



SOLUTION BRIEF

The Brocade Mobility TCO Advantage

Brocade® Mobility enterprise Wireless LAN (WLAN) solutions are second to none in features and quality, with sensible pricing that helps ensure an exceptional return on investment. While every wireless vendor claims low Total Cost of Ownership (TCO), Brocade delivers proven, full-featured best-in-class WLAN solutions for less capital and lower day-to-day operational costs. A standard feature set includes advanced functionality, such as mesh, high-availability, clustering, and end-to-end security— features that are often optional on competitive products. In addition, no access point or feature licenses are required; when organizations purchase Brocade solutions, they have access to all of the integrated functionality.

Brocade Mobility WLAN solutions also set the bar for ease of implementation and operation. Advanced troubleshooting further reduces support costs by eliminating up to 70 percent of onsite repair-related visits. Furthermore, Brocade dual-purpose access points provide wireless traffic and dedicated dual-band sensing, eliminating the need to purchase and manage a dedicated sensing infrastructure while providing a greener and more cost-effective approach to 24x7 security.

Brocade Mobility solutions have proven to be the industry's best price-performance value. A comparison of five-year TCO for identically featured 802.11n WLAN solutions from Brocade and two major competitors reveals that Brocade offers the greatest value at the lowest cost.¹

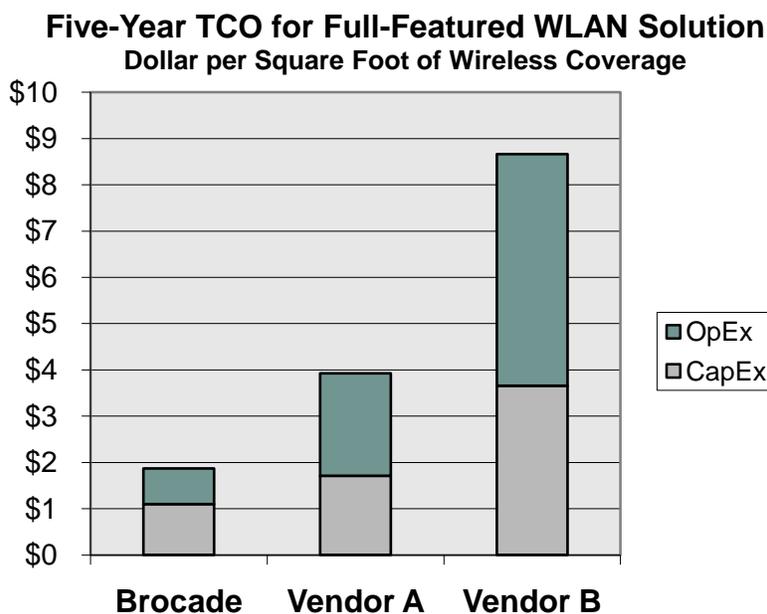


Figure 1. Brocade Mobility solutions provide the best price-performance value over competitive WLAN solutions.

¹ Refer to *Appendix: Assumptions for Five-Year TCO Calculation* for additional information.

THE BROCADE ADVANTAGE

Brocade Mobility WLAN products are designed to deliver the best value, offering the lowest all-inclusive cost per square foot over a five-year period. When organizations choose Brocade Mobility solutions, they can expect maximum functionality, gap-free security, and maximum uptime— all at a minimum cost.

Lower Capital Expenses

With Brocade Mobility solutions, less equipment is required, and all major features are included at no extra cost. Moreover, Brocade infrastructure is designed to integrate easily with organizations' existing network technologies, eliminating the need to upgrade current equipment while protecting their IT investments.

Brocade Mobility solutions help reduce capital expenses in several ways, including:

- Brocade integrates all core features—including firewall, AAA Radius server, and IPSec VPN—directly into the standard product configuration. No additional licenses or add-on costs are required.
- Multi-functional, full-featured access points and wired/wireless switches and controllers offer a comprehensive WLAN strategy that greatly reduces the need for additional hardware. For example, the Mobility 7131 Access Point can provide simultaneous support for wireless data and dedicated sensing.
- Wireless controller clustering and Adaptive architecture significantly reduce the number of required wireless controllers and licenses.
 - Active/Active failover eliminates the need for a dedicated passive redundant wireless controller, enabling wireless controller assets to be fully utilized. As a result, organizations do not need to purchase dedicated controllers to handle failover.
 - Organizations can share licenses within the cluster, adding capacity without the incremental cost.
 - Intelligent Adaptive access points offload the wireless controller, delivering unsurpassed scalability.
- The Brocade FastIron® CX Series provides the power, density, performance, scalability, and flexibility required by enterprise WLANs. It enables organizations to deliver performance and intelligence to the network edge in a flexible, small form-factor solution that helps reduce both infrastructure and administrative costs.
 - FastIron CX switches yield the lowest power consumption in the industry: 10 percent lower than the closest competitor.
 - Layer 3 functionality is included in Brocade switch base models; no software license is required.
 - Free Brocade Assurance™ Limited Lifetime Warranty on FastIron CX switches² with next-business-day advanced hardware replacement helps ensure business continuity.

Lower Operating Expenses

With less networking equipment to purchase, organizations have less equipment to manage and maintain. At the same time, Brocade offers advanced features and management tools for wireless and wired networking that greatly simplify management. The result is a substantial reduction in IT manpower, time, and costs.

Brocade Mobility solutions help reduce operating costs by providing innovative and highly efficient features. For example:

² Available with Brocade FastIron SX and FastIron CX switches.

- Plug-and-play mesh provisioning significantly reduces deployment time and ongoing management.
- Wireless controller clustering enables organizations to manage multiple wireless controllers as a single virtual controller, dramatically simplifying operation/management.
- Two access points can be replaced by one, dramatically reducing the number of devices that must be managed.
- Integrated advanced troubleshooting and analysis tools within Motorola AirDefense® Enterprise Appliances for Brocade Mobility enable IT to easily support many sites from a single centralized location, eliminating the need to hire dedicated onsite IT expertise or dispatch technicians to resolve network issues.
- AirDefense Enterprise Appliances provide an integrated management system that enables the highest levels of security, rogue mitigation, and policy enforcement while greatly reducing management complexity, time, and costs.
- The FastIron SX and FastIron CX series share a common operating system and feature an industry-standard Command Line Interface (CLI), reducing the learning curve on the solution and enabling easy, seamless deployments.
- Brocade IronShield® 360 and Ethernet switch-based sFlow capability prevent security attacks right at the edge of the network, helping to ensure business continuity and higher network uptime while reducing operating costs.

World-Class, Proven Technology

By selecting Brocade, organizations get the peace of mind that comes with proven technology. Many of the world's major enterprises rely on Brocade campus networking solutions, such as Brocade Mobility WLAN products, to help improve employee productivity and increase business agility.

ABOUT BROCADE

From enterprise data centers to the service provider core, Brocade develops extraordinary networking solutions that connect the world's most important information. Delivered directly and through global partners, these solutions help today's data-intensive organizations operate more efficiently and maximize the business value of their data. Learn more at www.brocade.com.

APPENDIX: ASSUMPTIONS FOR FIVE-YEAR TCO CALCULATION

- Customer profile: Headquarters (10,000 square feet), 10 large branch offices (10,000 square feet each), and 200 medium branch offices (5000 square feet each) for a total area of 1,110,000 square feet.
- All inclusive costs are based on vendor pricing and discounts.
- Costs include hardware, network planning, installation, ongoing maintenance, troubleshooting, and support for an 802.11n wireless LAN with controller redundancy, a stateful firewall, integrated VPN, role-based security, mobility support, voice optimization, and a dedicated wireless Intrusion Prevention System (IPS).
- Cost estimates are based off a percentage of list prices (consistent for all vendors) and are estimates only—not formal quotes.
- Actual prices may vary. Site surveys are necessary for all customer installations.

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