Why Choose an Extreme Network?

The Times They Are a-Changin'

Great network switches today look very different from legacy solutions in size, speed, and power from the ones you may have purchased over the past few years. It's not just about a switch or a box anymore, it's about a platform and a solution set that will drive value well into the future.

Extreme Networks cross-platform strategy is designed to meet these changing times. Our multi-platform software will deliver value at multi-rate/value-edge as well as future multi-rate/spine-leaf data centers. Our unique platform strategy takes advantage of over 20 years of experience in the network industry while leveraging the world's most popular operating system across public and open stack clouds—all with no vendor lock-in.

Ask yourself this simple question: "Is your network faster today than it was 3 years ago?" The explosive growth in the number of devices accessing the network leads to traffic overrun. It's not good enough anymore to provide only connectivity: it's also essential the network deliver connectivity in a controlled and manageable way. These new demands are why we are now the #3 networking vendor—globally!

6 Reasons Why Extreme Networks Is Recommended By 100% of Our Users in Gartner's Peer Review

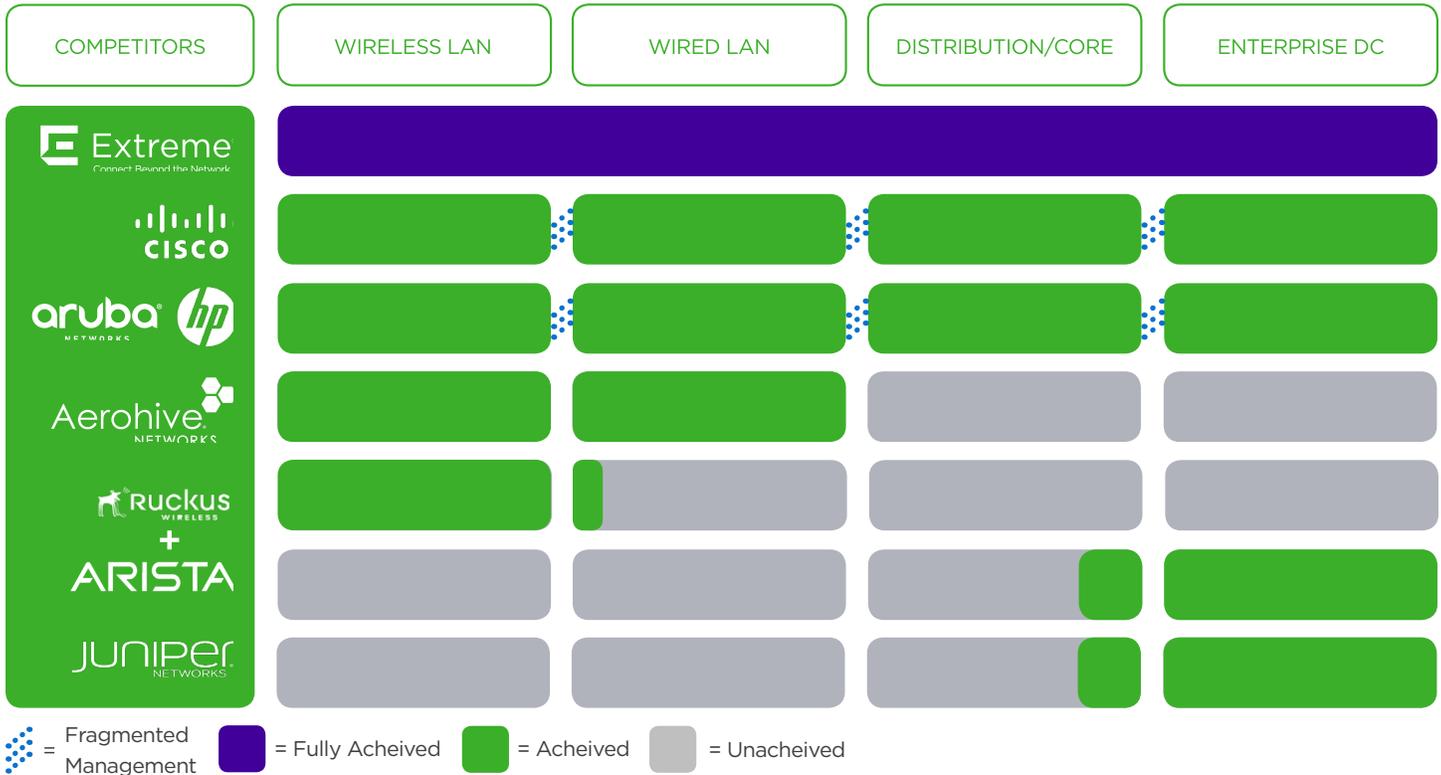### #1: Improved Efficiency and Lower Costs – An ROI of 387%!

Extreme's solutions deliver differentiated financial value for significant capital and operational savings from four areas—hardware and software, data center infrastructure, support and maintenance, and network administration. Extreme solutions provide the lowest total cost of ownership, allowing you to reallocate funds to other initiatives. In fact, in a study conducted by Enterprise Strategy Group in January 2018, the Extreme Network delivered an ROI of 387% including – 26% Lower CapEx, 33% Lower Support and Maintenance, and 35% Lower OpEx costs than other vendor networks studied. We do this by providing:

- Greater management efficiency – reducing overhead by 90% and supporting ten times as many users per network administrator compared to the industry average

- Extended technology lifecycles of 5-10 years rather than typical 2-3 year planned obsolescence – long technology lifecycles accelerate ROI and improves TCO

- Lower operational costs with the industry's best lifetime warranty – reducing TCO

- An open, standards-based approach to ensure interoperability and integration with existing technology as well as future technology investments
- Products that are easy-to-use, reducing the need for extensive training or certified personnel
- A globally-recognized, award-winning service and support organization to improve time to resolution

#2: Unified Solution Benefits

Extreme offers a complete, state-of-the-art networking portfolio with innovative WLAN access, high performance switching and routing products for data center and core-to-edge networks, network security solutions, unified network management, and application analytics – the only vendor with a unified, edge-to-core portfolio, managed from a single global database.

COMPETITORS	WIRELESS LAN	WIRED LAN	DISTRIBUTION/CORE	ENTERPRISE DC
Extreme	Fully Achieved	Fully Achieved	Fully Achieved	Fully Achieved
Cisco	Achieved	Achieved	Achieved	Achieved
Aruba / HP	Achieved	Achieved	Achieved	Achieved
Aerohive	Achieved	Achieved	Unachieved	Unachieved
Ruckus Wireless	Achieved	Unachieved	Unachieved	Unachieved
Arista	Unachieved	Unachieved	Unachieved	Achieved	Achieved
Juniper	Unachieved	Unachieved	Unachieved	Achieved	Achieved

Legend: ⠿ = Fragmented Management | ■ = Fully Achieved | ■ = Achieved | ■ = Unachieved

#3: Technology Leadership

As one of the world's leading providers of high-performance networking solutions, Extreme offers the highest quality products, innovative technology, and long-product lifecycles that improves your ability to support networking needs of today and into the future. Extreme's patent portfolio – over 500 active patents – exemplifies our innovations in secure, intelligent, automated, and integrated networking hardware and software solutions.

Extreme Networks is a leader in bringing increased resiliency and performance to wired networks. In fact, we were the first vendor to introduce:

- Embedded visibility (also known as Insight Architecture) - an industry first
- The industry's most comprehensive cross domain (compute, storage, security, analytics) automation
- Highest density 100G Data Center switches

- Ethernet Automatic Protection Switching (EAPS) – a highly fault tolerant switched ring topology that Extreme authored as RFC 3619.
- A flow-based switching architecture, CoreFlow2, to deliver line-rate packet inspection for intelligent management of users and applications
- Industry's first Gig-E / 10 Gig-E Switch
- Resilient Stacking at the edge and stacking over a Terabit of Capacity
- Sub 50 millisecond recovery without Spanning Tree (with our Switch Clustering technology)
- Standards-based Fabric Technology (based on enhanced Shortest Path Bridging(SPB)) that extends across the entire network

Extreme's history in the development of WLAN technologies is unparalleled by any other vendor as demonstrated by the following:

- Co-author of the 802.11 wireless standard
- Founding member of WECA (now the Wi-Fi Alliance)
- First WLAN and scanner enabled mobile computer
- First Wireless-VoIP phone
- First Wi-Fi Wireless switch architecture
- First 802.11n RF Design tool
- First band unlocked radios
- Guinness World Record holder for most consecutive independent videos streams (84) from one access point

#4: Open Platforms and Positioning for the Future of "Things"

The Internet of Things (IoT) is having a profound impact in every industry and government is no exception. From remote monitoring systems to smart sensors to device integration, IoT technologies have become more pervasive everywhere. This is for good reason. IoT has the potential to deliver better user experiences, improve operational efficiency and drive down costs. However, at the same time, IoT poses the challenge of new requirements for cybersecurity and data privacy. Older devices pose a high risk to cyberattacks, malware and viruses, and therefore, need protection in today's internet-connected world. Only an Extreme Network, with its open, Linux-based management foundation, can easily support the new, emerging world of "things".

IoT will challenge traditional organizational roles as information technology becomes widely embedded across assets, inventories, and operations. One focal point will be the IT function, for the Internet of Things requires it to assume a transformed role that spans beyond computers, networks, mobile devices, and data centers. Instead, IT will have to join with departmental managers (e.g., police, sanitation, traffic control) to oversee IoT systems that are essential to improve both the top (customer experience) and bottom (cost) lines. IoT may exacerbate many of the challenges we have observed when companies use Big Data. In moving to a world where IoT is used for prediction and optimization, companies face an analytics challenge. They'll need to develop or purchase, customize, and then deploy analytical software that extracts actionable insights from the torrent of data IoT will generate. Only an open platform, like Extreme's, ensures the future of a "things" ecosystem.

#5: Complete Network Visibility and Security

Extreme Management Center provides visibility and control of the entire network, including 3rd party products – from data center to end devices to "things" – ensuring operational simplicity, reduced network management overhead ,and increases in both IT and user productivity. Benefits of Extreme Management Center include:

- A single global database – not just the ability to launch disparate apps from a central location – which minimizes the time spent configuring, deploying and troubleshooting, allowing IT to focus on other projects and network improvement initiatives
- Easy-to-use unified interface allowing the IT team to not only see, but control, all traffic and devices on the network
- Management for 3rd party network infrastructure equipment

#6: In-house, Close-to-the-Source and Innovative Customer Support

Extreme is renowned throughout the industry for providing the best service. Extreme has multiple awards for customer service and manufacturing quality; a 94% first person contact resolution rate; and a customer support solution that is held in highest regard by third party analysts, including Gartner and Gartner Peer Insights. These accolades, in addition to our 95% customer satisfaction rating, provide strong proof we're on the right track. A culture based on the motto, "There is nothing more important than our customers," Extreme is of a select few whose support staff are insourced Extreme employees, with one of the lowest attrition rates in the industry. The staff is co-located in the same building and floor with engineering to better serve you and your constituents.

Why Extreme: Simple, Secure, Intelligent

Our Differentiation:

- Unified enterprise management
- Secure, end-to-end fabric
- Gartner visionary, wired/wireless lan
- 100% insourced, #1 rated service and support
- Only unified enterprise networking provider

"The move, combined with several other recent acquisitions by Extreme Networks, will help make the company a more formidable competitor to networking giant Cisco Systems."

CRN

"The story of Extreme Networks is one of the more remarkable turnarounds I've seen in technology in years."

NETWORKWORLD

"Extreme has done a great job in integrating their acquired Avaya fabric assets."

Wirednot

"Extreme: The Next Great Networking Company."

BARRON'S

"Extreme Surges..."

WSJ

About Extreme Networks

The digital transformation of government and the rise of smart states demand network infrastructure that is agile, adaptive, and secure. Extreme Networks delivers software-driven networking solutions that are hyper-reliable and easily-managed to improve responsiveness to the needs of your citizens. We automate, manage, control, and secure your government networks, so agencies can leverage IT to meet their critical missions. With services and support that are rated #1 in the industry, we count leading government entities, including US Marines, City of Oakland, Indiana Department of Transportation, and Department of Defense, to name just a few, among our customers.

Products include ExtremeControl, a network access control solution that allows the enterprises to unify the security of their wired and wireless networks with visibility and control over users, devices, and applications; and ExtremeAnalytics, a network-powered application analytics and optimization solution, which captures, aggregates, analyzes, correlates, and reports network data that enables in decision making and enhancing business performance. In addition, it offers ExtremeCloud, a wired and wireless cloud network management solution, which offers advanced visibility and control over users and applications. Extreme Networks, Inc. was founded in 1996 and is headquartered in San Jose, California. Its products are sold through distributors, resellers, and field sales organizations.

For More Information:

- ESG Economic Value Validation: Quantifying the Value of Extreme Networks
- Extreme Networks Public Sector Solutions
- Gartner Magic Quadrant for the Wired and Wireless LAN Access Infrastructure [Analyst Report]
- Gartner Critical Capabilities for Wired and Wireless LAN Access Infrastructure [Analyst Report]
- Customer Success Stories [Collection]

Extreme®
Connect Beyond the Network

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