New IP: At the Intersection of Innovation and Action

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June 14, 2016
For Digital Transformation, the Network Must Evolve
This requires New IP architectures

New IP Architecture

Network as a Platform for Business Innovation
Brocade Is Building a New Networking Company

To enable businesses to thrive in the Digital Business Era

DATA CENTER

ON-RAMP TO THE DATA CENTER

EDGE

Switching & Routing

Software-based Virtualization & Control

Analytics

Mobile Networking

Wireless

Storage Networking

IP Fabrics

Campus Products

vRouter

vADC

SDN Controller

Network Automation

Machine Learning

NVA

AMP

Security

vEPC

MEC

WLAN

Small-cell

Ruckus

Connectem

Foundry Networks

Vyatta

vistapointe
Positioned where the world is going

- New mobile edge
- New telco edge
- New enterprise edge
- Public/private cloud
- 5G
- IoT

#1 Service Provider Wi-Fi
#1 Storage Area Networking
#1 Hospitality Wi-Fi
#2 Data Center Networking
#3 Enterprise edge networking in the U.S. & EMEA
#3 Enterprise wireless LAN
Helping Our Customers on This Journey to Hyperscale Cloud

- **Today**
  - Build the network you need

- **Automated**
  - Optimized for application and cloud access
  - **Security Bolted On**
    - ANALYTICS
    - FABRICS
    - PERVERSIVE SECURITY
    - STORAGE FOUNDATION

- **Agile**
  - Optimized for spend, speed, and efficiency

- **Innovative**
  - Always optimized IT-as-a-Service

- **Intelligent**
  - Optimized for opportunity

- **Hyperscale Cloud**

**Notes:**
- Innovative
- Automated
- Agile
- Intelligent
- Hyperscale Cloud
Customer Environment

• Remote locations in the US—had Cisco, Foundry, and Brocade

• Customer wanted SDN capable network solutions

Solution

• 300 ICX Campus products plus 100 MLXs

Why Brocade

• Ability to run in hybrid port mode—run classic layer 2 and 3 routing and switching as well as controlling IP traffic flows with an SDN controller

• Ability to support Open Flow and adherence to open standards vs. proprietary solutions

Brocade offers the customer support required by the agency
NASA Space Network Ground Segment Sustainment & Launch Services Program Support

Customer Environment

- Customer needed to improve the performance and reliability of the ground station processing system.
- Real-time mission critical infrastructure support for voice, sensor, and telemetry communications between east and west coast locations.

Solution

- Worked with Harris and General Dynamics to deliver a total ground station processing system
- MLXe, ICX

Why Brocade

- Only vendor that could meet the performance expectations required
- Only vendor that could surpass the standard loss ratio for Ethernet networks

When Performance, Reliability and Scalability matter Brocade is the right choice.
DIUx: Defense Innovation Unit Experimental

Customer Environment

- Needed a campus network
- Had no IT department
- Funding would expire in 14 days

The Defense Innovation Unit Experimental (DIUx), located in the heart of California’s Silicon Valley, serves as the nexus between non-traditional companies operating at the bleeding edge, and the DoD.

Solution

- Brocade MLX-e with IPsec Data Encryption, Brocade Virtual Router
- Dell server, Cisco Wireless, Fire Eye
- Brocade Managed Services
- Brocade Network Subscription

Why Brocade

- Implemented in 14 days!
- Leveraged the Pentagon BNS contract
- Brocade manages the network solution.
Think Big. Start Now.

Demand Open Standards
Support Multivendor Networks
Automate and Simplify Your Network
Deploy Software-Defined Networking
Scale with Infrastructure-as-a-Service