

BROCADE NETWORK SUBSCRIPTION

BROCADE CAPITAL SOLUTIONS

HIGHLIGHTS

- Enables organizations to make strategic IT investments while conserving capital
- Aligns IT network infrastructure capacity and project costs with network demand and benefits
- Provides complete flexibility for IT upgrades to protect against technology obsolescence
- Enables organizations to expand or contract their IT resources on-demand
- Eliminates the potential risks of adopting new technologies, projects, and services with pay-as-you-go flexibility
- Helps organizations balance capital and operating expenses to address key business performance ratios, such as Return on Assets (ROA) and Return on Invested Capital (ROIC)
- Provides organizations with fiscal certainty to effectively project and manage cash flow



Define the Future with On-Demand Network Acquisition

During the past decade, “IT infrastructure” and “change” have become synonymous. Today’s IT managers are expected to identify network solutions that can quickly accommodate ever-changing needs. Yet they are restricted by traditional purchase models that lack the flexibility to adapt on-demand. As a result, IT managers find it increasingly difficult to address changes in key areas, such as demand, compliance requirements, data center growth and/or consolidation, BYOD initiatives, and remote availability.

To remain competitive and keep technology current, organizations need a way to invest in critical IT infrastructure and applications while protecting valuable capital. Brocade enables organizations to address their changing needs with an easy-to-use OpEx as a Service acquisition model: Brocade® Network Subscription.

BROCADE NETWORK SUBSCRIPTION: AN ACQUISITION MODEL OFFERING CLOUD-LIKE AGILITY

The move to cloud computing is about more than price—it is also about being able to quickly and effortlessly adjust to evolving needs. Brocade Network Subscription was developed with the same goal in mind. It allows organizations to acquire:

- What they want
- Where they want
- When they want

As a result, organizations now have a network acquisition model that provides the same level of flexibility and agility as their cloud-based network. With Brocade Network Subscription, they can define a network today and seamlessly adjust to the shifts, at no cost, with no penalty, on their terms. More important, organizations can often fund much of their new Brocade network for the same amount as what they spend on monthly support services for legacy equipment.

INCREASED CAPITAL EFFICIENCY

With Brocade Network Subscription, organizations can refresh their network infrastructure or add capacity simply, without the need for capital expenditure. As a result, they can continue to invest in scaling their business instead of their network infrastructure.

PAY-AS-YOU-GO FLEXIBILITY

Brocade Network Subscription has no origination fees, no fixed term, and no penalties for early termination. So organizations only pay for network capacity as they consume it. This allows organizations to accurately track their expenses while increasing their financial flexibility and reducing the risk of overspending.

BROCADE

IMPROVED BUSINESS AGILITY

Brocade helps organizations easily address their information technology requirements by offering flexible network acquisition and support alternatives that meet their financial needs. As a result, organizations gain the level of network capacity, bandwidth, and performance that is best suited to their business.

ELIMINATE BUSINESS RISK

Organizations can stop trying to forecast the future. With Brocade Network Subscription, they can define and then redefine their network on their terms. Risk is eliminated because organizations have the ability to expand, contract, or refresh their network infrastructure as their business changes. Additionally, organizations can feel secure knowing that they are using proven enterprise-class technology that is employed by more than 90 percent of Global 1000 data centers.

SUPPORT EVERY STEP OF THE WAY

From the moment they deploy their networking technology, organizations can be assured that Brocade experts are always close at hand. The Brocade support service offers secure remote access, 24x7 telephone support, around-the-clock online support, and next-day advanced hardware replacement, helping to ensure that Brocade support is available when organizations need it.

FREEDOM FROM DEPRECIATION CYCLES AND TERM COMMITMENTS

With Brocade Network Subscription, organizations are free from the depreciation cycles attached to purchase or term limits tied to leasing—even as 10 Gigabit Ethernet (GbE) moves to 40 GbE, 100 GbE, and beyond. They have acquired a true on-demand network solution. Brocade Network

Subscription lets organizations seamlessly select the exact features, technology, and footprint they need on an ongoing basis.

ENTERPRISE FINANCIAL RATIO STABILITY

Brocade Network Subscription is an off-balance-sheet transaction that enables debt-heavy enterprises to refresh networks without impacting credit ratings and key business performance ratios, such as Return on Assets (ROA) and Return on Invested Capital (ROIC).

COST/REVENUE ALIGNMENT

Brocade Network Subscription enables cloud, hosting, in-house, and other managed service providers to deliver new services over cloud-optimized network infrastructures by aligning network infrastructure costs with revenue. This in turn provides revenue tracking and streamlines time to profitability.

BROCADE PORTFOLIO OF ACQUISITION ALTERNATIVES

By financing networks through Brocade Capital Solutions, organizations can use Brocade money to pay for technology and spread the cost over time. Brocade offers the following acquisition alternatives to help

today's organizations make strategic IT investments while conserving capital:

- **Brocade Network Subscription:** Ultimate pay-as-you-go flexibility.
- **Brocade Subscription Plus:** Single contract that blends the pay-as-you-go flexibility of Brocade Network Subscription with the ability to finance third-party equipment or services for an end-to-end network solution.
- **Leasing**

MAXIMIZING INVESTMENTS

Brocade Network Subscription enables organizations to acquire the network they need today with no upfront investment, and update it as their requirements change without any penalty, hidden fees, or term commitments.

To help optimize technology investments, Brocade and its partners offer complete solutions that include financial options, professional services, technical support, and education.

For more information about Brocade Network Subscription and support alternatives, visit www.brocade.com/capital or call 1-800-213-5132.

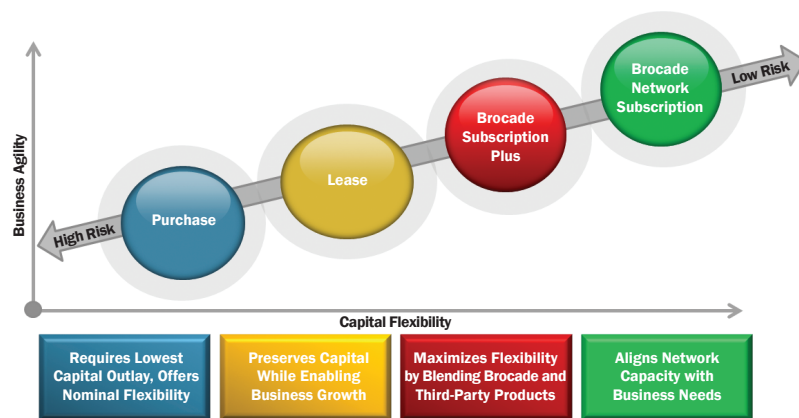


Figure 1. Brocade network acquisition alternatives.

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

Brocade Network Subscription eligibility is subject to credit approval. Not all Brocade products may be eligible.

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