



Extreme Networks Introduces Compact and Long-Range Wi-Fi Solution Targeting Education and Hospitality Markets

New Long-Range Wi-Fi Devices Benefit Hotels and Education Institutions by Significantly Lowering the Cost of Wireless Network Upgrades

SANTA CLARA, Calif., Sep. 19, 2011 /PRNewswire/ -- Extreme Networks, Inc. (Nasdaq: EXTR) today announced a ["Snap-on" Wi-Fi solution](#), the Altitude™ 4511 wallplate access point, in conjunction with [Motorola Solutions](#) (NYSE: MSI), that addresses college campuses and multiple dwelling unit (MDU) buildings. The wireless local area network (WLAN) solution is designed to use the network that's already in place. Hotels, colleges and multi-unit dwellings are faced with tremendous growth in the number of Wi-Fi capable devices and wireless applications they service. Now, they can 'snap-on' these long-range 802.11n Altitude 4511 Wi-Fi access points to existing Ethernet wall jacks and obtain an increase in power of up to tenfold over other Wi-Fi solutions available in the market.

At the heart of the W-Fi solution are compact [Altitude 4511 wallplate access points](#) (iPhone-sized devices) that 'snap-on' to existing Ethernet ports. They feature a 400mW radio, compared to some solutions that operate at 40mW, giving them a boost for increased coverage of up to three times. Each long-range device (26 dBm) can service up to 10 rooms at a time, making it possible to cover a 200-unit building in hours, not days. The Extreme Networks solution includes "plug-and-play" set-up and [secure mobility features](#) from the [ExtremeXOS®](#) operating system, in addition to leveraging radio frequency (RF) and WLAN technology expertise from Motorola.

"Our Altitude 4511 snap-on Wi-Fi solution is designed to repurpose the network you have for higher levels of wireless connectivity," said David Ginsburg, CMO for Extreme Networks. "Extreme Networks and Motorola Solutions are working together to take the cost and complexity out of wireless network installations and 802.11n upgrades with this simple, powerful and compact solution."

"Extreme Networks' new Altitude 4511 snap-on Wi-Fi mobility solution featuring Motorola Solutions' compact Wall Plate access points holds great potential for further expanding mobility for our campus network," said Joe Passmore, director of campus IT at Tennessee Wesleyan College. "It makes for a terrific solution in expanding 802.11n wireless into new areas and cost-effectively addressing locations that have been difficult to reach."

"With more than 80 years of RF expertise and pioneering work in developing wireless technologies, Motorola Solutions is focused on delivering business and mission-critical mobile access solutions that help people connect in the moments that matter," said Imran Akbar, vice president, Enterprise Networks and Communications, Motorola Solutions. "By matching the benefits of consistent data throughput and faster wireless deployment offered by Motorola Solutions' Wall Plate AP technology with its own deep IT infrastructure domain expertise, Extreme Networks can deliver a mobility solution that offers tremendous benefit for campuses and hotels, where a simple and cost-effective solution is needed to connect students, staff and guests. From the perspective of price-performance and ease-of-install — there is no comparable Wall Plate access point on the market."

Pricing and Availability

Extreme Networks' Mobile Network product bundle addressing wireless, including the Summit® edge switch paired with 12 [Altitude 4511](#) snap-on wallplate access points, begin at a US List Price of \$7,000.

About Extreme Networks, Inc.

Extreme Networks delivers networks for the mobile world. The company's open network solutions enable a seamless user experience providing a platform for improved business agility. From the converged mobile edge of enterprises to virtualized clouds, and from data centers to global carrier networks that backhaul mobile traffic, Extreme Networks extensible services architecture, sets a foundation for mobility, identity awareness and faster performance to empower people and machines to connect and move seamlessly. Extreme Networks is headquartered in Santa Clara, California, with offices in more than 50 countries worldwide. For more information, visit: www.extremenetworks.com.

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This announcement contains forward-looking statements that involve risks and uncertainties, including statements regarding

joint offerings and interoperability. 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; its effectiveness in controlling expenses, 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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