

What's Important to You?

Consider these questions to help you decide if the Extreme Campus Agreement is right for your higher education institution.

- Are you looking for a predictable, consistent pricing model to cover your Software, Services and Support needs?
- Do you currently have an Operational Expense budget but not an easily accessible Capital Expense budget?
- Have you held off on updating your network software and services and are now seeing losses in productivity and competitive advantage as a result?
- Do you currently have a "per student" technology fee in place?

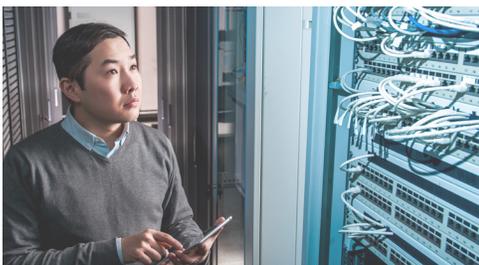
Software



Professional Services



ExtremeWorks Support Options



Extreme Campus Agreement

Giving Students the Best State-of-the-Art Network at a fixed Per Student Price.

The Trend

In order to have a competitive advantage, higher education institutions are realizing that they need to implement the latest in software technology and services to support their students effectively. However, budget cuts and budget approval make this a significant challenge.

What Are the ECA Advantages?

The Extreme Campus Agreement (ECA) bundles the software, services and ExtremeWorks support you want and need without using the CapEx budget you might not have (or want to use elsewhere).

The advantage is that you have the ability to roll software support license access, professional services and ExtremeWorks support services into one regular per student price and use the Per Student Technology fee to recover the cost.

Another key advantage is that you'll have predictable, consistent Operating Expense (OpEx) versus the more variable costs associated with buying the latest software and services required to keep your network running optimally. The ECA will set a fixed annual price per student at the start of the term that is used throughout the contract. Each year, the student population is then reviewed to set the annual price for the next annual period within the ECA.

New Extreme hardware purchased during the ECA term, receives full ExtremeWorks coverage and access to associated software licenses without any additional charge.

In addition, this model reduces the budgeting and accounting elements that are associated with buying Software, Services and Support, such as balance sheets and depreciation, which take up valuable resources, funds, and time.

That means there's no need for upfront capital so you can take advantage of technology available today to help you run your business more effectively and efficiently.

What If Our Needs Change?

The ECA framework is very flexible allowing for network growth during the contract term. Extreme can provide periodic reviews to determine your evolving needs and requirements to address any need for expansion or upgrades.

What Does ECA Include?

With the Extreme Campus Agreement, you get the Software, Services and Support you need on a consistent, predictable per student price to simplify and ease your budgeting process.

The basic elements of the ECA agreement are highlighted in the table below, but include the most in demand Software, Services and Support that our customers tell us they find desirable.

Extreme Campus Agreements from Extreme Networks. Simple budgeting on a per student basis. Massive value and access to Extreme software, professional services, and ExtremeWorks maintenance support.

If you are an educational institution looking for ease of budgeting and access to leading edge technology — give Extreme Campus Agreements a look.

Extreme Campus Agreement Deliverables

| Extreme Campus Agreement Program Description | Price per Student per Year* |
|---|---|
| ECA with ExtremeWorks Next Business Day Advanced Hardware Replacement | Contact Extreme Networks for pricing |
| ECA with ExtremeWorks 4HR Advanced Hardware Replacement | Contact Extreme Networks for pricing |
| ECA with ExtremeWorks Next Business Day Onsite (Parts & Tech) | Contact Extreme Networks for pricing |
| ECA with ExtremeWorks 4HR Onsite (Parts & Tech) | Contact Extreme Networks for pricing |
| Deliverables | |
| Service Term | 3 Years |
| Global Technical Assistance Center (GTAC) access | 24x7x365 |
| E-Support/Access to Extreme Support Portal | 24x7x365 |
| Software Support License | Yes |
| Software Updates/Upgrades | Yes |
| Hardware Replacement | Next Business Day or 4 Hour** options |
| Onsite Support | Next Business Day or 4 Hour** options |
| Professional Services | 5 @ PS-ESUs for <4K student ECA levels (per yr) 10 @ PS-ESUs for >4K student ECA levels (per yr) |
| ExtremeManagement | Yes |
| ExtremeControl (Unlimited ES) Note that PA licenses are excluded from ECA | Yes |
| ExtremeAnalytics | Yes |
| Extreme Wireless (RADAR, Capacity Upgrades, V21 10 virtual controller) | Yes |
| Software Support License for covered Extreme Switches/AccessPoints/Controllers including ExtremeCloud Appliance (Permanent device adoption licenses and VE612X virtual controller). | Yes |

*Actual pricing based upon Bill of Material (BOM)

** 4 Hour options subject to available by location

Optional Services like Premier Support, Remote Monitoring, additional PS-ESUs, etc must be ordered separately.

As new products are purchased throughout the term they will be provided full ExtremeWorks maintenance support as part of this contract, and the cost of that maintenance SKU is \$0, per new purchase (maintenance cost savings during FY).



<http://www.extremenetworks.com/contact> | Phone +1-408-579-2800

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