Broadcom Announces Close of Brocade Acquisition

Deal Overview/Key Questions

Q. What was announced?
A. • On November 17, 2017, Broadcom announced the close of its acquisition of Brocade Communications Systems Inc. ("Brocade"), the signing of which was previously announced on November 2, 2016.
• On November 17, 2017, Hitachi Vantara Federal (formerly Hitachi Data Systems Federal) announced the close of its agreement with Brocade to accept the transfer and control of certain Brocade U.S. Federal cleared assets.

Q. What did Broadcom acquire?
A. • Broadcom has acquired all of Brocade, including Brocade's storage area networking business and the Ruckus Wired (ICX) and Wireless business.
• As previously announced, following the close of the Brocade acquisition, Broadcom plans to divest Brocade's Ruckus Wired (ICX) and Wireless business to ARRIS International, PLC. That acquisition is expected to close once remaining regulatory approvals are complete.
  - For more information: ARRIS announcement, Feb 22, 2017
• Brocade's Data Center Switching, Routing, and Analytics (SRA) business (SLX, VDX, MLX, Automation and Visibility) and its software networking businesses (vRouter, vEPC, vADC, and SDN Controller) were divested by Brocade prior to the close of Broadcom's acquisition of Brocade and are not part of the Broadcom acquisition.
  - For more information:
    • AT&T announcement (vRouter), July 7, 2017
    • Mavenir announcement (vEPC), July 31, 2017
    • Pulse Secure announcement (vADC), August 1, 2017
    • Lumina Networks announcement (SDN Controller), August 7, 2017
    • Extreme Networks announcement (SRA), October 30, 2017
Q. Please provide a summary of the transactions related to Broadcom’s acquisition of Brocade.

A. · On November 2, 2016, Broadcom Limited and Brocade announced a definitive agreement under which Broadcom would acquire Brocade. Broadcom also announced that it intended to retain Brocade’s Fibre Channel Storage Area Networking (FC SAN) business, and subsequently divest Brocade’s IP Networking businesses.

· On February 22, 2017, Broadcom and ARRIS International PLC, announced that they had entered into an agreement for ARRIS to acquire Brocade’s Ruckus Wired (ICX) and Wireless business. ARRIS has stated that it expects to close its acquisition once final regulatory approvals are complete.

· On July 7, 2017, AT&T announced it had completed its previously announced acquisition of the Vyatta® network operating system and associated assets of Brocade, including the vRouter product line.

· On July 31, 2017, Mavenir Systems, Inc. announced that it had completed the acquisition of assets associated with the Virtual Evolved Packet Core (vEPC) product family from Brocade.

· On August 1, 2017, Pulse Secure, LLC announced that it had completed the acquisition of assets associated with the Virtual Application Delivery Controller (vADC) product family from Brocade.

· On August 7, 2017, Lumina Networks, Inc. announced that it had completed the acquisition of assets associated with the SDN Controller product family from Brocade.

· On October 30, 2017, Extreme Networks, Inc. announced that it had completed its previously announced acquisition of the Data Center Switching, Routing, and Analytics (SRA) business directly from Brocade. The transaction was completed in lieu of the previously announced sale of that business by Broadcom to Extreme Networks following Broadcom’s acquisition of Brocade.

Q. How will Brocade’s SAN business benefit from being part of Broadcom?

A. · Brocade customers will benefit from the fact that Brocade’s trusted and proven Fibre Channel technology now resides as a strategic part of a world-class supplier to the enterprise storage market, ensuring continued innovation and long-term support for the products that customers have come to rely upon.

· Brocade’s leading SAN solutions are an excellent fit for Broadcom’s business model, creating one of the industry’s broadest portfolios for enterprise storage.

· In most cases, Brocade’s strategic OEM relationships are also significant Broadcom business relationships with a history of collaboration. SAN integrating into Broadcom provides additional contribution to our joint business relationships and an opportunity to expand value brought to these long-standing relationships.

Q. Why has Broadcom agreed to divest the Ruckus Wired and Wireless business?

A. · Due to the potential competitive overlap with some of Broadcom’s important OEM customers, Broadcom has agreed to divest Brocade’s Ruckus Wired and Wireless businesses to ARRIS.

Q. How will Brocade be integrated within Broadcom?

A. · Effective November 17, 2017, the Brocade storage area networking business will be a new business unit within Broadcom and a highly strategic part of Broadcom’s enterprise storage portfolio.

· The Brocade SAN business unit will be operated through a legal entity within the Broadcom group of companies.

Q. What does this mean for customers, partners and suppliers of Brocade’s Ruckus Wired (ICX) and Wireless business?

A. · Broadcom and Brocade have been working closely with ARRIS to ensure a smooth transition of the business following the close of the Broadcom-ARRIS transaction.

· Between now and the close of the Broadcom-ARRIS transaction, it remains business as usual for Brocade’s Ruckus and ICX customers and partners.

· ARRIS will communicate their post-acquisition plans to customers, partners and suppliers at or near the close of their transaction.
SAN/Broadcom-specific Q&A

Q. What will happen to Brocade’s SAN product roadmap?
A. • Broadcom currently plans to move forward with the planned SAN roadmap and continue to build on the market-leading innovations that customers have always valued from Brocade.
  • The Brocade SAN portfolio will continue to support mission-critical applications and drive technological innovation in the SAN market, notably to address emerging markets such as Flash and NVMe.
  • Brocade has been working closely with Broadcom to help plan a smooth transition designed to set the combined company on a path to future success.

Q. Is there any overlap with the Brocade product line and the Broadcom product line? Will Brocade’s products be integrated with other Broadcom products?
A. The Brocade SAN business is now a separate business unit within Broadcom. Brocade and Broadcom storage product lines are complementary. Brocade’s leading SAN solutions are an excellent fit for Broadcom’s business model, creating one of the industry’s broadest portfolios for enterprise storage.

NEBU/Arris-specific Q&A

Q. Who is acquiring the Ruckus Wired (ICX) and Wired business and what are the main points of the deal?
A. • As previously announced on February 22, 2017, ARRIS has agreed to acquire Brocade’s wired and wireless Network Edge business unit from Broadcom for a cash consideration of $800 million plus the additional cost of unvested employee stock awards.
  • The acquisition will include Brocade’s Ruckus Wired (ICX) and Wireless product and service portfolios, also known internally as the Network Edge business unit.
  • ARRIS has publicly said that it expects this business to be an integral part of ARRIS’s leading connectivity and communications technology portfolio.
  • Post-acquisition, ARRIS has publicly said that it plans to create a dedicated Ruckus business unit within the company focused on innovative wireless networking and wired switching technology to address evolving and emerging needs across a number of vertical markets.

Q. What is ARRIS acquiring?
A. ARRIS has agreed to acquire Brocade’s wired and wireless Network Edge business from Broadcom, consisting of the Ruckus wired (ICX) and wireless product and service portfolios.

Q. Now that Broadcom’s acquisition of Brocade has closed, what happens between now and the close of the ARRIS acquisition?
A. During this period, Ruckus will be a legal entity within the Broadcom group of companies. We do not anticipate any major business disruptions during this period. Business should function as usual.

Q. When will the sale of the Ruckus business close?
A. ARRIS has stated that it expects to close its proposed acquisition of that business from Broadcom once final regulatory approvals are complete.

Q. Why is Broadcom planning to sell to ARRIS?
A. Due to the potential competitive overlap with some of Broadcom’s important OEM customers, Broadcom has agreed to divest Brocade’s Ruckus Wired and Wireless businesses to ARRIS.
Q. What remaining approvals are required?
A. The transaction remains subject to closing conditions that must be satisfied or waived, including clearance by the Committee of Foreign Investment in the United States (‘CFIUS’).

Q. Where can I find more information about ARRIS?
A. You can find more information on the company website: www.ARRIS.com.

Q. How many employees do they have?
A. ARRIS has approximately 7,000 employees around the world.

Partner/Channel Q&A
Partner/Channel — General

Q. Will the naming of Brocade’s channel program and tools change now that the Broadcom-Brocade transaction has closed, or after the close of the ARRIS acquisition?
A. • As you know, based on prior communication advance notices, many components of the Brocade Partner Network channel program were closed out at the end of Brocade’s fiscal year, October 28, 2017. Thank you all for your participation.
• On November 1, 2017, Brocade combined the former Brocade and Ruckus channel programs, tools and systems into one integrated Ruckus Ready channel partner program for both wired (ICX) and wireless solutions. This program is anticipated to continue under ARRIS following the close of the Broadcom-ARRIS transaction. To stay updated on the new program, visit the Ruckus Partner Portal.

Q. Will I need to join ARRIS’ channel program in order to sell a combined portfolio?
A. Yes. Once ARRIS has completed its proposed acquisition, Brocade partners may be invited to join their relevant channel program.

Q. I currently sell across Brocade’s product line. Where should I go to purchase products after the recent transactions?
A. Please use the link below to learn how support and partner access has been impacted by recent transactions.
• Valued Brocade Customers and Partners

Q. Will my relationship with Brocade be terminated now that the Broadcom acquisition has closed?
A. • Broadcom will assume the business relationship until it can evaluate the business and determine their go-forward plan.
• Any post-close partner program changes or renewals will be communicated by Broadcom.

Q. What if I sell not only data center products, but also campus solutions, namely Ruckus Wired (ICX) and Wireless products?
A. • Effective October 30, 2017, partner programs for Brocade’s data center SRA products have been assumed by Extreme Networks.
• Effective October 30, 2017 partners are able to access the full portfolio of current Ruckus Wired and Wireless products as members of the Ruckus Ready channel program.
• Partners will be informed of relevant changes as we go through these transitions.

Q. Does this mean that Brocade partners who want to continue to sell both data center and campus solutions from Brocade’s current portfolio will need to work with two vendors going forward?
A. • Yes, now that the Extreme Networks transaction has closed, Brocade data center networking solutions have become part of the Extreme portfolio. Once the proposed ARRIS-Broadcom transaction closes, Ruckus wired and wireless solutions will transition to ARRIS.
• All parties involved are committed to working with our partners and customers on a smooth transition.
Partner/Channel — SAN-specific

Q. What does the acquisition by Broadcom mean for business partners of Brocade’s SAN business?
A. • Business partners have been key to Brocade’s success spanning OEMs, Strategic Alliances, Open Ecosystem Partners and Distributors.
  • The combination with Broadcom is expected to further strengthen this OEM and business partner ecosystem.
  • Brocade has been working with Broadcom’s integration teams for months to plan for a seamless transition for its business partners.
  • Brocade’s SAN sales and support teams join Broadcom as of November 17, 2017, providing you with valuable and convenient business continuity.
  • Broadcom intends to continue to honor Brocade’s contractual and support commitments to its business partners.

Q. Will Brocade partners continue to sell Brocade SAN products after the deal closes?
A. Yes. The intent is to minimize disruption to Brocade SAN business partners and to transition as seamlessly as possible.

Q. How does this affect Brocade’s collaboration and partnerships with Emulex, now part of Broadcom, and QLogic, a Cavium company?
A. We do not currently expect any significant changes with the way Brocade works with partners, including Emulex and QLogic.

Partner/Channel — NEBU-specific

Q. What is the impact to Brocade’s Ruckus/ICX-only partners?
A. • Broadcom and Brocade have been working closely with ARRIS to ensure a smooth transition of Brocade’s Ruckus Wireless and ICX switch business once that transaction closes.
  • Between now and the close of Broadcom/ARRIS transaction, it is business as usual.
  • ARRIS will communicate their post-acquisition plans to customers and partners at or near the close of the transaction.

Q. What can you tell us about ARRIS’ plan for Ruckus/ICX partners?
A. • ARRIS’ strategy, per its June Letter of Intent, is to ensure continuity throughout this transition. On November 1, 2017, Brocade combined the former Brocade and Ruckus channel programs, tools and systems into one integrated Ruckus Ready channel partner program for both wired and wireless solutions. This program is anticipated to continue under ARRIS following the close of the Broadcom-ARRIS transaction. To stay updated on the new program and informed of Ruckus partner news, visit the Ruckus Partner Portal.
  • ARRIS and Ruckus Channel Programs will continue to operate business as usual with two separate tracks. Existing Ruckus partners that wish to resell ARRIS products post-close should visit www.arris.com/channels, review the appropriate regional VAR Guidelines, and complete the online application.
  • Partners can expect ARRIS to communicate a more detailed post-acquisition plan at or near the close of that transaction.
Support and Services

Support & Services — General

Q. How do customers/partners with support for multiple products get support now?

A. 
- Customers can continue to call the Brocade Technical Support phone number they have used in the past. Phone tree and routing processes are established to get technical support to customers without delay. Premier customers and partners across all technologies have been engaged on the processes and plans regarding support. Support account managers have been identified and aligned with the respective accounts across each of the technologies. Over time, each acquiring company will communicate updates about their Technical Support programs.
- Brocade’s existing support contact methods and processes are:
  - Phone: 800-752-8061, or 855-288-2723 for Premier customers
  - To view a list of international toll-free numbers to call Brocade from visit: http://www.brocade.com/en/support/contact-brocade-support.html
  - Online portal: https://my.brocade.com
- For Premier customers with a Support Account Manager (SAM) or Onsite Engineer (OSE), you should have been notified of any potential changes to these resources as a result of the Broadcom acquisition.

Q. What is the status of ADX support?

A. ADX support will remain under the SAN support team for the immediate future.

Q. Is there any change to warranties or support for Brocade SAN or Ruckus products?

A. No, there will be no immediate changes to Brocade warranties or support for SAN or Ruckus products as a result of the closing of the Broadcom acquisition. All customers with active warranties and support will continue to receive service at the same level, until further notice.

Q. How do customers/partners with support for multiple Brocade SAN and IP products get support now?

<table>
<thead>
<tr>
<th>Support Channels</th>
<th>Storage Area Network (SAN)</th>
<th>Ruckus Wireless &amp; ICX (Campus)</th>
<th>Data Center Networking (SLX, MLX, VDX, Visibility &amp; Automation)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone Support</td>
<td>No change 1-800-752-8061</td>
<td>Ruckus &amp; ICX 1-855-RUCKUS1</td>
<td>No change 1-800-752-8061</td>
</tr>
</tbody>
</table>

- Federal customers will work within the Hitachi Vantara Federal support process as well as leverage their local support teams for support questions and needs
- All companies will continue to work together to manage customer issues effectively and efficiently.
- Support calls needing redirecting will be warm-transferred to the correct support group.
Support & Services — SAN-specific

Q. How will this transaction impact Brocade SAN customer support?
A. • Brocade, as part of Broadcom, will continue to sell and support SAN solutions, and continue to serve customers with the dedication and commitment for which it is known.
• The intent is to minimize disruption to product development, service or support during this transition. Serving and the satisfaction of customers remain a high priority.

Q. My Brocade support contract is up for renewal. Who do I contact to renew it?
A. Please send a message to: maintcontracts@brocade.com

Q. Where can I get Brocade technical documentation?
A. The technical documentation will continue to be available from the Brocade site until migration and incorporation into Broadcom’s sites.

Support & Services — NEBU-specific

Q. Is there any change to warranties or support for Ruckus wired (ICX) and wireless products?
A. No, there will be no immediate changes to Brocade or Ruckus warranties or support. All customers with active warranties and support will continue to receive service at the same level, until further notice after the close of the ARRIS acquisition.

Q. How do customers/partners contact Ruckus for support?
A. Customers and partners should continue to leverage the normal contact methods for both Ruckus and Brocade support.

Q. What is going to happen to the technical support for Ruckus customers?
A. Until the ARRIS acquisition closes, Brocade/Ruckus will continue to serve you with the dedication and commitment for which Ruckus is known. It is too early to say how support and services offerings may change as a result of the acquisition, but customers will receive advanced notification of any changes prior to implementation. Our intent is to minimize disruption to services and support during this transition. The satisfaction of our customers remains a high priority.