



October 2, 2012

Extreme Networks Announces Global Channel Partner Advisory Council

Partner Council to Advise on Channel Solutions and Services Strategy Across Key Markets

MIAMI, Oct. 2, 2012 /PRNewswire/ -- At its global channel partner event held this week in Miami, Extreme Networks, Inc. (Nasdaq: EXTR) today announced the launch of its Global Partner Advisory Council, which will play an important role in helping Extreme Networks drive its strategy for channel solutions and services across the data center, campus and physical security markets worldwide.

The council kicked off its inaugural meeting on October 2nd and is chaired by Tom McDougall, CEO of High Point Networks from the partner side and led from the company by [Theresa Caragol](#), Extreme Networks' vice president of global channels. The Global Channel Partner Advisory Council was formed with the goal of deepening Extreme Networks understanding and relationships with its partner base across the globe. The Council will build upon the success of Extreme Networks existing partner program by advising on the overall partner and customer experience and Extreme Networks channel strategy, solutions, and marketing targets.

Members of the Global Partner Advisory Council include: Timothy Wong, CTO at AMA NSG; Bill Annino, vice president of Data Technologies Group at Carousel Industries; Michael Grimm, CEO at Danes; Bill Smeltzer, CTO at Focus Technology Solutions; Michael Oh, CEO at Heavy Water; Tom McDougall, president & CEO at High Point Networks; Ken Toh, vice president of network infrastructure business at Nera Telecommunications Ltd.; Xavier Martinez, general manager and owner at Netjer Networks; Gordon Martin, president at Peak Uptime; Amador Najera, COO and shareholder at Reto; Marty Legg, sales director at Scalable; Igor Kosir, CEO at Smart Com; and Jose Valter Tavora de Castro Jr., worldwide sales director at TDEC Network Group.

"As a member of the Global Partner Advisory Council, I've been impressed with Extreme Networks company-wide commitment to delivering ongoing value to its partners," said Tom McDougall, president and CEO for High Point Networks and chairman of the Global Partner Advisory Council. "Based on Extreme Networks strong track record in the channel and focus on continuous improvement, the company is well positioned to drive a new level of growth with its partners."

"Our vision is to strengthen and collaborate through our partner program with the aim to deliver clear competitive advantages," said Caragol. "The caliber of executives involved with our Global Partner Advisory Council will enable us to align our partners, programs and processes into an ecosystem focused on creating strong partner loyalty and continued mutual success."

For more information on becoming a partner of Extreme Networks, please visit: <http://extremenetworks.com/partners/partners-hub.aspx>

Extreme Networks

Extreme Networks, Inc. is a technology leader in high-performance Ethernet switching for cloud, data center and mobile networks. Based in Santa Clara, CA, Extreme Networks has more than 6,000 customers in more than 50 countries. For more information, visit the company's website at <http://www.extremenetworks.com>.

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Except for the historical information contained herein, the matters set forth in this press release, including without limitation statements as to potential growth and sales performance from the global channel are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements speak only as of the date. Because such statements deal with future events, they are subject to risks and uncertainties, including network design and actual results of use of the product in different environments. We undertake no obligation to update the forward-looking information in this release. Other important factors which could cause actual results to differ materially are contained in the Company's 10-Qs and 10-Ks which are on file with the Securities and Exchange Commission (<http://www.sec.gov>).

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