

Brocade Network Subscription

HIGHLIGHTS

- Offers OpEx, as-a-service budget availability
- Provides on-demand upgradability
- Enables limitless scalability
- Facilitates predictable payment schedules
- Aligns costs with consumption

Define the Future with On-Demand Network Acquisition

During the past decade, “IT infrastructure” and “change” have become synonymous. Today’s IT managers are expected to deploy network solutions that will provide full functionality and security into the next decade, however traditional purchase models that lack the flexibility to adapt on-demand. IT managers are finding it increasingly difficult to forecast future requirements for items such as demand, compliance requirements, data center growth and/or consolidation, Big Data, BYOD initiatives, security, and remote access.

To remain competitive, organizations need a way to invest in critical IT infrastructure that offers end-to-end flexibility while protecting valuable capital. Brocade enables organizations to address their ever-changing needs with an easy-to-use OpEx as-a-service acquisition model: Brocade® Network Subscription.

On-Premise Networks with As-a-Service Agility

The move to cloud computing involves more than the price of new technology—it is about being able to quickly and effortlessly adjust to evolving needs. Brocade Network Subscription was developed to allow organizations to acquire what they want, where they want, when they want it.

As a result, organizations now have a network acquisition model that provides the same level of flexibility and agility as a cloud-based network. They can define the network they require today and seamlessly adjust to the shifts, at no cost, with no penalty, on their terms. With Brocade Network Subscription, organizations could fund a significant

percentage of their new Brocade network by simply transferring what they spend on monthly support services for legacy equipment.

Increased Capital Efficiency

With Brocade Network Subscription, organizations can refresh their network infrastructure or adjust capacity simply without the need for capital expenditure. As a result, they can continue to invest in scaling their business instead of their network infrastructure.

As-A-Service Flexibility

Brocade Network Subscription has no origination fees, no fixed term, and no penalties for early termination, allowing organizations to pay for network capacity as they consume it.

Improved Business Agility

Business priorities are constantly in flux. Over half of IT managers have found that their business's strategy has changed frequently in the last few years. Term commitments and depreciation cycles leave data centers struggling to react to these changes. To help organizations keep pace, Brocade Network Subscription provides the agility to quickly adjust and adapt to new, different, and transitory circumstances.

Eliminate Business Risk

Organizations no longer have to try to forecast the future. With Brocade Network Subscription, when business needs change, compatibility issues arise, or technology progresses, organizations can simply adjust their networks. Risk is eliminated because organizations have the ability to expand, contract, or refresh their network infrastructure on-demand. With Brocade Network Subscription, the network will always be mission-ready. Additionally, organizations can feel secure knowing that they are using proven enterprise-class technology that is employed by more than 90 percent of Global 1000 data centers.

100 Percent Compatible, 100 Percent of the Time

Many organizations have fragmented network architectures that has been built and patched over time. When new components are introduced into aging infrastructure, compatibility issues may

arise and leave organizations exposed to access and security issues. Brocade Network Subscription allows organizations to change components on demand, ensuring complete compatibility today and every day.

Support Every Step of the Way

From the moment they deploy their networking technology, organizations can be assured that Brocade experts are always close at hand. Brocade Network Subscription includes secure remote access, 24x7 telephone support, around-the-clock online support, and next-day advanced hardware replacement, helping to ensure that Brocade support is available when organizations need it.

Freedom from Depreciation Cycles and Term Commitments

With Brocade Network Subscription, organizations are free from the depreciation cycles attached to purchase or term limits tied to leasing. Brocade Network Subscription lets organizations seamlessly select the exact features, technology, and footprint they need on an ongoing basis.

Enterprise Financial Ratio Stability

Brocade Network Subscription is an off-balance-sheet transaction that enables debt-heavy

enterprises to refresh networks without impacting credit ratings and key business performance ratios, such as Return on Assets (ROA) and Return on Invested Capital (ROIC).

Cost/Revenue Alignment

Brocade Network Subscription enables cloud, hosting, in-house, and other managed service providers to deliver new services over cloud-optimized network infrastructures by aligning network infrastructure costs with revenue, providing revenue tracking and streamlining time to profitability.

Maximizing Investments

To help optimize technology investments, Brocade and its partners offer complete solutions that include financial options, professional services, technical support, and education. For more information about Brocade Network Subscription and support alternatives, visit www.brocade.com/capital or call 1-800-213-5132.

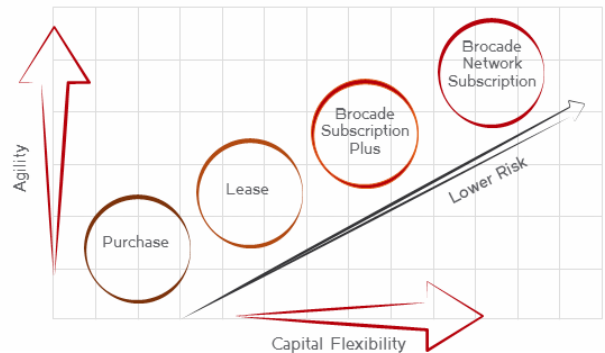


Figure 1. Brocade Network Acquisition Alternatives.

Corporate Headquarters

San Jose, CA USA
T: +1-408-333-8000
info@brocade.com

European Headquarters

Geneva, Switzerland
T: +41-22-799-56-40
emea-info@brocade.com

Asia Pacific Headquarters

Singapore
T: +65-6538-4700
apac-info@brocade.com



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