

BROCADE



BROCADE COMPANY UPDATE & VISION

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Vice President of World Wide Sales and Services
Brocade

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Beijing

Agenda

- Company Background
- Acquisition Update
- Our Focus and Direction

Company Background

- Founded 1995, now 2400 employees with global presence
- Help customers to better connect and manage their information
- Proven customer benefits across every major industry
- SAN Pioneer and Leader - >13m SAN ports, 40,000 directors
- Going Beyond SAN with FAN and Services Leadership
- Standards, Technology, and Product Innovation
- Broadest partner and solution ecosystem
- Strong financial performance and investment profile



Brocade has a Singular Focus

We help organizations of all sizes to better connect, share, and manage their information

Our solutions help companies

- Reduce *costs* (capital and operating)
- Improve efficiencies (utilization and administrative) and reduce *complexity*
- Minimize risk (project, operational, data protection) and ensure *compliance*

The World's Most Demanding Customers Rely on Brocade Solutions



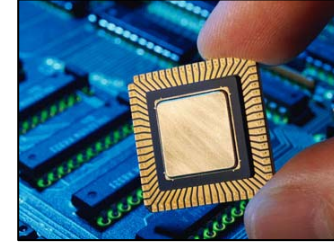
90+% of Automobile and Parts Manufacturers, including the TOP 10



90+% of Commercial and Investment banks, Including the TOP 10



90+% of Chemical Companies, Including the TOP 10



90+% of Electronics and Electrical Manufacturers, Including the TOP 10



90+% of Health Care and Pharmaceutical Companies, including the TOP 10



90+% of Industrial and Farm Equipment Manufacturers, including the TOP 10



90+% of Energy, Petroleum, and Mining Firms, including the TOP 10



90+% of Telecom Providers and Suppliers, including the TOP 10

We Have the Partnerships to Deliver The Broadest Range of High-Confidence and Complete Solutions

OEM Partners



Solution Partners



Brocade Acquisition Update

On January 29, 2007

- Brocade completed the acquisition of McDATA Corporation
- Brocade unveiled the combined product portfolio
- Brocade began to roll out its new brand

One team, One mission, One company...**BROCADE**



Brocade Acquisition of McDATA

- Creates broader range of solutions and services that protect and extend customers' existing investments in SAN infrastructure
- Accelerates the pace of innovation to deliver next generation solutions to address customers' information management challenges
- Benefits partners by reducing operational costs, accelerating investment in differentiated solutions to jointly develop new markets, and delivering higher levels of support and service

Philosophy Behind The Combined Roadmap

When faced with product tradeoffs, we followed a philosophy that considered:

- The key business ***requirements of our customers and partners***
- The success, acceptance, and ***competitive position of the product*** in the market
- The ***maximization of business continuity*** both today (in terms of supply and supportability) and in the future (in terms of architectures that enable non-disruptive upgrade paths to next-generation products)
- The ability for a particular product to be, or become, ***interoperable*** with other products
- The ability of a product, platform, or technology to be extended in order to provide better functionality, performance, or ***time-to-market*** of new features in the future

Brocade Commitment

"Absolute customer satisfaction is our priority. After five months of focused integration planning, today we are ready to bring the advantages of this combined company to the marketplace.”

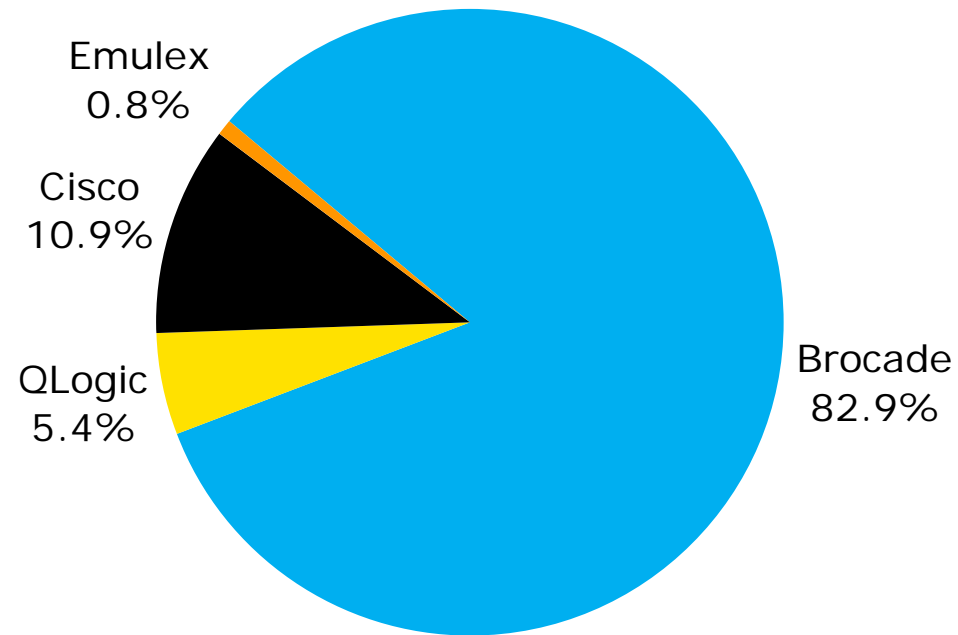
“We believe that our strengthened ability to rapidly deliver innovative technologies, combined with our industry-leading service and support capabilities, will be crucial to customers as they grow and evolve their data centers. It is an exciting day for Brocade.”

~ Mike Klayko, Brocade Chief Executive Officer

Fabric Interoperability

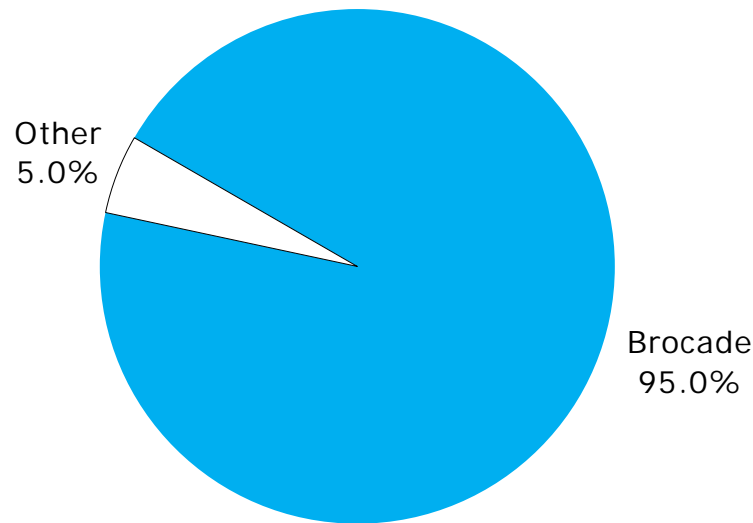
- “Interoperability” is often misunderstood or misused
- Brocade: The broadest interoperable FC solutions
 - Goal: Native E_Port interoperability between products
- **Requirements for real interoperability**
 - Basic connectivity and communications
 - Native support for the full feature set of both solutions
 - Non-disruptive upgrades and interoperability enhancements
 - Ongoing access and updates for all platforms (source code)
 - Change control practices and thorough testing
 - Comprehensive end-to-end support
- Brocade/McDATA Engineering will deliver Interoperability

SAN Market Leadership



SAN Installed Base

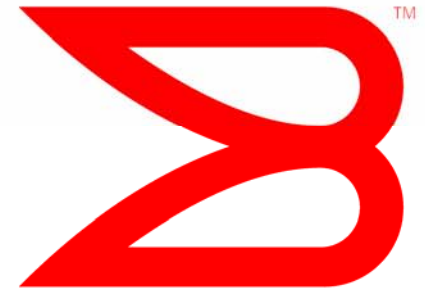
Leadership and Innovation for Mainframe Environments



***SAN Share
Mainframe Systems***

- Brocade is IBM's development partner for the FICON Standard
- Highest performance and reliability FICON solutions
 - Extensive FICON feature set
 - Broadest range of FICON solutions, including directors, switches, WAN extension
 - Over 4,500 FICON directors deployed WW

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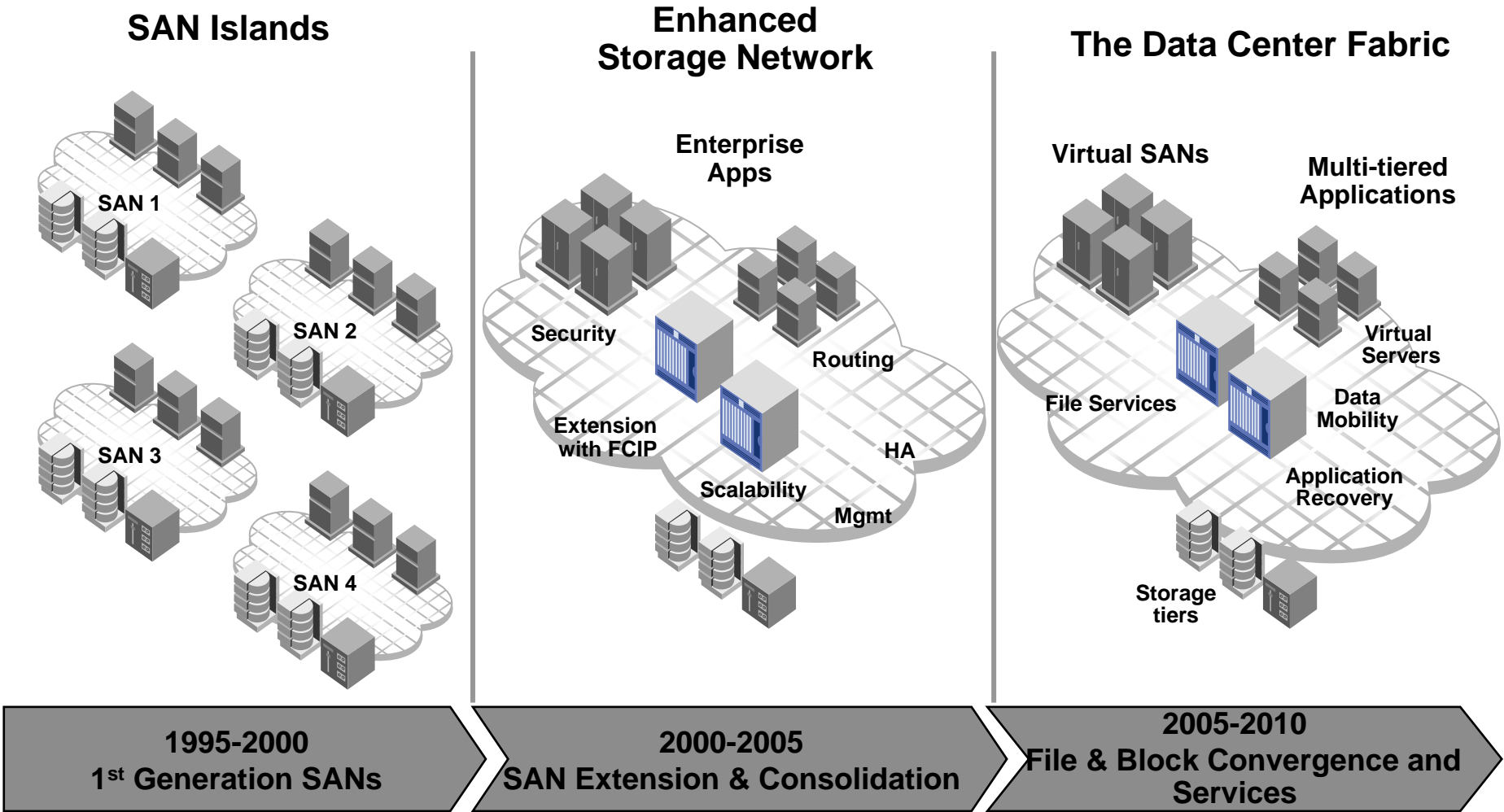
BROCADE FOCUS AND DIRECTION

Key Points of Our Strategy

- Shared storage will have an increasingly important role in driving next-generation efficiencies across the enterprise
- Brocade is executing on a strategy for growth and diversification of our technologies and solutions
 - Continue leadership and expansion in SAN infrastructure
 - New capabilities in FAN, related services, and other adjacent markets
- Our team is focused on and committed to delivering exceptional results for our customers, partners, and shareholders

Storage Network → Data Center Infrastructure Evolution

.....**Brocade Innovation and Investment Protection**



Our Focus is on helping customers cope with the following mega-trends regarding corporate data

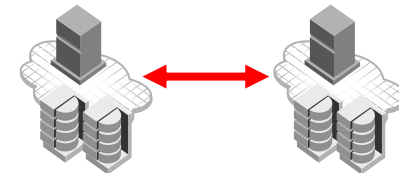
Unprecedented amount and growth of Digital Information



Businesses now must hold onto data longer



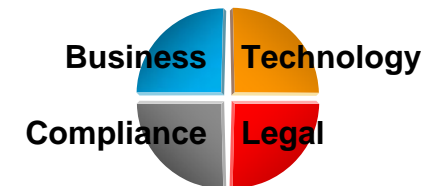
Decentralized Data is Difficult to Manage
Cost, Compliance, Privacy, and Security Challenges



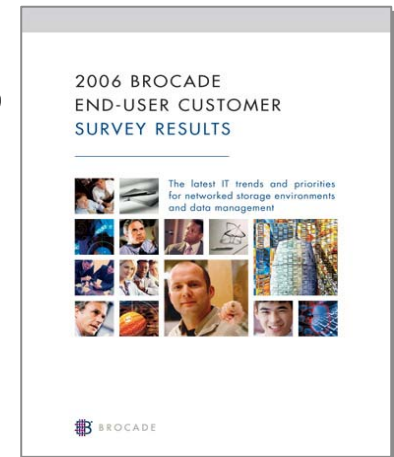
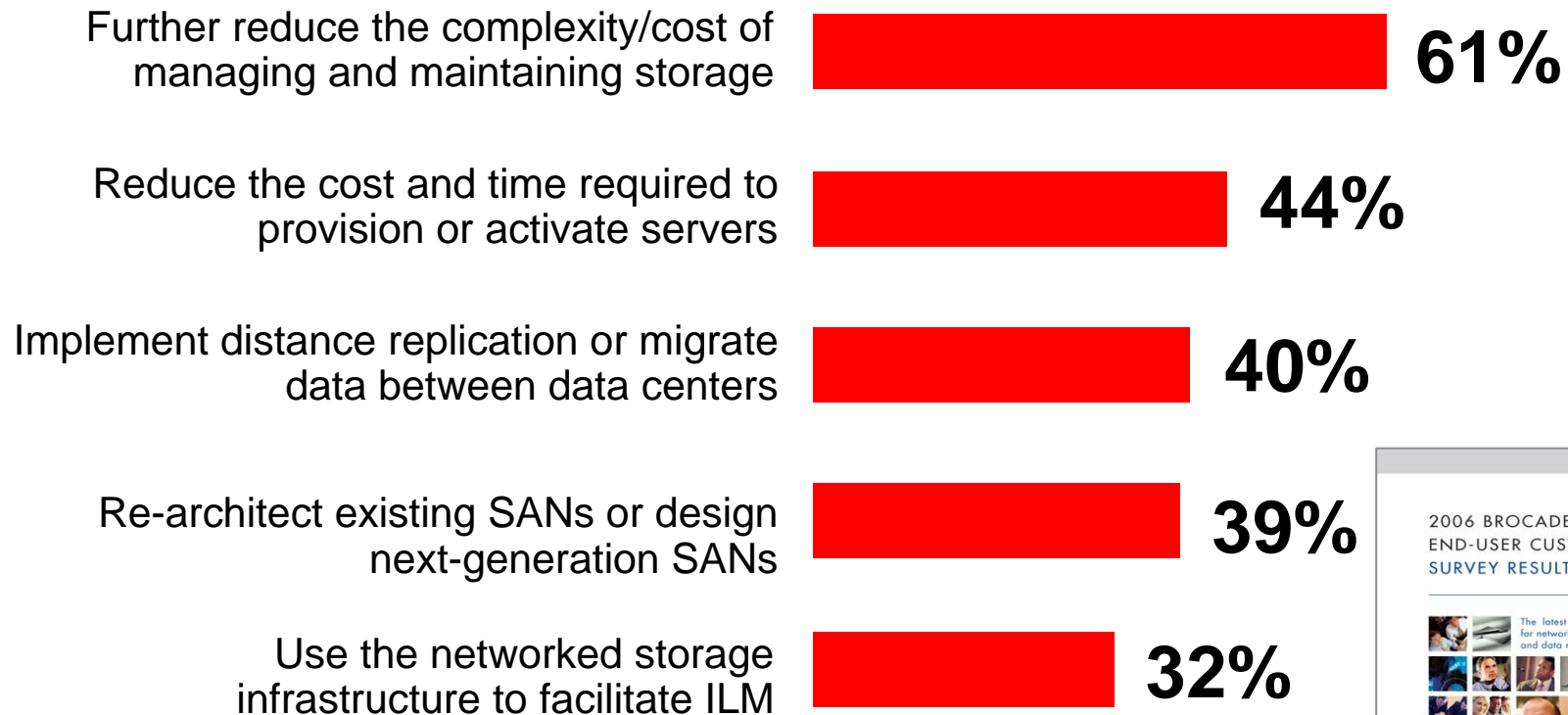
All TYPES of data must be considered (structured, unstructured, semi-structured)



Compliance and Corporate Governance is driving unprecedented accountability for this data



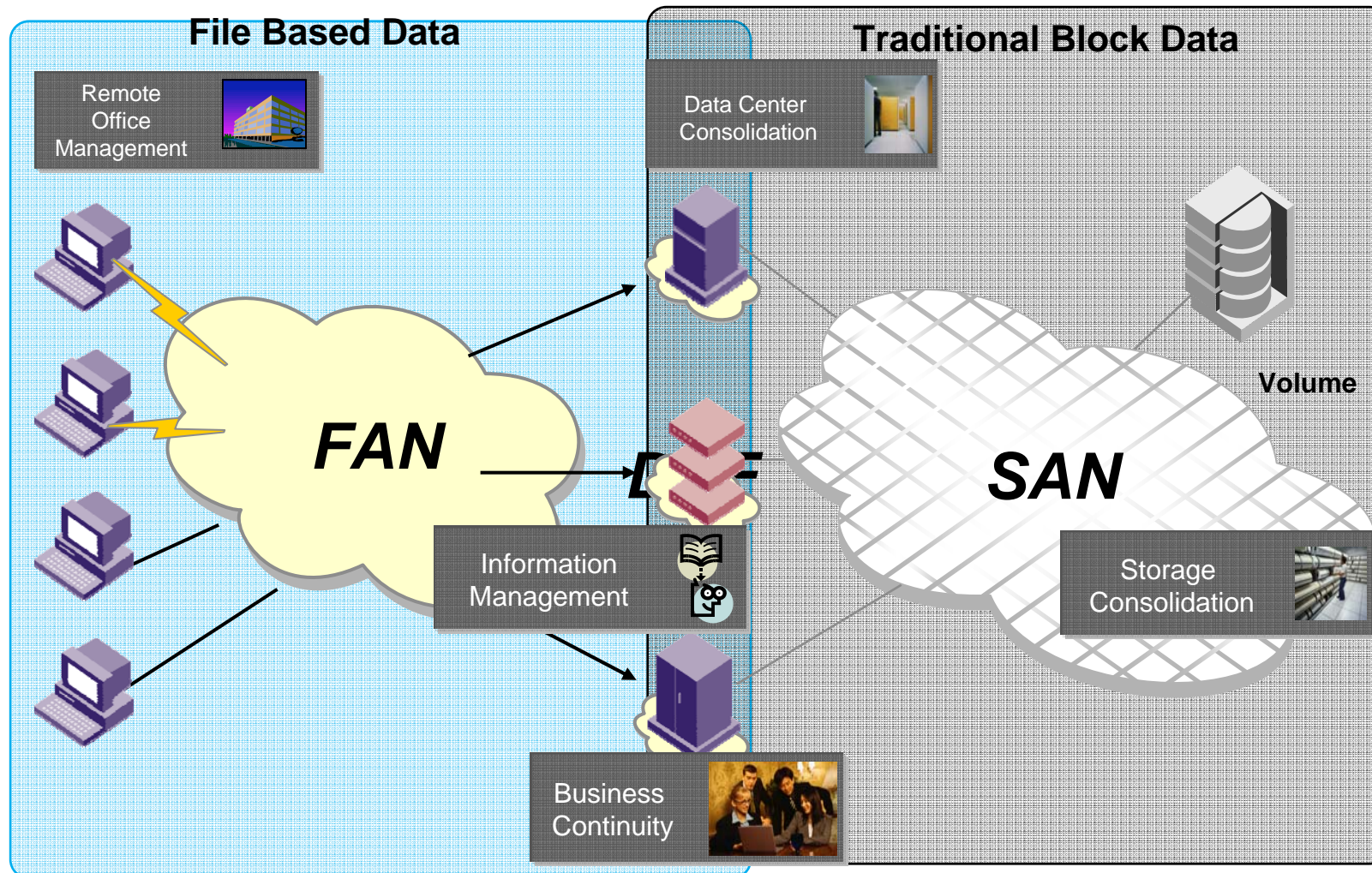
Customers Want More out of their Storage Networking Infrastructure and Investment



Source: 2006 Brocade End-user Customer Survey Results, June 2006; n=572
March, 2007



Brocade's Data Center Fabric Converged Fabric!



Brocade SAN Family

Leading SAN Connectivity Solutions for Open System and Mainframe Environments

Performance Leadership
Scalable Software and Services
Common Management
True Interoperability
Investment Protection and Extension



Bladed Server Modules



200E

8, 12, 16 ports



4100

16, 24, 32 ports



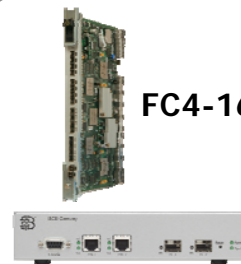
5000

16, 24, 32 ports



4900

48000
Mi10K
M6140



FC4-16IP

iSCSI Gateway



M3000



FR4-18i



7500



USD-x6/12

Routing and Extension Solutions



Leading the Emerging File Area Network (FAN) Market



- Only complete suite of integrated FAN software
- Leading products for enterprise – wide (StorageX) and branch office (WAFS) needs
- Only suite integrated with Microsoft platform and technologies
- Leading industry standards efforts

Brocade FAN Products

Gaining control of enterprise-wide file data

Brocade StorageX	Logically aggregates and manages distributed file data across heterogeneous environments, using automation and policies
Brocade WAFS	Optimizes branch office operations by simplifying and accelerating wide area file management
Brocade MyView	Enhances access controls with personalized, secure access to Windows file resources across the enterprise; improves security and compliance
Brocade FLM	Automatically moves files across tiers of storage based on specified policies; reduces storage costs and increases compliance
Brocade UNCUpdate	Supports non-disruptive storage migration by accurately reporting and updating interdependent references in files
Brocade DDM	Reduces file restoration and recovery times



All based on, and integrated with, Microsoft technology

Why Customers Choose Brocade

- The best products
- The highest quality and reliability
- The most innovation
- The deepest experience and expertise
- Uncompromising focus and vision
- Compelling and non-disruptive path to next-generation capabilities and benefits



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THANK YOU