



EXTREME NETWORKS ENHANCES CHANNEL PARTNER PROGRAM IN MEXICO AND THE CENTRAL AMERICAS REGION

Company Initiates Channel Program Enhancements Aimed at Driving Partner Rewards

SANTA CLARA, Calif.; October 1, 2008 – Extreme Networks, Inc. (Nasdaq: [EXTR](#)) is enhancing its [Channel Partner Program](#) in Mexico and the Central Americas region by offering increased benefits for reseller partners that include deepened investment supporting their growth, market development, and rewards for ongoing loyalty.

Extreme Networks offers its channel partners an award-winning family of [Ethernet network solutions](#) and support, helping enterprises solve their toughest challenges related to convergence, scalability, security and mobility. Extreme Networks enhanced Channel Partner Program in Mexico and the Central Americas region takes effect this month and gives focus to growth of the channel by rewarding business performance and providing enhanced [training](#) and certification.

“Extending our Channel Partner Program enhancements to Mexico and the Central Americas region rewards our committed partners through increased investment and meaningful new incentives,” said Christopher Rajiah, director of North American Channels for Extreme Networks. “Extreme Networks is committed to maximizing our growth opportunities and we are adding resources and incentives that furthers our strong partner focus.”

Extreme Networks Channel Partner Program in Mexico and the Central Americas region has been upgraded to deliver a new partner tier, the “Diamond” level, providing existing “high tier” partners with the opportunity to achieve elite status that carries meaningful new benefits. These benefits include market development funds (MDF), loyalty rebates and rewards for lead generation. These benefits will be further extended to all channel partner program levels, providing proportional rewards to all participating partners.

Extreme Networks will also provide incentives to partners who demonstrate vertical success in the areas of education, health care and state and local government, and will reward partners for their completion of high revenue, unassisted deals.

Channel Program Enhancements for Mexico and Central America

- New Diamond Elite partner level provides heightened rewards and incentives for resellers demonstrating volume and commitment.
- Uniform MDF program reaches all registered channel partners based on the program level and revenue achieved.
- A new Loyalty Rebate program for partners providing additional incentives to partners that achieve the required revenue, certification, and training credits.
- A Bounty program that provides partners with increased rewards for unassisted deals that are characterized by significant revenue volume.

About Extreme Networks

Extreme Networks, Inc. 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: 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 enhanced channel program 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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