bay

90-Bay

Cloud Storage

Desktop Workstation Gaming

Desktop

Gaming PC

WorkStation

Small Form Factor

IoT Gateway

Box PC

Mini Tower

ToR Switches L2/L3 1/10/40/100G

System Management Tools

NVMe
SSD
HDD

IoT - Edge Computing



NVMe

SSD

HDD



SW Vendors Certified on Supermicro Systems

l.u.s.t.r.e.

nexenta
Enterprise class storage for everyone

redhat.

vmware
vSphere

cloudera

Windows Server 2012

Bright Computing
Advanced cluster management made easy

CANONICAL



Optimized and Lab Tested Components for Superior Performance



High Throughput Switch Solutions for High Performance Connectivity



Value Optimized, Twin Technology or GPU Enabled 1U Server Solutions



Value Optimized, Twin Technology GPU Enabled or High Capacity Storage 2U, 3U and 4U Server Solutions



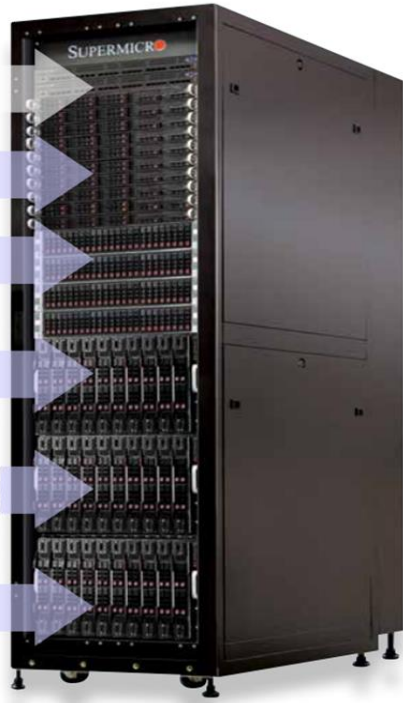
Software Tested and Certified



High Quality, Well Organized Cabling for High Reliability and Maintenance



High Density Storage, High Performance Computing, and GPU Blade Solutions



World-Class Engineering and Deployment of your Data Center Solutions

NUTANIX

DataCore
SOFTWARE

StorMagic

MIRANTIS

ceph

hadoop



openstack
CLOUD SOFTWARE

Hyper-V

Xen Server

XenDesktop VME

ATLANTIS

SSD

HDD

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- ➔ Motherboards
- ➔ Chassis
- ➔ SuperWorkstation
- ➔ SuperBlade®
- ➔ MicroBlade™
- ➔ Ultra (new)
- ➔ WIO
- ➔ Twin Solutions (new)
- ➔ MP Servers
- ➔ MicroCloud
- ➔ Networking
- ➔ Embedded
- ➔ Gaming
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- ➔ Server Management

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New Generation X10 Solutions

Supports Intel® Xeon® Processor E5-2600/1600 v3 (Haswell) Product Families

- Intel® Xeon® Processor E5-2600/1600 v3 up to **18 Cores and 160W TDP**
- **Hot-Swappable NVMe** support
- **SAS 3.0** (12Gbps) and **SATA 3.0** (6Gbps) HDD support
- Up to 90% Computing Performance Gains vs previous generation platforms
- **DDR4 up to 1.5TB and 2133MHz**
- **FDR** (56Gbps) InfiniBand
- **Quad 10GBase-T**
- **10G SFP+**

80 PLUS TITANIUM

TwinPro™

FatTwin™

MicroBlade

SuperBlade®

GPU/Xeon Phi™

Ultra Servers

DCO

SuperStorage

SuperWorkstations

Global SKUs

Products ready to ship. Anywhere, Anytime

Accelerated Deployment, Support and Service Worldwide

EX DP 32 DIMMs ^{NEW!}

2 Hot-Plug Nodes in 2U NVMe and SAS 3.0 Support 10G Base-T Onboard 2 PCI-E 3.0 x16 and 1 Micro LP slots Up to 15C per socket or 30C per node For Ultra HPC and Virtualization **DP 32 DIMMs**

Featured Motherboard ^{NEW!}

X10DR1-T
Best selling MB supporting E5-2600 v3, 1TB of high speed DDR4 memory, substantial expansion potential and enhanced connectivity.

MicroCloud

24/12/8 Modular UP Server Nodes in 3U High Density, High Performance, High Efficiency and Cost Effective

Twin Technology

Patented Design

Best Performance/Watt/sq.ft Onboard IPMI 2.0 + KVM with dedicated LAN

16 DIMMs

Enterprise MP

Server Solutions

Optimized for Mission-Critical Enterprise Applications Featuring Intel® Xeon® E7-8800 v2 / E7-4800 v2 series Processors

Cluster-in-a-Box

3U 16x 3.5" Hot-Swap HDDs Fully redundant design. Cluster-in-a-Box provides continuous availability for mission critical business applications

SuperRack®

Full Rack Integration Service Turn Key Cluster for Hadoop and Scale Out Storage, Large Data Center Deployments, HPC, Cloud Computing, Big Data.

- | | | | |
|--------------|---------|-------------|---------------------|
| Motherboards | Chassis | Accessories | Networking Switches |
|--------------|---------|-------------|---------------------|

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