

Cisco Wide Area Application Services

- Q.** Why is Cisco adding new WAAS appliances to the portfolio?
- A.** Cisco is continuing to invest in the Cisco® Wide Area Application Services (WAAS) product line. The new WAAS appliances have been developed to specifically address the needs of existing applications as well as cloud and rich-media applications such as video and Virtual Desktop Infrastructure (VDI).
- Q.** Which server vendor is the original equipment manufacturer (OEM) of the new Cisco WAAS platforms?
- A.** Unlike competitive offerings, Cisco has invested in the development of purpose-built hardware to best address the needs of WAN optimization customers.
- Q.** Why should I consider the newer platforms for the branch office as opposed to the existing platforms?
- A.** The new Cisco WAAS branch-office platforms (Cisco WAVE 294, WAVE 594, and WAVE 694 Wide Area Virtualization Engines) were designed explicitly to address the requirements of the branch offices of today and the future. Specifically, the Cisco WAAS branch-office platforms now provide “best-in-class” bandwidth and hardware resources for virtual blades to provide optimal support for high-bandwidth multimedia applications such as VDI and enterprise video, as well as branch-office server consolidation.
- Q.** Why should my customer consider the newer platforms for the data center as opposed to the existing platforms?
- A.** The new data center platforms (Cisco WAVE 694, WAVE 7541, WAVE 7571, and WAVE 8541) when coupled with the context-aware data redundancy elimination (DRE) capabilities available with the Cisco WAAS Release 4.4.1 provide best-in-class throughput, connection scalability and performance at any given price point.
- Q.** I noticed that the Enterprise license is not listed as a software option for the new platforms. Why?
- A.** Well over 90 percent of our customers have chosen to purchase the Enterprise license, so we have chosen to bundle the Enterprise license into the new platforms to simplify ordering. The Enterprise license is still optional on the Cisco Services-Ready Engine Service Module (SM-SRE) and Cisco Virtual WAAS (vWAAS) platforms.
- Q.** Is 10 Gigabit Ethernet available on the newer platforms? Can my customer configure 10 Gigabit Ethernet in inline mode?
- A.** Yes. A 2-port 10 Gigabit Ethernet module is now available on the Cisco WAVE 7541, WAVE 7571, and WAVE 8541 platforms. You can use this I/O module in off-path deployments only; you cannot deploy it in inline mode.
- Q.** Is Gigabit Ethernet Fiber now available on the newer platforms? Can my customer configure it in inline mode?
- A.** Yes. A 4-port Gigabit Ethernet Fiber module is now available. This module supports both off-path and in-path modes.
- Q.** The new platforms have two onboard Gigabit Ethernet modules. Can I use them for data-path connectivity?
- A.** Yes. Note that the onboard Gigabit Ethernet modules support off-path deployments only.

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- Q.** A competitor is telling my customer that the new WAVE platforms do not have sufficient cache history to address customer requirements. Is this true?
- A.** Absolutely not. The new Cisco WAAS platforms support the industry-leading context-aware DRE architecture. This architecture provides superior cache history compared to the competition, particularly when TCP-based applications such as enterprise video or VDI are deployed.
- Q.** I have Cisco WAVE 274, WAVE 474, and WAVE 574 appliances in my branch offices. Can I upgrade the data center platforms and preserve my investment in the existing branch-office platforms?
- A.** Absolutely.
- Q.** When will the new platforms be orderable? When will they be available?
- A.** The new platforms are orderable and available now.
- Q.** Do the new platforms provide any optimizations for enterprise video?
- A.** Yes. The new Cisco WAVE appliances provide the industry's only context-aware DRE architecture designed specifically to accommodate applications such as TCP-based video. Additionally, the new appliances support specific video optimizations for Real Time Streaming Protocol (RTSP) stream splitting of Windows media content.



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