Frequently Asked Questions

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Deal Overview/Key Questions

Q: Who is acquiring the vADC business and what are the main points of the deal?

- An affiliate of Pulse Secure, LLC ("Pulse Secure") intends to acquire assets associated with Brocade's Virtual Application Delivery Controller (vADC) business from Brocade, including Brocade's vADC product family.

- As part of the transaction, Pulse Secure has agreed to assume certain obligations related to Brocade's vADC business, including associated customer support and maintenance contracts and leases related to Brocade's R&D labs in Cambridge, UK. In addition, Pulse Secure intends to hire certain Brocade employees associated with the vADC business.

- Financial terms of the transaction were not disclosed.

- The acquisition is expected to close in late June to mid-July 2017, subject to the satisfaction or waiver of customary closing conditions.

- Broadcom Limited is not a party to the Brocade/Pulse Secure agreement and the closing of this transaction is not contingent on, and is expected to occur prior to, the closing of Broadcom's acquisition of Brocade.

- The closing of the transaction does not require approval by Brocade or Pulse Secure shareholders.

- Announcement link: newsroom.brocade.com

Q: What is Pulse Secure acquiring?

- An affiliate of Pulse Secure has agreed to acquire assets associated with Brocade's vADC business from Brocade, including Brocade's vADC product family. As part of the transaction, Pulse Secure has agreed to assume certain obligations related to Brocade's vADC business, including associated customer support and maintenance contracts and leases related to Brocade's R&D labs in Cambridge, UK. In addition, Pulse Secure intends to hire certain Brocade employees associated with the vADC business.

Q: What is happening with the rest of the Brocade Software Networking businesses (vRouter, SDN Controller, vEPC))?

- Discussions to divest our other software assets continue.

Q: When will the sale of the vADC business close?

- We expect the acquisition of Brocade's vADC business by Pulse Secure to close in late June to mid-July 2017.

Q: What is the strategic rationale?

- The vADC acquisition is expected to add significant capabilities to the Pulse Secure Access solution set – adding ADC to the existing Secure Access Portfolio will extend Secure Access to completely embrace browser based, web, cloud, and even mobile application back-ends, whether they are located on premises or hosted in the cloud.

- With the addition of Brocade's vADC solutions, including its Virtual Web Application Firewall (vWAF), Pulse Secure expects to be able to deliver secure access to a complete customer application portfolio, from legacy data center applications to web, cloud and even mobile application back-ends.

Q: How will vADC benefit from being part of Pulse Secure?

- We believe customers, partners and employees will benefit from Pulse Secure's stated commitment to invest and innovate on the vADC product set. Existing and new vADC customers will enjoy ongoing support with Pulse Secure.

- We believe this acquisition will position Brocade's vADC business for its next phase of growth, building on the innovation and momentum we have developed.

Q: How will the vADC team be integrated within Pulse Secure?

- Brocade will work closely with Pulse Secure to help plan a smooth integration designed to set the vADC business on a path to future success once the transaction closes.

Q: What approvals are required?

- The transaction does not require approval by Brocade or Pulse Secure shareholders.

Pulse Secure Q&A

Q: Where can I find more information about Pulse Secure?

- You can find more information on the company website: https://www.pulsesecure.net.

Q: How many employees do they have?

- Pulse Secure has approximately 650 employees around the world.

Q: What is Pulse Secure's track record regarding acquisitions?

- Pulse is not new to the business of taking an existing product and reinvigorating it for continued growth.

- Pulse Secure is the result of the spin out of Junos Pulse from Juniper, and the simultaneous acquisition of Mobile Spaces in Oct 2014.

- Pulse successfully integrated Mobile Spaces into the Pulse Workspace product offering.

- Pulse's main products, Pulse Connect Secure and Pulse Policy Secure, are also products with a strong heritage and were spun off from Juniper

Product/Engineering

Q: What will happen to the vADC product roadmap?

- Pulse Secure has stated that it intends to continue to build on the market-leading innovations for which customers have always valued Brocade and vADC.

Q: Is there any overlap with the Brocade product line and the Pulse Secure product line?

- The vADC and Pulse Secure product lines are complementary.

- Pulse Secure plans to acquire the business to extend their Secure Access Portfolio.

- Adding vADC to the existing Secure Access Portfolio is expected to extend Secure Access to completely embrace browser based, web, cloud, and even mobile application back-ends, whether they are located on premise or hosted in the cloud.

- With the addition of the Brocade's vADC solutions, including its Virtual Web Application Firewall (vWAF), Pulse expects to be able to deliver secure access to a complete customer application portfolio, from legacy data center applications to web, cloud and even mobile application back-ends.

Sales/Go-to-Market

Q: What is Pulse Secure's go-to-market model?

- Pulse Secure has a robust international channel route to market, as well as targeted direct sales for large Enterprise customer targets.

Q: What should customers and partners expect prior to close?

- Until the deal closes, it is business as usual and sales and service contacts will remain the same. We will continue to serve customers and partners with the dedication and commitment that Brocade is known for, and share more information as soon as we are able.

Q: How will this transaction impact Brocade's customers and partners?

- Until the acquisition closes, we will continue to serve customers and partners with the dedication and commitment for which Brocade is known. Our intent is to ensure there is no disruption to product development, service, or support during this transition as the serving and satisfaction of our customers and partners remain of highest priority.

Channel Partner FAQ

Q: What does this announcement mean for partners who currently sell Brocade vADC products?

- Until the transaction closes, we will continue to serve partners and customers with the dedication and commitment for which both Brocade is known. It is business as usual.

- Pulse Secure and Brocade are committed to ensuring a seamless transition for partners and customers once the transaction closes.

- Our intent is to help ensure there is no disruption to deal pipeline, programs, partner benefits, support, service, or product development during this transition.

Q: Will Brocade vADC partners be able to sell Brocade vADC products after the deal closes?

- Upon deal close, Pulse Secure will communicate any changes.

Q: As a Brocade vADC channel partner, how should I continue to engage with Brocade vADC now that vADC business is being sold to Pulse Secure?

- It's business as usual until the Pulse Secure transaction closes.

Q: Do my Brocade vADC channel program benefits remain in place?

- Current Brocade program benefits remain in place at this time. Following the close of transactions with new buyers, those buyers will communicate go-forward program benefits.]

Q: Will there be any changes to the Distributors who sell Brocade vADC products?

- Resellers will continue to purchase through their current authorized Distributors.

Support and Services

Q: Is there any change to support for Brocade vADC products?

- No, there will be no immediate changes to vADC support. All customers with active support contracts will continue to receive service at the same level, until further notice after the close of the acquisition.

Q: How do customers/partners contact Brocade for support?

- Customers and partners should continue to leverage the normal contact methods for both vADC and Brocade support.

Q: What is going to happen to the technical support for Brocade customers?

- Until the acquisition closes, we will continue to serve you with the dedication and commitment for which Brocade is known. It is too early to say how support and services offerings may change as a result of the acquisition, but customers will receive advanced notification of any changes prior to implementation. Our intent is to ensure there is no disruption to services and support during this transition and satisfaction of our customers remains of highest priority.

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