



Extreme Networks



2016 e oltre: una serata al top!

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Country Manager Italy
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Who is Extreme Networks?

History of Innovation

- Founded **1996**
- **20+ year** pioneer in networking
- **Industry's first** Gig-E / 10 Gig-E Switch
- **650** active patents
- Full spectrum from **wired** to **wireless** to **SDN**
- **100% insourced** service and support

Global Strength

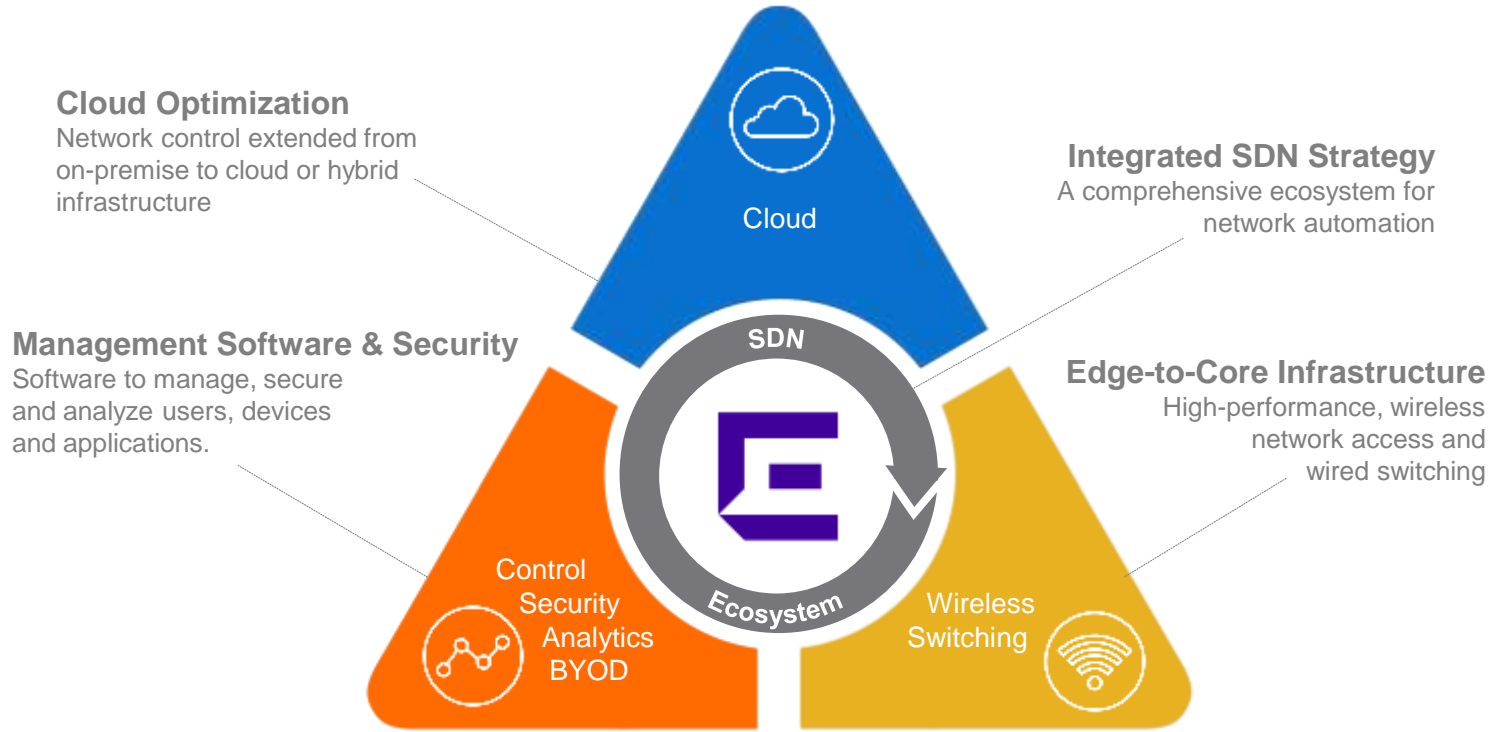
- Revenue: **\$550M+**
- **1,300** employees
- NASDAQ: **EXTR**
- HQ in **San Jose, CA**
- **20,000** customers
- **1,500** local technology partners

“ We looked at other providers and what was missing for us was the **total solution: wired, wireless, analytics, management... all together and all performing reliably, as promised.** That's absolutely essential and it's exactly what we get from Extreme. ”

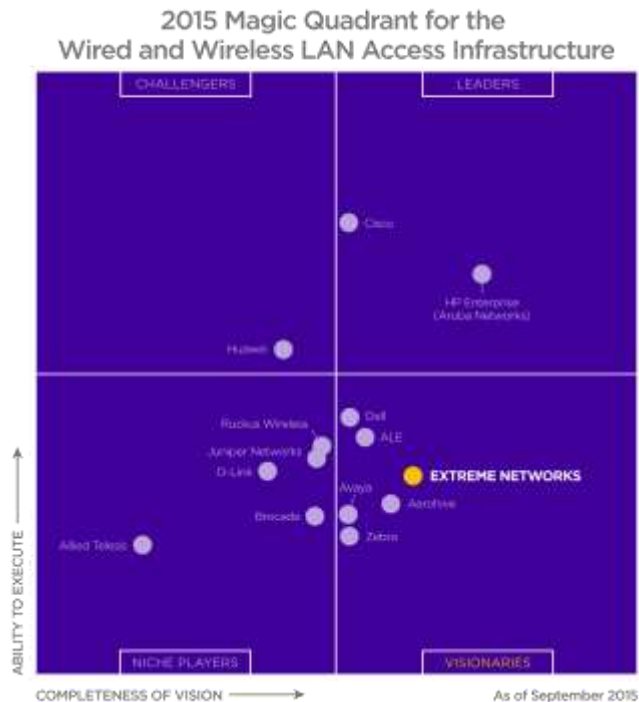
*Doug McDonald, Manager, Wireless Network,
Henry Ford Health System*



What We Do: Software-Driven Networking Solutions



Industry Validation: A Visionary in Wired/Wireless LAN



Gartner®

Extreme's Strengths

- Multi-vendor, centralized management
- Available analytics engine software
- Fully optimized access layer
- Deployment flexibility and scale
- Rationalized wired, wireless and software roadmap

***Visionaries** have demonstrated the ability to increase features to provide a unique and differentiated approach to the market.*



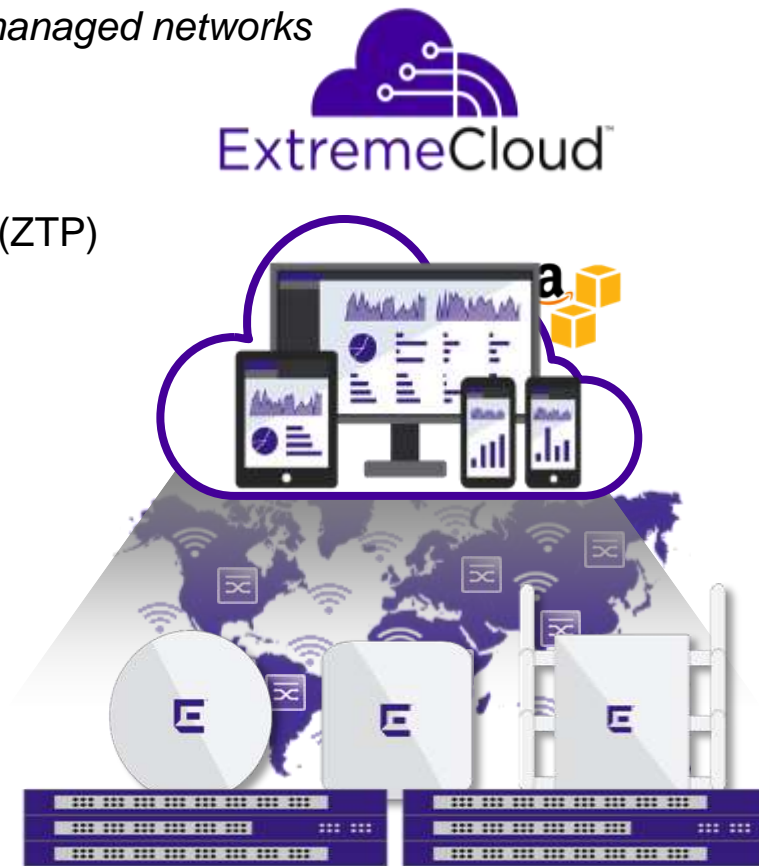
2016 and Beyond...

- ExtremeCloud & CPEaaS
- Extreme Control and Analytics
- SDN & Application Integration
- Data Center Architecture – Spine & Leaf FFF
- New! Industrial Switches

Introducing ExtremeCloud

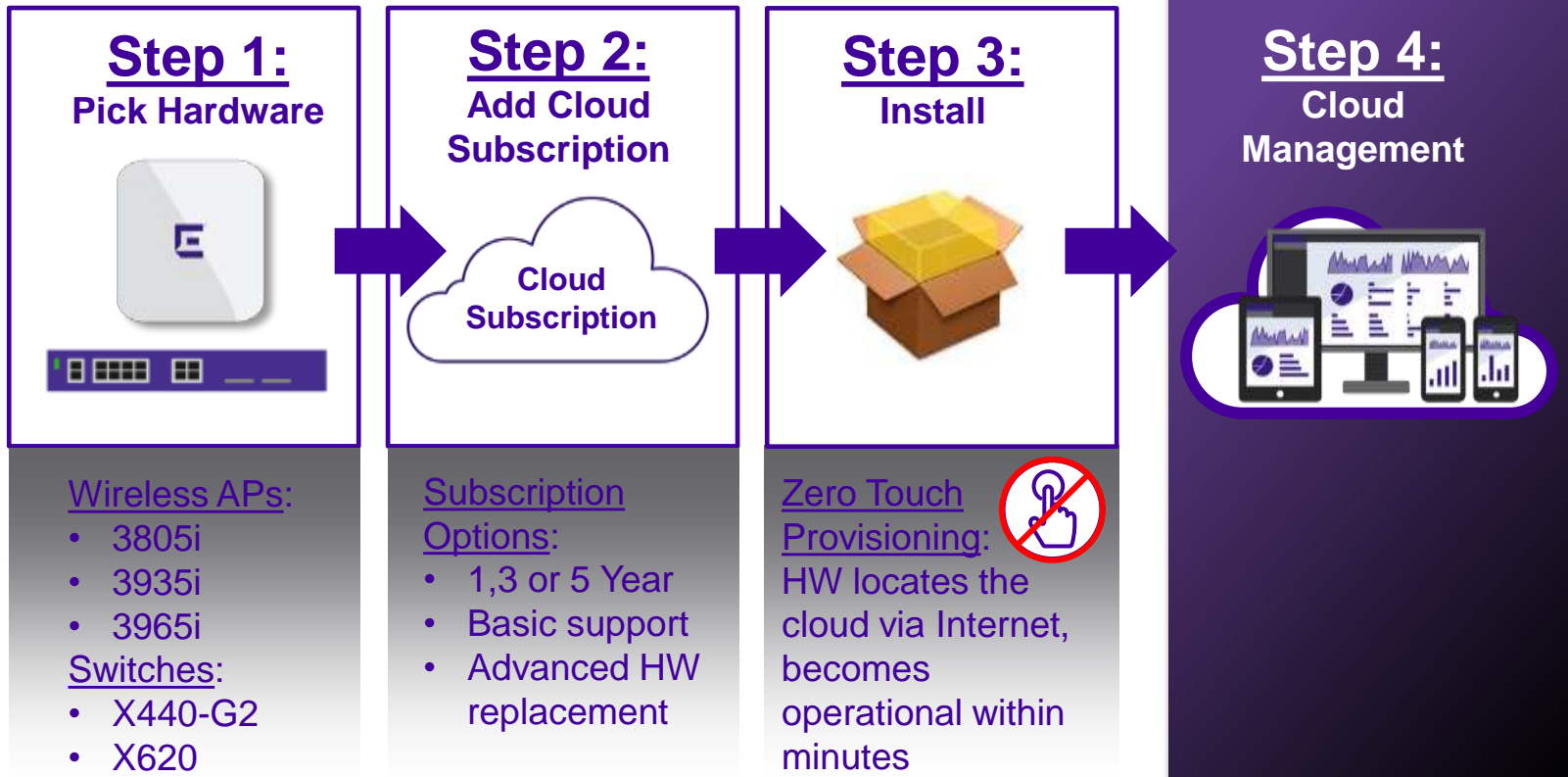
Single pane of glass wired+wireless cloud managed networks

- Secure out-of-band cloud management
- Zero-touch AP and switch provisioning (ZTP)
- Central configuration, management, reporting and troubleshooting
- Subscription-based OPEX model
- Significantly reduced deployment time
- Perfect for sites with limited wireless expertise
- CPEaaS – CAPEX to OPEX



Single pane of glass wired/wireless cloud managed networks

ExtremeCloud is Simple



Wireless Planning Tool

Prior planning prevents poor performance

Available via ExtremeCloud

First release available to partners only

Import floor plans set up scale, walls, doors and select materials

AP auto-placement for fast wifi designs

Locate APs, visualize coverage and channel plans

Generate a bill of materials

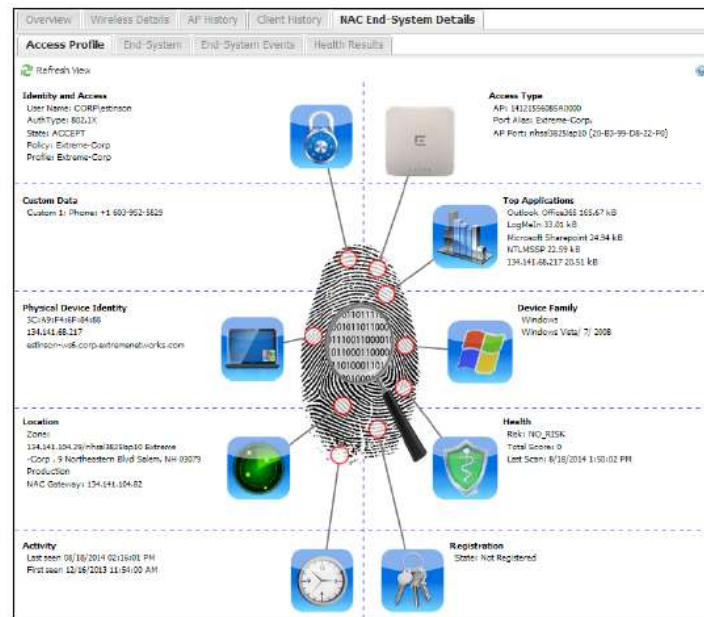
Export wifi deployment plan to PDF



Extreme Control and Analytics

Actionable Information: Who, What, When, Where, How

- Dynamically control traffic type, QoS, and access to network resources and services using any combination of:
 - Who
 - User role: engineer, HR, professor, student, guest, contractor, etc.
 - What
 - BYOD, corporate laptop, corporate phone, printer, game console, etc.
 - When
 - Time of day, day of week, day of month, etc.
 - Where
 - Wired network, wireless network, AP or group of APs, lobby, cafeteria, conference room, classroom, etc.
 - How
 - 802.1X, web auth, MAC auth, guest registration, etc.



ExtremeAnalytics Application Management

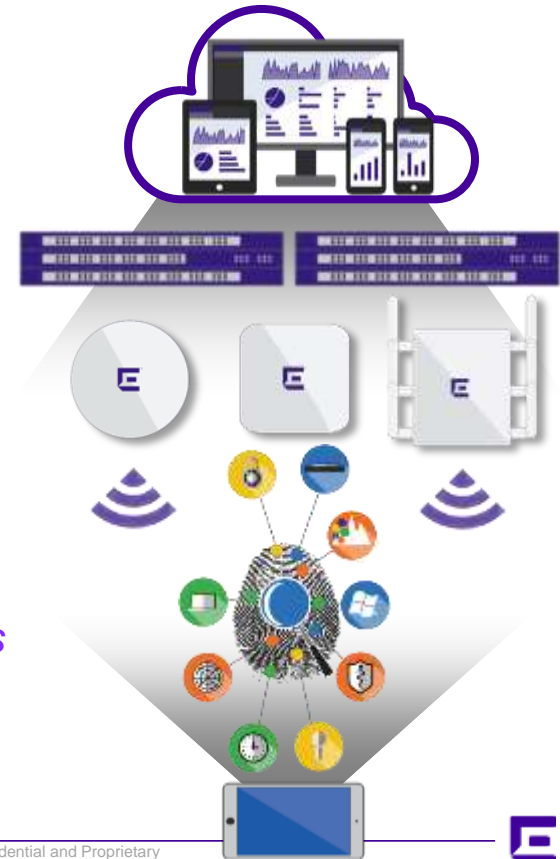


ExtremeAnalytics

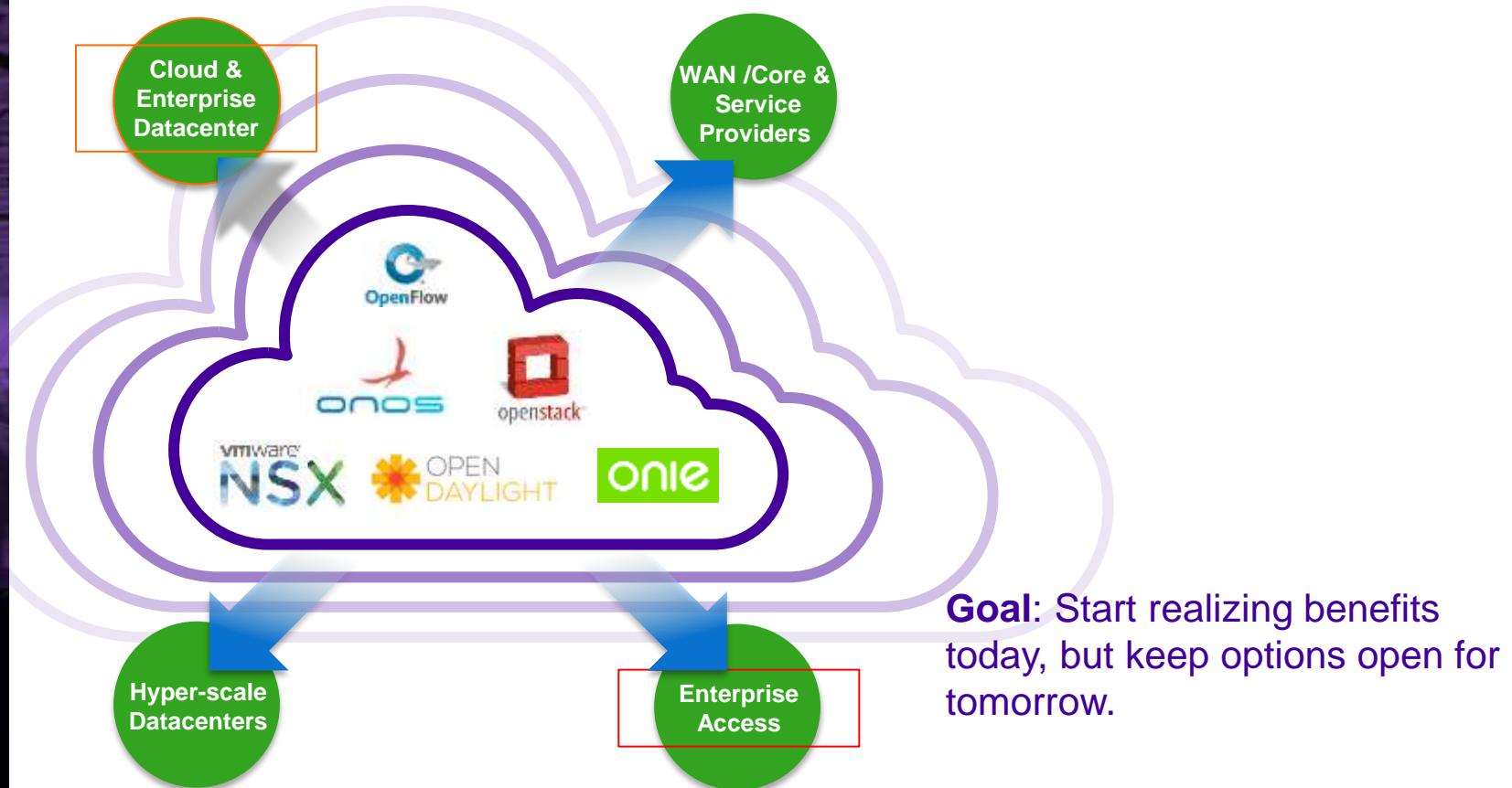
Enabling better business decisions and application performance

- Application visibility and enforcement
- Flow-based access points provide L7 application visibility and control without sacrificing performance
 - Give priority to business traffic
 - Over 1000+ active fingerprints, 8,000+ available fingerprints
 - Rate limit, rate shape, prioritize, deny, or flag applications
 - Get rid of what you don't want (FB, games), prioritize what you do want (SFDC, Marketo)

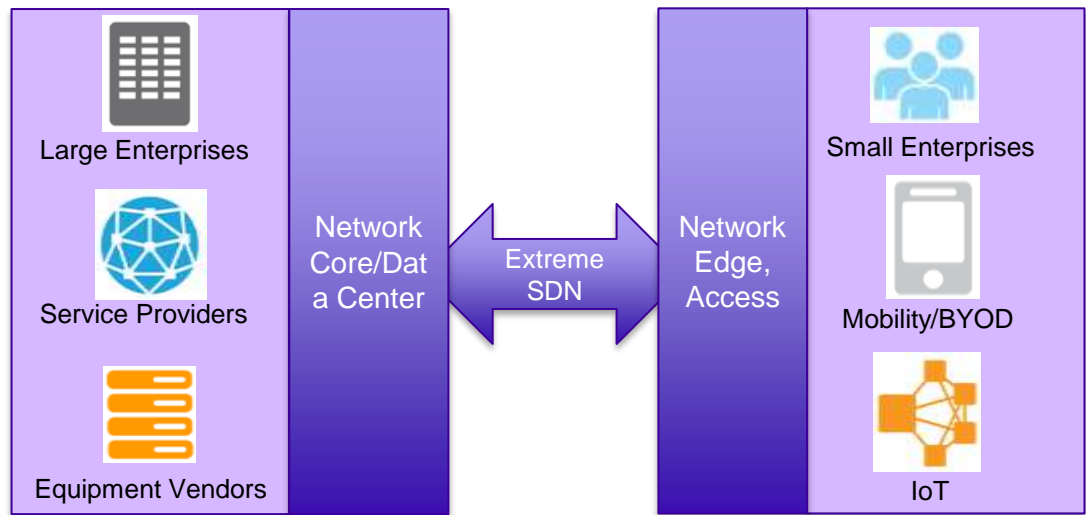
Application visibility and control at the AP, provides control at the most critical point in the network: where the user attaches at the network edge



SDN is Evolving to Serve Different Market Needs



Software Driven Networking Solutions – DC to Edge



"Most SDN solutions focus on delivering simplicity and automation within the data center, but...do not effectively extend beyond the data center walls."

Extreme Networks...is starting to change that, as its solution expands SDN capabilities so I&O professionals can apply data center policies to the edges of the customer engagement network."



Traditional Software Defined Networking

Extreme's Software-Driven Networking

Benefits You Can Realize Now:

Automation, Visibility and Control

- Enabling Dynamic QoS for Unified Communications

- Microsoft Lync/Skype + ExtremeControl to ensure highest QoS
- Auto-provision network from VoIP phone direct to SIP server



- Offering Line of Business Control of Network Functions

- ExtremeControl + SDN SDK to create self-service portals
- Teachers can schedule on-demand testing services
- Network automatically provisions itself for the activity, then returns to a normal state



- Auto-provisioning Datacenter Resources in Response to User Demands

- VMware vSphere integration with ExtremeControl to give scalable, fabric-wide policy implementation and management
- Quickly provision virtual servers to support new digital workflows



The Ultimate Goal: Connect Beyond the Network



Going To the Extreme: For Galaxy Macau

- Chinese entertainment and gaming resort larger than Las Vegas
- Networking IT Staff: 4
- Users: 18.000

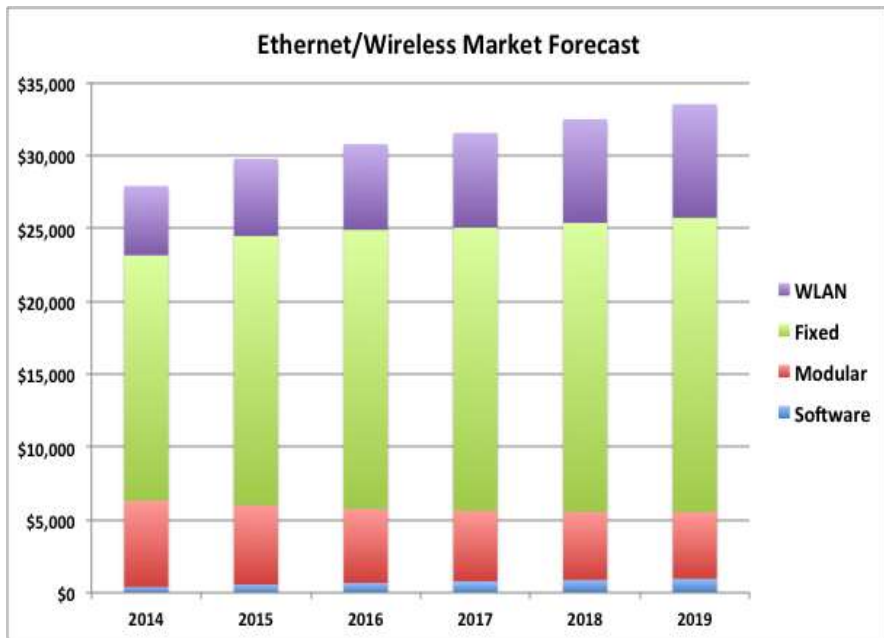


Above and Beyond:

“There’s no way your competitors would ever do what you guys just did!”

—Galaxy CIO to Extreme CEO

Modular Chassis Market Declining Rapidly



	CAGR 2014 - 2019	Source
Software	19.4%	Dell'Oro July 2015
Modular	-5.0%	Dell'Oro July 2015
Fixed	3.7%	Dell'Oro July 2015
WLAN	6.4%	Gartner January 2016
TAM	3.7%	

*Software includes the SDN Controller, both those purpose built by Cloud Providers and those sold by vendors. It also include stand-alone operating systems and other pieces of software that are being removed

The emergence of high-density fixed form factor switches can reduce or eliminate the need for costlier, oversized chassis-based switches in the data center. The move toward FFF switches will help network managers deliver higher-performance networks and reduce footprint, power, cooling and TCO.

Mark Fabbi, Gartner Data Center Analyst

Industrial Switches

- X440-G2 High Temp – 0-60°C,
 - X440-G2-24FX-GE4, X440-G2-12T8FX-GE4, X440-G2-24T-GE4
- New Industrial High Power 30W POE+ Switches
 - Four DIN & Wall mount models
 - 4 10/100 POE+, 2 10/100, 2 SFP
 - 8 10/100 POE+, 4 SFP
 - 4 10/100/1000 POE+, 2 10/100, 2 SFP
 - 8 10/100/1000 POE+, 4 SFP
 - -40 to +75°C temp range, IP30 enclosure
 - Advanced L2 Features, <50ms ring convergence
 - Optimized for IP Surveillance Market
- Expanded portfolio under investigation*
 - Higher density rack mount versions
 - 1588v2 synchronization, Industrial management and resiliency protocols
 - IP67 versions



2017



Extreme[®]

Connect Beyond the Network

Grazie