



IT Services that
enable your business

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NEWS RELEASE For Immediate Release

Brocade Partners with Oper8 to Improve Cloud Service Delivery in Australia and New Zealand

Oper8 to Incorporate Brocade Network Subscription into Managed and Cloud Service Delivery Models

Sydney, Australia July 26, 2016 – Brocade (NASDAQ: BRCD) today announced that it has formed a reseller partnership with Oper8, a specialist Australian IT services provider, which has achieved Premier Partner status in the Brocade Partner Network Program. The partnership will see Oper8 integrate Brocade® Network Subscription into its managed and cloud service delivery models to give customers in Australia and New Zealand access to high-speed networking within an operational-based financial model. This will enable Oper8's customers to address their increasing networking challenges through a flexible pay-for-usage model, particularly as they go through the process of digital transformation.

Established in 2012, Oper8 is based in Queensland and delivers IT managed services, cloud storage, internet and WAN communications, and Infrastructure-as-a-Service (IaaS) to businesses in Australia and New Zealand. It targets a broad range of industries, from the micro business to the enterprise level, with a unique blend of services, products, and solutions. Oper8 is seeking to attain Elite Partner status in the Brocade Partner Network by the end of 2016.

"Today's IT managers are expected to deploy network solutions that provide full functionality and security into the next decade," said Mike Andrea, managing director of Oper8. "However, traditional purchase models lack the flexibility to adapt on demand. Brocade Network Subscription offers a good cost-effective and operational-based financial model that fits within our service delivery structure for delivering as-a-service models to customers, getting away from the big capital expense requirements of traditional systems."

Brocade Network Subscription is designed to help customers gain access to technology on their own terms and timeline, allowing for easy network expansion, upgrades and capacity changes. This unique network-as-a-service model has no origination fees, no fixed terms and no penalties for early termination, so organisations pay for network capacity as they consume it. This gives them the agility to always be on the leading edge of technology so they can remain more competitive and relevant to their user communities.

"Oper8 offers the Brocade Partner Network Program impressive sales and technical skills and expertise that align with our own goals of providing flexible, agile, and value-for-the-money solutions and services," said Paul Barge, ANZ channel manager, Brocade. "Our partnership will empower businesses in Australia and New Zealand to acquire exactly what they need, when they need it and where they need it."



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The Brocade Partner Network Program rewards partners that invest in developing knowledge-rich practices to address new technology trends. It offers a full set of intelligent, customisable tools that assist partners in selling Brocade solutions, while enabling them to help their customers make the transition toward network convergence.

About Oper8

Oper8 Pty Ltd, headquartered in Springfield, Queensland, is a specialist IT and Cloud Services Provider delivering scalable solutions that enable Australian businesses to grow. Oper8's product suite includes data storage, data centre, IT management, and connectivity solutions. These products and services are offered as direct purchase, managed service, or cloud solutions enabling clients to reduce capital expenses while achieving the best business outcomes from their IT investment. Visit www.oper8.com.au

About Brocade

Brocade (NASDAQ: BRCD) networking solutions help the world's leading organisations turn their networks into platforms for business innovation. With solutions spanning public and private data centres to the network edge, Brocade is leading the industry in its transition to the New IP network infrastructures required for today's era of digital business. (www.brocade.com).

For more information, please contact Oper8 on 1300 516 288 or sales@oper8.com.au

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