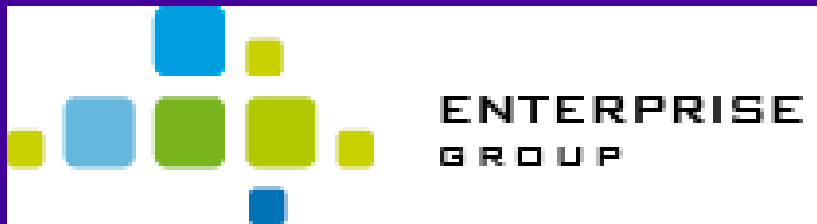


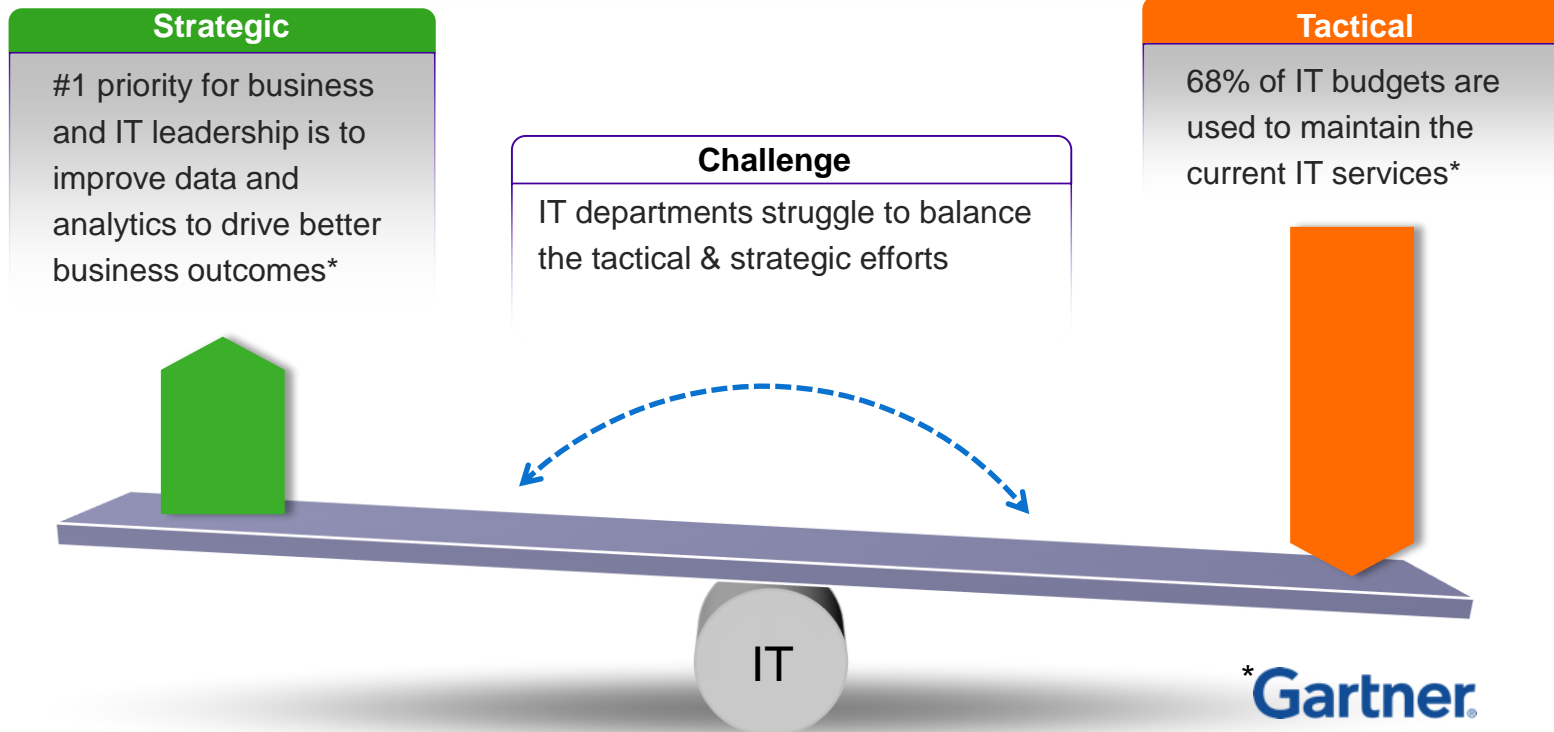
**The Extreme Advantage:
Simple, Fast & Smart**

Enterprise group customer event 30.6.



Michal Zlesák, Sales Director Czech Rep., Slovakia, Hungary
michal.zlesak@extremenetworks.com

Bringing Balance to Bimodal IT



How can IT improve business outcomes?

Our Heritage









- Founded **1996**
- Acquired Enterasys Networks Nov-2013
- **650** combined patents
- Combined **30+ year** pioneer in networking
- **Simplified** network management
- Known for superior network **performance**
- Embedded application **controls**
- **Open** and **standards-based** approach
- Long **product life** cycles

“
Extreme Networks should be on the short list of any mid-size to large enterprise... [Sept. '14]
”

Gartner®

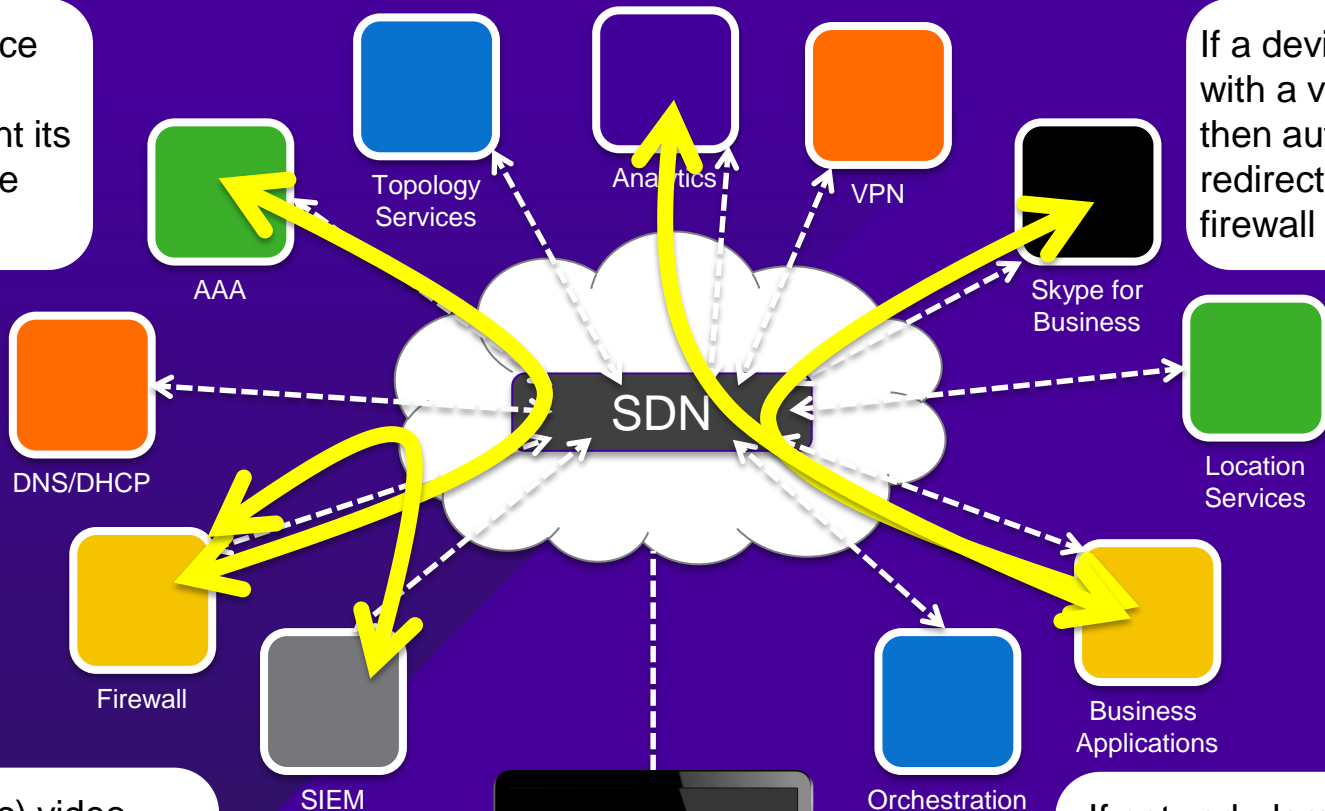
- Ed Meyercord, CEO
- Revenue: **\$600M+**
- **1,600** employees
- NASDAQ: **EXTR**
- HQ in **San Jose, CA**
- **14,000 customers** in over 80 countries
- **20+** Sales offices globally, **128** 4-hour depots
- Innovator of next generation wired and wireless **infrastructure technologies**
- **100% insourced** service and support

What we build and who we serve

| Wired & Wireless Infrastructure Solutions | Applications | Markets |
|---|-----------------------|--|
|  Data Center | SDN | Education  Healthcare Government Hospitality  Manufacturing Entertainment  Venues Media Retail  |
|  Mobile Enterprise | Application Analytics | |
|  Campus/Enterprise | BYOD | |
|  Service Provider | Network Management | |

If a medical device connects to the network then sent its traffic through the firewall

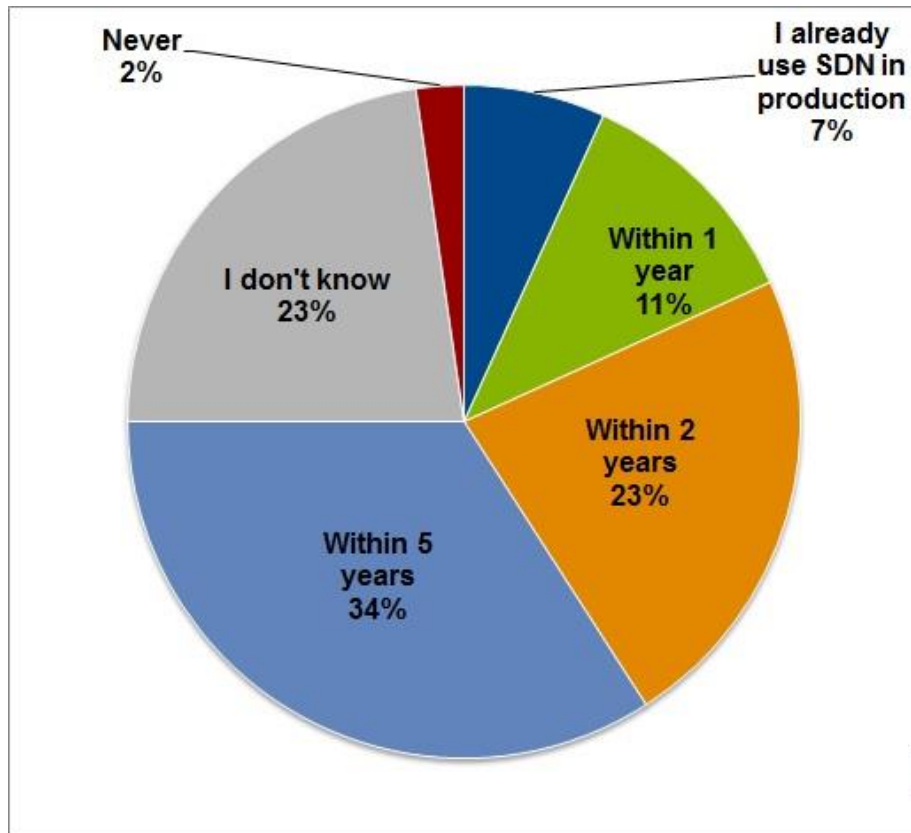
If a device is found with a vulnerability then automatically redirect traffic to the firewall



If a Skype (Lync) video call is initiated then apply dynamic priority and optimal network path for the call.

If network demand from business applications is high then rate limit any Netflix traffic

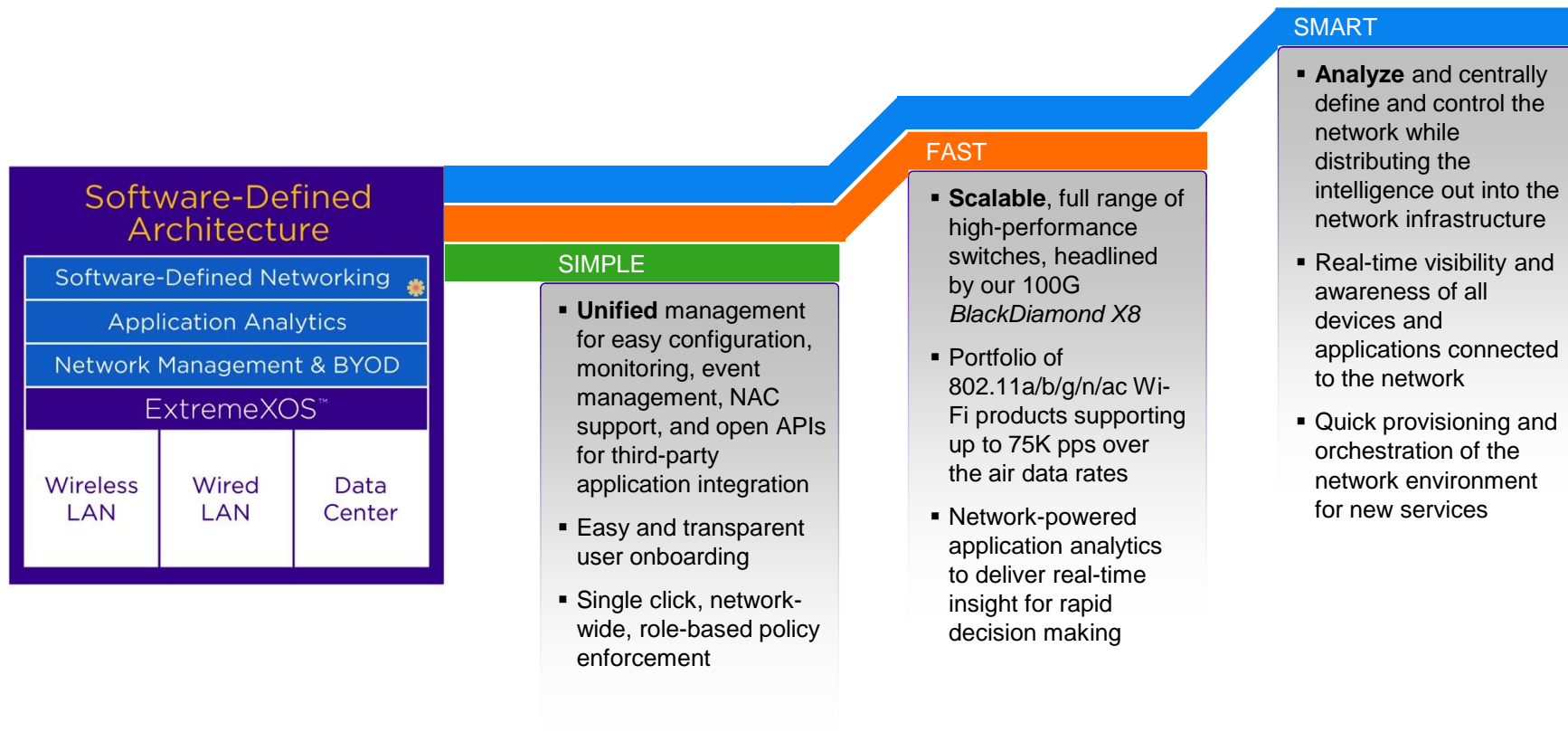




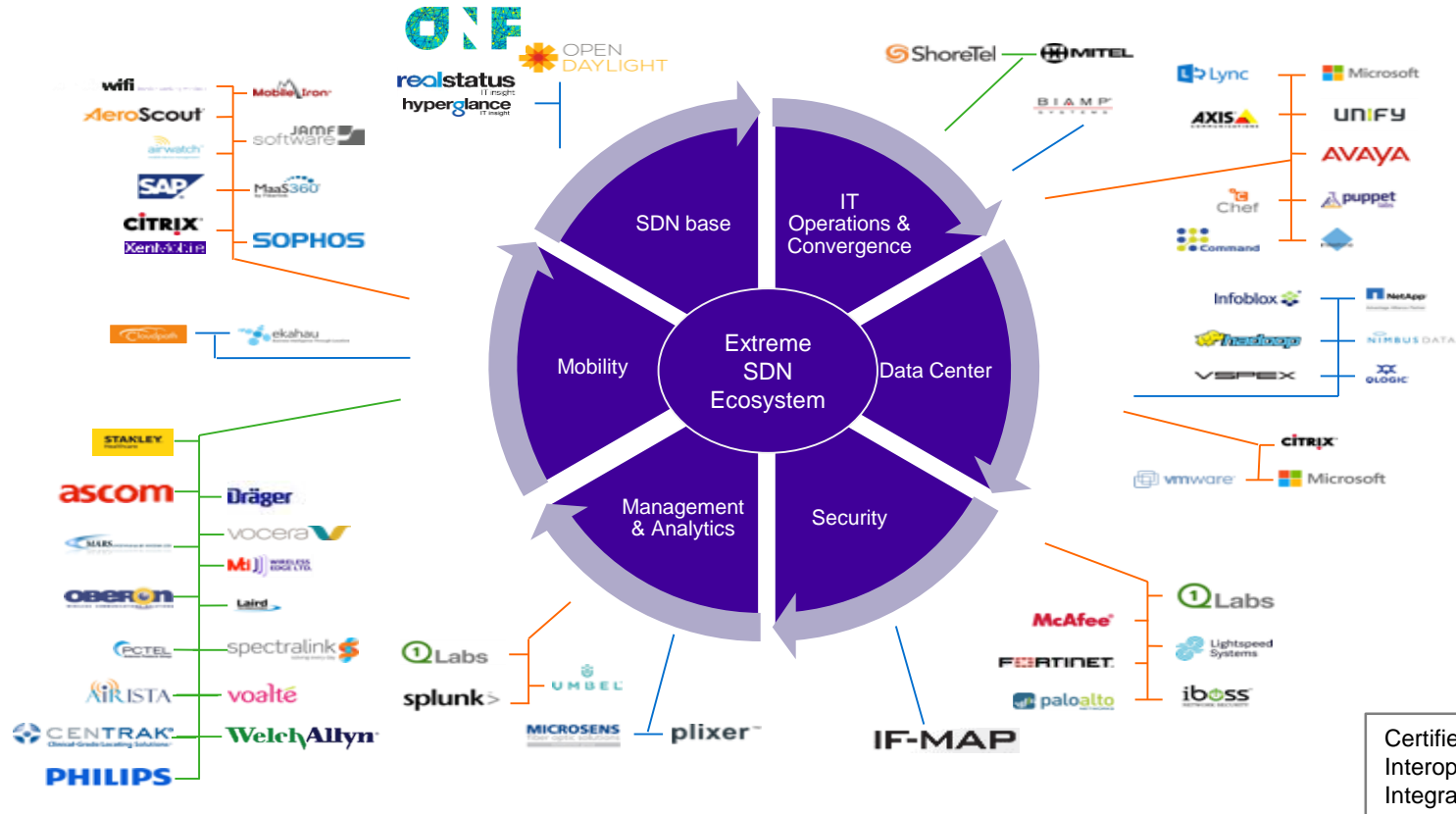
When do you plan to deploy SDN in production?

Gartner, December 2015

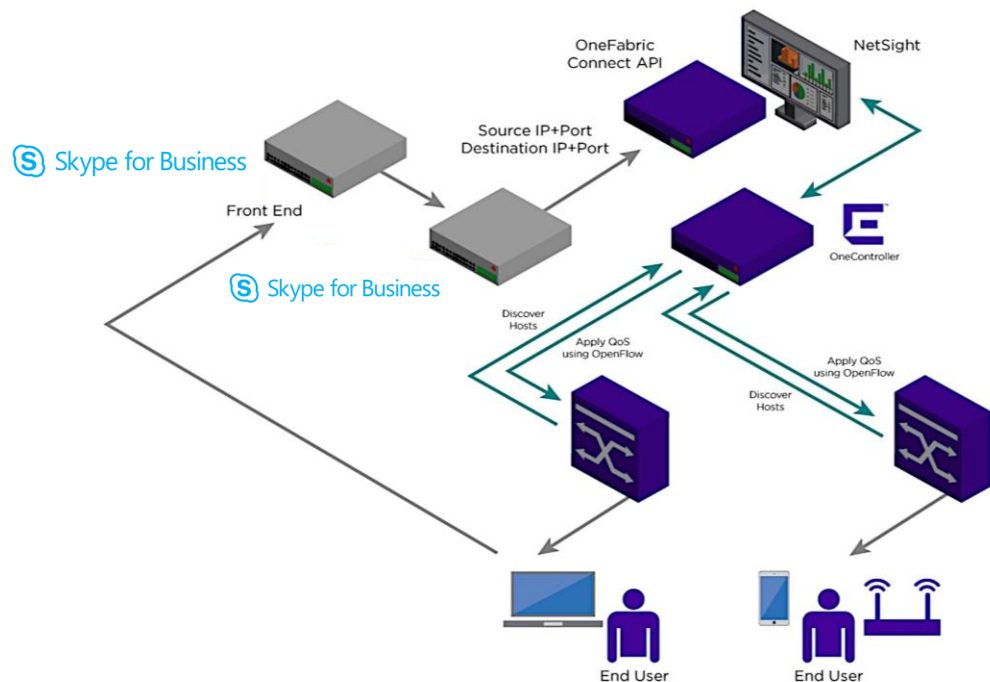
A Unique Architectural Approach



Technology Solution Partners Ecosystem

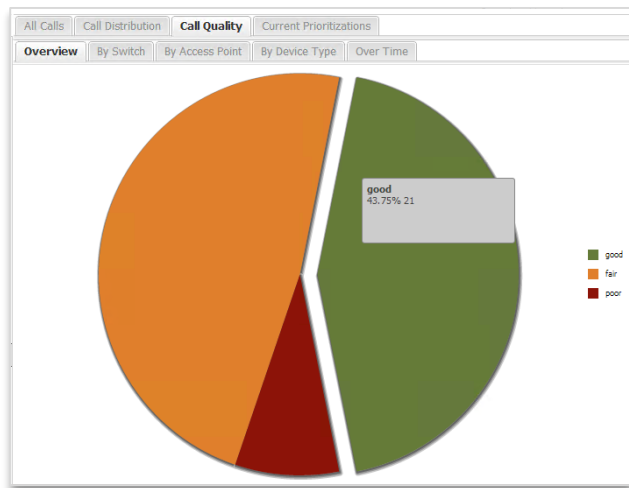


Skype for Business with an Open SDN Platform

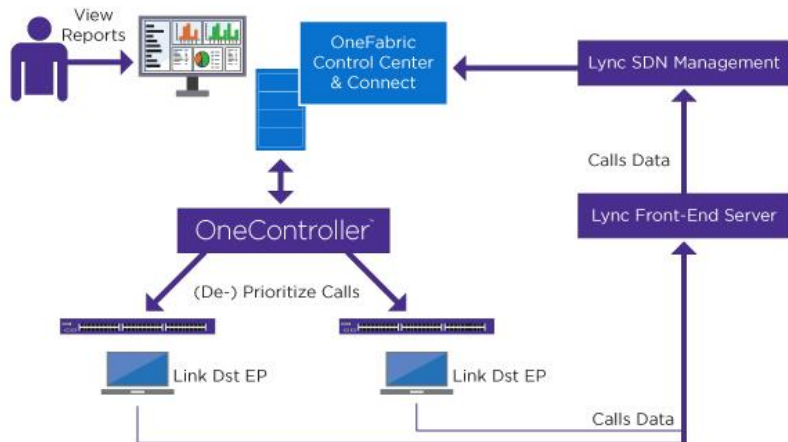


- Leverages Extreme Networks Open Daylight Controller 'OneController'
- Support for OpenFlow, OVSDB and other protocols
- Delivers QoS Prioritization across mixed infrastructures
- Frees customers from proprietary lock-in
- SDN solution designed for broaden market applicability

Skype for Business Traffic Engineering



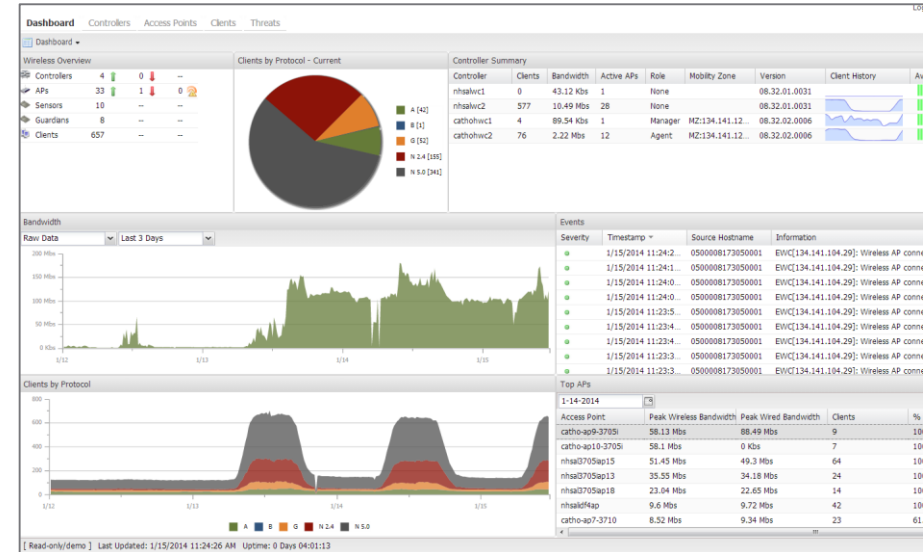
| Call Quality | | | | | | | | | |
|--------------|-------------|----------|----------------|-----------|-------|------|------|------|---------|
| Overview | | | | | | | | | |
| By Switch | | | | | | | | | |
| IP | Nickname | Location | Switch Type | Firmware | Total | Good | Fair | Poor | Unknown |
| 10.224.1.94 | X440-Edge-1 | San Jose | X440-24p-10G | 15.6.0.15 | 40 | 9 | 1 | 3 | 27 |
| 10.224.1.95 | X480-Core | San Jose | X480-24x-10G4X | 15.6.0.15 | 3 | 2 | 1 | 0 | 0 |
| 10.224.1.96 | X460-Edge-2 | San Jose | X460-48p | 15.6.0.15 | 28 | 10 | 1 | 2 | 15 |



Microsoft Skype for Business - Lync SDN Integration

OneFabric Control Center for Simpler SDN Management

- Single-pane-of-glass network management
- Visibility and control from core to edge
- Manage and automate your entire network through a single interface and database
- Open and published API
- Scales seamlessly to grow with your network





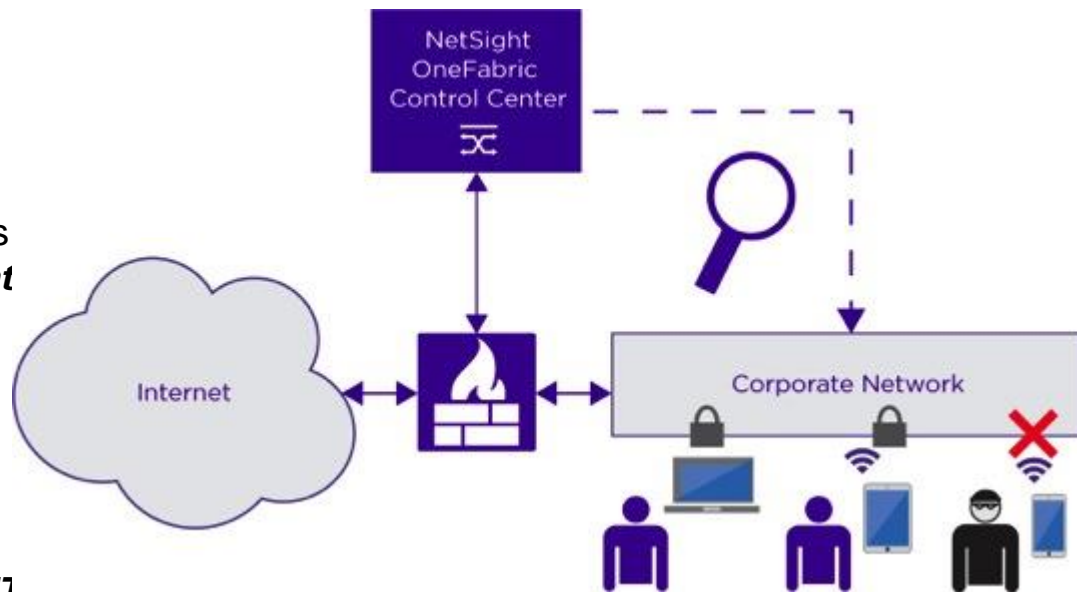
Security Implementation SDN & security

- Next Generation Firewalls integrations (Palo Alto, Fortinet)
- Distributed IPS solution
- Location based URL filtering (iBoss, LightSpeed)
- Single Sign On
- No hijacking session

Fortinet and Palo Alto Networks Security Integrations

Identity Mapping, Distributed Threat Response, and NAC

- Precise User ID to IP mapping eliminates potential attacks by providing reliable information to NGFW - ***without impacting network performance***
- Internal threat mitigation improves security by blocking/limiting user access at the point of entry – ***preventing threat from spreading to other users or groups***
- Unified wired/wireless access control delivers complete visibility into end systems, users, and applications - ***streamlining security processes for IT and ensuring end user validity***





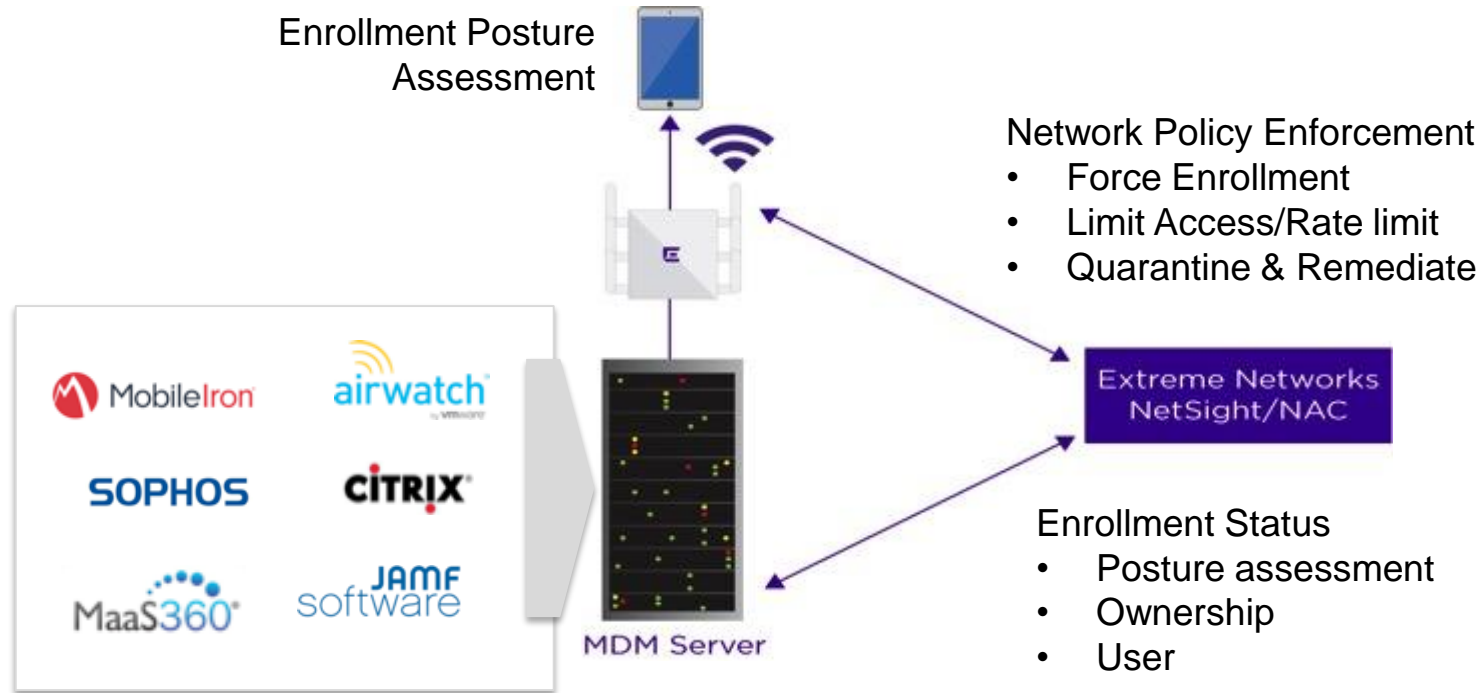
Mobile Device Management SDN & BYOD

- Easy onboarding
- One helpdesk tool with complete endsystem information
- Security posture & Compliance check



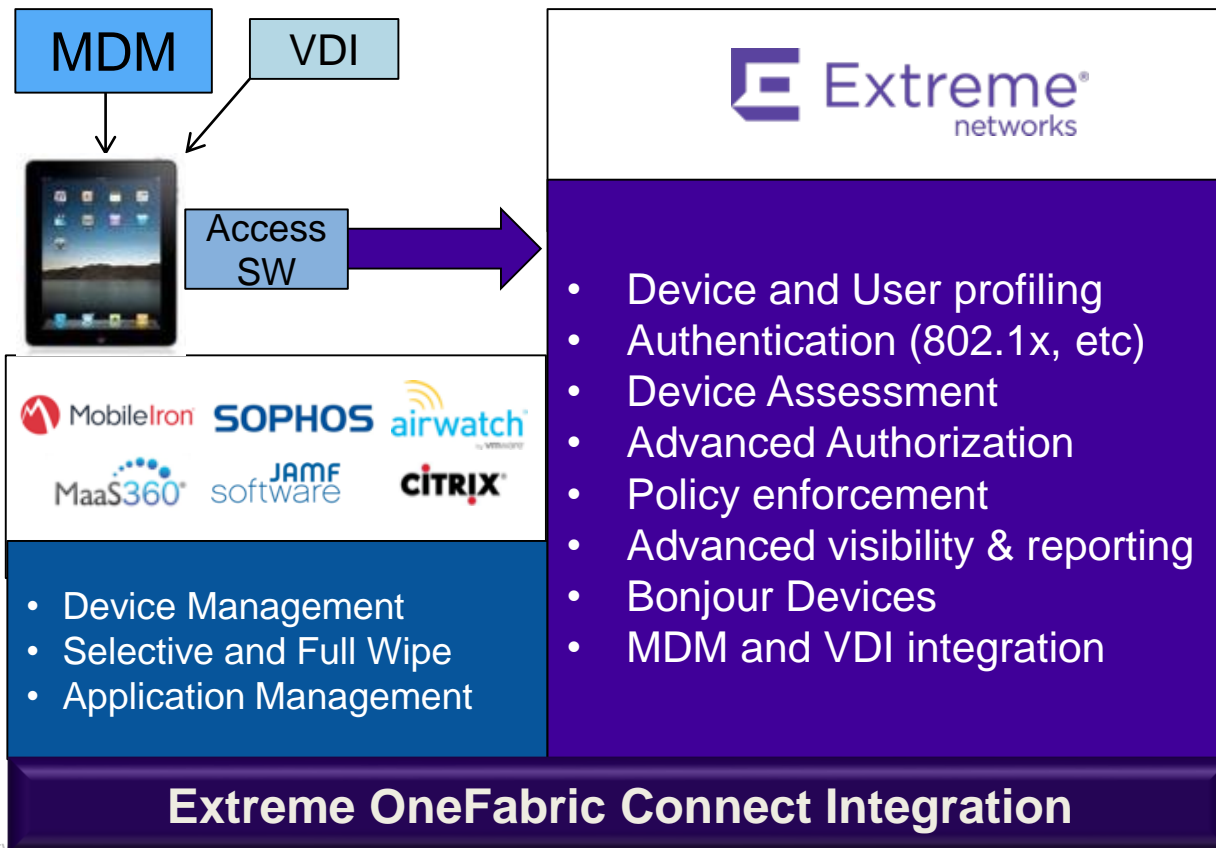
Integrations with MDM Partners

Security for BYOD, Onboarding, Policy Enforcement



Integrations with MDM Partners

In-Depth Visibility and Control of Mobile Devices



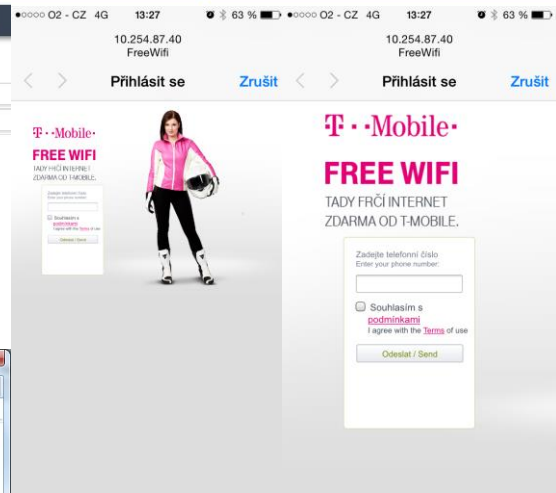
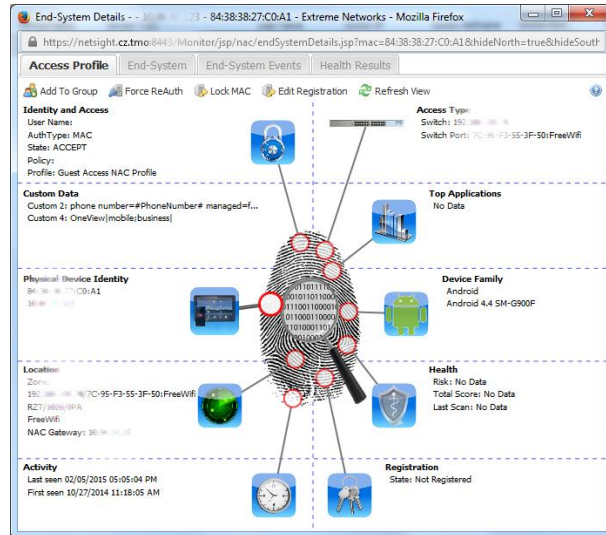
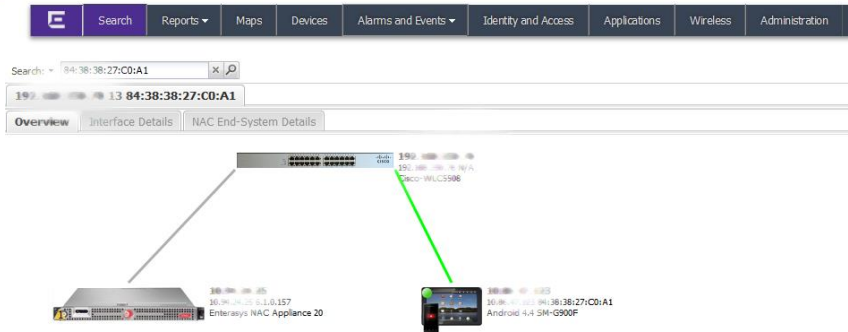
T-mobile Czech Republic



- T-mobile Czech Republic
- Industry: Mobile Operator

Solution

- ✓ Mobile IAM/BYOD for 15k identities
- ✓ Integration with MDM





Visibility in DataCenter Datacenter Manager

- Network Orchestration = physical and virtual network is configured on one place with one click
- Visibility to VM world
- Easy troubleshooting of the networking in datacenter
- Hypervisor agnostic

Extreme Data Center Manager Integration with Citrix, Microsoft, and VMware

Data Center/ Cloud

OneFabric™ CONNECT

Dashboard End-Systems End-System Groups

Modules

| Name | Enabled |
|--|---------|
| OneFabric Connect | ✓ |
| Microsoft Lync SDN | ✓ |
| NetSight | ✓ |
| Utilities | ✓ |
| AirWatch MDM | ✗ |
| Avaya Easy Management | ✗ |
| Casper | ✗ |
| Fiberlink MaaS360 | ✗ |
| FNT Command | ✗ |
| Fortinet | ✗ |
| Microsoft Hyper-V | ✗ |
| iBoss Client | ✗ |
| IF-MAP Notification Engine | ✗ |
| ITSM | ✗ |
| IDM Handler | ✗ |
| Lightspeed Systems | ✗ |
| McAfeeEPO | ✗ |
| McAfee EMM Manager | ✗ |
| MobileIron MDM | ✗ |
| Venue Report | ✗ |
| Palo Alto | ✗ |
| Microsoft System Center Configuration Mana... | ✗ |
| Microsoft System Center Virtual Machine Man... | ✗ |
| VMware vSphere | ✗ |

Network Admins create network configurations with one click, including vnetworks and vswitches



CITRIX®

Microsoft

vmware®

**OneFabric Control Center
(Unified security and management)**

Create vPorts and network labels, automatically apply to servers.



VM Management

Old manual way – weeks
New Automated way – minutes

OneView Data Center Reports provides holistic insights

-
- ```

graph LR
 DC[Data Center] -- Manage --> OCC[OneFabric Control Center]
 OCC -- "Reports in OneView" --> DCM[OneFabric Connect DCM]

```





# Key Customer Benefits

- Performance – Improved application performance, faster workload provisioning
- Security – Network, devices, data – in flight, and at rest
- Single Pane of Glass – Simplified & consistent user experience
- Visibility – Fine-grained, pervasive, and actionable
- ROI – Brownfield, multi-vendor, migration from on-premise to hybrid cloud
- Trusted – Long SDN innovation history, proven, and validated SDN Platform with mindshare



[WWW.EXTREMENETWORKS.COM](http://WWW.EXTREMENETWORKS.COM)