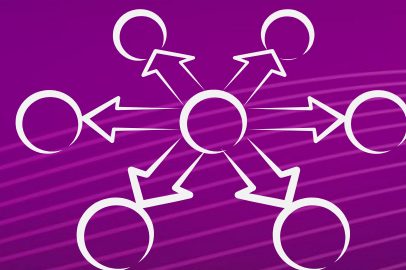


# BROCADE NETWORK SUBSCRIPTION

Mission ready networks, today and everyday

CONFIDENTIAL—For Brocade and Authorized Brocade Partner Use



## FEDERAL AGENCY BENEFITS

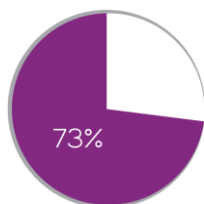
With Brocade Network Subscription your customers can have system-level flexibility to address IT challenges that demand operational flexibility.

- Enabling agencies to always be mission ready
- Align their IT network infrastructure capacity and project costs with ever-changing network requirements
- Enables limitless tech refresh cycles by providing complete flexibility for IT upgrades at any time
- Remove risks of adopting new technologies and potential compatibility issues with pay-as-you-go flexibility
- Increases agencies' efficiency, agility, budget flexibility, and speed of deployment

Brocade Capital Solutions  
(571) 203-7866

[www.NoNetworkCapEx.com](http://www.NoNetworkCapEx.com)

## AS-A-SERVICE NETWORK ACQUISITION



A February 2015 [U.S. Government Accountability Office](#) report gave federal agencies poor marks for “failed and poorly performing IT investments,” and pointed out that of the \$79 billion federal IT budget, \$58 billion was to go toward servicing existing legacy systems, not building out new IT architecture.

Federal agencies can transform their networks and maximize taxpayer dollars by reassigning existing maintenance budgets to acquire state-of-the-art systems as-a-service using Brocade Network Subscription.

### Industry's 1st and Only As-a-Service OpEx Network Procurement Model for Federal Partners & Agencies

In February 2010, the Federal Data Center Consolidation Initiative (FDCCI) was created to reverse the historic growth of Federal data centers through consolidation and optimization. So why encourage your federal customers buy or sign up for yet another conventional term commitment?

Brocade Network Subscription addresses the CIO's call to action, delivering the OpEx “as-a-service” flexibility that assures agencies the system they deploy today can be adjusted so that it will still be relevant to their infrastructure down the road. Brocade Network Subscription gives resellers the opportunity to offer their federal customers a state-of-the-art network solution that meets agencies' efficiency, agility, budget flexibility, and speed of deployment needs in an as-a-service package.

“The benefit of subscription acquisition is that by aligning with the Infrastructure-as-a-Service directives we were able to leverage appropriate funding and install the network we needed today. The network subscription plan we've adopted also offers us the flexibility to adapt to our ever-changing IT requirements, which adhere to the growing demand of the NPS mission.”

—JOE LOPICCOLO, CIO, NAVAL POSTGRADUATE SCHOOL

## Partners Own the Customer Relationship and Contract Agencies

- Offer new and flexible ways to acquire technology as-a-service that embraces the CIO's procurement directives
- Provide scalable capacity to accommodate consolidation or expansion of data centers
- Leverage OpEx or Shared Service fees to make significant infrastructure upgrades
- Improve procurement efficiencies that align with all agency directives



“A key lesson learned is that agencies should evolve their IT portfolios to deliver IT as-a-service...agencies need a scalable and transparent way to provision IT services, giving agencies a viable enterprise alternative to often stove-piped, capital IT investments.”

– PORTFOLIOSTAT 2.0: DRIVING BETTER MANAGEMENT AND EFFICIENCY IN FEDERAL IT

## Brocade Network Subscription: Summary of Federal Customer Program Contract Workflow

1. Present Brocade Network Subscription early in the sales process so customer can include in Market Survey documentation required for contemplated purchases larger than \$150,000 ([FAR 10.001\(a\)](#)).
2. Partner submits deal to Brocade Capital for quote and then presents T&C's and pricing to federal customer.
3. Upon award, Partner orders from Distributor (same as a cash sale).
4. One time only: Brocade, Federal Partner and Financial Partner will agree to and sign Master Purchase and Leaseback Agreement (MPLA), Assignment, Assumption Agreement (AAA), Master Purchase Agreement (MPA), Payment Flow via Assignment of Claims process.
5. Brocade will prepare and deliver documentation.
6. Federal Partner is responsible for presenting applicable documentation to the federal customer for execution.
7. Brocade funds flow at closing: Brocade pays Partner, Partner pays Distributor and Distributor pays Brocade

“A key problem was lengthy delays in deciding to move forward with IT projects, trying to make sure a solution was “perfect” before moving forward with it. When IT networking infrastructure is acquired through capital expenditure, the fear of making the wrong choice, and locking the company into that choice for several years, can paralyze decision-making.”

– CFO PUBLICATIONS, *A CAPEX TO OPEX SHIFT IN NETWORK INFRASTRUCTURE*

### For full details, please contact your Brocade Capital Sales Manager

Invest in the transformation of Federal networks, Brocade Network Subscription will open doors by responding to your Federal customer's economic/financial directives. Brocade can demonstrate how your federal customers can dramatically save time and money—now and in the future. Gartner, MeriTalk, and 200 Federal network professionals: Networks based on a single vendor are vastly more expensive to operate and maintain than modern, multivendor networks. According to Gartner research, the introduction of a second vendor into the network reduces the Total Cost of Ownership (TCO) by 15 to 25 percent over a five-year period. For full details go to [Brocade.com/Federal](http://Brocade.com/Federal) and read the white paper: [The Necessity of Network Modernization](#).

To learn how Brocade can help your agency accomplish its most critical missions, visit [www.brocade.com/federal](http://www.brocade.com/federal).

To learn more about Brocade Network Subscription, visit [www.NoNetworkCapEx.com](http://www.NoNetworkCapEx.com).