

# NO E-RATE, NO PROBLEM

## Funding Solutions to Meet Today's Requirements

Despite FY13 funding of \$2.25 billion, e-Rate fell far short of meeting funding requests—which totaled nearly \$5 billion. Since demand is high and funding is not growing, only a small subset of eligible schools actually receives e-rate funds for network infrastructure, upgrades and basic maintenance. Unfortunately, supporting the onslaught of new devices on the network and preparing for Common Core Testing won't wait for e-Rate funding to catch up.

## Brocade Network Subscription Provides the Industry's First "As a Service" OpEx Procurement

The past decade has redefined realities: IT infrastructure and change have become synonymous terms. As a result, traditional purchase models no longer work. And school districts face the daunting challenge of addressing increased demand for faster performance, BYOD, and remote learning—all in a secure environment with reduced resources.

Brocade® Network Subscription can help school districts meet today's requirements. This innovative subscription-based service is designed to address ever-changing needs with OpEx "as a service" affordability.

## Never Buy Another Network

Brocade Network Subscription enables school districts to subscribe to exactly:

- ✓ What you want
- ✓ Where you want
- ✓ When you want

Brocade Network Subscription offers the ability to deploy, re-deploy, and un-deploy on-demand. Districts have the flexibility and scalability to define a network today and seamlessly make adjustments over time, at no cost, with no penalty. Best of all, current support costs for legacy equipment may mean you already have a sizable portion of the funding required to move forward.

## End-to-End Open Network Solutions

Open architecture allows districts to customize solutions and maximize resources. To simplify acquisition, Brocade Subscription Plus delivers significant procurement efficiencies to facilitate acquisition of network IP with Brocade Network Subscription, along with leases for partner services and third-party equipment.

## The Brocade Portfolio of Acquisition Alternatives

Financing your network through Brocade Capital Solutions lets you use our money to pay for your technology and spread the cost over time. Brocade offers the following acquisition alternatives:

- **Brocade Network Subscription:** Pay-as-you-go flexibility
- **Brocade Subscription Plus:** A single-contract plan that blends the "pay-as-you-go" flexibility of Brocade Network Subscription with the ability to finance third-party equipment or services for an end-to-end network solution
- **Municipal funding**

## Brocade Network Subscription Replaces Costly Aging Infrastructure with Pay-As-You-Go Flexibility and Agility

- Aligns IP network infrastructure capacity and project costs with network demand and benefits
- Provides complete flexibility for IP network upgrades for total obsolescence protection
- Eliminates the risk of adopting new technologies, projects, and services
- Frees up capital for investment in other areas or projects
- Provides districts with the fiscal certainty to effectively project and manage cash flow

**Don't Let the Promise of Funding Delay Your Network Future. Subscribe to Brocade Network Subscription Today!**

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