

Brocade Federal Lease Solutions

HIGHLIGHTS

- Provides greater flexibility to upgrade or replace equipment or software
- Protects against obsolescence
- Reduces overall lifecycle costs
- Structures leases to utilize either OpEx or CapEx funds
- Facilitates forecasting and prediction of future expenses
- Enables IT asset disposition

A Trusted Resource in Federal Financing

With Brocade capital financing, government agencies can provide their staff with the tools they need now to be more productive, collaborative, and successful—without any upfront capital investment. Leasing enables agencies to deploy state-of-the-art technologies with affordable periodic payments and flexible terms. Brocade offers a range of customizable payment plans, with simple contracts, rapid approvals, and flexible payment structures.

New Technology, Deployed Today

With financing, agencies can deploy full IP and SAN solutions today and spread the cost over multiple fiscal years. Financing also enhances cash flow and preserves capital budgets for other projects. In fact, agencies might be able to pay for new technology using money originally budgeted for ongoing support and maintenance of old equipment.

Increased Budget Flexibility

By leasing instead of purchasing, organizations can acquire capital equipment based on their operating budget, so updating data center technology has never been more affordable. Payment terms are flexible and can be structured as monthly, quarterly, semi-annual, annual, or customized to meet an agency's budget requirements.

Budget Constraints Removed

Organizations that lease their equipment can overcome budget constraints that traditionally compromise quality or force them to delay equipment upgrades. By transferring OpEx budgets that support legacy equipment into new leases, costs may remain virtually the same. As a result, organizations can employ assets today and spread the cost over several fiscal years.

Empowering Customers

Brocade offers flexibility in both finance terms and lease structures. Organizations can easily make technology upgrades at the end of their leases, or build in upgrades to the latest solutions during their lease terms.

Powerful Asset Management Support

Leasing makes lifecycle management easier. Brocade can help agencies or their service providers design and deploy an end-to-end network storage solution. In addition, Brocade lease plans can help simplify billing by bundling Brocade network, third-party equipment, software, and related support and maintenance costs into one payment. When assets reach their end of life, Brocade will manage hardware disposal in a safe, environmentally sound manner, so organizations can easily move forward.

Streamlined Processing

Brocade provides dedicated, single-source financing for bundled solutions. Hardware, software, installation, and maintenance services can be built into one lease with a single payment schedule. In addition, agencies can finance 100 percent of their solutions with a straightforward credit approval process, whether they buy directly from Brocade or through a Brocade Partner.

Strength in Numbers and Knowledge

Brocade® technology offers proven reliability, availability, and performance, and is used by more than 90 percent of the world's Fortune 1000 companies.

Comprehensive, Savvy, and Simple

Federal government organizations and their vendors depend on Brocade to seamlessly remove red tape. Brocade can quickly identify an organization's specific requirements and deliver timely results.

With its flexible Lease to Own Plan (LTOP) and Lease with Option to Purchase (LWOP), Brocade can tailor a payment plan that aligns with an agency's specific requirements. Leasing can be used for products, solutions, services, and third-party equipment.

| Lease to Own Plan | Lease with Option to Purchase |
|---|--|
| <ul style="list-style-type: none">• Installment purchase plan using capital funds• Title passes upon final payment• Multi-year maintenance, software, and services only | <ul style="list-style-type: none">• Uses Operating and Maintenance (O&M) funds• End-of-term options:<ul style="list-style-type: none">- Return- Renew- Purchase- Upgrade• Technology refresh upgrade option |

Acquisition Options That Match Budget Objectives

Successful network deployments drive business forward, providing technical and financial agility. Brocade offers the broadest financing models, from traditional leasing to Brocade Network Subscription. Network-as-a-Service allows organizations to subscribe to network assets today then upgrade on demand, scale up or down, or return them with 60-day notification. Brocade Network Subscription plans can be structured to meet IASC guidelines for OpEx or CapEx treatment to align with financial goals. Learn more at www.nonetworkcapex.com.

About Brocade

Brocade networking solutions help organizations transition smoothly to a world where applications and information reside anywhere. Innovative Ethernet and storage networking solutions for data center, campus, and service provider networks help reduce complexity and cost while enabling virtualization and cloud computing to increase business agility. To learn more, visit www.brocade.com.

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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