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Extreme Networks Elevates the Hospitality Wi-Fi Experience with Next Gen WiNG Solution Launched at HITEC 2017

Extreme's newest access point specifically addresses the unique needs of the hospitality market with slim design, easy install and QoS integration

SAN JOSE, Calif., June 27, 2017 /PRNewswire/ -- Consumer expectations for seamless Wi-Fi have significantly increased in recent years, especially in the hospitality market where guests expect their room to include its own access point (AP) to support multiple devices. Today at HITEC, the world's largest, most premier hospitality conference in Toronto, Extreme Networks, Inc. ("Extreme") (NASDAQ: EXTR) announced its ExtremeWireless™ WiNG AP 7612 designed to support the specific needs of the hospitality industry. With the WiNG AP 7612, Extreme offers customers a solution with hotel-grade aesthetics, faster installation and application Quality of Service (Application QoS) right at the AP.

In the hospitality market, the AP's design is especially important, as most hoteliers do not want their wireless solution to interfere with the aesthetic of their guest rooms. The round edges and shadow reducing bevels on the 7612 ensure that the AP can be seamlessly deployed across hotel zones - from guest rooms to conference rooms. It also features a market-proven Snap-On bracket that reduces installation time to just minutes, a crucial benefit for hotels that opt to install one AP per room.

As part of Extreme's end-to-end wireless solution, the 7612 integrates network application visibility analytics and QoS into the AP. This integration enables the management of bandwidth based on guest application requirements and ensures lower priority Internet applications do not degrade the business traveler's experience. The AP 7612's Multiuser MIMO ensures the guest experience with the capacity to support many guest devices. Extreme's WiNG architecture further differentiates with a self-optimizing wireless network well suited to support the increasing number of new guest Wi-Fi devices.

Key Product Highlights:

- **Seamlessly Designed for Easy Install**: The ExtremeWireless WiNG AP 7612 is the smallest wall plate AP on the market and was designed specifically with the hospitality market in mind. Its slimness and snap-on mounting ensures that it can be easily installed during a room servicing and its 'hide in plain sight' appearance will not disrupt the aesthetic of the guest room.
- **Powered by Extreme's WiNG Architecture**: The ExtremeWireless WiNG AP 7612 was purpose built to deliver guests with reliable high performance Wi-Fi within-guest room for an 'At Home Experience', and addresses upgrade fatigue with a longer investment cycle.
- **Customized Experiences with ExtremeAnalytics**: Extreme's analytics and location-based services enable push enticing offers to in-room guests and residents via their mobile devices to personalize their stay.
- **Differentiated by Application QoS**: Application QoS at the AP enables an enhanced guest experience based on their specific needs.

Extreme will showcase its purpose-built hospitality technologies and a preview of its 'Premier Hospitality Solution Offering' at HITEC booth #2315 located in the Metro Toronto Convention Center from June 26-29. The Metro Toronto Convention Center is an Extreme solutions-powered venue and the largest convention center in Canada.

Executive Perspectives

Dan Dulac, Vice President of Product Management, Extreme Networks
"The introduction of our WiNG AP 7612 further demonstrates Extreme Networks' leadership through the breadth of our

product portfolio, as well as the deep understanding we have for our customers' needs across industries. We know that our hospitality customers are seeking a very specific set of requirements when choosing their wireless solution, and we matched those expectations with the slim design, analytics integration and QoS capabilities of the 7612. We're proud to provide our customers with solutions that support their growth, and we look forward to further enhancing our WiNG AP product line with dual radio 2x2 and Wave 2 capabilities."

Freedom Tian, IT Manager, Hotel Nikko Shanghai
"Extreme Networks' purpose-built hospitality solutions are the ideal fit for Hotel Nikko Shanghai. We implemented Extreme's WiNG AP 7602 in March 2017 and were impressed with its aesthetics and radio options, which provided our guests with the best Wi-Fi experience possible. It also offered Hotel Nikko a cost effective solution that addressed our segment of the hospitality market. Based on our success with the 7602 install, we can't wait to deploy the enhanced 7612 for dual-radio 2x2 and Wave 2 support."

Jason Szuch, President, Hospitality Wi-Fi
"Extreme Networks' WiNG wireless solution has offered us greater flexibility in the networks we design for our hospitality customers. Extreme's solution brings Wi-Fi to where it's most used: in the guest rooms. By using the WiNG AP 7602, we have been able to install best-of-breed hotel Wi-Fi with improved performance without having to drill through floors and run new cabling in hallways. Overall we've been pleased with the success of projects we've completed using the WiNG wireless solution and look forward to leveraging the next generation WiNG AP 7612 in future deployments. The ease of installation, combined with reliable performance and straightforward management, has resulted in satisfied owners and happier guests."

Bill Harrison, Senior Vice President, Sales and Solutions, Vedicsoft
"Extreme Network's WiNG wireless solution provides performance, flexibility, and scale for any hospitality business and its environment. As a system integrator and managed service provider in this industry, we understand that delivering a high-quality guest wireless experience is critical for every property's IT and business strategy. By leveraging Extreme's in-room WiNG AP 7602 in the networks we design and deploy, we've seen the product's quality, reliability, and ease of use first-hand. With very positive feedback from our customers and their guests, we look forward to utilizing the next generation WiNG AP 7612 in future projects. Extreme Network's wireless solutions are an integral part of Vedicsoft's Hospitality 2.0 solution set.

Zeus Kerravala, Founder and Principal Analyst, ZK Research
"As recently as four years ago, hotels were installing one access point to support ten guest rooms. With the ever growing number of connected devices and streaming content on the rise, an AP is now designated to support anywhere from one to three rooms. To address this change, Extreme Networks is offering a solution that can be easily installed in guest rooms and also provide the IT team with insights into their guests' preferences. There's certainly a demand for this type of solution in the hospitality vertical, and Extreme has the experience and understanding of its customers to bring it to market."

Additional Resources

- HITEC 2017 [Blog](#)
- HITEC [Event Page](#)
- Contextual Engagement in Hospitality [Blog](#)
- ExtremeWireless WiNG AP7612 [Product Page](#)
- ExtremeWireless WiNG [Solutions Page](#)
- Extreme Networks [Hospitality Page](#)
- Connect with Extreme via [Twitter](#), [Facebook](#), [YouTube](#), [LinkedIn](#) and [Google+](#)

Forward Looking Statements:
Statements in this release, including those concerning Extreme's ability to provide customers with a hotel-grade aesthetic product with network application visibility analytics, along with a reduction in install time in areas of critical business functions 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 of this release. Actual results or events could differ materially from those anticipated in those forward-looking statements as a result of certain factors, including: the effectiveness of our solutions as compared with our customers' needs; a highly competitive business environment for network switching and software equipment; the possibility that we might experience delays in the development or introduction of new technology and products; customer response to our new technology and products; and a dependency on third parties for certain components and for the manufacturing of our products.

More information about potential factors that could affect the Company's business and financial results is included in the Company's filings with the Securities and Exchange Commission, including, without limitation, under the captions: "Management's Discussion and Analysis of Financial Condition and Results of Operations," and "Risk Factors". Except as required under the U.S. federal securities laws and the rules and regulations of the U.S. Securities and Exchange Commission, Extreme Networks disclaims any obligation to update any forward-looking statements after the date of this

release, whether as a result of new information, future events, developments, changes in assumptions or otherwise.

About Extreme Networks
Extreme Networks, Inc. (EXTR) delivers software-driven networking solutions that help IT departments everywhere deliver the ultimate business outcome: stronger connections with customers, partners and employees. Wired to wireless, desktop to data center, on premise or through the cloud, we go to extreme measures for our customers in more than 80 countries, delivering 100% insourced call-in technical support to organizations large and small, including some of the world's leading names in business, hospitality, retail, transportation and logistics, education, government, healthcare and manufacturing. Founded in 1996, Extreme is headquartered in San Jose, California. For more information, visit Extreme's website or call 1-888-257-3000.

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