



Extreme Networks and ITOCHU Techno-Solutions Corporation (CTC) of Japan Enter Strategic Reseller Partnership

Companies address Carrier market with high performance network solutions

TOKYO and SANTA CLARA, Calif., March 4, 2010 /PRNewswire via COMTEX News Network/ -- Extreme Networks, Inc. (Nasdaq: EXTR) and ITOCHU Techno-Solutions Corporation (CTC) of Japan today announced that the companies have entered into a strategic reseller agreement, signed at a ceremony in Tokyo March 2, 2010, in which CTC became an Extreme Networks' Solution Partner in Japan.

The strategic reseller agreement with [CTC](#), Japan's premier technology integration company with \$3B in annual sales, is part of Extreme Networks' evolution of its partner strategy in Japan aimed to accelerate its business. Extreme Networks is focused on providing Ethernet infrastructure to the Carrier, Data Center and Enterprise markets with solutions that provide increased performance while lowering the operational costs for its customers.

CTC is working with Extreme Networks to ensure that customers are supported with leading-edge technologies and the integration of Ethernet network infrastructure for services and communications, as well as delivering around-the-clock service and support.

"We are very pleased to have completed a strategic reseller agreement with CTC, positioning it to become our #1 partner in Japan," said Shun Hamada, president, Extreme Networks Japan.

Commented Paul Rath, vice president of sales for the Asia-Pacific and Japan region: "The reseller agreement with CTC is a key part of our strategy to accelerate growth and gain market share in Asia Pacific where we are building momentum."

ITOCHU Techno-Solutions Corporation (CTC)

Established in 1972, ITOCHU Techno-Solutions Corporation (CTC) provides advanced IT solutions and offers various outsourcing services, such as operations by its own data centers. CTC supports such market segments as telecommunications, broadcasting, finance, retail, distribution, manufacturing, education, government, medicine, pharmaceutical, chemicals and apparel. CTC has formed partnerships with more than 200 leading IT companies from nine countries. These partnerships range from those with global multinational IT companies to those with highly focused venture businesses. Around 7,000 people work for CTC throughout Japan, and our service edge lies in offering one-stop 7 x 24 support in approximately 100 service centers. <http://www.ctc-g.co.jp/en/?top=nv02>

Extreme Networks, Inc.

Extreme Networks provides converged Ethernet network infrastructure that support data, voice and video for enterprises and service providers. The company's network solutions feature high performance, high availability and scalable switching solutions that enable organizations to address real-world communications challenges and opportunities. 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>

Extreme Networks is a registered trademark of Extreme Networks, Inc. in the United States and other countries. All other names are the property of their respective owners.

This announcement contains forward-looking statements that involve risks and uncertainties, including statements regarding future revenue performance and performance of the partnership. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including, but not limited to: fluctuations in demand for the Company's products and services; a highly competitive business environment for network switching equipment; the possibility that the Company might experience delays in the development of new technology and products; customer response to its new technology and products; the timing of any recovery in the global economy; risks related to pending or future litigation, and a dependency on third parties for certain components and for the manufacturing of the Company's products. The Company undertakes no obligation to update the forward-looking information in this release. More information about potential factors that could affect the Company's business and financial results is included in its 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."

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