

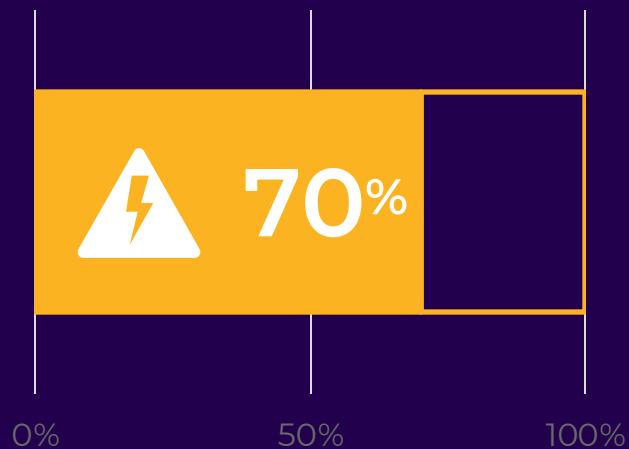
EBOOK

# 1 Network, 1 Cloud, 1 Extreme Reduces Risk and Simplifies Operations

As network and security complexity increase, Extreme Networks offers **products, solutions, and enhanced services** that improve operational efficiency and enable network and business transformation.



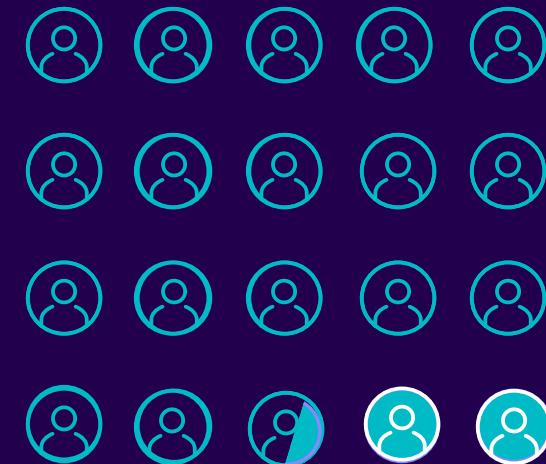
**Networking and security** are rapidly becoming **more complex**.  
Business and technology **risks are increasing**. **Skills gaps** are growing.



Up to 70% of network outages cost the organizations involved more than \$100,000.<sup>1</sup> Every minute of unplanned downtime costs \$9,000 on average.<sup>2</sup>



Up to 83% of organizations sustained cyberattacks in 2022.<sup>3</sup> Organizations that contained a breach within 30 days saved up to \$1 million.<sup>4</sup>



Up to 87% of organizations are facing skills gaps.<sup>5</sup> The wrong technology investments can complicate operations and create unexpected risk.

1, 2. Ponemon Institute, 2016. [Cost of Data Center Outages](#).

3, 4. IBM, 2022. [Cost of a data breach 2022: A million-dollar race to detect and respond](#).

5. McKinsey & Company, 2020. [Beyond hiring: How companies are reskilling to address talent gap](#).



Extreme's unique **1 Network, 1 Cloud, 1 Extreme** approach reduces risk and simplifies operations by enabling infinitely distributed, highly scalable networks that deliver both **strategic advantage** and **consumer-centric experiences**



Wired, wireless, and SD-WAN devices and Extreme Fabric connect everything in a unified, secure, and automated network as a single topology across campus, data center and branch



Unified management of wired, wireless, SD-WAN, and IoT devices with a continuum of public (shared or private) or edge cloud, as well as air-gapped deployment options and enterprise services



Unified licensing provides predictable costs, while 100% in-sourced, certified global professional services speed time to value, mitigate outages, and help customers maximize the value of their investment

# Extreme's architectural approach enables organizations to **connect and manage everything, everywhere**

Extreme's **1 Network** approach combines **industry-leading wireless and wired access** with **SD-WAN** and **the industry's most deployed fabric**.

Extreme Fabric connects both Extreme and non-Extreme devices in a **unified, secure, and automated topology**, extending sub-second failover, zero trust hypersegmentation, and zero touch provisioning to the entire network.

**1 Cloud** enables **unified management of 1 Network**, with centralized, remote configuration and management with a range of deployment options.

**1 Extreme** enhanced services help customers optimize solutions and maximize value, while simple universal licensing enables predictable costs.



- 

Wireless Access Point
- 

Fabric Switch
- 

SD-WAN Appliances
- 

IoT, VoIP, and other devices

# Best-in-class hardware enables infinitely distributed, highly scalable, and secure solutions that deliver exceptional QoE

## Universal Wireless

Industry-leading 6 GHz Wi-Fi technology with built-in AIOps troubleshooting, guest, IoT, and location services deliver a modern connected experience. Organizations can easily adopt new technologies and/or use cases through a simple software change avoiding hardware lock-in and protecting their investment.

### Wi-Fi 6



### Wi-Fi 6E



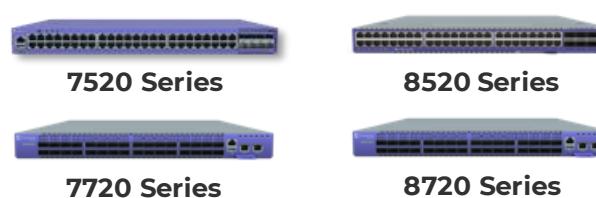
## Universal Wired

A broad range of high-performance, multi-rate switches and routers with integrated fabric and advanced PoE securely addresses edge, core, and aggregation needs. A choice of operating systems enables organizations to easily repurpose and redeploy their network hardware.

### Edge



### Aggregation/Core



## SD-WAN

ExtremeCloud SD-WAN securely connects sites, users, data, and applications securely and enables the highest performance for least cost. A range of speed tiers and applications that support the smallest branches to the largest data centers.

### IPE Series



### Flexible Speed Tiers up to 10G

XS	S	M
Up to 250Mbps	Up to 500Mbps	Up to 750Mbps
L	XL	XXL
Up to 1Gbps	Up to 2Gbps	Up to 10Gbps

# Extreme products and solutions are **secure by design**

Security capabilities are **unified across all products** through a layered approach that can secure both control and data planes.



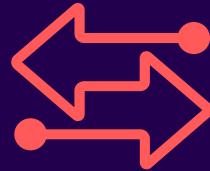
## Over the Air

An extensive threat library, multi-dimensional detection, forensics, and other advanced features enable secure classification and monitoring.



## Wi-Fi Access Points

APs provide a built-in security layer via a TPM chip with stateful firewall, DoS prevention, and policy enforcement at the point of access.



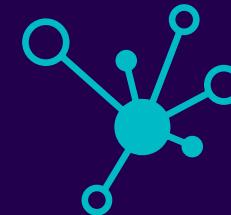
## Switching

Trusted Delivery, Measured Boot, and Remote Attestation features make Extreme the industry's most trusted switching platform. Optional MACsec protects data at the data link layer.



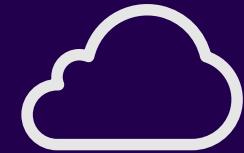
## Extreme Fabric

Stealthy design, hypersegmentation, and service elasticity reduce breach risk and impact while laying the foundation for a zero trust security framework.



## SD-WAN

Built-in zone-based firewalling, IPsec encrypted tunneling, firewall as a service, secure web gateway, or bring-your-own-security options secure the WAN and internet access.



## In the Cloud

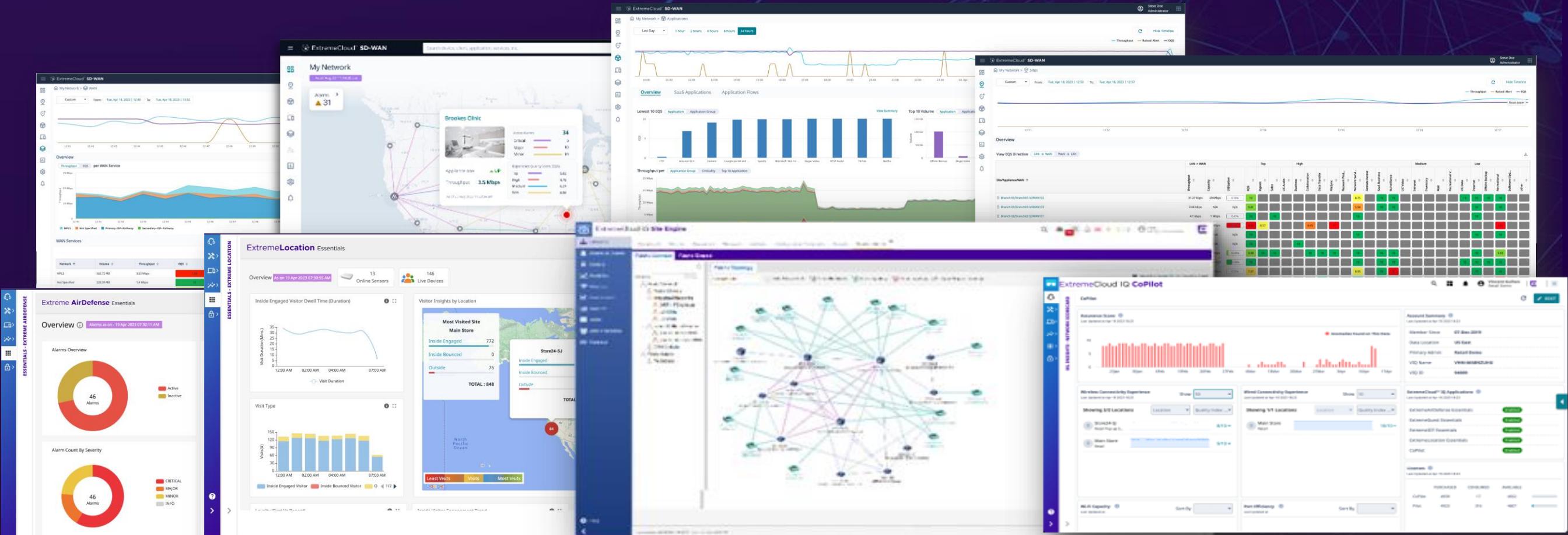
ExtremeCloud leads the market, providing ISO 27017, 27701 and 27001 certifications, SOC2 compliance, CSA certifications, and GDPR compliance.



# Unified management of wired, wireless, SD-WAN and IoT

Management and monitoring across data center, campus, and branch for both **Extreme and non-Extreme devices** (such as Cisco, Aruba, and Juniper) reduce risk and simplify operations. **A continuum of deployment options** including public (shared or private) and edge cloud as well as air gapped enables customers to strike the best balance between data control and privacy, performance, and cost for their needs.

Enterprise cloud services, such as machine learning-powered **AIOps**, Digital Twin **virtual sandboxing, security, location services**, guest access, and more, enable evidence-based operational decision-making while universal licensing enables predictable costs. **Customer Success** further helps reduce risk, accelerate innovation, and get faster time to value.





# Comprehensive Global Services portfolio to reduce risk & mitigate outages

Certified global professional services, customer success, maintenance, and **100% in-house support** help improve resilience, speed time to value, and maximize the value of customer investment.



## Professional Services

Expert IT assistance, when you need help, on your terms



## Maintenance and Support

7x24x365 Global Technical Assistance Centers



## Premier Services

1:1 designated access to Extreme experts for priority queuing and fast IT issue resolution



## Managed Services

Network monitoring and proactive management of network availability & performance



## Customer Success

Included with select ExtremeCloud solutions to get the most from an Extreme Networks investment

### EXPERIENCE

**9.5 CSAT avg score**

### KNOWLEDGE

**90% willingness to recommend\***

### BREADTH

**Customer Success**

### ALIGNMENT

**100% in-house support**

\*Gartner Peer Insights, 2022

# Extreme solutions helps organizations **reduce risk, simplify operations, and improve key results**



## **Scale Transformation and Growth**

Deploy new sites and services remotely powered by Extreme Ethernet switches and Wi-Fi APs. Enable resilient connectivity and exceptional network and application performance with ExtremeCloud SD-WAN.



## **Unify, Automate, and Secure the Network**

Extend Extreme Fabric's zero touch, zero trust services from campuses and data centers to branches at the network edge. Centrally configure, manage, and operate the network as a unified, secure topology.



## **Drive Operational Excellence, Everywhere**

Improve efficiency and effectiveness while controlling costs. Compare insights between sites, applications, links, and location-specific business performance. Bridge existing and new technologies with enhanced services.





ADVANCE  
WITH US™