

Brocade Network Subscription Frequently Asked Questions (SLED)

Brocade Network Subscription 60-Day Deferred Payment Promotion for State and Local Government and Education Customers Frequently Asked Questions

Introduction

This promotion is for State and Local Government and Education (SLED) customers only. The promotion allows them to acquire network equipment from Brocade using Brocade® Network Subscription and defer payments for up to 60 days.

Brocade Network Subscription allows customers to acquire network infrastructure without upfront capital investment. Instead, customers pay for the network infrastructure they utilize on a monthly basis. Customers are free from multiyear lease commitments and exposed to minimal risk with Brocade Network Subscription's built-in flexibility to expand, contract, or refresh network infrastructure as required.

For product information, visit www.NoNetworkCapEx.com.

General Questions and Answers

Q. What value does Brocade Network Subscription provide that is specific to SLED customers?

A. Brocade Network Subscription offers SLED customers several key benefits that they cannot find through either purchase or leasing plans:

- OpEx spend: Avoid lengthy procurement cycles and reserve capital to fund other objectives
- Single payment: Pay for both equipment and support services
- Obsolescence protection: Migrate to the latest technology at any time
- No term contract: Adjust equipment configuration to support changing demand with a 60-day notice
- No upfront CapEx: Pay as you go on a monthly/annual basis

Q. What are the features of Brocade Network Subscription?

A. Brocade Network Subscription provides customers with a specified level of network capacity, bandwidth, and performance, along with Brocade Direct Support. Network operation remains the expense of the organization.

Q. Are there any eligibility requirements to take advantage of the SLED promotion?

A. The contracting party must be a State and Local Government or educational entity

Q. How is Brocade Network Subscription different from a lease?

A. Brocade Network Subscription has no origination fees, no fixed term, and no penalties for early termination. Brocade Direct Support is included. Brocade Network Subscription provides the use of equipment with no title transfer.

Q. Who offers Brocade Network Subscription?

A. Brocade Network Subscription is available directly from Brocade and through the Brocade Partners.

Q. How is Brocade Network Subscription billed to customers?

A. Brocade Network Subscription is typically billed on a monthly basis, commencing 60 days after the organization receives the equipment. Other payment schedules may be accommodated upon request.

Q. Do customers have the option to purchase network equipment they have acquired under Brocade Network Subscription?

A. Yes, at any time. Contact your Brocade Capital Solutions Representative for details.

Q. Can customers upgrade or refresh products provided under Brocade Network Subscription?

A. Yes. Contact your Brocade Capital Solutions Representative for quotes.

Q. Is there a penalty for adding capacity or reducing capacity under Brocade Network Subscription?

A. No.

Q. What is the lead time for adding network capacity to a Brocade Network Subscription?

A. Network capacity may be added at any time, based on credit-worthiness and equipment availability. Reducing capacity requires 60-day notification.

Q. What level of Brocade Direct Support is included with Brocade Network Subscription?

A. Brocade Essential Support with a Next-Business-Day Part Service Level Agreement (SLA) is included with Brocade Network Subscription. Customers have the option of upgrading to Brocade Premier Support or Brocade Premier-Plus Support, or a higher level SLA for an additional monthly fee. NOTE: Brocade Partner technical support offerings may vary.

Q. Does Brocade manage the organization's network environment using its services personnel under Brocade Network Subscription?

A. No. Although Brocade provides direct support, it is not responsible for managing the network environment. Brocade complements—but does not replace—an organization's network operating team. Additional onsite professional services are available from Brocade for a fee. Brocade Professional Services include, but are not limited to, migration services, installation services, and Brocade Resident Consultant (BRC) services to assist customers with change management and optimization of their infrastructure.

Q. Are any professional services included with Brocade Network Subscription?

A. No. Professional services are not included with Brocade Network Subscription. However, onsite professional services are available from Brocade for a fee. Brocade Professional Services offers assessment, design, implementation, migration, and Brocade Resident Consultant (BRC) services to assist customers with change management and optimization of their infrastructure.

Learn More

Q. How do I learn more about the Brocade Network Subscription 60-day deferred payment promotion for SLED customers?

A. To learn more about this promotion, visit www.NoNetworkCapEx.com and www.mybrocade.com, or contact the Brocade Capital Sales Team:

- **Northeast and Central U.S. and Canada:** Cathy Gisi — cgisi@brocade.com, (248) 200-7457
- **Southeast and Western U.S.:** Kelly Meltzer — kmeltzer@brocade.com, (408) 333-2841
- **Federal:** Bob Sutton — bsutton@brocade.com, (571) 203-7866

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



© 2016 Brocade Communications Systems, Inc. All Rights Reserved. 03/16 GA-FAQ-1941-01

Brocade, Brocade Assurance, the B-wing symbol, ClearLink, DCX, Fabric OS, HyperEdge, ICX, MLX, MyBrocade, OpenScript, VCS, VDX, Vplane, and Vyatta are registered trademarks, and Fabric Vision is a trademark of Brocade Communications Systems, Inc., in the United States and/or in other countries. Other brands, products, or service names mentioned may be trademarks of others.

Notice: This document is for informational purposes only and does not set forth any warranty, expressed or implied, concerning any equipment, equipment features, or service offered or to be offered by Brocade. Brocade reserves the right to make changes to this document at any time, without notice, and assumes no responsibility for its use. This information document describes features that may not be currently available. Contact a Brocade sales office for information on feature and product availability. Export of technical data contained in this document may require an export license from the United States government.

BROCADE 