

Extreme Capital Solutions

Flexible financing options for innovative cloud-managed network solutions

Don't let budget constraints halt technology advances needed to achieve business outcomes. Extreme Networks offers comprehensive acquisition solutions for an organization's unique financial requirements.

Technology no longer just powers the business: It is the business. Organizations need robust, agile, and secure infrastructures that pivot quickly to meet ongoing market and customer demands. The convergence of AI, security and cloud networking must integrate with legacy environments as global stakeholders want fast, reliable technologies that support the ways they interact with organizations - anywhere at any time from any device.

Part of Extreme Networks solutions portfolio includes Extreme Capital Solutions. With exceptional finance options and consumption models to cover IT investments, organizations are well poised to meet the ebb and flow of business dynamics, create amazing customer experiences, and achieve business outcomes well into the future.

Effortless Acquisition Models

Ready the IT environment to optimize operations and provide the foundation for technology needs like AI, AR/VR, core modernization, delivering consumer-like experiences, protecting mission-critical data, etc.

Extreme Capital offers the right payment plans for a customer's IT purchases. It's no longer if a company needs to invest in the IT environment, but how soon can it be done: Research shows when organizations continue to innovate and finance technological improvements, throughout the highs and lows of business cycles, they gain a competitive advantage (McKinsey & Company, 2020).

Cash purchases, leasing and subscription offerings, and a flexible monthly subscription rate, are all options with Extreme Capital. Whatever your financial needs, Extreme is flexible and very creative to help organizations achieve business outcomes.

Benefits of Extreme Capital Solutions

- **One finance plan for 100% of Technology Expenses** – Every related expense is covered. Fund cloud, subscriptions, hardware, software licenses, network infrastructure, consultation costs, project management, installation services, maintenance and support services, and more.
- **Equipment Financing Offers Strategic Advantages** – Don't simply weather the ebb and flow of business cycles, invest in revenue-generating IT infrastructure to improve efficiencies and gain a competitive advantage. The value of new equipment comes from use, not ownership. In an uncertain economy, many organization lease IT equipment as part of their key strategy for growth.
- **Preserve Capital While Enabling Growth** – Retain cash reserves to use for revenue producing projects and present a better balance sheet. For example, companies can lease IT equipment now and postpone purchase decisions at the end of the lease. Leasing is a debt rather than an expense.
- **Spread Costs Over Years** – Extend the total expense into monthly payments; at the end of the term, replace the technology, retain it, or return it.
- **Gain Strategic, Competitive Advantage** – Build agility and flexibility into your infrastructure to keep pace with changing business needs and equipment upgrades.



Subscription

For customer looking to achieve maximum flexibility, designed without restrictive terms and a manageable monthly subscription rate.

- **Future Proof the Network Acquisition** – Easily acquire and update full functionality and security to meet ever-changing business needs
- **Proactive Networking with On-Demand Agility** – Quickly adjust and adapt to constantly evolving customer and market demands
- **100% Compatible, 100% of the Time** – Bridge legacy infrastructures with new technologies - with Extreme IT experts always close at hand to help. Change components on demand to achieve full compatibility for today and into tomorrow



Network Infrastructure offered as a Service (NlaaS)

A consumption model for organizations looking for a predictable network budget that offers the ability to spread the project cost over the lifecycle.

- Consumption model based upon switch port & wireless AP utilization
- Fixed term agreement with a one-time technology refresh
- Completely customizable solution based on the technology needs of the customer
- Combines Extreme's Hardware, Software and Services into a single monthly payment
- OpEx model
 - Extreme holds title to the equipment
 - No assets to depreciate
 - No equipment to capital purchase
- Consistent, foreseeable Operating Expenses
 - Protect internal budget on an ongoing basis



Extreme Campus Agreement (ECA)

Provide students the best network experience at a fixed per student price.

- Bundle software, services and maintenance without using CapEx
- Consistent, predictable per student price to simplify and ease budgeting process
- Periodic reviews to determine and address evolving network needs for expansion or upgrades
- No upfront capital needed – take advantage of latest technology to meet business goals
- Automatic maintenance service coverage at no additional cost for new Extreme Networks hardware purchased in-year.



Leasing (Payment Plan)

Single source financing plans for creditworthy businesses allows customers to break down large acquisitions into fixed payments.

- Conserves capital for business needs
- Protect network from obsolescence
- Provides off balance sheet potential
- Easy upgrade option

Accelerate growth: Make secure, cloud managed IT a priority.

Contact an Extreme Networks Services representative for more information.

McKinsey & Company, 2020. <https://www.mckinsey.com/capabilities/strategy-and-corporate-finance/our-insights/innovation-in-a-crisis-why-it-is-more-critical-than-ever>