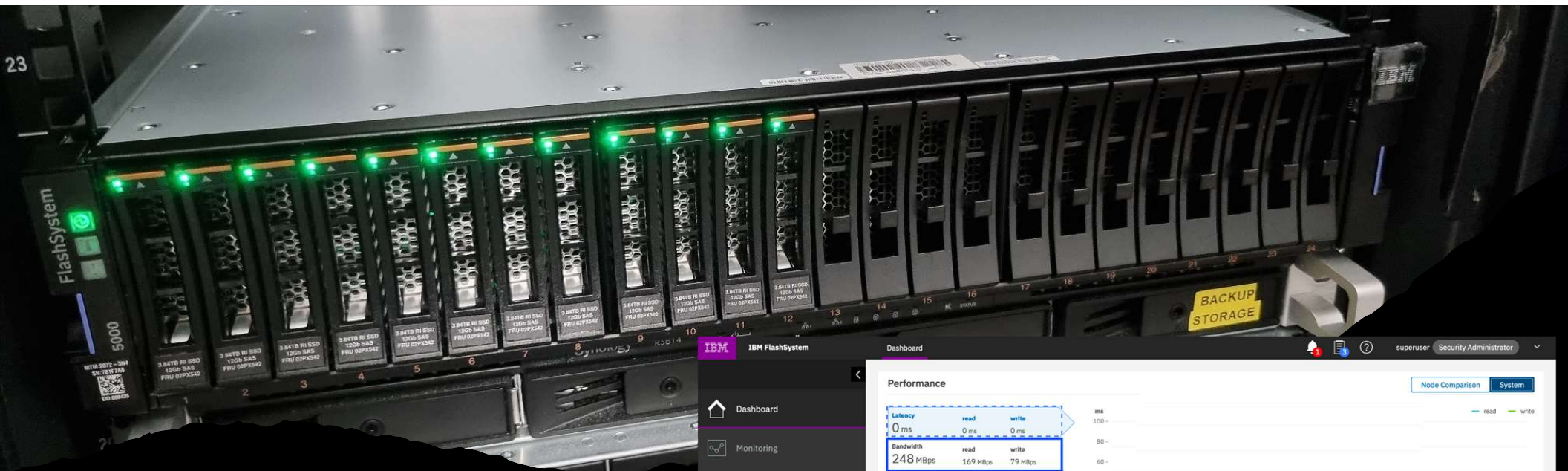


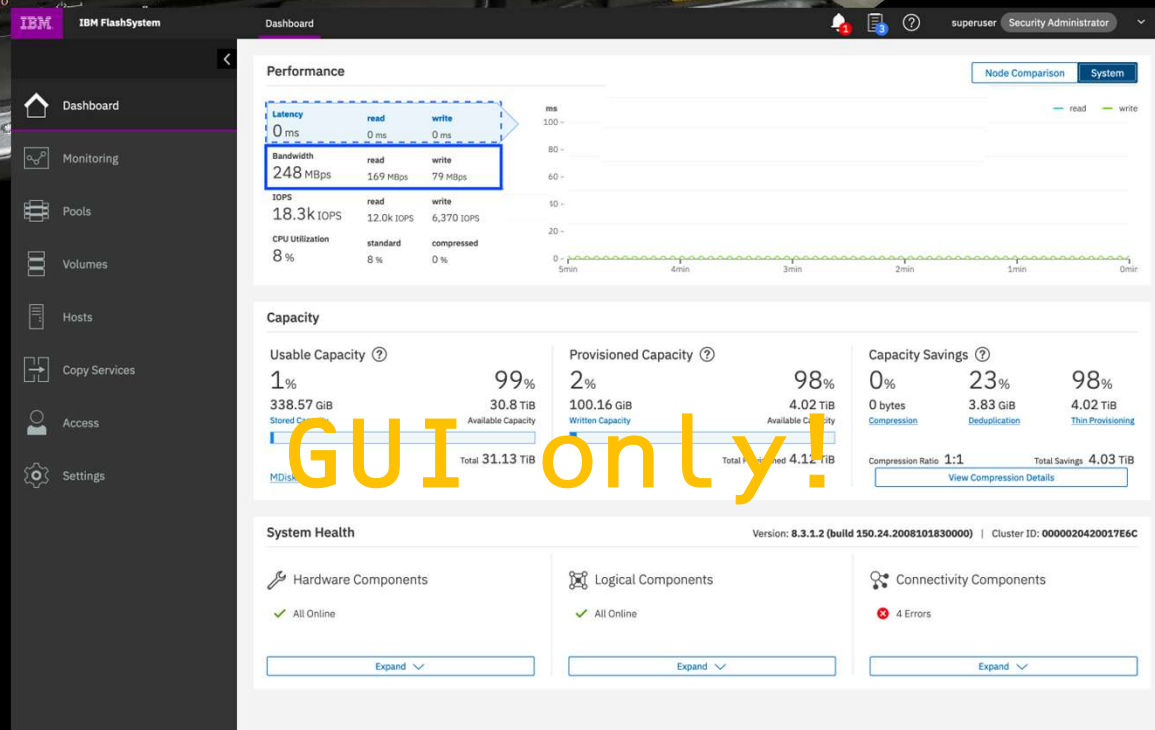
IBM PowerVS szeminárium

Demo lehetőségek az Arrow-nál

Elek Norbert, IBM HW infrastruktúra presales



IBM FlashSystem 5035





FOR SALE!

IBM FlashSystem 5200

Product	Description	Qty
4662-6H2	IBM FlashSystem 5200 NVMe Control Enclosure	1
8S1905	Encryption Enablement	1
9730	Power Cord - PDU Connection	1
ADN1	Order Type 1 Indicator - CTO	1
AGJW	Shipping and Handling	1
AGSA	4.8TB FlashCore Module 3	4
AHPE	AC Power Supply (Pair)	1
AHZD	All Flash Solution Indicator	1
ALB5	32 Gb FC 2 Port Adapter Cards (Pair)	1
ALEC	Encryption USB Flash Drives (Four Pack)	1
ALG0	64 GB Base Cache	1
ALGC	192 GB Cache Upgrade	1

IBM FlashSystem 5045 5300 / 5600 7300 / 7600



IBM Storage

Test-Drive

Request for Proof of Concept (PoC) IBM FlashSystem
5045 / 5300/ 7300

Client information

Company name:	Ballonpukkasztó Kft.			
Contact person:	Mr. Jakab Gipsz			
Email address contact person:	gipszjakab@lufipufi.hu			
Street:		Telephone:	+36 20 345-6789	
Postal code and city:	H-1234 Budapest		Country:	Hungary

Opportunity information

IBM ISC reference:	Potential opportunity value (US\$):	100 000\$
IBM Sales Engaged email address (if applicable):		
IBM Technical Sales Engaged email address (if applicable):		

Proof of Concept information

POC request date:	12th March, 2026		
Requested machine type/config:	FS5600 w. 32Gb FC + 15x6.6TB FCM5 (or as close as possible)		
Requested POC-period (from – to):	Client is ready to test ASAP, flexible with the start date.		
Insides Pro Ransomware detection? (only for 5300 and 7300)	☒ Yes	☐ No	
I am interested in also trying a IBM b-type SAN Switch	☐ Yes	☒ No	

NOTE: Maximum duration of the trial funded by IBM is 14 days from delivery. Additional time will be charged by IRENT direct to the Business Partner. Prices available by prior discussion with IRENT.

PoC test objectives:

Ballonpukkasztó is a Service Provider company, providing storage underneath several customer environments with different SLA's and specific IOPS.

PoC success criteria:

True multi tenancy operations | ransomware capabilities
IOPS values to meet the specs in their own environment

IBM TS4300 (SAS)

Product	Description	Quantity
3555NEW	MACHINE TYPE 3555 - Model NEW	1
Serial number: 7802KZL		
L3A	TS4300 Tape Base Module	1
1413	MiniSAS-HDTapeDriveWrap Tool	1
5507	4m Mini-SAS HD/Mini-SAS 1X C	1
7002	7002-Rack Mount Kit	1
9212	ATTACHED TO WINDOWS SYSTEM	1
9213	Attached to Other Non-IBM	1
9215	ATTACHED TO LINUX SYSTEM	1
9400	ATT TO i5/OS OR OS/400 SYSTEM	1
9600	ATTACHED TO AIX SYSTEM	1
9848	9848_Rack DevicetoPDULineCord	1
AGKB	3m Mini-SAS HD 1X Cable	1
AGLO	GEN-3 Base Module	1
AGLB	LT09 HH SAS drive	1
AKCH	Standard S&H Indicator	1





IBM Power AC922

Product	Description	Qty
8335-GTH	8335 Model GTH	1
2147	Primary OS - Linux	1
4650	Rack Indicator- Not Factory Integ	1
9442	New Red Hat License Core Counter	40
9719	Language Group Specify - Hungaria	1
EB2X	AC Power Supply - 2200 WATT (200-	2
EC16	Open Power non-virtualized config	1
EC2R	PCIe3 LP 2-Port 10Gb NIC&ROCE SR/	1
EC4L	NVIDIA Tesla V100 GPU with NVLink	2
EJTY	Rack-mount Slide Rail Kit	1
ELD0	1TB 7.2k RPM 5xx SATA SFF-4 Disk	2
EM61	16 GB DDR4 Memory	16
EP0R	20-core 2.4 GHz (3.0 GHz Turbo) P	2
EPAM	Power Cord 4.3m (14.10-foot), Dra	2



Arrow Ai Centre of Excellence



"Bad hardware kills good code" || "Bad code kills good hardware"

Mission statement

- The Ai labs current mission is to offer our **developer partners** a facility to test use cases, run and create demos, get their projects to an MVP state and to initiate collaborate efforts with other partners.
- The Ai lab is a sand box for our **infrastructure partners** to try out and understand new platforms to run AI workloads and others.
- The Ai lab is for our **vendors** to use as an integration lab for multivendor solutions outside their own R&D facilities.



Why we exist (The Ai Lab)

- We are in the right place / intersection in the channel landscape
- A focused way for training and developing both internal/external personnel on Ai
- Playground and sandbox for both partners and vendors
- Centre for knowledge and experience sharing in EMEA
- Create new opportunities
- Cultivating new business areas

#ArrowAiLab

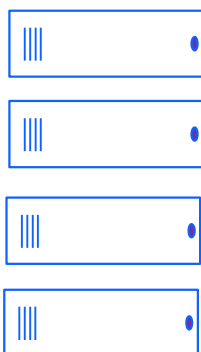
#ThePlatformForAi

What we offer

- We have the full stack of HW/SW
- Development platform for your Partners projects to get to MVP status
- Reference use cases
- Sizing a HW configs
- Training / workshops, single or multivendor
- Hands on experience together with Partners and Vendors
- Solution design of the whole stack
- Experience centre access
- Guidance for cloud to hybrid to on-prem migration
- Development platform for partner to discover new solutions and tools
- POC and POT

HCP Lab Infrastructure

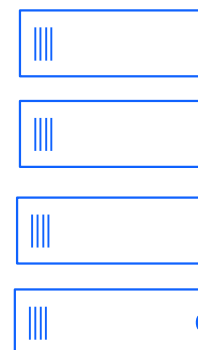
GPU Clusters BMW + VW



Static vs Dynamic



Partner Clusters VW + (BMW)



HCP supplies

- Fast deployment
- Multi tenancy
- Scalability
- Different SW versions
- Separation

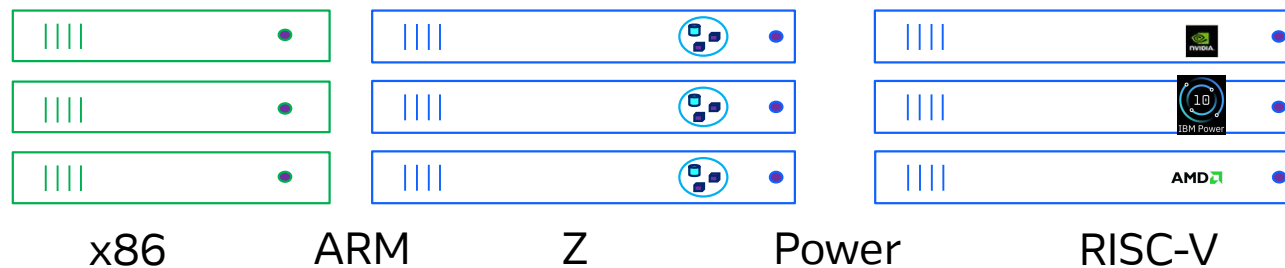
Fusion supplies

- Base platform
- Storage
- Networking
- Observability
- Stability

Multi architecture clusters

InfraEnv + NodePool (Agent Installer)

- Different CPU architectures in a cluster
- Mix of bare metal, LPAR* and VM
- Multiple pools to get resources from (app owners to choose)
- HW have different capabilities/strengths
- Best of breed architecture
- Post VMware/MS

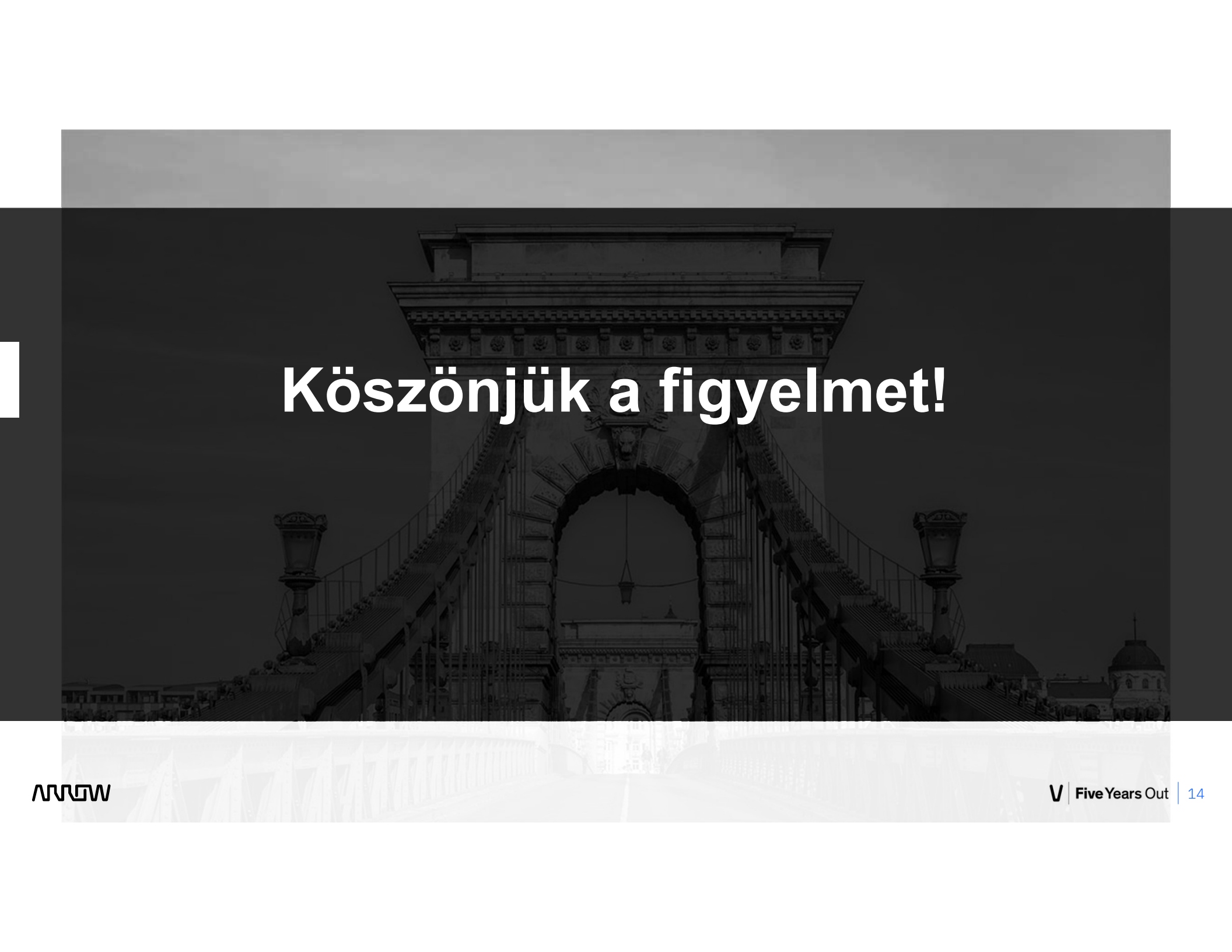


* Some operators not available on Power yet

A lot of firsts ... but at what cost?

The lab has put us in a leader position among our vendors
We have a constant dialog with many vendors dev teams
They do development and validation in our lab

- IBM Fusion HCI running Watsonx
- Watsonx on-prem, .ai .governance .data .orchestrate ...
- Red Hat OpenShift Ai validation for Nvidia and Intel GPU operators
- Nvidia NIM running on OpenShift Ai
- Intel Gaudi on OpenShift Ai
- Multi architecture OpenShift clusters with Watsonx (Power + Amd64)



Köszönjük a figyelmet!