



Extreme Networks Enriches Partner Program with New Perks and Benefits

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Expanded training, certifications and incentives increase partner ability to deliver better customer outcomes

BOSTON--(BUSINESS WIRE)--Aug. 2, 2022-- **EXTREME IGNITE CONFERENCE** —[Extreme Networks](#), Inc. (Nasdaq: EXTR), a leader in cloud networking, today kicked off its Ignite Partner Conference in Boston with the introduction of new programs that give partners a competitive advantage in selling and deploying Extreme solutions. New elements include badges and certifications, expanded training options, grant writing support and customer success programs.

New Partner Certification Badges: Extreme has developed three new badges to provide partners with deeper knowledge, expertise and commitment to key issues. More information about each badge is available on Extreme's [Partner Portal](#). Offerings include:

- **State and Local Government Partners Badge:** Partners completing this badge will be designated as preferred partners for state and local government customer solution delivery in their region. They will also be granted access to specialized collateral including webinars and, in applicable cases, access to market development funds.
- **Sports and Entertainment Delivery Partner Badge:** Extreme has a deep roster of professional sports and entertainment venue customers globally. Partners who earn this badge will be designated as preferred partners for sports and entertainment customer solution delivery in their region and can participate in sponsorship opportunities.
- **Diversity, Equity and Inclusion Partners:** Extreme is focused on fostering more equitable experiences and workforces across the industry. Partners who complete this badge will have the opportunity to align and partner with Extreme on community-based initiatives and will have support to better identify, quantify and enable DEI efforts within their organizations.

Increase Technical Expertise and Improve Learning Experiences with New Training: Partners now have access to new training material, including technical training on Extreme Fabric Connect™, bonus sales content and a product-focused livestream series. Later in 2022, Extreme will launch the Extreme Certified Professional Program, an expanded and modular curriculum that provides partners with more choice and depth of technical training and an improved learning experience via a new video portal. Partners that currently have an Extreme Certified Specialist badge will be able to up-level their training through new courses to qualify as an Extreme Certified Professional, enabling them to use their increased knowledge of Extreme's technology to offer customers more choice in Extreme solutions and better ensure customers can maximize ROI.

Customer Success Support: Extreme is extending its Customer Success programs to help partners and customers ensure sustainable value throughout the lifecycle of Extreme subscriptions. Customer success programs help drive greater adoption, usage and loyalty through hands-on tutorials and insight into best practices. Customers will benefit from accelerated activation and onboarding, documented success plans and quicker implementations, while partners can improve customer loyalty and better identify new cross-sell and upsell opportunities.

Grant Writing Services Help Customers Secure Funding: Extreme will now offer grant writing services, enabling partners to help eligible customers take advantage of the millions of dollars of grant funds that are available each year for funding projects that require networking solutions. Beyond writing services, this team of experts can help customers and partners identify funding opportunities for global projects, create proposal and grant narratives and provide management and assistance throughout the grant award process, including successful project implementation plans once grants are awarded.

Executive Perspectives

Scott Peterson, Senior Vice President of Global Channels, Extreme Networks

"Partners are crucial to our long-term success, which is why we are focused on providing differentiated experiences that help us collectively meet both business and revenue goals. These new program enhancements will help our partners deepen their technical knowledge, strengthen their market position and fill skills gaps within their organizations. Our program offers a balance of technical expertise, successful selling motions and value-added services that differentiate the performance of our products in market."

About Extreme Networks

Extreme Networks, Inc. ([EXTR](#)) is a leader in cloud networking focused on delivering services that connect devices, applications, and people in new ways. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. Over 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate their digital transformation efforts and deliver progress like never before. For more information, visit Extreme's website at <https://www.extremenetworks.com/> or follow us on [LinkedIn](#), [YouTube](#), [Twitter](#), [Facebook](#) or [Instagram](#).

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