



# Extreme's #NewNormal Solution

In a world with so many uncertainties, Extreme knows one thing is definite – **networking is the foundation for current and post COVID-19 operations**. We know that the “new normal” is built on even more distributed connectivity, which demands even better centralized management. As we rotate to more data, coming from more places, more connected devices, and more cloud-based applications, we see the cloud being a fundamental part of this shifting new normal.

## Establishing the New Normal

When organizations require more distributed connectivity...

- More mobile devices
- More IoT devices
- More agile workers
- More cloud applications
- More video
- More security measures



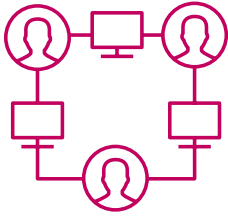
A cloud platform must deliver:

- More control
- Better Insights
- Availability
- Durability
- Security
- Duration

## Not Just Any Cloud: A 4th Generation Cloud

In order to effectively scale, cloud is the only answer. Your customers' organizations will need a cloud platform that delivers infinite 9s of uptime, dependable and durable data over a longer time perspective, and the industry's best and latest security protocols. That only comes with a 4th generation cloud. And Extreme is the only one who has one.

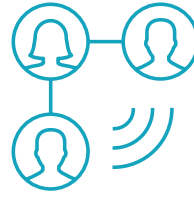
With a cloud solution in place, organizations can enable solutions like contact tracing within buildings by delivering useful connectivity and identity data to contact tracing apps. The right cloud solution can assist in occupancy management by showing administrators which areas are most frequented and which devices have the most clients at what points in the day (allowing them to also configure triggers to alert when additional cleaning is required, for example). Having a 4th generation cloud solution in place can assist with connecting IoT sensors and automation tools, and spin up agile work environments where ever those are needed – pop up locations, employee's homes, or additional smaller workplace locations to reduce congregation in a single space.



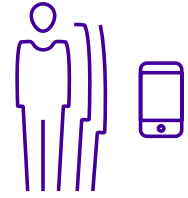
**Facilitating Agile  
Work Environments**



**IoT Monitoring and  
Robotics Automation**



**Contact Tracing  
Enablement**



**Occupancy  
Management Insights**

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## Extreme's Offering

For distributed environments, our 4th generation cloud platform radically simplifies remote deployments and operations. Powered by machine learning and AI, Extreme's ExtremeCloud™ IQ provides the analytics and tools needed to proactively monitor and optimize network health across every part of your organization, whether it be a fixed or temporary location.

It offers industry-leading data durability, data security, and uptime. Integrated with Extreme's end-to-end enterprise networking technology, it assists in collecting data to build, secure, and maintain agile work environments. For organizations bringing employees back to work and students back to school, ExtremeCloud IQ helps ensure safe mobility on campus with IoT and robotics connectivity and visibility, as well as support for occupancy management and contact tracing efforts.



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