

# Brocade and Aerohive: Wired and Wireless Solutions

## HIGHLIGHTS

- Simple, scalable networks enabled by the Brocade® HyperEdge® Architecture distributed chassis design and the Aerohive wireless APs with Connected Intelligence
- Mutual commitment to open standards with tested and certified interoperability
- Unified technical support for fast and easy support via a single point of contact
- Future-proof designs that allow networks to easily grow in capabilities and capacities without the rip-and-replace approach of legacy networks

## Simple, Scalable Enterprise Mobility Without Limits

Brocade and Aerohive deliver a wired and wireless solution that is high-performance, secure, easy to manage, and dramatically simplifies customers' ability to scale network capacity as their business wireless needs grow.

### The Wireless Challenge

The rapid growth of smartphones, tablets, and wireless devices in Retail, Education, and Healthcare—combined with broad acceptance of BYOD in enterprises—is driving phenomenal growth in Wi-Fi infrastructure needs for business. At the same time, traditional, rigid wired networks that the wireless LAN connects to are being stressed to the limit by technology advances such as 802.11ac with Gigabit Wi-Fi speeds. Wired networks that do not provide adequate performance, flexibility, and scalability to grow with the wireless network lead to an inefficient and frequently unacceptable solution.

### Scale-as-You-Grow Wired and Wireless Network

Both the Brocade and Aerohive architectures are designed for scalability to grow without predefined limits. The Brocade HyperEdge Architecture distributed

chassis design provides easy scalability and greater flexibility. Unlike traditional chassis deployments, the Brocade scalable and distributed chassis architecture eliminates the need to predetermine capacity or painful, expensive rip-and-replace chassis upgrades as you grow.

Similarly, the Aerohive Connected Intelligence, a scalable distributed architecture, allows customers to grow their wireless network from one AP to thousands of APs with a simple public or private cloud managed mobility platform. Unlike traditional wireless controller deployments, the Aerohive design also eliminates the need to predetermine capacity or painful, expensive rip-and-replace controller upgrades as you grow.

Together, Brocade and Aerohive provide a wired and wireless architecture that dramatically reduces the cost and complexity of distributed wireless enterprise environments.

## Unique Self-Organizing and Self-Healing Architecture

Joint customers benefit from innovative Aerohive solutions for features such as these: forwarding data, cloud management, autodiscovery and autoconfiguration, automatic traffic flow adjustments, granular monitoring, and intelligent troubleshooting. Mutual support for sFlow on both Brocade switches and Aerohive APs allows administrators to monitor events and flows, providing a complete view of both the wired and wireless networks for troubleshooting, congestion control, and security analysis.

OpenFlow support across the Brocade portfolio allows customers to leverage Software Defined Networking (SDN) from the data center to the edge for dynamic network controls. Combined with the Brocade SDN Controller (formerly the Brocade Vyatta® Controller) and applications such as Brocade Flow Optimizer customers can do dynamic traffic flow optimization and network attack mitigation

## Open Standards-Based Mobility

Together, Brocade and Aerohive allow administrators to automate deployment and autoprovision wireless APs, to simplify management and reduce the Total Cost of Ownership (TCO). Support for vendor-neutral protocols such as Link Layer Discovery Protocol (LLDP) allows

administrators to realize the benefits of using open standards to combine management of Aerohive APs and Brocade switches. The Brocade open standards solution provides an excellent foundation for the simple, secure, and scalable Aerohive Wi-Fi solution.

## Joint Wired and Wireless Support Services

Brocade and Aerohive are committed to delivering exceptional customer service and simplifying technical support services. Brocade and Aerohive exchange technical information and provide a direct link between support departments to identify and resolve customer problems. Customers can contact either Brocade or Aerohive as a single point of contact for technical support on their wired and wireless networks.

## Flexible IaaS Pay-as-You-Go Financing

Customers of the Brocade and Aerohive solution can use Brocade Network Subscription—an open-ended solution that enables organizations to acquire network infrastructure with pay-as-you-go flexibility, with no capital expense and no term commitments.

## Future-Proof Roadmap

The Brocade and Aerohive solution was designed with future-proofing in mind – architectures that allow networks to easily grow in capabilities and capacities without

the rip-and-replace approach of legacy networks. OpenFlow support with hybrid port mode across the Brocade portfolio will allow customers to take advantage of SDN while also supporting traditional network flows on the same ports, allowing for a gradual transition to the New IP. Brocade and Aerohive are also developing a joint roadmap that continues to improve integration of the wired and wireless solution providing a best-in-class, open mobility solution.

## About Brocade

Brocade networking solutions help organizations achieve their critical business initiatives as they transition to a world where applications and information reside anywhere. Today, Brocade is extending its proven data center expertise across the entire network with open, virtual, and efficient solutions built for consolidation, virtualization, and cloud computing. Learn more at [www.brocade.com](http://www.brocade.com).

## About Aerohive Networks

Aerohive (NYSE: HIVE) enables our customers to simply and confidently connect to the information, applications, and insights they need to thrive. Our simple, scalable, and secure platform delivers mobility without limitations. For our over 20,000 customers worldwide, every AP is a starting point. Aerohive was founded in 2006 and is headquartered in Sunnyvale, CA. For more information, please visit [www.aerohive.com](http://www.aerohive.com), call us at 408-510-6100, follow us on Twitter@Aerohive, subscribe to our blog, join our community or become a fan on our Facebook page.

### Corporate Headquarters

San Jose, CA USA  
T: +1-408-333-8000  
[info@brocade.com](mailto:info@brocade.com)

### European Headquarters

Geneva, Switzerland  
T: +41-22-799-56-40  
[emea-info@brocade.com](mailto:emea-info@brocade.com)

### Asia Pacific Headquarters

Singapore  
T: +65-6538-4700  
[apac-info@brocade.com](mailto:apac-info@brocade.com)



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