



Extreme Networks Announces New Partner-Branded Service Offering and Services Web Portal for North American Partners

SANTA CLARA, CA, Apr 16, 2009 (MARKET WIRE via COMTEX News Network) -- Extreme Networks, Inc. (NASDAQ: EXTR) today announced that it is providing enhancements to its services program by launching a unique partner-branded offering, PartnerWorks Lite, and a new web portal for channel partners to track and pursue their service renewals business.

Extreme Networks PartnerWorks is a premier services platform available to certified reseller partners who wish to remain the primary point of support for their end customers. This enables partners to sell and deliver their own brand of technology service while leveraging Extreme Networks deep expertise for technical questions, software support, and logistics infrastructure.

The PartnerWorks services program is expanding with a new category, PartnerWorks Lite, offering powerful benefits to end-users and enabling partners to more easily and affordably choose the best combination of services.

PartnerWorks Lite continues to allow the same partner-branded aspects as PartnerWorks, and also gives reseller partners a chance to participate with lower investments and in-house capabilities. With PartnerWorks Lite, a qualified partner can offer services to customers under their own brand name by fielding Level 1 service calls and utilize Extreme Networks to augment the complete service offering on Level 2, Level 3 and for parts sparing.

"Extreme Networks PartnerWorks Lite is a unique vendor offering in that it will allow Harmonix the flexibility to retain our own branded services and to decide on different support levels depending on the individual needs of our customers," said Jack Vigil, president and CEO for Harmonix Technologies Inc., an Extreme Networks Diamond-level certified partner based in New Mexico. "We can price our services solutions more efficiently and plan our internal support resources accordingly."

Extreme Networks plans to make PartnerWorks Lite available for purchase beginning this quarter.

Innovative Services Web Portal Tailored for Diamond and Platinum-Level Partners

Extreme Networks is offering a Web portal available exclusively for its authorized Diamond and Platinum-level channel partners in North America. The portal provides each partner with online access to track services business opportunities through a customized dashboard. The dashboard displays information on their Extreme Networks installed base and allows the reseller to assess where to align resources and identify new areas to focus on.

"The launch of this beneficial Web portal and our channel support program enhancements for PartnerWorks are well timed to assist our partners during a challenging economic climate," said Christopher Rajiah, director of North American Channels for Extreme Networks. "Extreme Networks new portal is designed to allow partners visibility into future services opportunities so that they can work to close sales more efficiently."

The Web portal, equipped with custom log-in parameters, provides real-time visibility to services sales pipeline, completed sales activity, and information regarding their installed base of Extreme Networks customers.

Additional Services Dashboard Benefits:

- Partners can also leverage the tool to measure the success of their sales force by tracking close rates versus total opportunity.
- Reports can be run directly from the portal by account name, sales representative and opportunity size allowing a sales manager to proactively work open business.

Extreme Networks offers its channel partners an award-winning family of products, helping enterprises solve their toughest challenges related to voice, video and data convergence, network scalability, integrated security and mobility.

To learn more about the Extreme Networks Channel Partner Program please visit, <http://www.extremenetworks.com/partners/channel-partners.aspx>.

About Extreme Networks, Inc.

Extreme Networks provides converged Ethernet networks that support data, voice and video for enterprises and service providers. The company's network solutions feature high performance and high availability switching that deliver insight and control enabling customers to solve their real-world business communications challenges. Operating in more than 50 countries, Extreme Networks provides wired and wireless secure LANs, data center infrastructure and Service Provider Ethernet transport solutions that are complemented by global, 24x7 service and support. For more information, visit: <http://www.extremenetworks.com>.

Except for the historical information contained herein, the matters set forth in this press release, including without limitation statements as to features and benefits of the PartnerWorks products 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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