



CERN TIER PARTNER PROGRAM

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Brocade Account Manager

Cambridge, 9 February 2015

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CERN/BROCADE PARTNERSHIP

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A LONG-TERM PARTNERSHIP

- Started in 2010 with the Supply and Support of Very High-Performance Ethernet Routers Tender
 - To help CERN share 15 petabytes of critical scientific data per year with 10,000 physicists across the globe
- Continues in 2015 with the Supply and Support of High-Performance Ethernet Network Switches Tender
 - Layer 2 & Layer 3 Ethernet switches with various combinations of 1, 10, and 40GB Ethernet ports
 - As part of the computing fabric used to process the very large quantity of data generated by the LHC, for the CERN campus network and to support the accelerator control and experiment data acquisition networks

CERN PARTNER PROGRAM

For Tier 1 & Tier 2 Partners

CERN PARTNER PROGRAM

OBJECTIVES & BENEFITS

- Leverage CERN's status to benefit from preferred conditions by taking the partner ecosystem as a whole versus each one individually
- Benefit from CERN's level of expertise in our solutions and share their return on experience
- Facilitate a shared vision around optimized infrastructures for storage, processing, and distribution of LHC data across the Grid

CERN PARTNER PROGRAM

ELIGIBLE PARTNERS

- All Universities & Research Institutes listed as Tier 1 & Tier 2 CERN Partners at:

<http://gstat-wlwg.cern.ch/apps/topology/>

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ELIGIBLE PRODUCTS

Data Center LAN



**Brocade Netron
MLXe**



Brocade VDX Series



Brocade VDX 8770



Brocade ICX7750



Brocade ICX7450

Campus LAN



Brocade ICX7450



Brocade ICX7250

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BROCADE CONDITIONS **VALID UNTIL 31 JANUARY 2016**

Products	End-User Discount (Off MSRP Prices)
MLX/VDX/ICX	60%
Support	40%

** Conditions subject to CERN and Brocade approvals*

CERN PARTNER PROGRAM

PROCESS DESCRIPTION

- CERN & Brocade Switzerland communicate the CERN Partner Program to the CERN Partner Community (Tier 1 & Tier 2)
- CERN makes available a simple verification form that will need to be completed and returned signed via email to CERN
- CERN signs the verified form and sends it back to Brocade Switzerland for validation
- Local Brocade Office or Brocade Switzerland contacts the CERN Partner directly to fine-tune the area(s) of interest/kit list and identify their preferred local disti and reseller
- Upon request of the CERN Partner, Local Brocade Office or Brocade Switzerland creates a quote with the agreed conditions and sends it to the preferred disti

CERN PARTNER PROGRAM

VALIDATION FORM

Tier Partner's Section



CERN's Section



Brocade's Section



Brocade - CERN Tier1/Tier2 Partner Program	
Section Reserved to Tier Partner	
Tier1/Tier2 Partner Name	: [Redacted]
Address	: [Redacted]
Country	: [Redacted]
Contact Person	: [Redacted]
Email	: [Redacted]
Phone Number	: [Redacted]
Preferred Reseller	: [Redacted]
Reseller's Contact Person	: [Redacted]

Technical Interests/Kit List	: [Redacted]
Section Reserved to CERN	
CERN Contact Person	: Edoardo Martelli
Date	: [Redacted]
Signature	: [Redacted]
Section Reserved to Brocade	
Brocade Account Manager	: Pierre Hardoin
Opp Number	: [Redacted]
DDO Number	: [Redacted]
Program ID	: CERN Partner Program
Date	: [Redacted]
Signature	: [Redacted]

CONCLUSION

- Benefit from pre-approved preferred conditions by simply filling out a validation form
- No upfront commitment required
- A unique opportunity to leverage CERN's experience with Brocade

THANK YOU

Questions?