

[Customer Name Here]

*Brocade's Branch Office  
Manager Solution*

[Presenter Name]

[Presenter Email]



## What If...

More than 30% of operating costs and up to 80% of IT resource time go to manual configuration of new and ongoing management of branch networks

Deploying and managing your branch office network was as easy as setting up a printer at home?

# Branch office networks are increasingly critical to the success of an enterprise

Enterprises are growing their footprint to be **closer to customers, partners, and employees**

# 75%

of enterprise employees work in branch offices

**Branch employees expect the same experience as if they were in headquarters**, pushing branches “closer together” as the footprint “grows larger and wider”



**Providing quick access to corporate assets** is necessary to enable exchange of information in “real-time”



**Supporting full service branches** requires high network performance and effective management of information



**Delivering secure connectivity** by extending security policies and functionality across the branch network efficiently is a “must”

# Branch office networks are also under increasing pressure as they grow in complexity

Select trends driving complexity and sophistication of branch networks:



## **Increasing Reliance on SaaS/Cloud Applications**

*These applications require businesses to enable and secure increased internet traffic at branch and remote sites*



## **Growing use of High-Bandwidth Applications**

*Real-time communication and collaboration technologies amplify the risks of application downtime or slow network performance*



## **Pervasive Security Threat Environment**

*Protection is needed against attackers who target an organization's weakest links, which are typically at the network edge*

These trends are causing distributed organizations to seek the following from their branch networks:



1. **Improved network performance and security**
2. **Centralized and automated management**
3. **Cost efficiencies across the branch networking infrastructure and operations**

# Today, meeting the demands on branch office networks requires significant resources

## Deployments are time consuming...

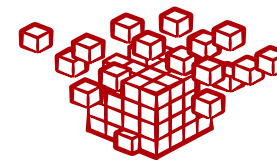
- **Manual installation** of multiple components
- **Manual configuration** prone to error and requiring rework
- **Travel time and costs** for IT staff
- **Import and export regulations** which require additional coordination



*Typical branch office installations require **30 days and cost \$30-100K***

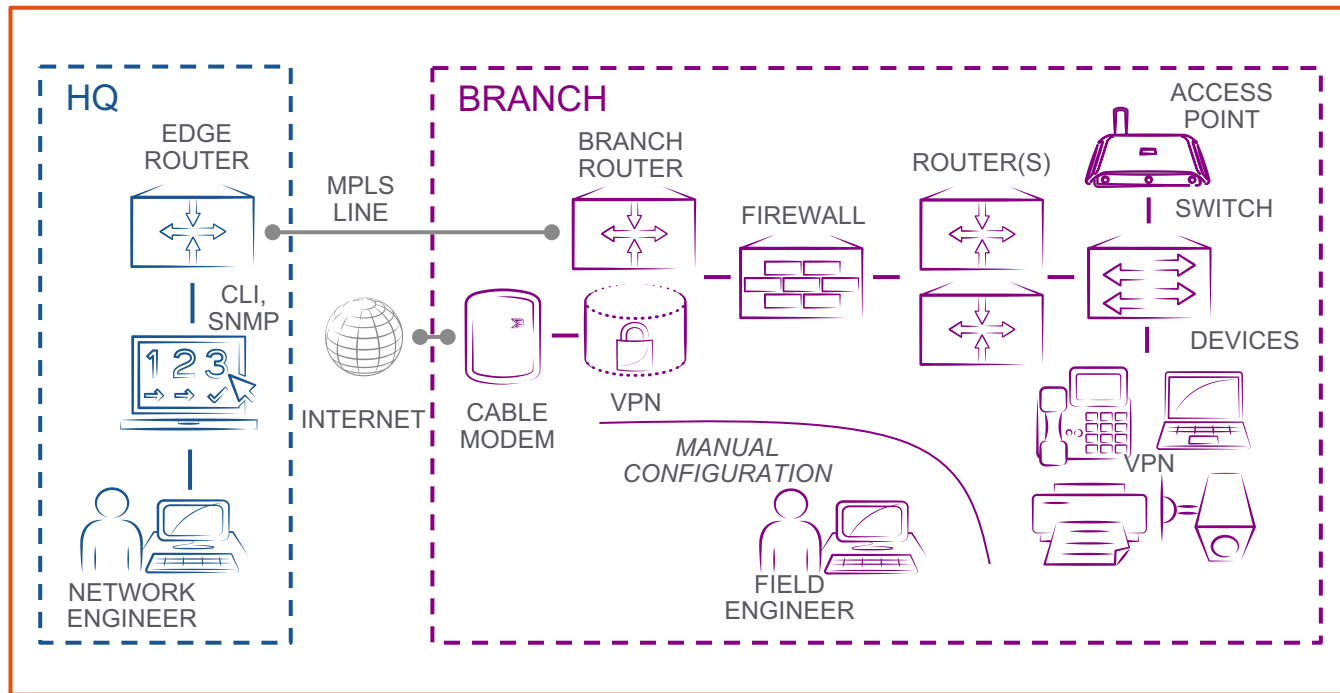
## ...and managing the network is complex

- **Static network architecture** is hard to adapt, and requires manual configuration to maintain
- **Limited visibility** into the network limits issue resolution
- **Reconfiguration of existing branches** is required when a new branch is added
- **Reliance on multiple third party providers** limits the ability to quickly make changes



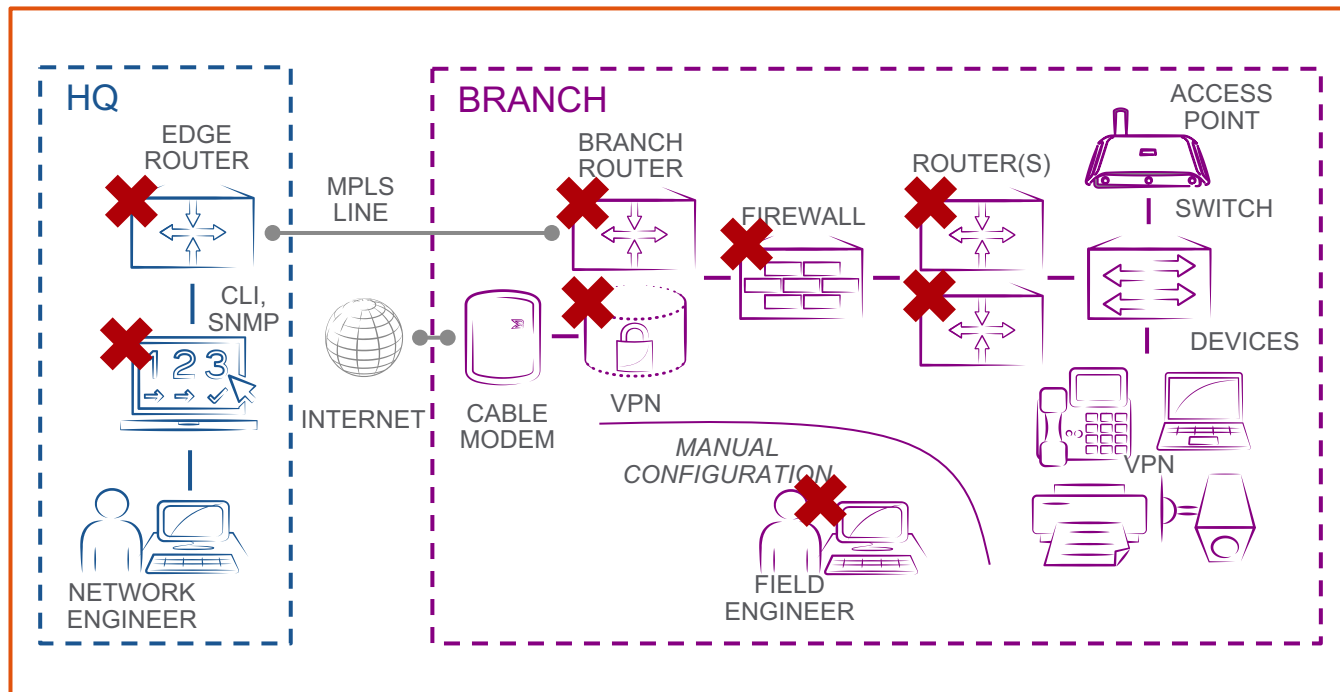
*Ongoing operations account for **80% of the total cost of ownership** for a branch office network*

# Why is deploying and managing branches time consuming, complex, and expensive?



- **Network functionality relies on multiple hardware components** (i.e., separate hardware to enable routing, firewall, and VPN capabilities)
- **Hardware needs to be connected and configured manually**, requiring engineers to be on-site and increasing the risk of human error
  - 70% of network outages are caused by human error
- **Complexity of components requires specialized skillsets** to set up a branch effectively

# What if you could decrease the complexity of branch office deployment and management?



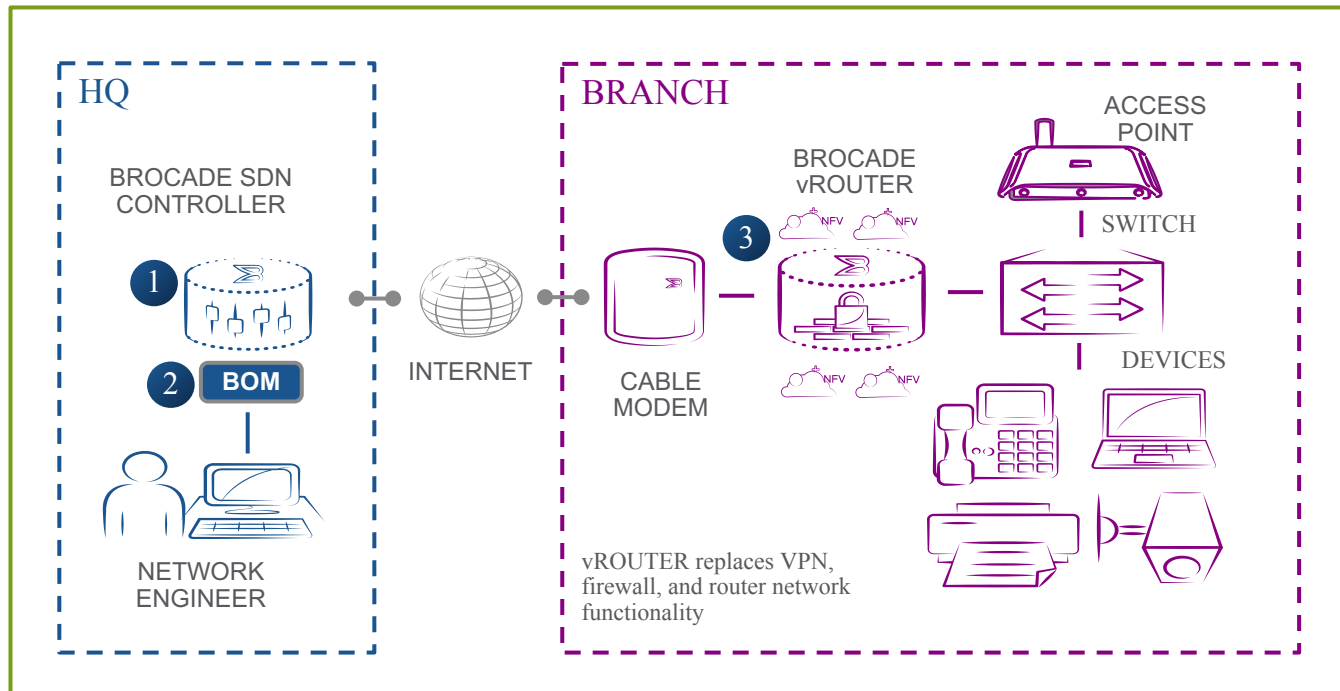
## If we limited the need for...

- Multiple hardware devices
- Manual provisioning and configuration
- Onsite specialized field engineers

## ...branches within our network would be:

- Easier to deploy and manage
- Less likely to require ongoing, manual maintenance
- More flexible, scalable, cost effective

# Brocade's Branch Office Manager solution can help!



**Branch Office Manager (BOM) is a next generation Software Defined Network solution comprised of 3 components:**

- 1 SDN Controller
- 2 BOM Application
- 3 Virtual Router (vRouter 5600)

**Branch Office Manager collapses services onto common hardware and enables software-based orchestration through virtualization**



# Brocade's Branch Office Manager allows you to:

**Accelerate deployment and simplify management** of your branch office network

**Automate initial and ongoing configurations** via an easy-to-use application using SDN and NFV concepts

**Enable flexibility** to reduce maintenance needs and support scalability

**Reduce costs** by requiring less investments and operating expenses

**Future proof** your network through the ability to add NFV functions on the vRouter

# Branch Office Manager accelerates deployments and simplifies management of the branch office network...

*From...*



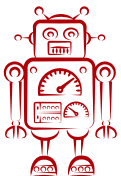
**Branch setup that can take hours** and 90+ manual configuration steps



**Onsite and manual configuration** of hardware components



**Limited visibility** into performance and ability to pinpoint issues

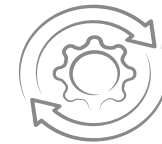


**Static network architecture** that makes changes hard to implement

*To...*



**Branch setup in minutes** with just a few clicks



**Remote, automatic configuration** that extends across branches (e.g. firewalls)



**Maximum visibility** into the network, which simplifies troubleshooting



**Flexibility** in the network to enable scale and reduce maintenance needs

# ...while significantly reducing your costs

## Average Deployment Savings When Using Brocade's Branch Office Manager Solution (Per Branch, in USD)

Cost Components	Small Branch Office (1-24 ppl)			Large Branch Office (49-100 ppl)		
	Non-BBOM <sup>1</sup>	BBOM	Savings	Non-BBOM <sup>1</sup>	BBOM	Savings
Equipment and Software Costs <sup>2,3,4,5</sup>	17K	11K	<b>35%</b>	87K	79K	<b>9%</b>
Travel Costs <sup>6</sup>	6K	0	<b>100%</b>	6K	0	<b>100%</b>
Installation Costs <sup>7</sup>	2K	0	<b>100%</b>	2K	0	<b>100%</b>
Maintenance Costs <sup>8</sup>	6K	1.5K	<b>75%</b>	19K	14K	<b>26%</b>
<b>Total</b>	<b>31K</b>	<b>12.5K</b>	<b>60%</b>	<b>114K</b>	<b>93K</b>	<b>18%</b>

### Key assumptions include:

<sup>1</sup> Non-BBOM assumes a hardware-based networking solution.

<sup>2</sup> Non-BBOM costs in a small branch include 3 routers, 1 VPN, 1 Firewall (Session Based), 1 WAP, 1 Switch, 1 File/Print.

<sup>3</sup> Non-BBOM costs in a large branch include 3 routers, 1 VPN, 1 Firewall (Session Based), 2 Traffic Managers, 5 WAPs, 5 Switches, and 2 File/Print.

<sup>4</sup> BBOM costs in a small branch include 2 rack servers, 1 BBOM application, 2 vRouters, 1 SDN Controller, 1 WAP, 1 Switch, and 1 File/Print.

<sup>5</sup> BBOM costs in a large branch include 2 rack servers, 1 BBOM application, 2 vRouters, 1 SDN Controller, 2 Traffic Managers, 5 WAPs, 5 Switches, and 2 File/Print.

<sup>6</sup> Travel costs are based on a 5 day trip to an international location.

<sup>7</sup> Installation costs are based on a 5-day installation and a \$400 resource cost per day (\$146k annual salary / 365 days).

<sup>8</sup> Maintenance costs assume branches cost \$3650 to manage per year, and ~80% of this cost is maintenance. BBOM will reduce this percentage to ~10%. Maintenance costs also include a hardware maintenance cost equal to 18% of total equipment costs (excluding software costs).

Time to setup a branch  
will go down from **weeks**  
to **hours**



*How you deploy these  
savings is up to you!*

# Branch Office Manager has helped us deploy and manage our own branches more effectively and at a lower cost

## Challenge

An internal review revealed that **Brocade was spending too much time and money deploying and managing its branch offices**

- A recent project to install equipment across 80+ locations required 9 months to complete and IT staff to travel to each site

To meet our growth objectives, we needed to **accelerate branch deployments and simplify ongoing maintenance**

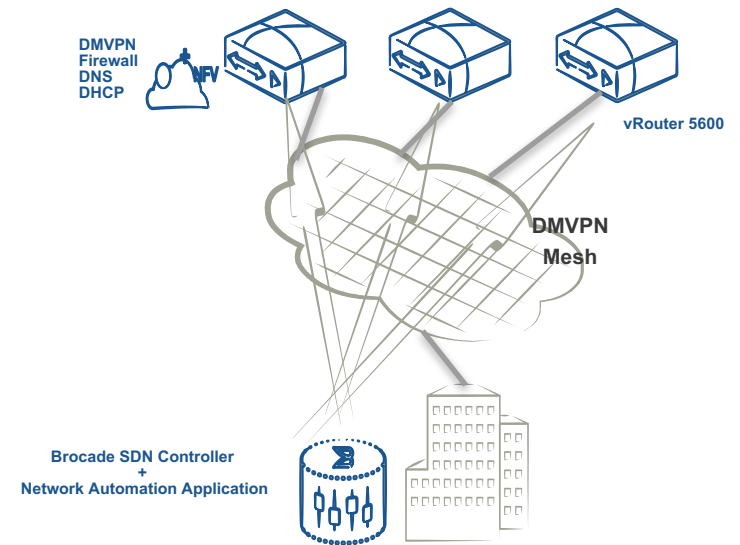
## Solution

We invested in developing a solution that would simplify the management of our own branch office network; the result is Branch Office Manager, which has been implemented across select branches

## Impact

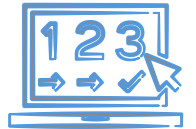
Branch Office Manager reduced our **cost of deployment by more than 50%**

- **Reduced time to install** equipment across 80+ locations from 9 months to 1 month
- **Eliminated travel from HQ** by enabling remote configuration of devices
- **Limited manual configuration and reduced rework** by automating initial and on-going configurations
- **Lowered hardware costs** through the use of x86 compute and avoiding purpose-built hardware



# Brocade's Branch Office Manager...

Accelerates Deployment and Simplifies Management



by Limiting Dedicated Hardware and Manual Configuration



through an Automated and Flexible App



which means Improved Productivity



and significant Time and Cost Savings



Thank you