



EXTREME NETWORKS' ETHERNET TRANSPORT LOWERS TOTAL COST OF OWNERSHIP FOR CARRIER METRO NETWORKS

New Report Quantifies Carrier Savings for Metro Transport Network with Triple-Play Aggregation, Mobile Backhaul and Enterprise Carrier Ethernet Services

SANTA CLARA, Calif.; November 19, 2008 – Extreme Networks, Inc. (Nasdaq: [EXTR](#)), today announced the results of a report by Network Strategy Partners, entitled, "Total Cost of Ownership Comparison: Ethernet Transport vs. VPLS and MPLS in the Metro Network." The report shows that Extreme Networks Ethernet Transport architecture, featuring the Extreme Networks' BlackDiamond 20808 Ethernet Transport Switch, provides the lowest total cost of ownership (TCO) for service provider metro network architectures with converged triple-play aggregation, Ethernet mobile backhaul, and enterprise carrier Ethernet services.

"The analysis shows that Ethernet Transport has lower TCO than metro VPLS and MPLS alternatives over a five-year study period," said Michael Kennedy, president of Network Strategy Partners. "Specifically, Ethernet Transport has 61% lower TCO than a metro VPLS architecture and 57% lower TCO than a metro MPLS architecture. The substantial cost advantage of Ethernet Transport over VPLS and MPLS results from savings in both initial capital expenditures as well as long-term operational expenditures."

"Ethernet has a long history of providing disruptive architectures and now with Extreme Networks' Ethernet Transport carriers may cost effectively scale their metro network in ways that were previously unthinkable because of the cost," said Peter Lunk, senior director of service provider marketing for Extreme. "This report underscores the value Ethernet Transport provides carriers with metro networks, and the critical role of the BlackDiamond 20808 in cost effective metro network architectures."

The full report is available to carriers, press and industry analysts by registering at http://www.extremenetworks.com/apps/whitepaper?wpurl=/libraries/whitepapers/WPTCOCComp_NSP.pdf

About Extreme Networks, Inc.

For carriers around the world, Extreme Networks provides the best value for metro Ethernet transport. The company's broad portfolio of Ethernet switching solutions features leading support for existing and emerging Ethernet standards that deliver the lowest total cost of ownership through a combination of disruptive Ethernet price points and simplified operations administration and maintenance. Operating in more than 50 countries, Extreme Networks provides carrier solutions for business Ethernet services, Ethernet mobile backhaul services and triple-play metro aggregation that are complemented by global, 24x7 service and support. For more information, visit: www.extremenetworks.com.

About Network Strategy Partners, LLC

Network Strategy Partners, LLC (NSP) — Management Consultants to the networking industry — helps service providers, enterprises, and equipment vendors around the globe make strategic decisions, mitigate risk and affect change through custom consulting engagements. NSP's consulting includes business case and ROI analysis, go-to-market strategies, development of new service offers, pricing and bundling as well as infrastructure consulting. NSP's consultants are respected thought-leaders in the networking industry and influence its direction through confidential engagements for industry leaders and through public appearances, whitepapers, and trade magazine articles. Contact NSP at www.nspllc.com.

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