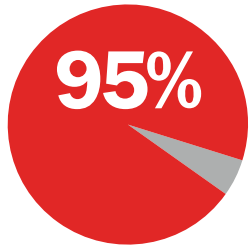


The Two Sides of Federal IT

THE GOOD NEWS



95% of Fed IT professionals say there are benefits to using more than one manufacturer in their IT infrastructure*



ON AVERAGE, RESPONDENTS ESTIMATE THEY CAN **SAVE 20%** of their agency's IT budget WITH AN ADDITIONAL MANUFACTURER*



An annual Federal savings of nearly **\$15.8 BILLION**[†]







THE BAD NEWS



90%  of IT managers report being held back by their networks**

PEOPLE-ISSUES HOLD AGENCIES BACK FROM HEADING IN A NEW DIRECTION JUST AS MUCH AS TIGHT BUDGETS**

STAFFING RESTRAINTS  27%	RESISTANCE TO CHANGE  24%	INSUFFICIENT IT SKILLS  23%	BUDGET CONSTRAINTS  74%
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3 OUT OF 4 agencies specify a manufacturer in IT infrastructure procurements AT LEAST SOME OF THE TIME = **MORE OF THE SAME***

Despite knowing better, 41% say they have not even considered introducing additional manufacturers into their network infrastructure*



THE VERDICT

15-25%



the amount that adding a second networking vendor will reduce total cost of ownership for most organizations within five years***

94%



the amount of infrastructure-independent agencies that say they have saved money by using more than one manufacturer*

Don't let legacy networks put you on the wrong side of Federal IT. Contact Brocade today.
brocade.com/federal

* Source: MeriTalk/Brocade Survey, March 2013 N=202

† Based on the FY13 Federal IT budget of nearly \$78.9B <http://clo.gov/wp-content/uploads/2012/09/FY2013-IT1.pdf>

** Source: Computerworld white paper, "Federal IT Innovation Caught in a Catch-22" April 2013

*** Source: Network World, <http://www.networkworld.com/news/2011/012011-gartner-slams-cisco-single-vendor.html>