

PRESSEMITTEILUNG

Brocade ernennt Thomas Langkjaer zum neuen EMEA Channel-Chef; Alain Valluy verantwortet Südeuropa

Garching bei München/Genf, 13. November 2012 – Thomas Langkjaer ist neuer Channel Sales Director EMEA bei Brocade und damit verantwortlich für den Ausbau der Channel-Strategie sowie den weiteren Aufbau des Partnernetzwerks. Alain Valluy, der diese Position zuvor innehatte, übernimmt nun die Rolle des Regional Directors Southern Europe. Valluy ist für die Entwicklung des Vertriebs in dieser Region zuständig, um vor allem die Einführung von Data Center Fabric und SDN Lösungen zu unterstützen. Mit diesen Ernennungen setzt der Netzwerkausrüster auch weiterhin auf den Channel und fokussiert sich damit auch auf Märkte wie Frankreich, Italien, Portugal und Spanien.

Langkjaer und Valluy bauen auf langjährig fundierte Erfahrungen in den Bereichen Sales, Marketing und Business Development am globalen Netzwerkmarkt auf.

Zitat von Thomas Langkjaer:

„Die Herausforderungen an die Channel-Partner von Brocade sind groß. Unternehmen setzen Netzwerk-Lösungen ein, die ihre IT-Umgebungen optimieren und die dabei gleichzeitig einen Wettbewerbsvorteil bringen, und wollen unterstützt werden“, sagt Langkjaer. „Unser Ziel ist es, ein Programm zu entwickeln, das selektiv, differenziert und profitabel ist und welches Partnern einen hohen Return on Investment ermöglicht. Unser EMEA-Team freut sich sehr auf diese Herausforderung.“

Mehr Informationen finden Sie in untenstehender englischer Pressemeldung.

Brocade Appoints Thomas Langkjaer as New EMEA Channel Leader; Alain Valluy to Spearhead Southern European Expansion

GENEVA, Switzerland — 13 November, 2012: Brocade® (Nasdaq: BRCD) today announced the appointment of Thomas Langkjaer as Channel Sales Director for EMEA, and Alain Valluy, who previously held the channel role, as Regional Director – Southern Europe. The appointments signify the company's commitment to its channel and driving business opportunities across the region, bolstering operations in Southern Europe to focus on markets such as France, Italy, Portugal and Spain.

"Southern Europe is of strategic importance to Brocade in EMEA, so finding the right leadership is critical to our ongoing success," stated Alberto Soto, Vice President – EMEA, at Brocade.

"Alain [Valluy] has done a terrific job in leading the channel team over the past two years, and in this new role [Regional Director – Southern Europe] he will be instrumental in driving our expansion in the Southern region to capitalize on the market opportunities in front of us. Thomas [Langkjaer] will continue Alain's work in building our channel and ensuring our ongoing commitment to partner growth is met. With these two seasoned professionals, I am confident that Brocade in EMEA will continue to flourish."

Langkjaer will be responsible for developing Brocade channel strategy, focusing on accelerating channel recruitment and sales and ensuring partners are able to fully leverage [the unique technology differentiation delivered by Brocade innovative networking solutions, and its Alliance Partner Network \(APN\) programme](#). Langkjaer has more than 18 years' experience of sales, marketing and business development in the global networking market place, most recently as the Brocade OEM prime for the DACH (Germany, Austria and Switzerland) region, and before that he held several senior sales, marketing and distribution roles at Hewlett-Packard and Compaq across EMEA and in the US.

"The opportunity facing Brocade channel is immense, as businesses look to embrace networking solutions that can optimise their IT environments and deliver true competitive advantage," said Langkjaer. "Our aim is to develop a programme that is selective, differentiated, profitable and fosters a high return on partner investment, and the team in EMEA is relishing the challenge."

In his new role, Valluy will be responsible for developing Brocade sales operations across Southern Europe. In particular, he will be driving adoption of data center fabric and SDN solutions across the region, leveraging the company's existing go-to-market relationships with OEMs and channel partners across the region. Valluy has almost 20 years' experience of sales, marketing and business development in the global networking market place, most recently as EMEA channel sales director at Brocade and formerly sales director, EMEA, at HP ProCurve where he was responsible for transforming the European sales organization and go-to-market model to drive penetration across the region.

"The way modern enterprises are conducting business today, and the huge volumes of data being generated, are impacting networking strategies," stated Valluy. "Businesses are looking to reduce infrastructure complexity and cost, and leverage the evolution of converged infrastructure and cloud computing models to rethink network strategies and cope with today's

capacity demands. Our vision for the virtualized data center provides businesses with the opportunity to drive data center transformation.”

Über Brocade

Brocade (Nasdaq: BRCD) Netzwerklösungen unterstützen die weltweit führenden Unternehmen beim nahtlosen Übergang in eine Welt, in der sich Applikationen und Informationen überall befinden können. (www.brocade.com)

Für weitere Informationen wenden Sie sich bitte an:

Brocade Communications GmbH
Christine Schmidt
Business Campus, Parkring 17
D-85748 Garching
Tel.: +49.(0)89.200 009-151
Fax: +49.(0)89.323 868 98
cschmidt@brocade.com

Maisberger GmbH
Michaela Holzer / Katharina Thiemann
Claudius-Keller-Str 3c
D-81669 München
Tel.: +49.(0)89.419599-23/-85
Fax: +49.(0)89.419599-12
brocade@maisberger.com

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