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Extreme Networks' Kai Gutzeit Recognized as 2014 CRN Germany's Channel Manager of the Year for Networking

MUNICH, Nov. 19, 2014 /PRNewswire/ -- [Extreme Networks](#), Inc. (Nasdaq: EXTR), a leader in high performance networking, today announced that Kai Gutzeit, Senior Director EMEA Channels and Partners, has been named CRN Magazine's "2014 Channel Manager of the Year" in Germany in the networking category. The designation, voted on by readers of the magazine, recognizes industry executives who have demonstrated success in driving channel business and enduring relationships throughout the year.

Kai Gutzeit, a veteran of the European IT industry with over 20 years of leadership experience, has been instrumental in the integration of the Extreme Networks' EMEA channel following Extreme's acquisition of Enterasys Networks. Moreover, Gutzeit has led the EMEA implementation of the new Extreme Partner Network (EPN), a global solution provider program focused on maximizing profitability through the channel via a broader technology portfolio, expanded services and enhanced incentives.

"Kai has been essential in creating a new channel partner ecosystem and implementing our new EPN Program in EMEA after the acquisition and integration of Enterasys Networks," said Roland Richter, Vice President of EMEA Sales for Extreme Networks. "At Extreme Networks, we want to be our channel partners' favorite vendor, and we are fortunate to have Kai leading this charge."

"I am proud to be honored by CRN and this reflects our collective effort to put our customers, including our channel partners first. At Extreme Networks, we work tirelessly to constantly improve our company portfolio of products and provide great global channel partner programs allow channel partners at all levels to be more profitable. Whether through our training, lead generation or rebate programs, the ultimate goal is to work closely with our channel partners that we are serious, that they can trust us, and that they can be more profitable by working with us," said Kai Gutzeit



Extreme Channel Partner Program Benefits and Highlights:

- The [Extreme Partner Network \(EPN\)](#) is a global solution provider program that invests in strategic solution providers to facilitate growth and engagement with large and strategic customers.
- **Simplified and Unified Program:** EPN integrates 12 global channel partner programs into one global framework, and includes new incentives that can be accessed through the PartnerNet portal for easy access to sales and marketing tools and online training.
- **United Global Product Distribution Network:** Provides centralized access to the complete portfolio of Extreme Networks' products, solutions and services through Extreme's valued distributors.
- **Accelerated Channel Partner Profitability Opportunities:** Channel partners can profit from an enhanced financial incentive program, a new "Deal Registration Program", to protect and reward channel partners' pre-sales investments.
- **Increased Service Opportunities:** All qualified, authorized channel partners worldwide can resell the ExtremeWorks' portfolio of services directly to their customers globally or provide their own services backed up by the Extreme PartnerWorks portfolio of co-delivery services.

About Extreme Networks

Extreme Networks, Inc. (NASDAQ: EXTR) is setting a new standard for superior customer experience by delivering network-powered innovation and market leading service and support. The company delivers high-performance switching and routing products for data center and core-to-edge networks, wired/wireless LAN access, and unified network management and control. Our award-winning solutions include software-defined networking (SDN), cloud and high-density Wi-Fi, BYOD and enterprise mobility, identity access management and security. Extreme Networks is headquartered in San Jose, CA and has more than 12,000 customers in over 80 countries. For more information, visit the company's website at <http://www.extremenetworks.com>.

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Except for the historical information contained herein, the matters set forth in this press release, including without limitation statements as to features, performance, and benefits of Extreme Networks products, 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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