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**Brocade Inks First IP Distributor Deal in India with Redington India Ltd.**

*Extensive market coverage enables distributor to deliver high-performance, non-stop networking solutions to channel partners and their customers*

**New Delhi, INDIA – 24 June, 2010** - Brocade® (NASDAQ: BRCD) announced today that it has selected Redington India Ltd. as a national distributor for its complete portfolio of IP/ Ethernet networking solutions. Redington's established network of over 15,000 partners, which comprises major resellers, value added resellers (VARs), retailers, system integrators and OEMs, will significantly enhance channel partners' ability to provide Brocade networking solutions to their customers in India & SAARC regions.

"Redington's extensive partner network, credentials and industry experience significantly expand our market penetration potential in India, where green field opportunities prevail," said Charlie Foo, director of the Asia Pacific Partner Business Group at Brocade. "Brocade is committed to delivering high-availability networking technologies with unmatched simplicity and investment protection. This partnership will allow Redington to provide Brocade's industry-leading solutions to its vast partner community and their customers in India."

The distributor agreement with Redington serves as a significant milestone for Brocade. India represents a significant growth opportunity for Brocade, with an IT market estimated to grow at 13% in 2010 for hardware, software and services combined, according to market research firm IDC India.



**“Our partnership with Brocade complements our existing enterprise technology solution vendor portfolio, and also allows us to extend our current end-to-end IT solution expertise and capabilities with mission-critical business continuity and energy efficient solutions,” said Anand Chakravarthy, Head-Strategic Business Unit, Redington (India) Ltd. “Through our excellent geographic reach and on-the-ground resources, we hope to realize maximum growth potential in the Indian market with the entire IP/Ethernet portfolio of networking solutions and services from Brocade.”**

**As part of its go-to-market strategy, Redington will distribute Brocade IP networking products, which include Layer 2/3 fixed- and chassis-based switches, Wireless LAN products, Layer 4/7 Application Delivery Switches, Network Adapters and Management Systems. Additionally, Redington will also provide Brocade channel partners with pre-sales, technical and post-sales field support, partner rebates, training and channel demand generation activities.**

**Brocade will continue to distribute its storage area networking (SAN) products through Renaissance Softech & Transition Systems. IP/Ethernet networking solutions will also continue to be sold through recently-appointed IP direct VARs SMARTLINK, MRO-TEK and GLS.**

**The inclusion of Redington is a key element of the Brocade Alliance Partner Network (APN). The Brocade APN Program consists of four distinct partnership levels: Distributor, Elite, Premier, and Select. All levels have been designed with specific requirements and benefits to help partners leverage and be rewarded for their networking product knowledge and solution support expertise.**

**As part of Brocade’s partner-enablement strategy, the company will provide its partners with market development fund, demonstration unit discount and deal**



registration to help ensure project and investment protection. In addition, Brocade has extensively expanded its dedicated sales, marketing, and technical support offerings to help ensure profitable partnership engagement.

To learn more about the Brocade Alliance Partner Network, visit [www.brocade.com/apn](http://www.brocade.com/apn).

#### **About Brocade**

Brocade® (Nasdaq: BRCD) develops extraordinary networking solutions that enable today's complex, data-intensive businesses to optimize information connectivity and maximize the business value of their data. For more information, visit [www.brocade.com](http://www.brocade.com).

#### **About Redington India**

Redington (India) Ltd is a leading IT distribution player in Indian, Middle-East and African regions with consolidated revenue of 3 Billion USD. Redington serves more than 16000 IT resellers in India covering over 450 cities. Redington (India) Ltd represents more than 30 leading Global brands covering product categories like Systems, Software, Peripherals, Components, Networking, Storage, Security, Mobile Phones, Consumer Electronics, Digital Lifestyle Products etc. Redington offers after sales support through their service centers located across the country. Redington also provides channel financing through its subsidiary NBFC unit- EasyAccess Financial Services.

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