

Fujitsu World Tour 2015

Connected Infrastructure

FUJITSU

shaping tomorrow with you

Human Centric Innovation

A large, dark silhouette of a person's head and neck, facing right, occupies the left side of the image. The background is a grayscale cityscape at night, with numerous lights from buildings and streets. The title text is overlaid on the silhouette.

The Network Matters for IP Storage

Benedetta Piacentini, System Engineer - Brocade

Fujitsu World Tour Networking by Brocade

June 2015

Benedetta Piacentini



Legal Disclosure

PLEASE SEE RISK FACTORS ON FORM 10-Q AND FORM 10-K FILED WITH THE SEC

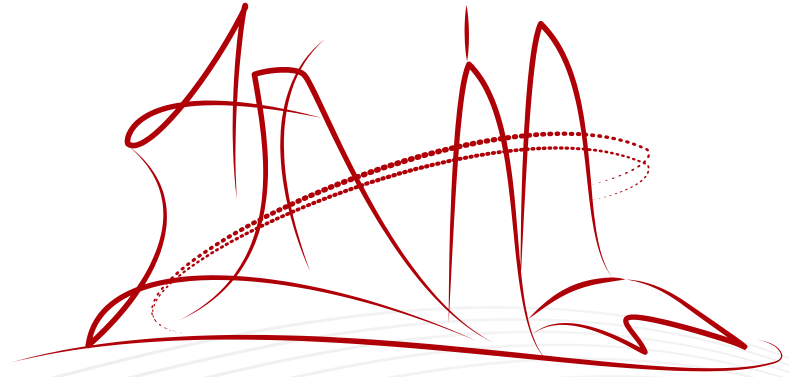
This presentation, with prepared remarks, includes forward-looking statements regarding Brocade's financial results, goals, plans, assumptions, strategy and business outlook, revenue, tax rate, cash, stock buybacks, OEM inventory, prospects, as well

as U.S. Federal spending and order flow, and IT spending, which are only predictions and involve risks and uncertainties such that actual results may vary significantly. These and other risks are set forth in more detail in our Form 10-K for the fiscal year ended October 26, 2013 and our Form 10-Q for the fiscal quarter ended August 2, 2014. These forward-looking statements reflect beliefs, assumptions, outlook, estimates, and predictions as of today, and Brocade expressly assumes no obligation to update any such forward-looking statements whether as the result of new developments or otherwise.

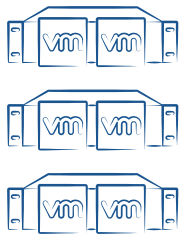
In addition, this presentation includes various third-party estimates regarding market share and other measures, which do not necessarily reflect the views of Brocade. Further, Brocade does not guarantee the accuracy or reliability of any such information or forecast.

Certain financial information is presented on a non-GAAP basis. Management believes that non-GAAP financial measures used in this presentation allow stakeholders to gain a better understanding of Brocade's comparative operating performance both from period to period, and to its competitors' operating results. Management also believes these non-GAAP financial measures help indicate Brocade's baseline performance before gains, losses or charges that are considered by management to be outside of ongoing operating results. Accordingly, management uses these non-GAAP financial measures for planning and forecasting of future periods and in making decisions regarding operations performance and the allocation of resources. The most directly comparable GAAP information and a reconciliation between the non-GAAP and GAAP figures are provided in the accompanying press release, which has been furnished to the SEC on Form 8-K and posted on Brocade's website, and is included in the appendix in this presentation.

Market Context - Storage Networking

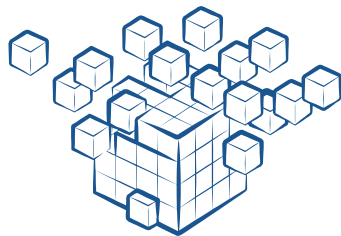


The Trends Driving Storage



Virtualization
Continues to
Drive Change

Higher SLAs



Storage
Will Continue
to Grow

TBs to PBs



SSD
Changes
Everything

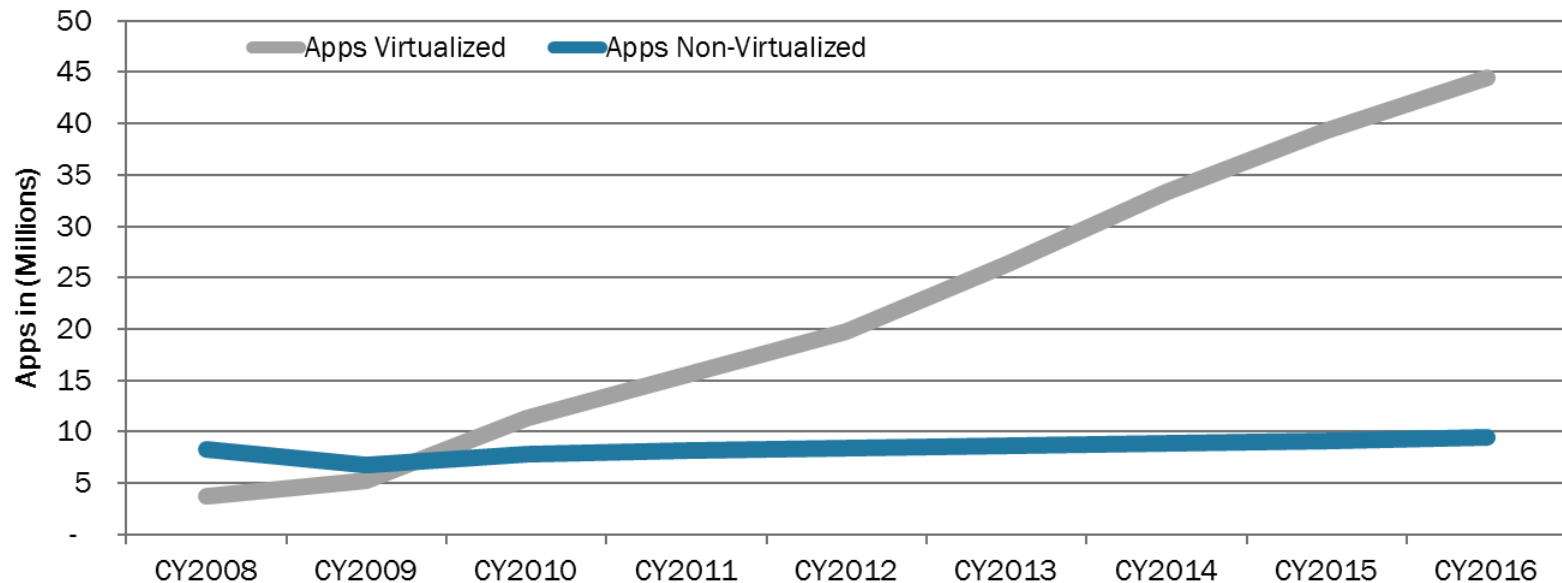
Ultra Low-Latency



Is Your
Storage Network
Ready?

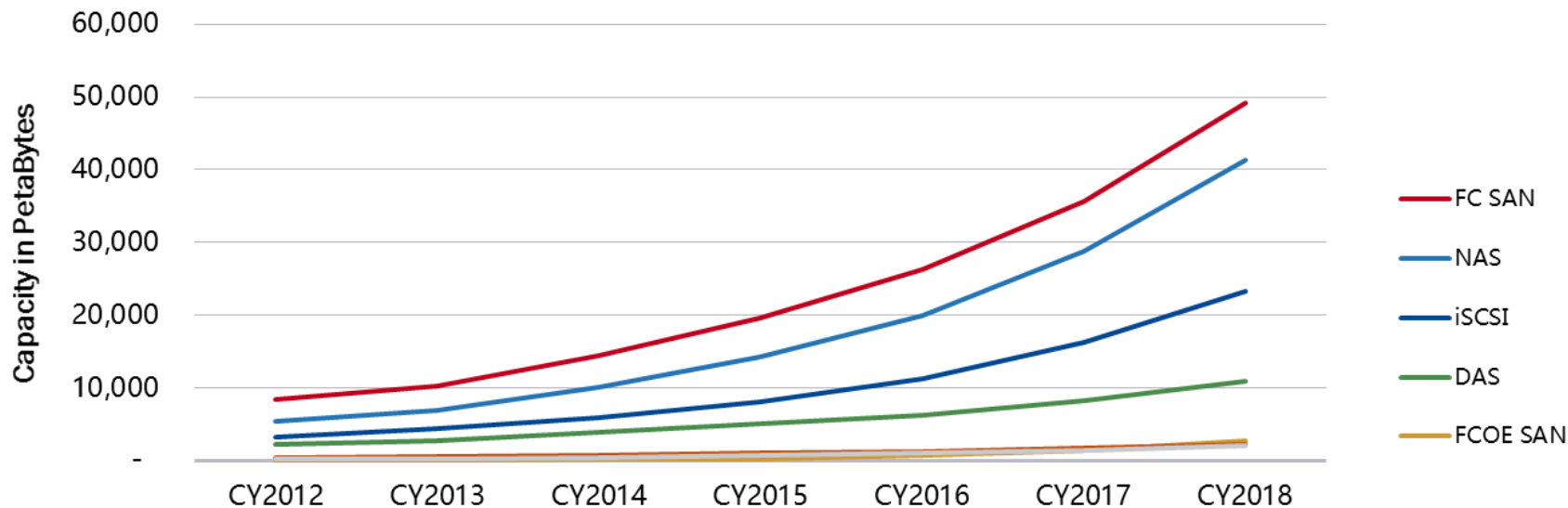
Virtualization Is Driving Shared Storage

HIGH DENSITY VIRTUALIZATION DRIVES STORAGE GROWTH



100% of V-Mark Top 20 use Fibre Channel

Enterprise Storage Capacity Continues Unabated

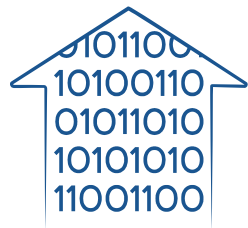


IDC's FC SAN Storage Forecast = 40% CAGR (2014/2018)

Customer Pain Points

The network matters for storage

Manage Growth



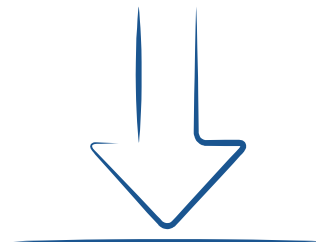
Growth of storage and business-critical workloads is accelerating

Mitigate Risk



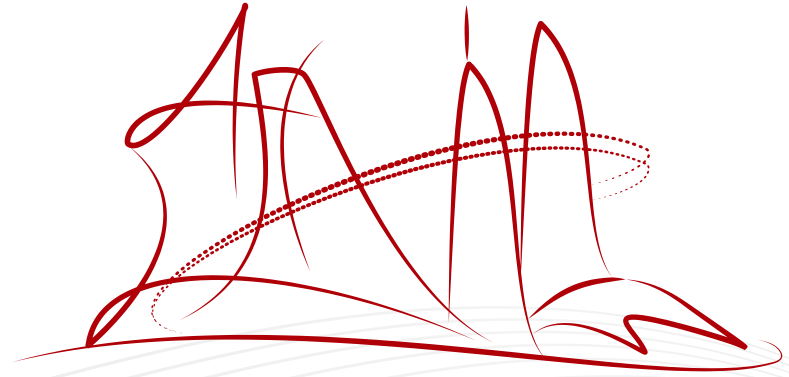
Requirements for 100% availability and reliability are increasing

Reduce Costs



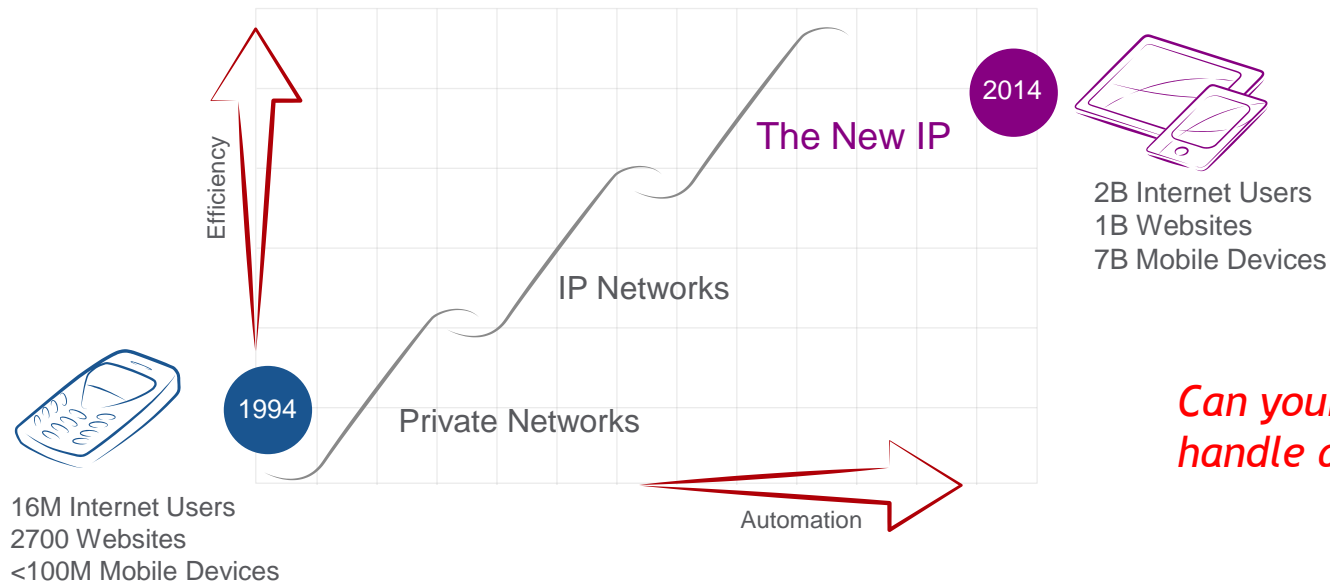
Infrastructure complexity and management costs are growing

Market Context - The New IP



The New IP

The Foundation for the Digital Business



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

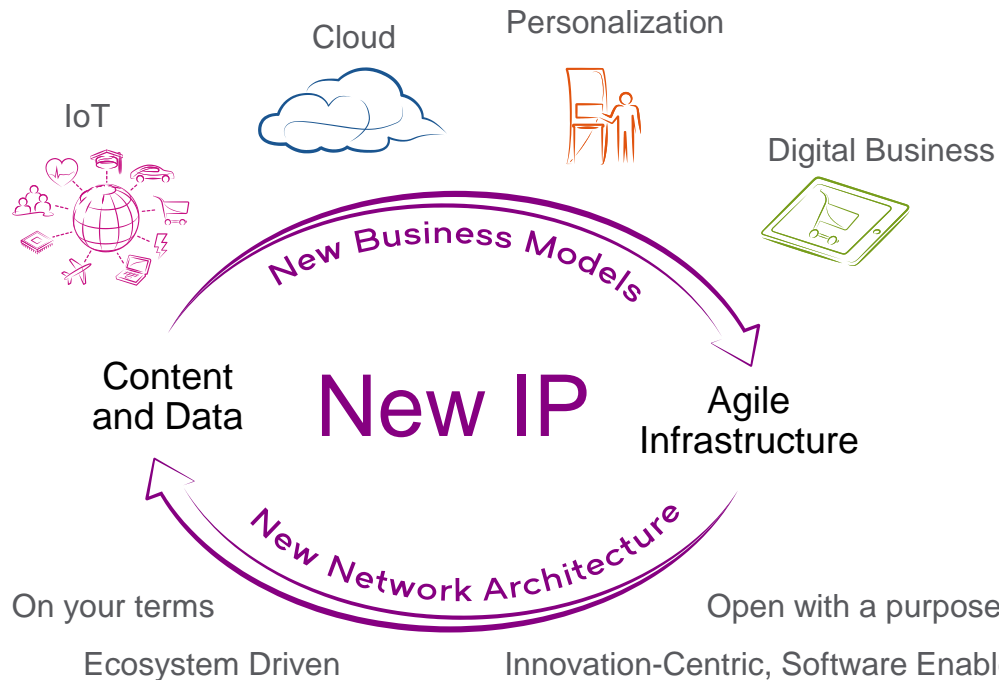
Can your Customer's Old IP handle a New IP world?

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

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

From

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

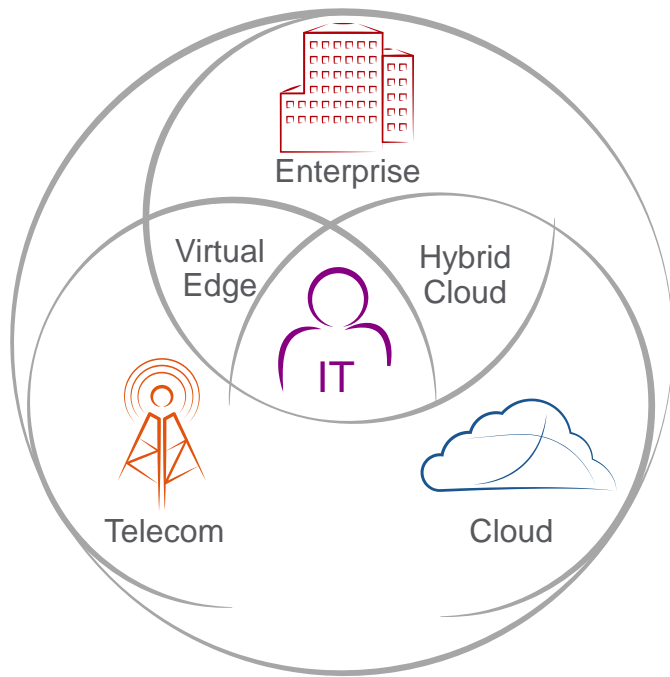


To

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

The Data Center is Everywhere & Anywhere

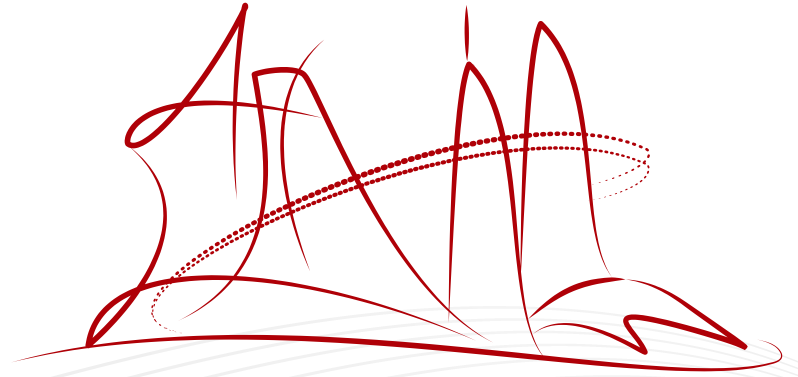
Pick where services are hosted based on business rules not vendor limits



The boundaries of the data center disappear with the New IP, enabling:

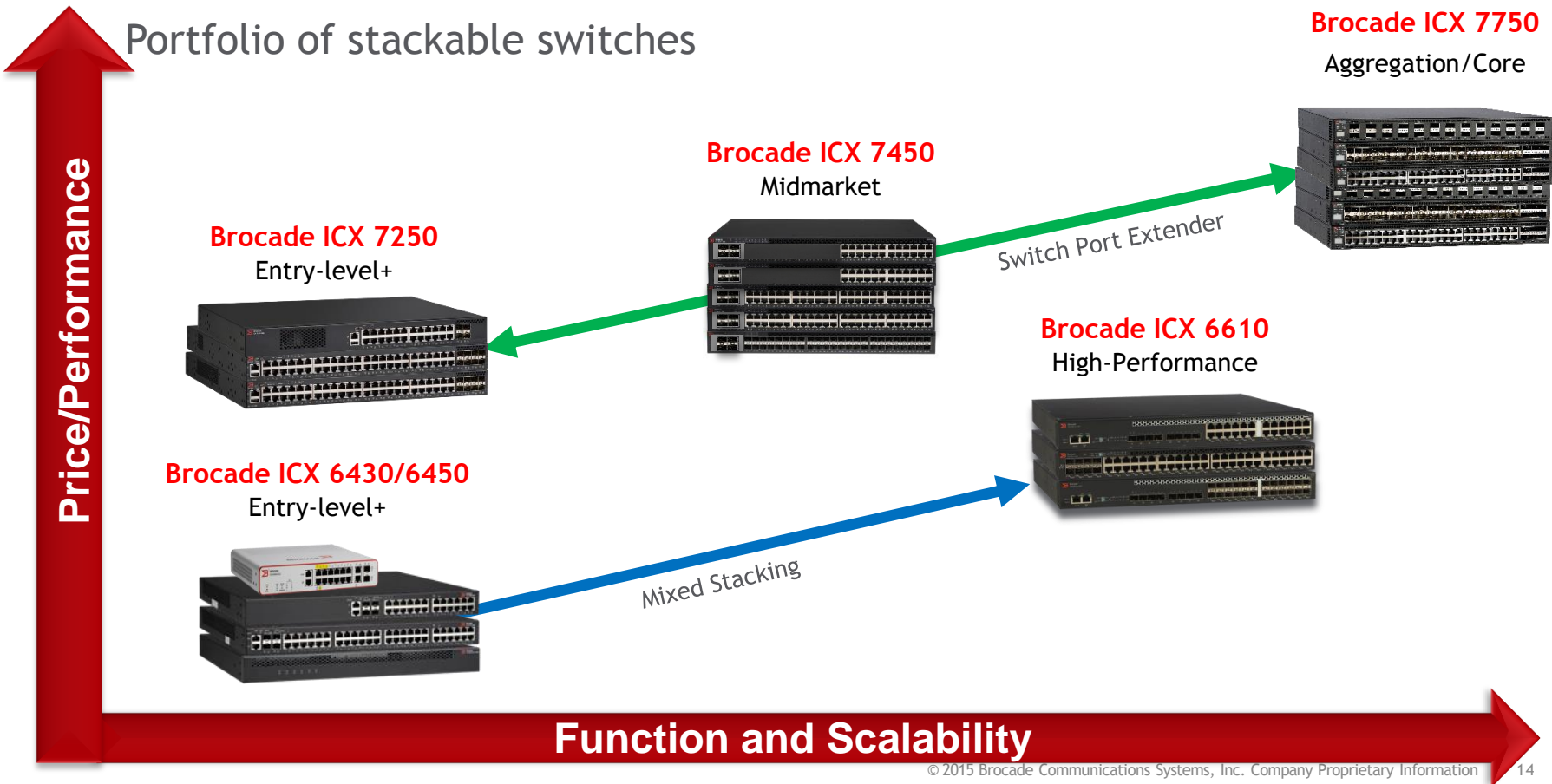
- Management and movement of data across public and private cloud resources
- Anytime, anywhere, any device access to your applications and data
- Consistent policy enforcement across federated environments
- User self-service=immediate time to value
- Centralized security control
- Optimized user experience

Brocade IP



Brocade ICX Portfolio

Portfolio of stackable switches



Lay New IP Foundation with Ethernet Fabrics

Begin New IP journey with confidence, cut costs, and increase agility

Deploy VDX SDN-ready switches alongside existing architecture

Enable VCS Fabric technology, and move low-priority virtualized workloads and gain confidence in:

- Native automation
- Zero-touch provisioning
- Virtual machine awareness
- Centralized management

Deploy all new workloads on VCS Fabrics
As legacy equipment retires, replace with VDX/VCS

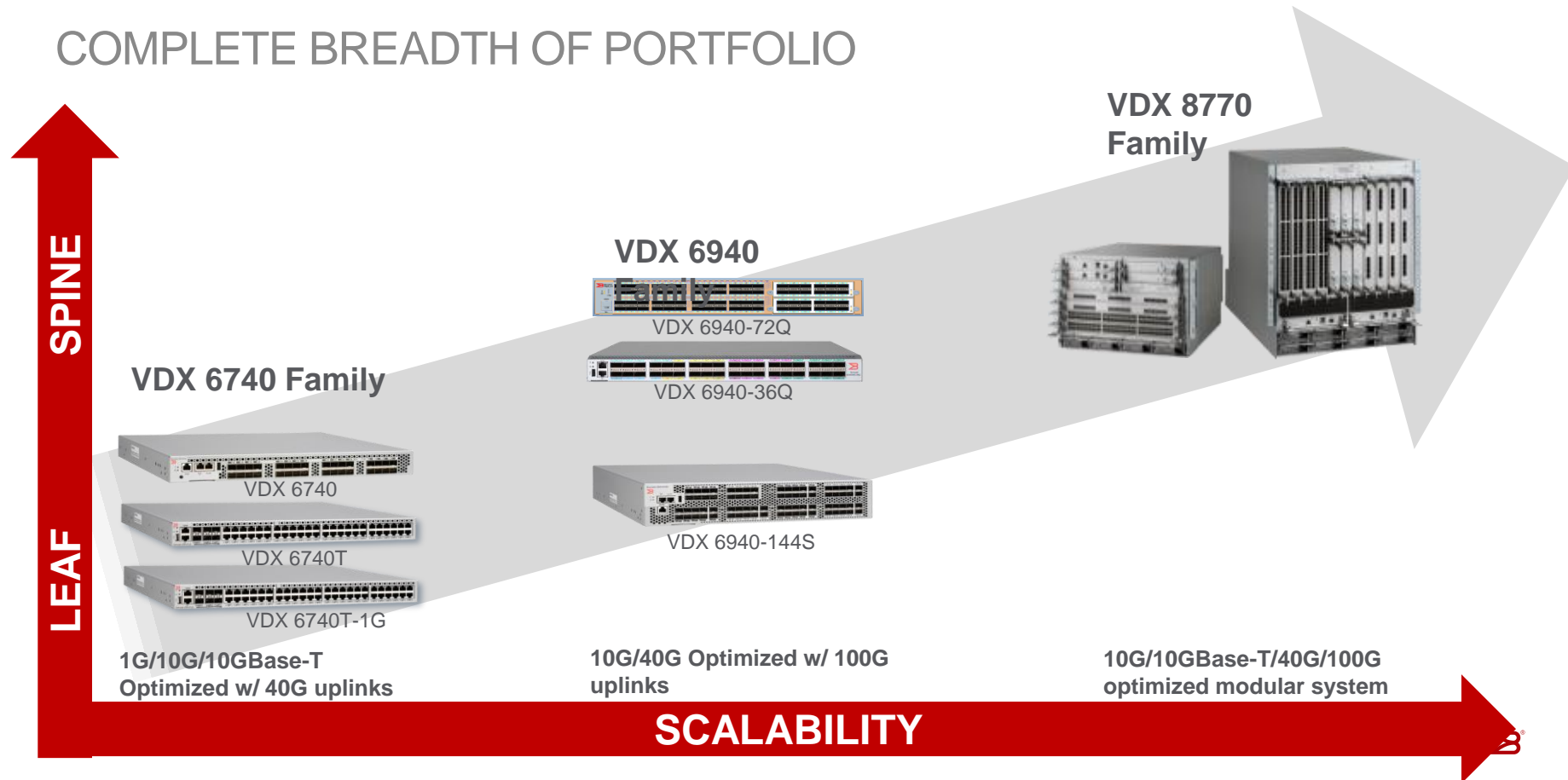
Optional: Deploy Brocade Vyatta controller to begin testing SDN capabilities

Revolutionary Results

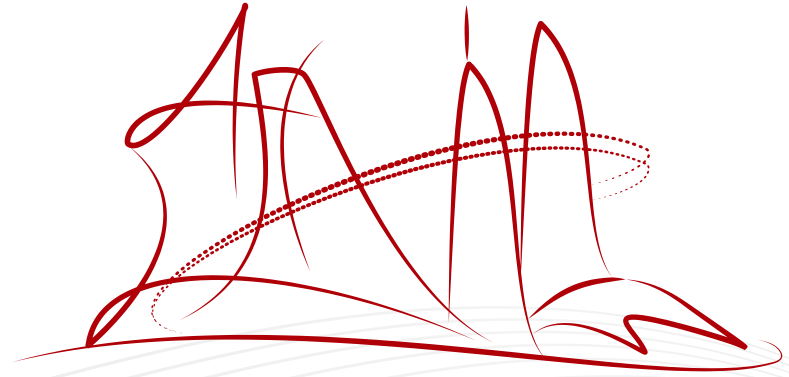
- Sunpower:
 - Deploy apps 92% faster
 - Reduced Capital costs by 50%
- Singing River Healthcare
 - Cut EHR login 50%
 - Improved EHR performance
 - Able to move VMs in minutes vs. days and w/out downtime
- Both:
 - Reduced Operational costs by 50%
 - Teams focus more on strategic projects

VDX Product Positioning

COMPLETE BREADTH OF PORTFOLIO



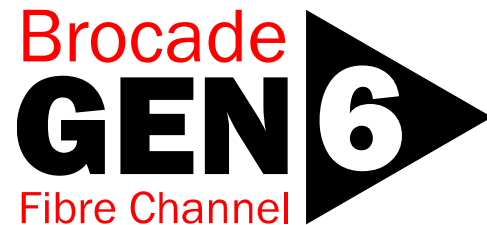
The Road Ahead



Advancing the Fibre Channel Industry

Brocade technical leadership drives technology advancements

- Brocade announces commitment to develop new SAN solutions based on Gen 6 Fibre Channel industry standard
 - Gen 6 Fibre Channel standards well underway
- Brocade is leading an industry consortium within the OpenStack community to develop open source software
 - Simplifying the orchestration of Fibre Channel resources in cloud architectures
 - Leading the proposal committee for zone management



Software-defined Networking in the Data Center

NEW LEVELS OF AUTOMATION, AGILITY AND INNOVATION

NETWORK VIRTUALIZATION



PROGRAMMATIC CONTROL



Data Center of the Future

Brocade Strategy: Optimized to Lead the Transformation

Management
and Orchestration



Management and Orchestration Platform

OpenStack



Applications



Application

Service Chaining, Network Analytics, Traffic Engineering, etc.

Control



Network Controller

Server
Controller

Storage
Controller

OpenDaylight



Virtualization



Network Function Virtualization

NFV: vRouting, vADX

Server
Virtualization

Storage
Virtualization

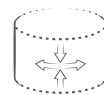


Network Function Virtualization

VxLAN/NVGRE/STT



Vyatta



vADX



Physical
Infrastructure



Network

Compute

Storage

Ethernet Fabric, L3 Router, Fibre Channel SAN



BREAK THE STATUS QUO:

**THINK BIG.
START NOW.**

Brocade and the New IP.



FUJITSU

shaping tomorrow with you

BROCADE 

bpiacent@Brocade.com

Thank you for listening