

IP NETWORK SECURITY

Brocade and McAfee Change the Secure Networking Landscape with High Performance at Lowest TCO

The Non-Stop Secure Network, a Brocade and McAfee joint solution, delivers value by providing the most comprehensive security, the highest performing switches, routers, and load balancers at the lowest acquisition (CapEx) and operating costs (OpEx). Three-year TCO savings up to 40% simultaneously boost bottom line, network performance, and network security

Today's competitive business environment requires an innovative solution. Enterprises must effectively secure the enterprise network against any threat without sacrificing performance—at the lowest possible cost. Now consider the need to add new applications, manage the ever-increasing number of wireless devices, maintain wire-speed performance, and guard against threats that can compromise any type of content, even encrypted files. That's why Brocade and McAfee collaborated to develop the Non-Stop Secure Network, a solution designed for networks of all sizes.

**BROCADE AND MCAFEE NON-STOP SECURE NETWORK:
SEAMLESS INTEGRATION, INTELLIGENT MANAGEMENT**

The integration of McAfee security with Brocade® networks delivers a proven and interoperable end-to-end solution offering ease of integration and unparalleled manageability. This starts with tight integration of the Brocade Network Advisor (BNA)—the industry's first network management system providing unified management for wired, wireless, and Multiprotocol Label Switching (MPLS) Services—together with McAfee security appliances. The critical network management tool simplifies configuration, management, monitoring, and security across the entire IT infrastructure.

Specifically, Brocade Network Advisor can now directly discover, monitor, and enable effective management of McAfee network security appliances, giving enterprises integrated multi-vendor network and security infrastructure management from a single console. Such integration enables automated actions from Brocade products in response to security events generated from the McAfee network access control, intrusion prevention, and firewall solutions. The result is more efficient threat response for improved network uptime and fewer security breaches.



Brocade and McAfee just make financial sense

BROCADE/MCAFFEE JUST MAKES FINANCIAL SENSE

Brocade Network Advisor was built on existing Brocade management solutions leveraging the best of Brocade Data Center Fabric Manager (DCFM®) and Brocade IronView® Network Manager (INM). This enables Brocade to protect current customer investments with a trouble-free migration to Brocade Network Advisor from their current management application.

As demand for administrative resources continues to rise, Brocade Network Advisor provides time-saving tools that help automate repetitive tasks. As a result, organizations can automatically discover Brocade IP switches and MPLS routers, application delivery switches, wireless devices, and Storage Area Network (SAN) and Fibre Channel over Ethernet (FCoE) switches. In addition, they can easily configure and deploy group policies—significantly reducing administration overhead and simplifying management.

The Brocade-McAfee joint solutions offer combined benefits to secure the network access layer. First, enterprises can now control and monitor access to the network with the McAfee Network Access Control (NAC) solution interoperating with Brocade FCX and FastIron® WS campus edge switches. Second, Web filtering and security is managed for the entire enterprise with a powerful, centralized policy engine. Third, Brocade ServerIron® ADX application controllers enhance firewall scalability to load balance McAfee Firewall Enterprise (MFE), which fully protects against denial of service and enables high-performance, always-on, secure firewall service. And finally, MFE and intrusion prevention, together with Brocade MLX series of high-performance switches, are optimally configured to defend large enterprise network cores against external threats.

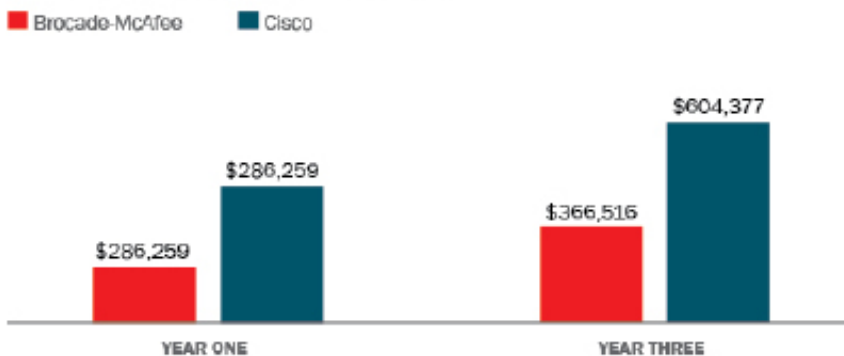
BROCADE-MCAFFEE NON-STOP SECURE NETWORK DELIVERS NON-STOP VALUE

In addition to improved security and performance, the Brocade-McAfee solution delivers high value to customers. In fact, Brocade-McAfee delivers significant cost savings over competitor Cisco as shown in the following examples.

FINANCIAL SERVICES FIRM IN MANHATTAN

A relatively small financial services firm with 300 employees is located in a Manhattan office. In financial services, transaction processing speed is paramount and requires high availability and low latency. Since network performance can mean a daily difference of millions of dollars of revenue, this firm architected a two-tier network at a 5:1 oversubscription ratio with full redundancy. Compliance requirements mandate the highest network, user, and asset security protection available. Since, electricity costs are high (among the highest in the US) at 17 cents per kilowatt hour, they need to be mindful of power and cooling costs. While rent for the office is extremely expensive at \$150 a square foot, since they are relatively small, network footprint is not a big issue.

FINANCIAL SERVICES FIRM WITH 300 EMPLOYEES:
Joint Network & Security Total Cost of Ownership



Highlights

Brocade-McAfee offers non-stop value to networks of all sizes and all security and performance needs:

- Capital expenditures savings of ranging from 13% to 40%, depending on number of network users
- Power and cooling savings that can reach 20% over three years for larger networks
- Security cost reduction of at least 40% for large networks and small network savings that top 80% with unified threat management offering firewall, intrusion protection, and content security on a single, easy-to-manage, powerful appliance
- Three-year TCO savings up to 40% to simultaneously boost bottom line, network performance, and network security

Figure 1.

TCO savings of 39% over three years for small financial services firm.

Brocade-McAfee Non-Stop Secure Network Features

- Proven, seamless interoperability and resiliency
- High availability and scalability
- Integrated network and security management
- Automated network threat response and policy enforcement
- Integrated content security for larger networks, not just for small networks
- Application and identity-based visibility and control
- Full global threat intelligence
- Ability to process nearly 4x as many SSL transactions per second
- Wire-speed performance
- Inspection of encrypted traffic
- Hardened operating system
- Integrate NAT, IPS, and content security policy management
- Endpoint-network threat correlation

Comparing the Brocade-McAfee solution, the graph in Figure 1 shows that the firm spent just over \$286,000 for the first year and a total of nearly \$367,000 over three years, a significant savings over competitive network and security solutions. Acquisition costs were 35% less than the competitor and power and cooling costs were reduced by 21% over the three years. For unified threat management—firewall, intrusion detection, and content security offering inspection for encrypted traffic and a hardened operating system, security costs are significantly reduced. Over 3 years, the total cost for security is 81% lower than the competition, since the competition requires multiple devices for equivalent functionality. Not considering depreciation, this represents a total cost of savings of 39%.

MANUFACTURING PLANT IN THE CHICAGO AREA

Now consider a privately held manufacturer with 4500 employees working on a campus just outside Chicago, near O’Hare Airport. Performance requirements are fairly standard in the manufacturing sector, so they architected a two-tier network using a 10:1 oversubscription ratio. Security requirements call for at least firewalls and intrusion protection devices. At \$28 a square foot, rent is about the national average and cost of electricity at 8 cents per kilowatt hour is below the US average. IT had been implementing a new order entry system on wireless devices and upgrading supply chain application modules. With tough economic times and competing IT priorities, as is generally true, the network and security team was mandated to do more with less.

The Brocade-McAfee solution added up to big savings for this organization. The cost of acquiring switches, routers, load balancers, and unified threat protection devices was 13% lower than the competitive solution. Even though electricity is not extremely expensive in this location, power and cooling savings added up to a 7% reduction over three years. Threat protection costs were 72% lower, while still providing greater functionality and faster speeds. They even saved on the rack space costs, as the Brocade-McAfee footprint is 21% smaller than the competitor. Finally, instead of spending more than \$5.5 million for the competitive solution, they spent just over \$3.7 million for the Brocade-McAfee solution. At a savings of nearly \$1.8 million over the same three-year period, the manufacturer benefited from the industry’s best network and security value with wire-speed performance, greater security capabilities, and the ability to process nearly four times as many Secure Socket Layer (SSL) transactions per second.

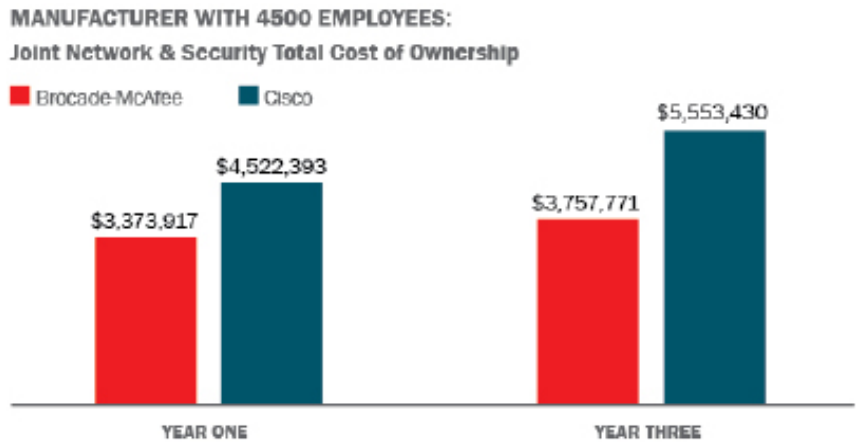


Figure 2.
TCO savings of 24% over three years for manufacturer.

MAXIMUM PERFORMANCE NETWORK AT THE LOWEST TCO WITH BROCADE

Brocade Ethernet, storage, and converged network products and solutions help organizations transition smoothly to a virtualized world where applications and information reside anywhere. As a result, organizations can achieve their most strategic business objectives such as consolidation, network convergence, virtualization, and cloud computing.

To ensure Investment protection, Brocade supports an open architecture networking philosophy. This means Brocade's networking solutions facilitate migration, evolution, and extensions that build on customers' existing multivendor infrastructures while improving their total cost of ownership.

MAKE THE MOVE TO THE BROCADE-MCAFFEE NON-STEP SECURE NETWORK FOR NON-STOP VALUE

The Brocade-McAfee network delivers value by providing the most comprehensive security, the highest performing switches, routers, and load balancers at the lowest CapEx and OpEx. The integration of McAfee security with Brocade networks delivers a proven and interoperable end-to-end solution with ease of integration and unparalleled manageability. CapEx savings went from 15% for small networks with entry-level performance requirements to more than 30% for larger networks requiring high performance. The high-performance, lower-TCO secure network helps enterprises of all sizes improve network performance, increase security, ease manageability, and reduce TCO.

ABOUT MCAFFEE

McAfee Inc., headquartered in Santa Clara, California, and the global leader in intrusion prevention and risk management, delivers proactive and proven solutions and services that secure systems and networks around the world. With its unmatched security expertise and commitment to innovation, McAfee empowers home users, businesses, the public sector, and service providers with the ability to block attacks, prevent disruptions, and continuously track and improve their security. To learn more, visit www.mcafee.com.

ABOUT BROCADE

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LEARN MORE

Brocade partners with companies of all sizes to deliver innovative solutions that help organizations maximize the value of their most critical information. To learn more, visit www.brocade.com/alliance.

"The Brocade/McAfee secure networking solution was a smart move by Universal. Not only do we have a high-performance secure network, but we also have a "trusted partner" for all our security and networking needs going forward."

Ricardo Julia Diaz,
Universal Insurance Operations Lead

"For the first time we really see an end-to-end solution from networking to full security across the enterprise."

David Dewait,
CEO of McAfee

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