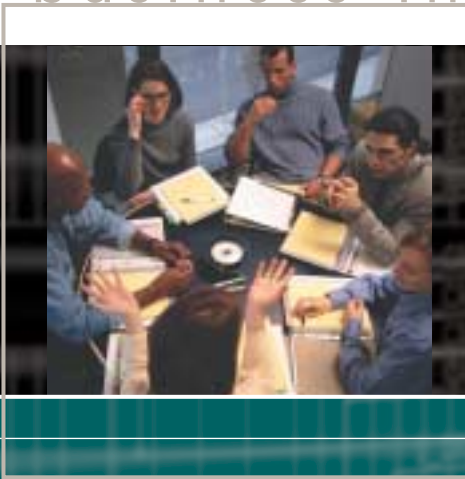


Unlock the power of  
your business information



# TURN YOUR DATA INTO A STRATEGIC ADVANTAGE

Industry analysts now anticipate that the massive repository of information collected during all of human history will double in just the next two years—as will storage capacity requirements. Moreover, analysts estimate that by 2005, 72 percent of all new external storage purchased will be attached to Storage Area Networks (SANs). Are you ready for the SAN revolution?

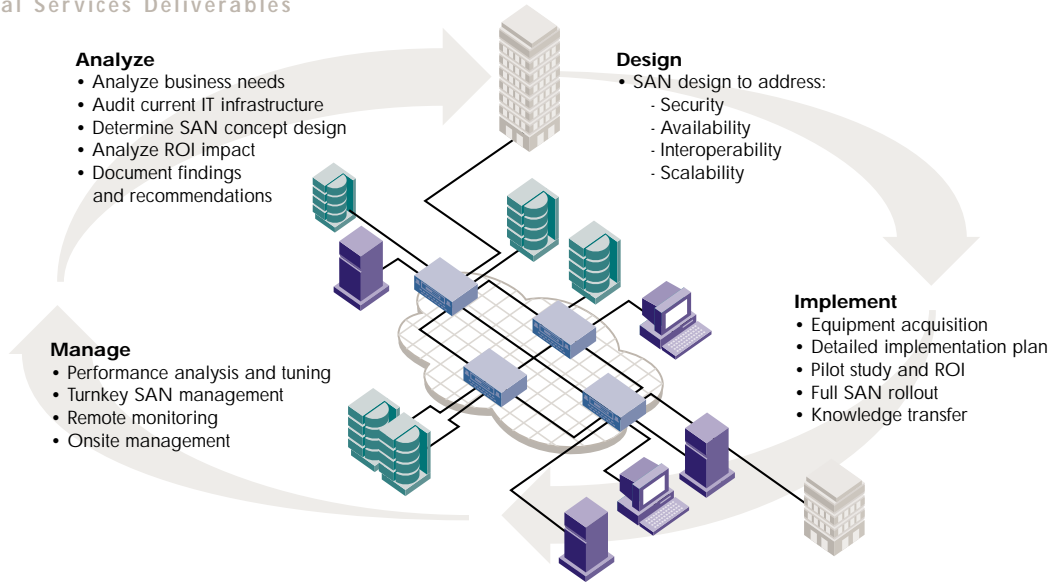
As you witness the unprecedented growth in the amount of data you must store and manage on a daily basis, are you confident that your storage environment is up to the task? If not, you might want to ask yourself the following questions:

- How well does my storage infrastructure meet my current and future business objectives?
- Is a SAN the right infrastructure for my business needs and how will it integrate with my heterogeneous server and storage environment?
- Will my business-critical applications integrate and scale seamlessly in a SAN environment?
- Do I have the right resources to assess, design, implement, and manage a SAN?
- How can I ensure that my SAN implementation will be on-time and on-budget?
- What will be my Return On Investment (ROI) with a SAN implementation?

As the technology and market leader in intelligent storage networking, Brocade® can help you answer questions about your most critical business issues—from improving availability, security, and resource utilization to reducing capital and operational expenses. Today, Brocade is partnering with industry leaders and experts in IT infrastructure services to deliver on the promise of networked storage technologies.

Brocade Professional Services Provider (PSP) partners can work with you to analyze your storage needs, recommend the most effective solution, and implement a strategic infrastructure designed to handle your most demanding business requirements. As a result, you can leverage this experience to realize the full potential of your SAN technology investment.

## Professional Services Deliverables



### PROFIT FROM PROVEN EXPERTISE

To ensure the same high level of quality you have come to expect from Brocade solutions, Brocade Professional Services are delivered by a select group of PSP partners that have successfully met the following criteria:

- Demonstrated extensive expertise and experience in large IT infrastructure design and implementation
- Integrated project planning and management skills with best-practices methodologies to provide a full range of SAN solutions
- Completed rigorous classroom and lab training at Brocade education facilities and achieved Brocade certification for SAN design and implementation
- Implemented in-house labs for testing and validating proposed SAN solutions
- Demonstrated efficiency in using Brocade ROI tools to quantify the return on your SAN investment

To provide the most comprehensive solutions, Brocade supports its partners with:

- Access to field-proven Brocade SOLUTIONware configurations, as well as Brocade SAN design and interoperability labs for validating heterogeneous and enterprise-level deployments
- Access to Brocade technical experts, who can review SAN designs and resolve interoperability and performance issues
- Continuing education and leading-edge ROI tools

### Maximize Your ROI with SANs

Brocade PSP partners use powerful ROI tools to quantify the return on your SAN investment. For example, Intuit recently achieved the following ROI benefits with its Brocade SAN implementation:

- Increased storage utilization by as much as 50 percent through storage consolidation (with an annual ROI of 296 percent)
- Reduced data backup and restore windows from 26 hours to just 3 hours (with an annual ROI of 123 percent)
- Increased system availability—with systems available even during backup and restore operations (with an annual ROI of 525 percent)

### CONTACT A BROCADE PSP PARTNER TODAY

To learn more about how Brocade Professional Services can simplify your SAN decisions and help make SANs a critical part of your strategic storage infrastructure, send e-mail to [profservices@brocade.com](mailto:profservices@brocade.com) or visit [www.brocade.com](http://www.brocade.com).



**BROCADE**

The intelligent platform for networking storage

**Corporate Headquarters**

*Brocade Communications Systems, Inc.*  
1745 Technology Drive  
San Jose, CA 95110  
T: (408) 487-8000  
F: (408) 487-8101  
info@brocade.com

**European Headquarters**

*Brocade Communications Switzerland Sàrl*  
29, route de l'Aéroport  
Case Postale 105  
1211 Geneva 15, Switzerland  
T: +41 22 799 56 40  
F: +41 22 799 56 41  
europe-info@brocade.com

**Asia Pacific Headquarters**

*Brocade Communications Systems, Inc.*  
The Imperial Tower 15th Fl.  
1-1-1 Uchisaiwaicho  
Chiyoda-ku, Tokyo 100-0011  
Japan  
T: +81 35219 1510  
F: +81 33507 5900  
apac-info@brocade.com

©2001 Brocade Communications Systems, Incorporated. All rights reserved. 09/01 GA-BR-142-00

Brocade, SilkWorm, and the Brocade logo are registered trademarks of Brocade Communications Systems, Inc., in the United States and/or in other countries. All other brands, products, or service names are or may be trademarks or service marks of, and are used to identify, products or services of their respective owners.

Notice: This document is for informational purposes only and does not set forth any warranty, expressed or implied, concerning any equipment, equipment feature, or service offered or to be offered by Brocade. Brocade reserves the right to make changes to this document at any time, without notice, and assumes no responsibility for its use. This informational document describes features that may not be currently available. Contact a Brocade sales office for information on feature and product availability.

Export of technical data contained in this document may require an export license from the United States Government.