



BROCADE PRODUCT PLAN AND PORTFOLIO: JANUARY 29, 2007

**An overview of the complete Brocade product family following
the McDATA acquisition**

2007 BROCADE PRODUCT PLAN AND PORTFOLIO

One of the most critical objectives in planning for the Brocade® acquisition of McDATA was to develop a clear product portfolio and product strategy that met the expectations of both companies' customers and partners. As part of that planning process, we spoke with a wide range of customers and partners to better understand their unique requirements. As such, we strived to take full advantage of the complementary strengths of both companies in:

- Providing excellent product value and technology leadership
- Offering the industry's broadest choice of solutions
- Investing aggressively in strategic and innovative technologies
- Ensuring seamless interoperability between both companies' products
- Ensuring maximum business continuity and minimal disruption for customers

We realize that customers around the world have made significant investments in both Brocade and McDATA solutions, and we are firmly committed to protecting and seamlessly extending those investments with dedicated support and services in addition to clear product continuity, transition, and migration plans where needed.

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

This document provides an overview of the combined company's industry-leading portfolio of solutions and product strategy for the following products and product categories:

- Storage Area Network (SAN) Directors
- SAN Management Software
- SAN Routing and Fibre Channel Extension over IP
- SAN Mainframe Connectivity and Extension Solutions
- SAN Fabric Interoperability
- SAN Switches
- SAN Switch Modules for Blade Servers
- Virtualization Platforms
- FSP 2000 DWDM
- SpectraNet Replicator
- Virtual Tape Library
- File Area Network (FAN) Solutions
- Customer Support
- Professional Services
- Education Services

Although Brocade will become the master brand name for all products, we will retain certain product names and descriptors from both companies (as seen throughout this document) to help clarify specific offerings. More detailed information on these solutions is available at www.brocade.com, or from Brocade representatives. In addition, Appendix A provides a list of the new product names that will be used following the acquisition.

SAN Directors

Before the acquisition, Brocade and McDATA both offered SAN director offerings: the McDATA Intrepid family (including the Intrepid 6140 and i10K), and the Brocade SilkWorm® 48000 Director.

These director products have exhibited broad customer acceptance, outstanding performance, ease of management, and favorable total cost of ownership in specific market segments. Moreover, both Brocade and McDATA customers have expressed a strong desire for the continuity of their respective directors in order to achieve the best operational efficiency and continuity, and to minimize disruption.

As previously committed, all three directors will continue to be available from Brocade:

- The Brocade 48000 Director will be the preferred director for the Brocade installed base and for many new deployment use cases.
- The Intrepid 6140 and i10K Directors (which will be renamed as the Brocade M6140 and the Brocade Mi10K, respectively) will be the preferred solutions for the McDATA installed base, focused on extending existing investments and ensuring maximum continuity for McDATA customers. New customers will also be able to purchase these directors, whose differentiated features might be required in certain market segments.

The three director platforms will be fully and equally supported by Brocade. We are strongly committed to providing these SAN directors for both open systems and mainframe environments. Each is FICON®-certified, and we will continue to deliver industry-leading FICON connectivity extension solutions and support as well as open systems solutions.

We will also leverage our combined engineering teams to incorporate the architectures and best features of these systems into a common SAN director platform at the 8 Gbit/sec Fibre Channel technology transition, which we currently estimate to occur in 2008. We will design this new SAN director platform to be fully interoperable and backward compatible with all three of the current director platforms.

SAN Management Software

SAN management software is essential to simplifying overall storage management, and Brocade will continue providing a comprehensive portfolio of offerings that improve efficiency and resource utilization for networked storage environments. We are committed to ensuring that our SAN management solutions can accommodate and manage Brocade, McDATA, and mixed environments, as well as other vendors' SAN products. Our primary goal is to provide customers with the industry's most flexible and powerful applications without disrupting how they currently manage their SAN environments.

Going forward, the comprehensive Brocade family of SAN management solutions will include:

- **Brocade Enterprise Fabric Connectivity Manager (formerly McDATA EFCM):** Brocade EFCM will become the converged management application for all SAN products, evolving to incorporate functionality from Brocade Fabric Manager. This solution can already manage Brocade SAN switches and directors as well as McDATA products, and we will develop it further to accommodate future products and technologies.
- **Brocade Fabric Manager:** Fabric Manager will continue to be offered and enhanced until the converged Brocade EFCM application is available with Fabric Manager functionality. We anticipate that this transition will occur by the first half of 2008.
- **The Brocade SAN Health Family:** The SAN Health family will continue to be available for Brocade, McDATA, or mixed environments. Key offerings will include SAN Health Diagnostics Capture (a free SAN diagnostic utility and the industry's most popular SAN management tool), SAN Health Pro (a subscription-based extension that includes robust search and change management features), and SAN Health Expert (a SAN Health-based professional service with Brocade expertise provided on a quarterly basis).

SAN Routing and Fibre Channel Extension over IP

Providing reliable solutions for routing, extension, and disaster recovery—with interoperability across all Brocade SAN director and switch platforms—is a critical part of the Brocade business strategy. Today, the Brocade 7500 SAN Router and the Brocade FR4-18i Director Blade (for use in the Brocade 48000 Director) provide the highest-performing and broadest feature set with respect to Fibre Channel routing and extension over IP (FC-IP) for long-distance SAN communications. Both of these products currently support McDATA interoperability and work seamlessly in Brocade, McDATA, or mixed environments.

We plan to consolidate our SAN router offerings on the Brocade 7500 and Brocade FR4-18i within six (6) months following the acquisition. This strategy will enable Brocade to meet the market requirements for routing, extension, and disaster recovery with products that already support McDATA interoperability across all SAN director and switch platforms.

The McDATA routing products (the McDATA 2640 and 1620 SAN Routers) will be phased out in 2007, but will continue to be supported for five (5) years after their End of Sale date as part of Brocade's long-term support commitment.

SAN Mainframe Connectivity and Extension Solutions

Brocade is also firmly committed to continued leadership and innovation in the mainframe connectivity business and, more specifically, to FICON protocols and FICON extension solutions. We will aggressively invest in our partnership with IBM and others to provide the industry's most reliable and highest-performing mainframe connectivity solutions. In addition to the three Brocade SAN director platforms, the following SAN switches are FICON-certified:

- Brocade 4100 Switch (32 ports)
- Brocade 4900 Switch (64 ports)

Moreover, Brocade will continue to deliver the following industry-leading FICON and ESCON extension and conversion products:

- McDATA UltraNet Edge Storage Router (now called the Brocade Edge M3000)
- McDATA UltraNet Edge Storage Director eXtended 6 and 12 (now called the Brocade USD-X6 and USD-X12)

SAN Fabric Interoperability

Brocade is committed to providing native interoperability throughout our integrated SAN product family in order to solve real-world customer challenges. The term “interoperability” is often misunderstood in the industry. To be clear: our goal is to provide native E_Port interoperability between products at the physical, services, and management layers. This approach will give customers the flexibility to expand their existing SANs and to build new networks in the most seamless, efficient, and supportable manner possible.

Delivering true interoperability between SAN switches involves ensuring that the services architecture in each firmware release is synchronized and then tested with adjacent firmware levels on all relevant platforms. Brocade has access to the source code for all of the platforms in our integrated product family, and we are committed to interoperability between those platforms, including ongoing interoperability across future releases.

In order to provide sustainable interoperability, the engineering teams from Brocade and McDATA will make controlled changes as required in each source code base to enable seamless product operation. This certified and tested level of interoperability will be designed to meet the following criteria:

- Enable basic connectivity and communications between switches
- Natively support the full intelligent fabric services feature sets of both Brocade and McDATA solutions without causing fabric disruption or compromising functionality
- Enable non-disruptive upgrades and interoperability enhancements to both the McDATA firmware and Brocade Fabric OS® for sustainable, ongoing interoperability over time
- Ensure complete, ongoing access and updates to source code for all platforms that need to interoperate
- Enact reliable change control practices and thoroughly test all source code changes to ensure full interoperability over time
- Guarantee end-to-end support with full access to source code for comprehensive troubleshooting and code updates

SAN Switches

The SAN switching segment is a critical part of the Brocade business, and we are committed to strengthening our leadership position and innovation across all the relevant price-performance points in the segment.

Both Brocade and McDATA have been providing 4 Gbit/sec Fibre Channel SAN switches in the entry and midrange switch segments. However, the respective switch product lines are largely overlapping in terms of base functionality, with the primary difference being software compatibility (Brocade switches run Brocade Fabric OS and seamlessly interoperate with

other Brocade products, while McDATA switches run McDATA EOS and seamlessly interoperate with McDATA products).

Because the combined company will be able to produce interoperable switches for both environments, our strategic direction will be to produce a single line of switch products that will interoperate fully with Brocade and McDATA SAN environments.

Going forward, the current Brocade Fibre Channel switch architecture (used in the Brocade 200E, Brocade 4100, and Brocade 4900) will provide the foundation for the SAN switch product line. This architecture will support interoperability and manageability in Brocade, McDATA, and mixed environments. More specifically, we will make the Brocade switches interoperable with the McDATA Sphereon 4x00 switch family as well as with the McDATA Intrepid 6140 and i10K directors to form the industry's most comprehensive family of interoperable SAN directors and switches.

The McDATA Sphereon 4400 and 4700 Switches will be phased out in 2007, but will continue to be supported by Brocade for five (5) years after their End of Sale date.

SAN Switch Modules for Blade Servers

Brocade will continue to deliver the most cost-effective storage networking solutions for blade server environments—while enhancing our range of solutions so that they interoperate with SAN switches and directors from McDATA and other vendors (via the Brocade Access Gateway, which is planned for formal announcement in the near future). In addition to mixed-vendor interoperability, the Brocade Access Gateway will provide ease of use and unprecedented scalability for blade server environments.

The following blade server modules will continue to be available from Brocade and each will be enhanced with the interoperability features of the Brocade Access Gateway:

- The Brocade 4012 and 4024 for HP p- and c-class products
- The Brocade 4020 for the IBM BladeCenter and Intel chassis
- The Brocade 4016 for the Dell Power Edge
- The Brocade 4016 for the Fujitsu-Siemens PRIMERGY Blade Server
- The Brocade 4016 for the Hitachi BladeSymphony Server

Because these blade server modules operate in Brocade and mixed-vendor environments, we will immediately discontinue the availability of McDATA blade server module offerings.

Virtualization Platforms

Brocade will continue to deliver the most cost-effective virtualization and storage application platforms with the Brocade Fabric Application Platform (to be renamed as the Brocade AP7420) as well as its next-generation replacement(s), which we anticipate delivering to the market beginning in mid-2007.

The McDATA Application Services Module (ASM) will be discontinued and future application development will be transitioned to the Brocade AP7420 and its successors.

Today, the Brocade Fabric Application Platform is the basis for EMC's Recoverpoint and Invista solutions, along with Fujitsu-Siemens's Eternus solution. This platform also hosts applications such as Brocade Data Migration Manager (DMM) and Brocade Application Resource Manager (ARM).

The next-generation Brocade virtualization and fabric application platforms will be designed to provide the following new capabilities:

- Increased scalability
- Unparalleled performance with 4 Gbit/sec speeds
- Increased throughput in terms of I/Os Per Second (IOPS)
- Greater interoperability
- Advanced features such as redirection in multivendor fabrics

FSP 2000 DWDM

Brocade is committed to providing the highest-performing distance extension solutions over dark fiber, and today we partner with industry leaders such as Nortel, Ciena, and Adva. We will continue to work closely with these strategic partners to provide the industry's broadest and most interoperable distance extension offerings.

In addition, Brocade will offer the FSP 2000 DWDM Multiplexer from Adva through Brocade Professional Services, and will discontinue rebranding it (as McDATA had previously done in certain geographic regions).

SpectraNet Replicator

Brocade will immediately provide an End of Sale notice to Channel Partners for the McDATA SpectraNet Replicator, indicating that partners will have six (6) months to procure the product from Brocade and supply it in the market.

Virtual Tape Library

Brocade will immediately provide an End of Sale notice to Channel Partners for the McDATA Virtual Tape Library, indicating that partners will have six (6) months to procure the product from Brocade and supply it in the market.

File Area Network (FAN) Solutions

Brocade has a comprehensive strategy to continue providing enterprise-class FAN solutions that streamline the management of file-based (unstructured) data. Brocade offerings in this area will continue to include:

- **Brocade Wide Area File Services (WAFS):** Helps optimize branch office operations by simplifying wide area file management and improving wide area bandwidth capabilities via WAN acceleration features
- **Brocade StorageX®:** Provides an integrated suite of applications designed to logically aggregate distributed file data across heterogeneous environments, utilizing automation and policies to better manage distributed file data
- **Brocade MyView®:** Enhances resource access management by providing personalized, secure access to Windows file resources across the enterprise, thereby improving data security and compliance practices

- **Brocade File Lifecycle Manager® (FLM):** Automatically moves files across tiers of storage based on specified policies, helping to address compliance requirements and reduce storage costs
- **Brocade UNCUpdate:** Helps support non-disruptive storage migration by accurately reporting and updating interdependent references in files
- **Brocade Data on Demand Manager (DDM):** Simplifies data migration and reduces restoration time to significantly improve data recovery time objectives

Based on the Microsoft Windows platform, these products natively integrate into Microsoft environments by leveraging technologies such as Microsoft Distributed File System (DFS) and Active Directory. For example, Brocade StorageX enables the integrated management of logical and physical storage elements, making it the most comprehensive Windows storage management solution available.

Brocade will immediately phase out the availability of the McDATA SpectraNet WDS Accelerator (from Riverbed).

Customer Support

Customer satisfaction has always been our top priority, and our goal is to ensure a seamless transition regarding all of our support services. As a result, we plan to maintain all existing support plans and contact information as follows:

- There will be no changes to the support level customers and partners have been receiving or have purchased.
- All support access methods will remain in place regardless of whether a product was purchased from Brocade or McDATA.
- All existing service level agreements will continue.

In the coming months after the close of the acquisition, we will begin consolidating call center numbers, e-mail aliases, and other contact information. In turn, we will provide regular updates to keep customers and partners apprised of these changes as they occur.

Today, a comprehensive Customer Support Reference Guide is available at www.brocade.com/support.

CURRENT SUPPORT CONTACT INFORMATION	
Brocade Contact Information	<ul style="list-style-type: none"> • Continental US: 1-888-283-4273 • Europe, Middle East, and Africa: +800 28 34 27 33 • Asia Pacific: +800 28 34 27 33 • For areas without toll-free access: 1-408-333-6061 • E-mail: support@brocade.com
McDATA Contact Information	<ul style="list-style-type: none"> • US and Canada: 1-800-752-4572 • International: 1-720-558-3910 • E-mail: mcdatasupport@brocade.com

Professional Services

The acquisition of McDATA strengthens the core capabilities of the Brocade Professional Services portfolio, contributing new expertise in data backup, business continuity, and FICON connectivity. Brocade will continue providing comprehensive lifecycle services with flexible options for optimizing existing IT infrastructures and building new leading-edge data center architectures.

Because the existing Brocade and McDATA service portfolios complement each other, Brocade will be able to deliver unified data center services for SAN and FAN environments in strategic areas such as:

- Data infrastructure management
- Data access and business continuity
- Data migration
- Data security
- Remote office optimization

Brocade also offers Resident Consulting Services for customers who want a Brocade expert onsite to focus on key data center initiatives and daily operations. Moreover, we are committed to developing migration tools and services that will help simplify the development of mixed-vendor SAN environments and ensure the most seamless transition to a merged environment in the future.

Education Services

Brocade Education Services offerings are already regarded as some of the best in the industry, and we will continue to bolster those offerings with leading-edge education for McDATA solutions. Today, we provide a broad range of training opportunities for both SAN and FAN environments, including:

- Instructor-led training at Brocade facilities around the world
- Customized training at customer sites
- Online Web-based training

In addition, we offer the industry's leading SAN certification program featuring the following credentials:

- Brocade Certified Fabric Professional
- Brocade Certified SAN Designer
- Brocade Certified SAN Manager

Going forward, Brocade is committed to delivering the industry's broadest and deepest educational opportunities to help customers maximize the value of their investments in both Brocade and McDATA solutions.

LEARN MORE

We believe that Brocade's acquisition of McDATA will provide new levels of value to both companies' customers and partners and solve a wide range of critical business challenges. As we begin to unify the full range of product offerings under the Brocade brand, we will be focused on making the transition as seamless as possible for everyone involved.

To learn more about our solutions, please contact a Brocade representative or visit www.brocade.com.

APPENDIX A. CURRENT AND PLANNED BROCADE PRODUCT OFFERINGS

After the close of the acquisition, the brand name “Brocade” will replace the previous brand names used by both Brocade and McDATA. However, certain product names and categories will remain the same to help clarify specific offerings.

CURRENT PRODUCT NAME	NEW PRODUCT NAME
SAN Directors	
Brocade SilkWorm 48000	Brocade 48000 Director
McDATA Intrepid 10000	Brocade Mi10K Director
McDATA Intrepid 6140	Brocade M6140 Director
SAN Director Blades	
Brocade SilkWorm FC4-16IP	Brocade FC4-16IP Director Blade
Brocade SilkWorm FR4-18i	Brocade FR4-18i Director Blade
SAN Management Software	
Brocade Web Tools	Brocade Web Tools
Brocade Fabric Manager	Brocade Fabric Manager
McDATA EFCM Enterprise, Standard, Basic	Brocade Enterprise Fabric Connectivity Manager (EFCM)
SAN Extension and Routing Products	
Brocade SilkWorm 7500	Brocade 7500 SAN Router
McDATA 2640 SAN Router	Brocade M2640 SAN Router
McDATA 1620 SAN Router	Brocade M1620 SAN Router
McDATA UltraNet Edge Storage Router	Brocade Edge M3000
McDATA UltraNet Edge Director eXtended (6 slot)	Brocade USD-X6
McDATA UltraNet Edge Director eXtended (12 slot)	Brocade USD-X12
McDATA FSP 2000 DWDM	Brocade FSP 2000 Dense Wavelength Division Multiplexer (DWDM)
SAN Switches	
Brocade SilkWorm 4900	Brocade 4900 Switch
Brocade SilkWorm 4100	Brocade 4100 Switch
Brocade SilkWorm 200E	Brocade 200E Switch
McDATA Sphereon 4700	Brocade M4700 Switch
McDATA Sphereon 4500	Brocade M4500 Switch*
McDATA Sphereon 4400	Brocade M4400 Switch
Application Modules and Gateways	
Brocade iSCSI Gateway	Brocade iSCSI Gateway
Brocade SilkWorm Multiprotocol Router and	Brocade AP7420

Fabric Application Platform	
Brocade Tapestry ARM	Brocade Application Resource Manager (ARM)
Brocade Tapestry DMM	Brocade Data Migration Manager (DMM)
McDATA Virtual Tape Library	Brocade Virtual Tape Library
McDATA Virtualizer and the Application Services Module	Brocade Virtualizer*
SAN Operating System and Software	
Brocade Fabric OS	Brocade Fabric OS
Brocade Advanced Fabric Services	Brocade Advanced Fabric Services
Brocade ISL Trunking	Brocade Inter-Switch Link (ISL) Trunking
McDATA Open Trunking	Brocade Open Trunking
Brocade Advanced Performance Monitoring	Brocade Advanced Performance Monitoring
Brocade Fabric Watch	Brocade Fabric Watch
Brocade Extended Fabrics	Brocade Extended Fabrics
Brocade Advanced Zoning	Brocade Advanced Zoning
Brocade Secure Fabric OS	Brocade Secure Fabric OS
Enterprise OS - McDATA OS	Brocade Enterprise OS
McDATA SANtegrity Security Software	Brocade SANtegrity Security Software
Other	
McDATA Cabinet	Brocade Cabinet
SAN Health	
Brocade SAN Health	Brocade SAN Health
FAN Solutions	
Brocade Tapestry Wide Area File Services (WAFS)	Brocade Wide Area File Services (WAFS)
McDATA SpectraNet WDS Accelerator	Brocade WDS Accelerator
McDATA SpectraNet Replicator	Brocade FAN Replicator
Brocade Tapestry StorageX	Brocade StorageX
Brocade Tapestry File Lifecycle Manager (FLM)	Brocade File Lifecycle Manager (FLM)
Brocade Tapestry MyView	Brocade MyView
Brocade Tapestry Data on Demand Manager (DDM)	Brocade Data on Demand Manager (DDM)
Brocade Tapestry UNCUpdate	Brocade UNCUpdate

* These products will not appear on the Brocade Web site following the acquisition. The Brocade M4500 (McDATA Sphereon 4500) is currently classified as End of Sale by McDATA and will be placed in the Brocade End of Sale section at www.brocade.com.

© 2007 Brocade Communications Systems, Inc. All Rights Reserved. 01/07 GA-RG-884-00

Brocade, the Brocade B-weave logo, Fabric OS, File Lifecycle Manager, MyView, Secure Fabric OS, SilkWorm, and StorageX are registered trademarks and the Brocade B-wing symbol and Tapestry are trademarks of Brocade Communications Systems, Inc., in the United States and/or in other countries. FICON is a registered trademark of IBM Corporation in the U.S. and 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. Moreover, Brocade does not assume any obligation to update or revise any such forward-looking statements. 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.

This document contains forward-looking statements, including information regarding Brocade's product plans and anticipated features. These statements are based on current expectations on the date of this announcement and involve a number of risks and uncertainties, which are described in Brocade's annual and quarterly reports filed with the SEC and available at www.sec.gov.