



BROCADE ARUBA PARTNERSHIP ANNOUNCEMENT FREQUENTLY ASKED QUESTIONS

Introduction

This document answers frequently asked questions about the Brocade Aruba strategic relationship announcement to deliver integrated secure wired and wireless networks. For more information, visit: www.brocade.com/hyperedge.

General Questions and Answers

Q. What is being announced?

A. Brocade and Aruba Networks have announced a strategic relationship to deliver open standards based unified campus networks to support secure mobility, BYOD initiatives and emerging technologies, such as Software-Defined Networking (SDN). The resulting best-of-breed wired and wireless solution enables customers to eliminate vendor lock-in and achieve capital and operational cost efficiencies.

Q. What does each vendor bring to the joint solution for customers?

A. Brocade delivers an SDN capable, virtualized solution from the network edge through to the Data Center where Brocade is considered a visionary by Gartner in the 2013 Data Center Magic Quadrant. Aruba delivers enterprise mobility infrastructure products that have been recognized as a leader in the 2013 Gartner Wireless Magic Quadrant. Together we provide a seamless experience for a user from the edge of the network to and through the Data Center.

Q. Why partner with Aruba when you already OEM Motorola products?

A. To achieve Brocade's vision of the virtualized, software defined network we needed a partner with similar goals in the enterprise mobility space. Aruba is that partner. Together we can build a virtualized, SDN-enabled network end to end. Also with Aruba we are better able to serve our long standing Federal Market (where we are #2) by joint delivery of such solutions as a Suite B compliant set of wired and wireless products. To address the wider commercial opportunities we will be working together to deliver OpenFlow 1.3 based solutions to address customer use cases such as Communities of Interest and Multi-tenancy.

Q. What is the impact to existing Brocade WLAN customers?

A. Brocade and Aruba are committed to helping current and prospective customers reach a desired end-state integrating our best-of-breed solutions. Unified security and management capabilities are available to installed base networks via BNA, AirWave and ClearPass. Brocade values their installed base of customers and partners, and will support them through this transition away from our current OEM products to our strategic integrated solutions with Aruba. We will continue to offer our WLAN product line (OEM from Motorola) to support our installed base customers who are not ready to transition to our new integrated solution. To that end, we have not yet set a date announcing the EOL of our Brocade branded WLAN products.

Q. What is the long term goal for the two companies?

A. We wish to deliver the SDN enabled, virtualized campus built on open standards. We firmly believe this offers the best TCO and highest performance allowing customers to avoid the tax of the legacy incumbent.

Q. How does this integrated secure wired and wireless Brocade/Aruba solution compare to Cisco's solution?

A. Our standards based joint solution is open and cost optimized for our customer's buying cycles while offering a superior network user experience. The wired refresh cycle is running at 5-7 years while the wireless refresh cycle is running at 3 years. In order to deliver a solution that protects the customer investment, while giving them best in class performance and lowest cost, you need a decoupled but extensible wired and wireless suite of products with common management, enforcement policies and interfaces. Conversely, Cisco integrates wired and wireless networking across proprietary protocols that lead to vendor lock-in, added complexity and 50% higher TCO.

Q. What are the technology advantages that Brocade and Aruba offer over Cisco?

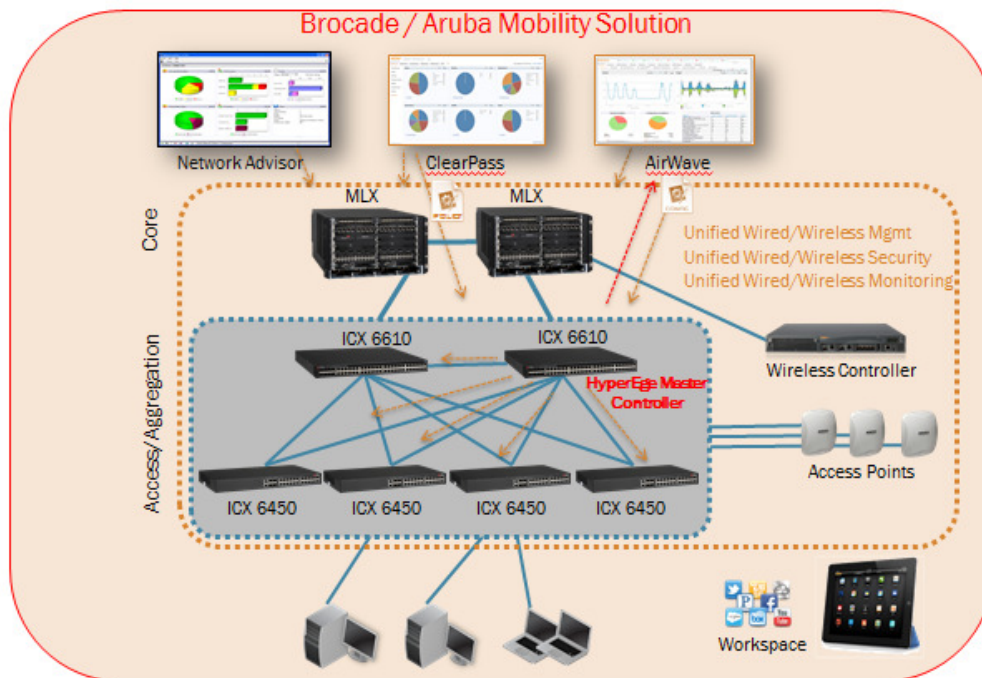
A. The shift to enterprise mobility is breaking the legacy three-tier network architecture, proffered by Cisco over 15 years ago, and still being deployed today on many networks along with an overlay wireless tier to support mobile users. The result is IT departments struggling to provide differentiated user experiences and security across a complex 4-tier infrastructure for an ever increasing number devices and applications. In pairing the simplified network operation of Brocade HyperEdge architecture and deep packet inspection inherent in Aruba MOVE, customers will be better equipped to deliver differentiated user experiences. The standards based integrated solution is a simplified campus network that operates with context-based access and policy management for every user, regardless of how they connect.

Q. What level of integration is available today?

A. Many customers have already successfully deployed best-of-breed Brocade/Aruba integrated solutions. We are also jointly completing extensive interoperability testing to tightly couple both solutions and document best practices guides for our customers.

The current Brocade/Aruba integrated solution includes:

- Single point of management with Airwave monitoring support for Brocade switches and BNA support for Aruba APs and controllers
- Single policy on wired and wireless with ClearPass support for Brocade switches
- PoE/PoE+ interoperability testing of Brocade switches with Aruba APs
- Interoperability and solution testing of Brocade switches with Aruba controllers, ClearPass, Airwave, BNA



Q. What level of future integration is planned and by when?

A. We will deliver our further collaborative solution in two phases over the next year

- Phase 1 (1H2014)
 - Single point of configuration - Airwave and ClearPass to support configuration of Brocade switches
 - Dynamic policy management such as Radius CoA with ClearPass and Brocade switches
 - Initial SDN applications and solutions
- Phase 2 (2H2014)
 - SDN ecosystem of solutions encompassing multiple Campus use cases
 - Suite B compliant wired and wireless products

Q. Who does a joint-customer call for support?

- A. Customers can continue to call either vendor based on where they think the issue may be, but both support organizations are cross trained in order to help seamless escalation and handoff if the area of concern is narrowed down to belonging to the other vendor.

Q. How will the support of the Brocade WLAN portfolio be affected by this new partnership?

- A. We expect Motorola to continue to support Brocade in assisting our customers, as they provide critical level 3 escalation support.

Q. How will the support of the Brocade security alliance partners be affected by this new partnership?

- A. We will continue to support our security alliance partners, such as Bradford Networks, ForeScout, and PaloAlto Networks.

Q. Can I have Aruba and Brocade mobility co-exist in the same environment? If so, can I manage both with a single console?

- A. Yes. Brocade and Aruba solutions will coexist in the same environment and will even be manageable via a single AirWave or BNA interface –especially useful for those customers interested in migrating to an Aruba WLAN and Brocade LAN integrated solution.

Learn More:

Q. How do I find out more about integrated Brocade and Aruba Solutions?

- A. Navigate to www.brocade.com for the latest data sheets, white papers, and solution briefs, or contact your Brocade sales representative or Brocade channel Partner for more details. Aruba unified access solution information is available at www.arubanetworks.com/unifiedaccess.

© 2013 Brocade Communications Systems, Inc. All Rights Reserved. 09/13

Brocade, Brocade Assurance, the B-wing symbol, DCX, Fabric OS, MLX, SAN Health, VCS, and VDX are registered trademarks, and AnyIO, Brocade One, CloudPlex, Effortless Networking, ICX, NET Health, OpenScript, and The Effortless Network are trademarks of Brocade Communications Systems, Inc., in the United States and/or in other countries. Other brands, products, or service names mentioned may be trademarks of their respective owners.

