

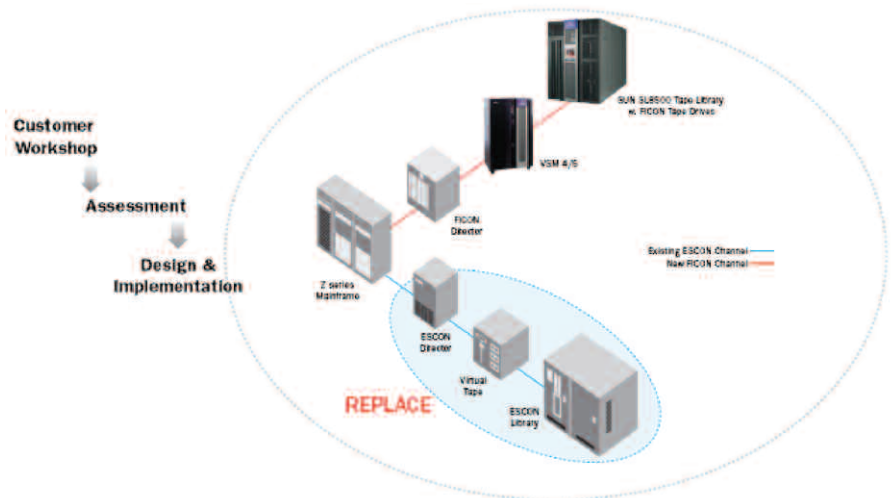
SUN-BROCADE ESCON TO FICON MIGRATION SERVICES PROMOTION

Free Workshop for Qualified Mainframe Customers

On paper, migrating from ESCON seems like it should be an easy decision. ESCON runs at 17 MB/sec versus FICON's 400 MB/sec. From a disaster recovery standpoint, FICON channels can be natively extended to 100 km, but ESCON's reach is only 9 km without significant data degradation. ESCON supports far fewer device addresses than FICON. Then there's the question of maintenance and support. IBM has announced the end-of-life of the ESCON director, and while they still support it, the cost of maintaining and supporting older equipment can be prohibitive. But given the complexities of migration and the critical nature of the mainframe environment, many organizations are reluctant to embark on this technology transition.

Planning and implementing a migration to FICON

How do you go about planning a migration that completes on schedule, within budget, and is totally transparent to the users? Using experience gained from 25 years of mainframe storage networking experience, Sun and Brocade will provide the expert guidance needed for a successful migration to FICON.



Let Sun-Brocade help plan your FICON migration

Mainframe customers may qualify for a FREE one day workshop that will help you learn more about FICON technology and start planning a migration to FICON or examine FICON expansion strategies. Contact your Sun sales representative to determine if you qualify.

This \$5000 workshop is free during the promotion period extending until March 31, 2008.



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