Brocade
The New IP

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Territory account manager

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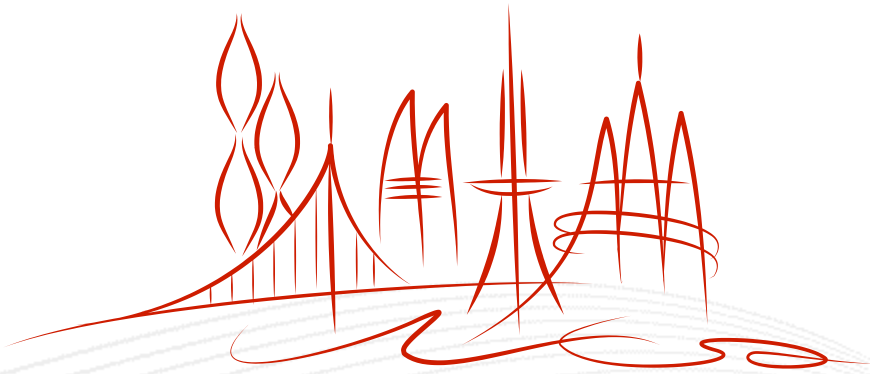
Brocade & The New IP



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Brocade Key Facts

Company Overview

- Founded in 1995
- Headquarters in San Jose, California
- 4,550 employees in 36 countries
- Customers in over 160 countries
- $2+ billion in annual revenue
- NASDAQ: BRCD

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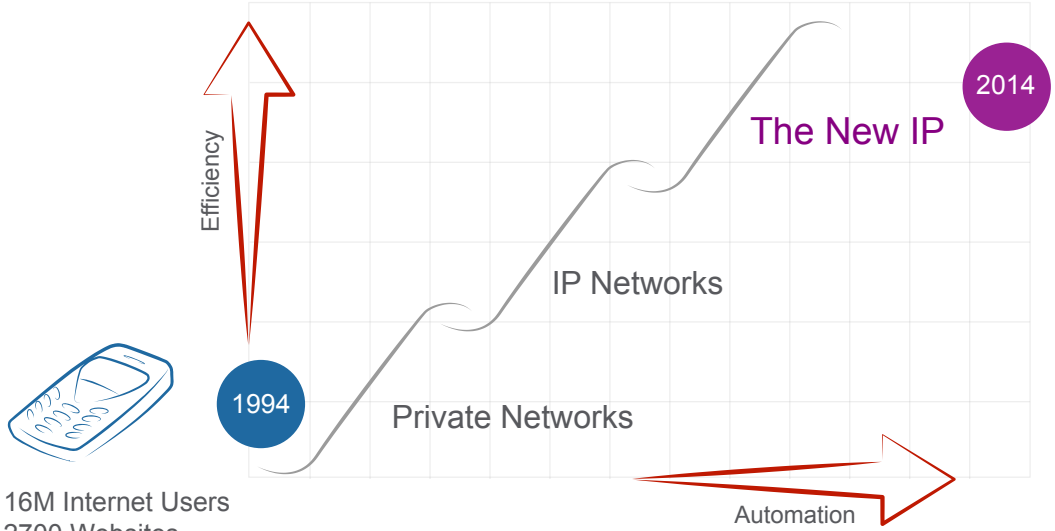
The New IP

The Foundation for the Digital Business



1/3rd of the world's population is connected to the internet

Can your Old IP handle a New IP world?

Our industry runs on 20 year innovation cycles, and we are on the forefront of the next wave, now is the time to embrace the new IP in order to improve business agility

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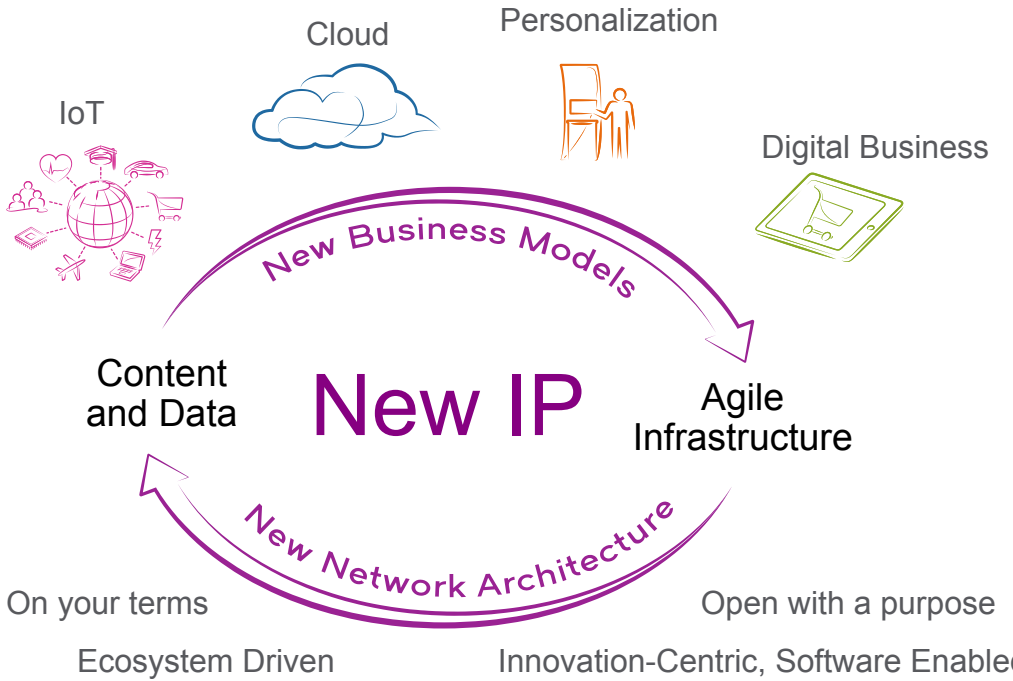
The New IP Accelerates Service Delivery, Data Access, and Innovation

From

- Proprietary
- Hardware Devices
- Manual
- Silo'd Ops
- High Cost
- Slow Innovation



To

- Open
- Software-enabled
- Automated
- True Democracy
- Optimized Costs
- Fast Innovation

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Brocade Campus Approach

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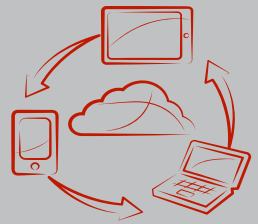
Brocade Campus Networking Strategic Focus Areas

HyperEdge Architecture evolution

Problem: Demand for more wireless, video, VoIP, and other services	Problem: Future-proof network. It needs to last.	Problem: Complex management
		
SCALABLE	**OPEN**	**AUTOMATED**
Solution: SCALE-OUT NETWORKING AS THE NETWORK GROWS	Solution: OPEN MULTIVENDOR SOFTWARE NETWORKING	Solution: COLLAPSED NETWORK LAYER DEPLOYMENT OPTIONS
ICX 7250 – Expands ICX 7xxx family Switch Port Extender	OpenFlow 1.3 on ICX 7750/7450	Distributed Chassis with Switch Port Extender

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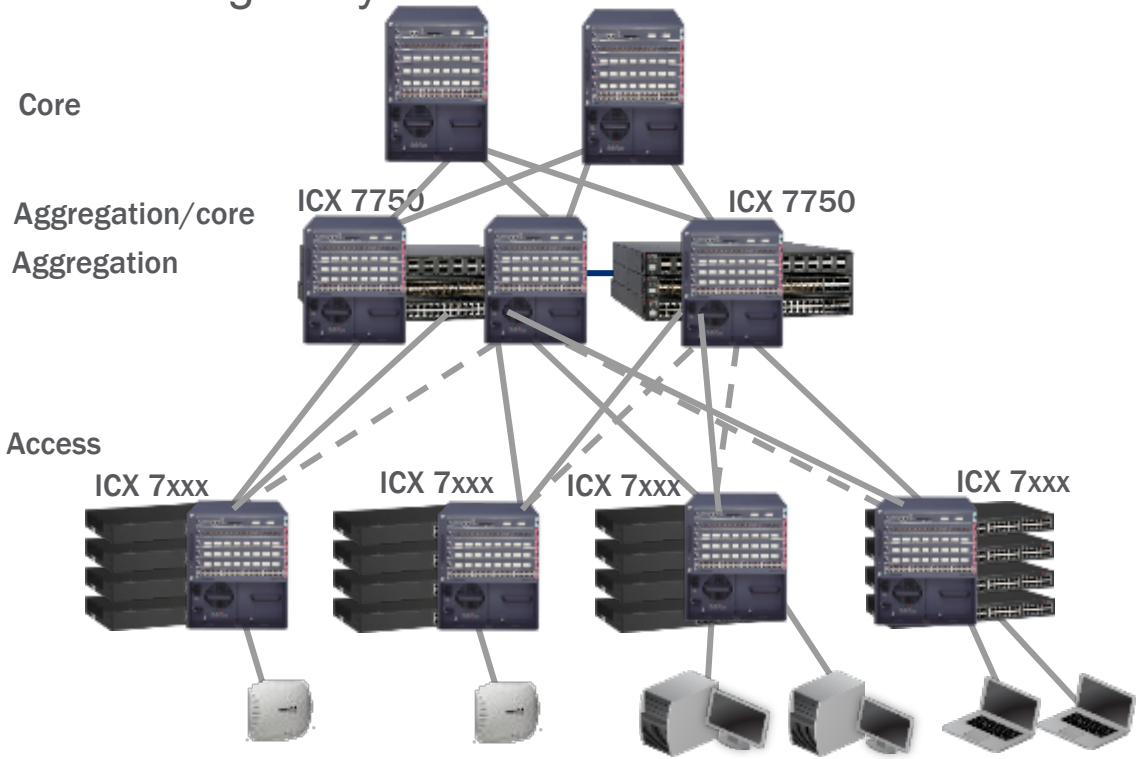
Campus Fabric

Moving away from monolithic chassis to distributed chassis



Solution

- Scale-out, “pay as you grow” networking
- Flexible network topology
- 75% lower network operation cost
- Fewer management touch-points
- Multivendor and SDN interoperability

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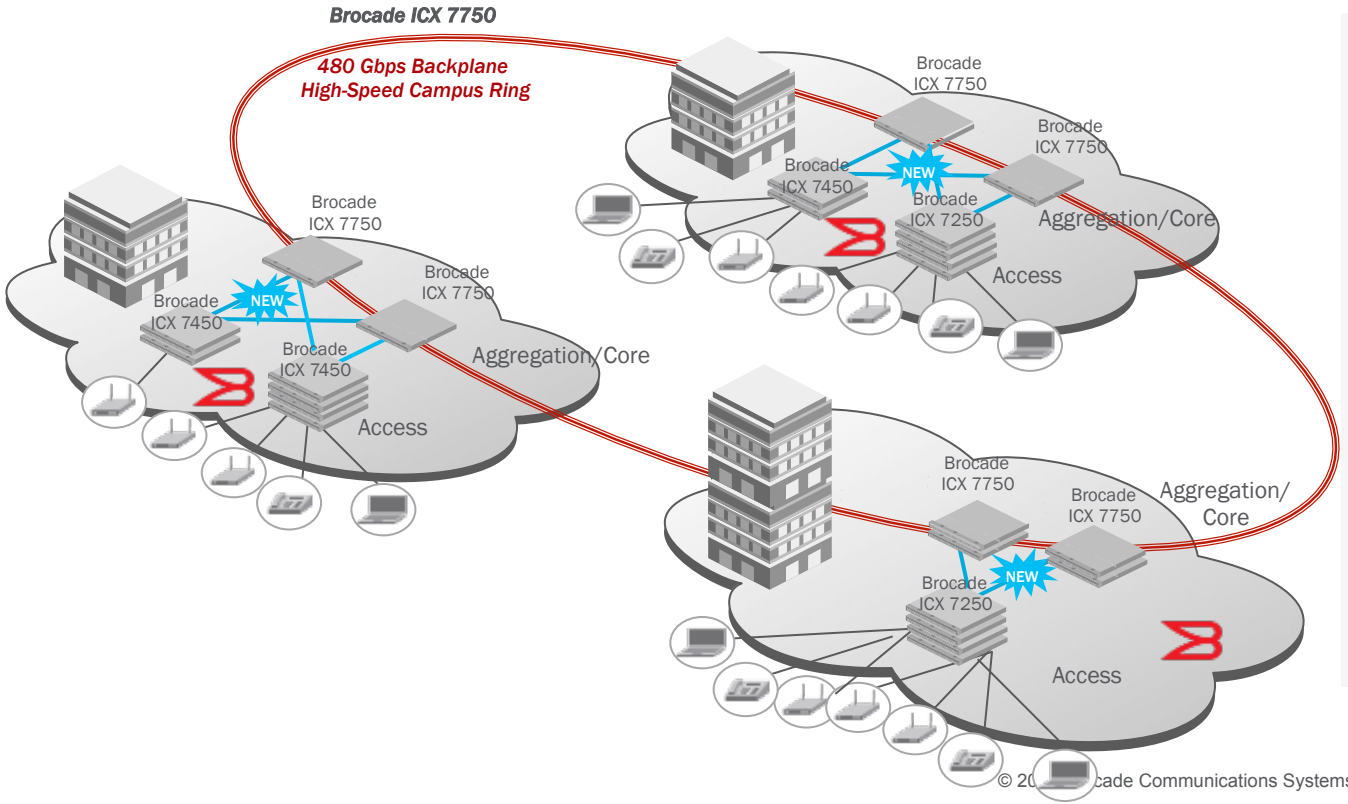
Campus Fabric Solution

Brocade Distributed Chassis with Switch Port Extender



Benefits

- **Simpler:** Collapsed access/agg/core layer
- **Automated:** Single point of management across network layers
- **Lower cost**: A fraction of the cost of traditional chassis deployments
- **Highly scalable**: Add switches where and when capacity is needed
- **MACSec enabled**
- **EEE enabled**

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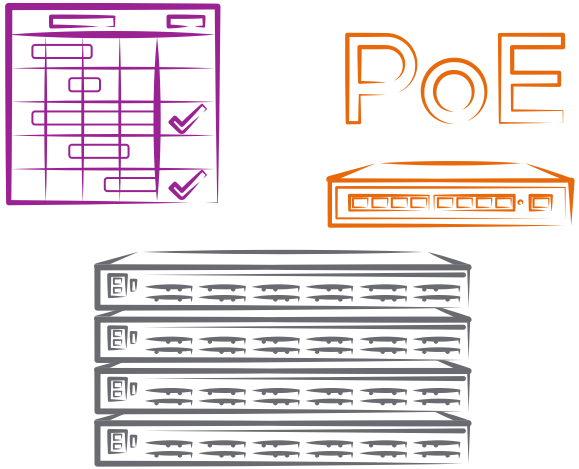
Brocade ICX Switch Advantages For Wireless

- Flexibility & Scalability
  - Stacking to 12 switches
- Switch upgradability
  - Ports-On-Demand: 1G to 10G
  - 1G/10G/40G modules for ICX 7450
- Power-over-Ethernet
  - Full PoE with one power supply
  - PoE+ on all ports



- Line-rate performance – no over-subscription from too many AP's
- Simplified management with Campus Fabric (Switch Port Extender)
- SDN/OpenFlow

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Brocade Data Center Approach

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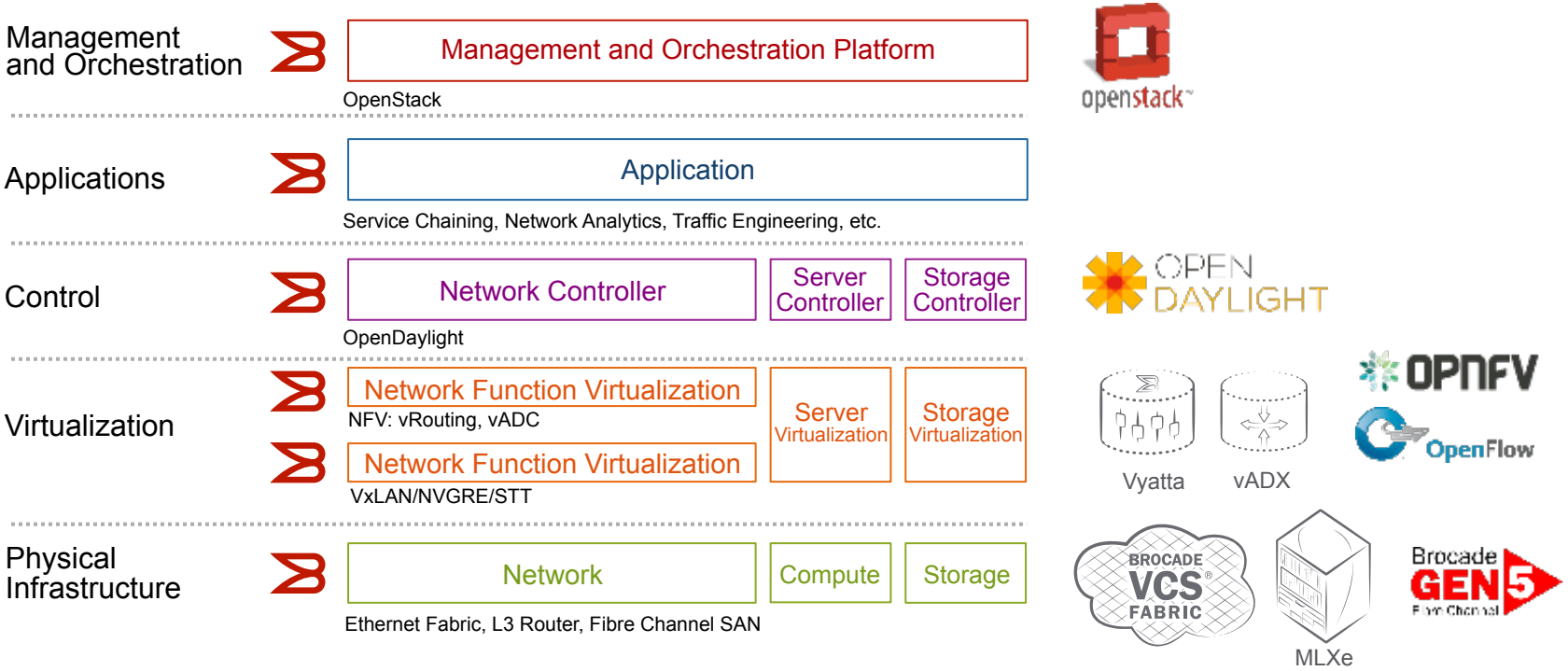
Data Center of the Future

Brocade Strategy: Optimized to Lead the Transformation



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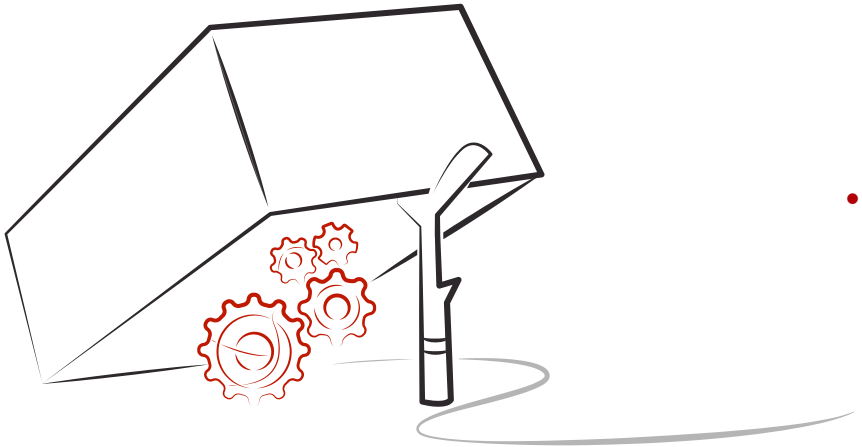
Open Is the New Vendor Lock-In…

…..Brocade is Open with a Purpose



Proprietary Tech

- Every vendor is claiming to be open, but buyer beware:
  - Our competitors are open… as long as you use their hardware or software
- We are re-defining open to mean that all layers of networking services – from hardware, to control, to orchestration – are interoperable and interchangeable and can be influenced through a standard interface
- We are Open with a purpose
  - Our vRouter can run on raw intel-based hardware or in any vendors' hypervisor or both…even on the same box
  - Our ODL controller will even control our competitor's hardware

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Brocade Metro Approach

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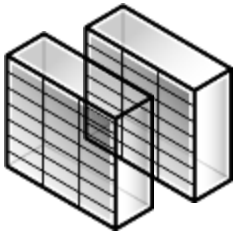
Brocade Routing Focus



Core Routing
Core, Border
DC Interconnect
Metro

Software-Defined
OpenFlow 1.3
SDN Apps
OpenStack

Data Privacy
Embedded
Wire-speed
Encryption (L2 & L3)

Network Visibility
Embedded monitoring
Filter, replicate
Statistical, real-time

Extensible Platform

SCALABLE: 10G/40G/100G; v4/v6/MPLS/SDN
PROGRAMMABLE: Brocade VersaScale™ Processor

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Brocade Routing Portfolio

NetIron Portfolio for SP, Data Center, and Enterprise applications

Brocade MLX Series Cloud-Scale Router

- Multi-purpose core router for SP, DC, enterprise backbone
- 15.36 Tbps scale
- Upto 1536 1GbE, 768 10GbE, 128 40GbE and 64 100G ports
- Full IPv4/IPv6, MPLS
- Highly programmable engine
- Advanced, scalable OpenFlow
- Wire-rate data encryption

Brocade CER/CES Compact Aggregation Router

- Aggregation router/switch
- Metro/enterprise WAN edge
- Same software as MLX
- 24 1GbE ports with 4 10GbE uplinks
- Full IPv4/v6, MPLS
- OpenFlow

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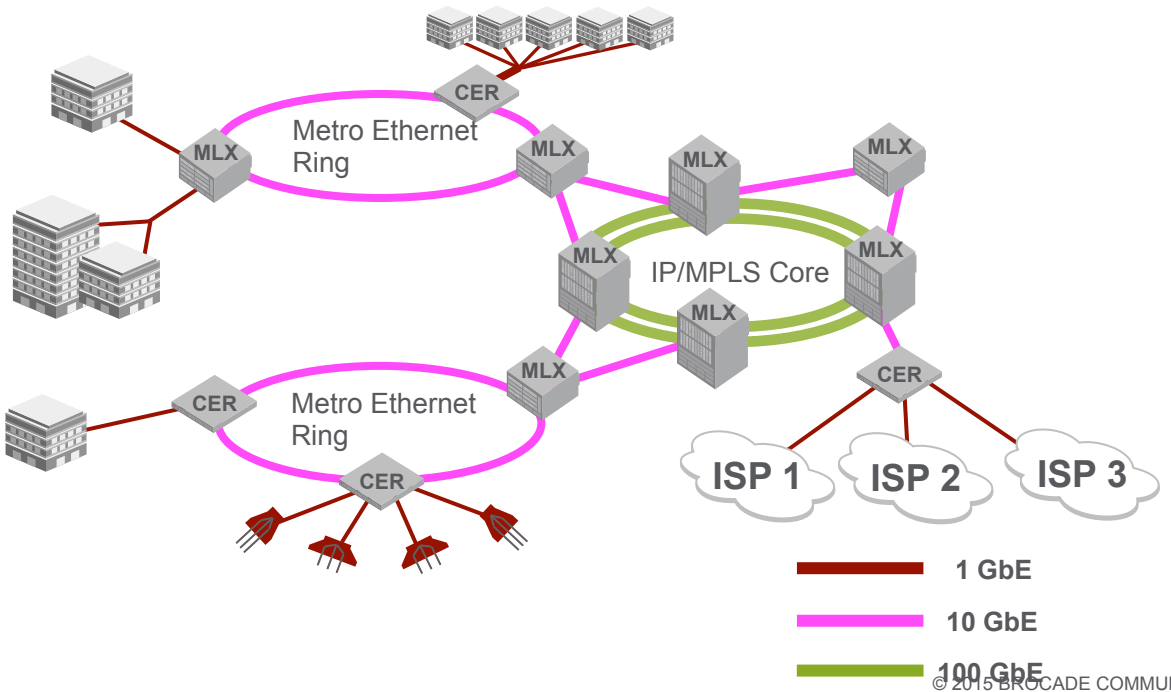
Multiservice Metro Ethernet IP/MPLS Network

Leverage NetIron Family to deliver WAN services to end-users



Service Provider

IP Edge Router
MPLS Edge Router
Compact Internet Peering Router

Data Center

Compact Border Router

Enterprise

Multi-zone Enterprise Router
Compact Enterprise Border Router

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Brocade Network Subscription

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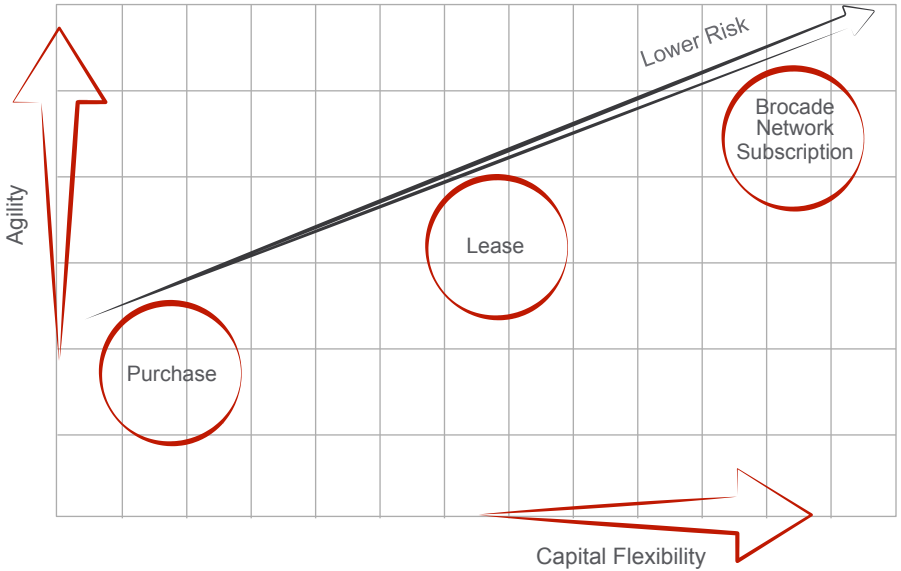
Never Buy Another New Network Again… Ever

Pay as you go… and as you grow



- De-risk this transition by paying as you go, without any capital expenditures
- Brocade network subscription (BNS) is an acquisition model offering cloud-like agility
  - Enables organizations to expand or contract their IT resources on-demand
  - Provides complete flexibility for upgrades to protect against technology obsolescence

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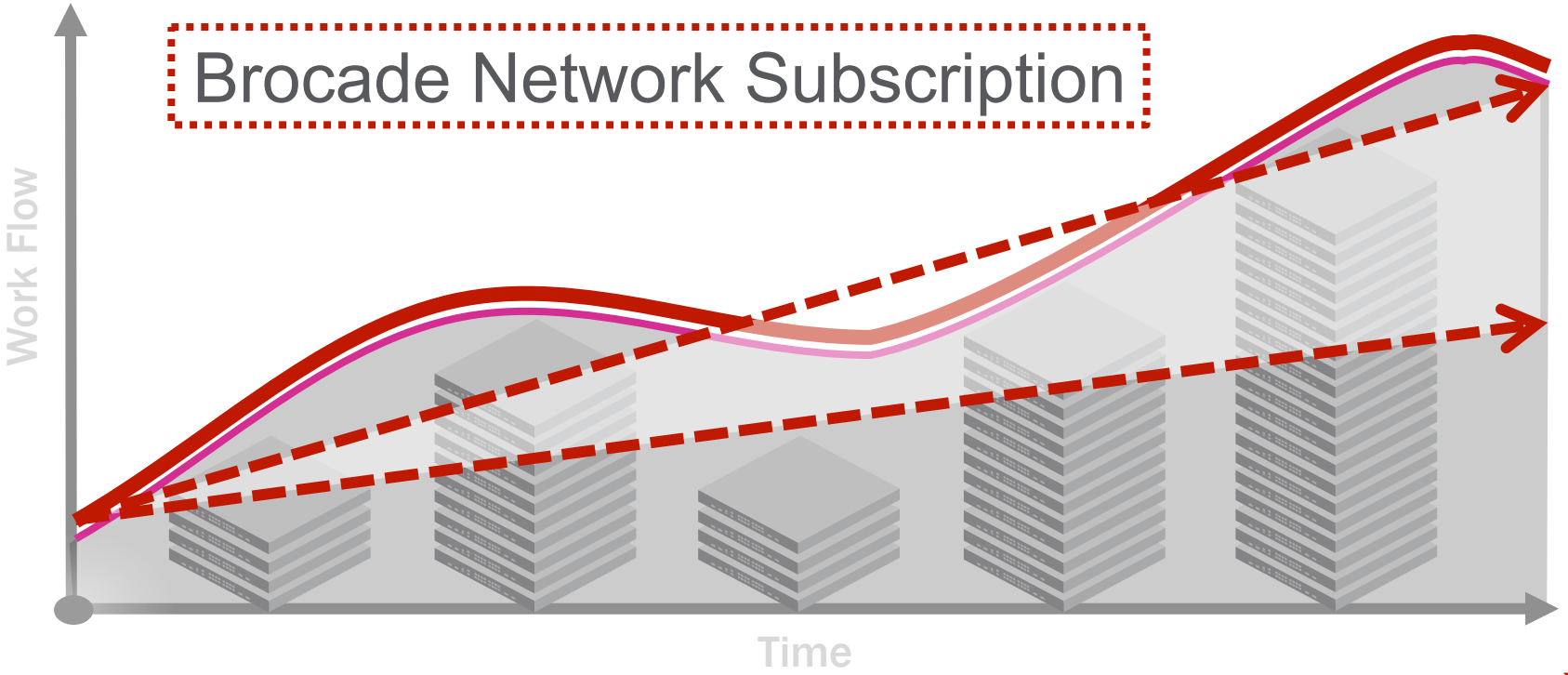
- **Order and Pay For What You Need, When You Need It!**



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Thank you

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