BROCADE STORAGE NETWORKING SOLUTIONS

MANAGED SERVICES

Storage Networking Solutions with Built-in Bandwidth

HIGHLIGHTS

- Optimal price/performance for remote storage networks
- Simple, no hassle implementations
- Maximum network availability
- Better, informed network decisions

Brocade now offers storage networking solutions that bundle not only the equipment and services, but the necessary connectivity as well. Brocade Connectivity Solutions will manage all aspects of sizing, procuring, implementing, and monitoring the bandwidth—frequently the most costly, time consuming, and complex piece of a storage networking solution. Customers get a single point of contact and accountability, a lower total cost of ownership, and a higher level of service.

WHY BUILT-IN BANDWIDTH?

Optimal price/performance for remote storage networks
Through expert sizing and design assistance and multiple telco vendor relationships, Brocade can obtain services to optimize the price/performance of your network without being limited by a single carrier's infrastructure.

Simple, no hassle implementations
Brocade becomes a single point of contact for network procurement, deployment, and maintenance—even for high availability networks requiring diverse routes from multiple carriers. With a single source for project management, hardware, software, and connectivity come together to provide a turnkey solution to your business needs.

Maximum network availability
Proactive network monitoring and management by Brocade's network management center provides circuit level monitoring and management, ensuring faster resolution of network events.

Better, informed network decisions
Through remote network monitoring, Brocade provides network performance, bandwidth utilization, and trend analysis information to aid in capacity planning and other network decisions.

A PARTNER WHO UNDERSTANDS BOTH STORAGE AND NETWORKING

By bundling bandwidth with our storage networking solutions, we can take care of the end-to-end storage networking requirements and transparently manage the complex issues of sizing and procuring connectivity.

A simple phone call to your Brocade sales representative gets the process started and makes it easy for you to meet your storage networking needs. Get Brocade involved as early as possible in the storage networking planning cycle to get the full benefits of built-in bandwidth.

SINGLE SOURCE FOR EQUIPMENT, SERVICES, AND COMPETITIVELY PRICED BANDWIDTH

Brocade now provides a one-stop process for configuring and ordering a complete storage networking solution. Our storage networking solutions with built-in bandwidth offer unique value-added services, unmatched in the industry.

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Components include:

- Brocade's storage networking equipment
- Appropriate Metropolitan Area Network (MAN) or Wide Area Network (WAN) bandwidth services based on storage networking requirements and best price/performance circuit availability
- Brocade remote Network Management Services to proactively monitor circuits
- Brocade project management of all aspects of the bandwidth implementation by experienced Brocade technical consultants for an end-to-end storage networking solution
- SLA-based maintenance services for the entire network

Brocade has established relationships with prominent and diverse telecommunication companies that service customers around the world. As a result of these relationships, Brocade matches the customer requirements with available services (including Private Line, ATM, Frame Relay, Dark Fiber, MPLS and IP), pricing, SLA commitments, and bandwidth availability from over 80 carriers worldwide. Through this breadth of relationships Brocade can provide competitive price quotations for bandwidth throughout North and South America, Europe, and Asia in addition to transcontinental requirements.

AN EASY WAY TO ADD VALUE AND LOWER COSTS

We designed our storage networking solutions with built-in bandwidth to streamline every step of the selling, implementation, ongoing support, and billing process. During the selling process, the Brocade team provides support for design, initial budgetary requests and formal quotations. After the sale, Brocade provides a single interface for project management during implementation, ongoing network monitoring, management and maintenance, and centralized billing.

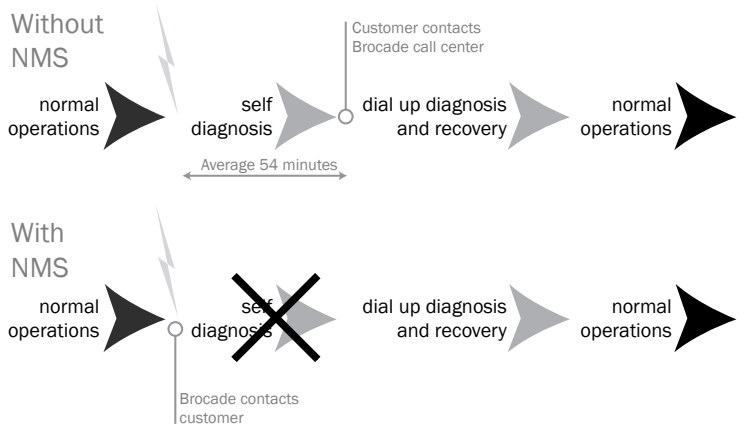
By adding built-in bandwidth to our storage networking solutions, we reduce both the complexities of implementation and the total cost of ownership of storage networking and data communications applications

MAXIMIZING INVESTMENTS

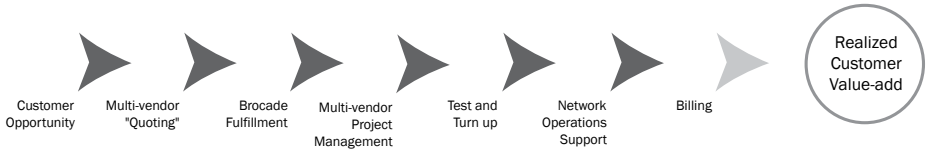
Brocade and its partners offer complete data management solutions to meet a wide range of technology and business requirements. These solutions include education and training, professional services, and support to help optimize data management investments. For more information, contact an authorized Brocade sales partner or visit www.brocade.com..

Maximize your network availability

Brocade's Network Management Service prevents 54 minutes of downtime (on average) in the case of a network outage, not to mention a lot of headaches.



More companies have deployed remote disk mirroring using the Brocade solution than any other storage networking infrastructure product. However, the price and complexity of the telecommunications infrastructure is often a major inhibitor to remote disk mirroring implementations. Brocade's data infrastructure solutions with built-in bandwidth help overcome these issues and shorten the sales cycle.



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