



# BROCADE AND QLOGIC TRANSACTION FREQUENTLY ASKED QUESTIONS

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## Transaction Overview

Brocade and QLogic have announced and signed an agreement to sell the Brocade Adapter business to QLogic effective January 17, 2014. The product portfolio includes Fibre Channel Host Bus Adapters (HBAs), Converged Network Adapters (CNAs) and mezzanine adapters for OEM blade server platforms.

In addition, Brocade and QLogic signed a technology and marketing alliance agreement to drive the continued strength of the Fibre Channel SAN ecosystem for the benefit of mutual customers.

Brocade will focus on core technologies that position Brocade as the network provider of choice for data centers.

Financial terms of the sale have not been disclosed.

## Key Messages

- The deal helps strengthen the Fibre Channel SAN ecosystem and increases customer choice for Brocade's innovative Gen 5 end to end capabilities
- Brocade and QLogic will work together, for a period of time, to ensure a seamless handling of orders, shipments, and support during the portfolio transition
- Brocade and QLogic have formed a technology and marketing alliance to drive SAN innovation including for Gen 6 technology

## Questions and Answers

### 1. What are the terms of the transaction?

- The sale includes the transfer of products, technologies, and resources
- Financial terms are not material to either company's business and will remain confidential

### 2. What is the deal rationale for Brocade?

- Brocade will focus on core technologies that position Brocade as the network provider of choice for data centers
- Customers have asked Brocade to extend innovative Gen 5 Fibre Channel technology to the broader adapter ecosystem

### 3. What products are affected by the transaction?

- Brocade 1860 Fabric Adapters
- Brocade 815/825 and 415/425 Fibre Channel Host Bus Adapters (HBAs)
- Brocade 1010/1020 Converged Network Adapters (CNAs)
- OEM HBA and CNA mezzanine adapters (1007, 1867, 1869 & BR1741M-k)

### 4. How will this impact Brocade adapter customers and channel partners?

- For Brocade customers and channel partners, it will be business as usual from day one for the Brocade adapter product line
- Brocade and QLogic will work together, for a period of time, to ensure a seamless handling of orders, shipments, and support during the portfolio transition
- QLogic will continue to supply, support and service the current adapter products
- QLogic and Brocade will be contacting customers and business partners over the next few days to ensure a seamless transition

### 5. How will this impact the overall adapter market?

- This increases customer choice for adapters that support Brocade's innovative Gen 5 Fibre Channel end-to-end technology
- Broader device support of Gen 5 Fibre Channel technology will improve overall SAN reliability and performance and reduce complexity and operating costs especially in highly virtualized Data Center environments

### 6. What is the technology and marketing alliance agreement?

- Brocade and QLogic will collaborate to develop and market end-to-end solutions to benefit mutual customers and drive innovation including Gen 6 Fibre Channel.

### 7. Who are the contacts for additional information?

- Direct any calls or questions from industry analysts or press to John Noh (Corporate Communications) at [jnoh@brocade.com](mailto:jnoh@brocade.com) or 408-333-5108.
- Direct any calls or questions from financial analysts to Ben Jones (Investor Relations) at [bjones@brocade.com](mailto:bjones@brocade.com) or 408-333-6601.

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