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## Extreme Networks Expands Partnership with the New England Patriots to Complete the Industry's First Wave 2 Stadium Implementation at Gillette Stadium

### Patriots Continue to Invest in Wi-Fi and the Transformation of the Connected Stadium with Extreme Networks and Carousel Industries

SAN JOSE, Calif., Nov. 7, 2016 /PRNewswire/ -- Extreme Networks, Inc. (Nasdaq: EXTR), the Official Wi-Fi Solutions Provider of the National Football League (NFL), today announced that it has extended its partnership with the New England Patriots to deploy its advanced flow-based 802.11ac Wave 2 wireless technology at Gillette Stadium. With the steadfast goal of optimizing the fan experience at Gillette Stadium, the Patriots worked closely with Extreme and [Carousel Industries](#), a leader in communication and network technologies, professional and managed services, and cloud solutions, to design an end-to-end, software-driven solution that would offer fans an optimal game day experience and provide their organization with unmatched visibility and control into its application and network operations.



To ensure that the stadium continues to meet the needs of its ever-growing fan base, the Patriots are upgrading to further leverage ExtremeWireless, ExtremeSwitching, ExtremeManagement, ExtremeControl and ExtremeAnalytics to elevate Gillette's Wi-Fi to a newfound level of efficiency and meet the growing expectations of fans. The hardware and analytics software also equips the Patriots with increased visibility into network usage, providing business intelligence that improves the fan experience and directly impacts the effectiveness of the Patriots organization.

In addition to an upgraded network, the Patriots will continue to invest in the Extreme Networks Wi-Fi Coach™ Program at Gillette, which provides fans the opportunity to speak with in-stadium reps for Wi-Fi assistance. This program is a great touch point for fans looking for support and elicits real time feedback from active users, ensuring that the Patriots fans have the best game day experience possible.

#### Key Facts

- 1 Since ExtremeWireless was originally deployed in 2012, Wi-Fi consumption at Gillette Stadium has grown by over 100 percent with the increase in devices and applications requiring reliable and secure Wi-Fi access in the stadium.
- 1 With this upgrade, the Patriots increased their internet capacity 10G, tripled the number of access points (APs) from 350 to 1,100, installed over 750 new under-the-seat and overhead APs along with over 30 miles of copper cabling.
- 1 The new AP hardware includes a faster processor and RAM, in addition to multi-user MIMO that improves application delivery from the AP to the fan. In a venue setting, this feature ensures more reliable access to on-demand and streaming videos, such as instant replays, unique camera angles and other video-based content.
- 1 ExtremeAnalytics provides flow-by-flow, location-by-location and device-by-device insight into distributed network analytics, which will allow the Patriots to measure network and application response at the AP level.

#### Executive Perspectives

*John Brams, Director of Sports, Entertainment and Hospitality, Extreme Networks*

"As one of the first NFL stadium venue Wi-Fi deployment in 2012, and now the first in-stadium Wave 2 implementation in 2016, we're thrilled to bring our relationship with the Patriots to the next level with the expansion of our most advanced wireless technology available in the industry today. With more devices on the network and a higher demand for engagement at Gillette Stadium, we understand that advanced Wi-Fi technology is necessary to connect fans with their favorite apps and deliver an exceptional game day experience."

*Fred Kirsch VP of Content, New England Patriots and Kraft Sports Productions*

"We recognize that in-stadium, high-density Wi-Fi connectivity is the next frontier for the NFL and we're proud to partner with

Extreme to deploy such an advanced solution. Looking ahead, we're confident that we're prepared to meet our fans' increasing connectivity demands. Whether it's wearables, augmented reality or accessing next-gen player stats, we'll be ready with the best available technology to support our fans."

*James Marsh, Chief Revenue Officer, Carousel Industries*

"Carousel is excited to be part of the growing trend of bringing the most sophisticated technologies from the locations where they are traditionally found - our offices and places of work - to a stadium, where the experience of enjoying a sporting or live event with friends or family is completely enhanced. Fans at Gillette can now connect with each other, the team, purchase gear or check fantasy football scores with the same connectivity or better than they would have at home. We look forward to partnering with Extreme on future projects to provide fans with seamless wireless access."

## **Additional Resources**

- | New England Patriots, Gillette Stadium, and 802.11ac Wave 2 Wireless [eBook](#)
- | Delivering In-Venue Wi-Fi with the New England Patriots [Webinar](#)
- | ExtremeWireless [Product Page](#)
- | ExtremeAnalytics [Product Page](#)
- | ExtremeControl [Product Page](#)
- | ExtremeManagement [Product Page](#)
- | ExtremeSwitching [Product Page](#)
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- | Connect with Carousel via [Twitter](#), [Facebook](#), [YouTube](#), [LinkedIn](#) and [Google+](#)

## **Forward Looking Statements:**

Statements in this release, including those concerning the Company's partnership with the New England Patriots, the relationship's potential for optimizing the fan experience at Gillette Stadium, the Patriots' continued investment in the Company's products and the Patriots' ability to measure network and application response at the access point level, 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 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 companies 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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## **About Carousel Industries**

Carousel Industries is a recognized leader in helping organizations evolve the way they communicate and orchestrate the flow of information throughout their networks. Carousel enables clients to connect and collaborate the way modern IT users demand and advance from their current network infrastructure to meet tomorrow's standards. With deep expertise across a vast portfolio of communication, network, and security technologies, Carousel is able to design, implement, and support solutions tailored to meet the unique needs of each customer. By offering professional and managed services with flexible deployments in the cloud, Carousel ensures clients achieve agility and utilize technologies in the way most effective for their business.

Founded in 1992, Carousel serves more than 6,000 customers, including 35 of the Fortune 100. Carousel has been recognized by multiple publications and industry consortiums as a top technology integrator, managed services and cloud solution provider - including the Inc. 500/5000, Healthcare Informatics 100, and CRN MSP Elite 150. Headquartered in Exeter, RI, Carousel has more than 1,400 employees based in 27 offices - with three Network Operating Centers nationwide.

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