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## 70 Percent of Global Education Customers See Value in Deploying Video Cameras in the Classroom

### Integrated Camera Access Point Solution Helps Customers Enhance Campus and Network Security While Reducing Costs

SAN JOSE, Calif., Sept. 6, 2017 /PRNewswire/ -- As the Internet of Things continues to influence the creation of new technology advancements in the classroom, it's essential that students and faculty have a solution that enables a safe and connected learning environment. A [survey](#) released by [Extreme Networks, Inc.](#) (NASDAQ: EXTR) found that 70 percent of educators and IT managers believe video cameras should be in the classroom to create secure and productive learning spaces. Since its [debut](#) in October 2016 as the industry's first Wave 2 integrated camera access point (AP), Extreme's Camera AP 3916i solution has helped a growing number of education customers, including Aldine Independent School District, Smackover-Norphlet School District, and Catawba College improve visibility into classroom activity while enhancing overall connectivity.



By consolidating two hardware units into one, schools and universities are able to deploy and manage more educational technology at an affordable cost with Extreme's Camera AP. The AP allows customers to enhance connectivity and network bandwidth, while its high-definition surveillance camera provides a more secure environment for the entire campus. The Camera AP also improves classroom productivity for activities like lecture capture to help teachers improve their pedagogy, and virtual attendance for students unable to attend class in person.

#### Customer Highlights:

- 1 **Aldine Independent School District:** The Camera AP has allowed the district to provide reliable connectivity and added safety measures for a variety of scenarios across 95 of its buildings, setting the foundation for the rest of the schools in the district. Additionally, as a Texas school district, Aldine must comply with the new SB 507 law, by installing cameras in special education classrooms upon the request of parents or faculty.
- 1 **Smackover- Norphlet School District:** By deploying Camera APs in every classroom within four of the district's schools, Smackover-Norphlet is able to deter thieves from stealing Chromebooks and other assets, which had previously plagued the district. In addition to security, Smackover-Norphlet has futureproofed its network to support its 1,300+ students' dependency on wireless connectivity in the classroom for years to come.
- 1 **Catawba College:** With 34 Camera APs being configured in central locations, Catawba will be able to monitor the entrances and exits of its buildings and computer labs. From an IT perspective, the staff will reduce the number of ports and cabling, which improves overall maintenance costs.

On Wednesday, September 13 at 2 p.m. ET, Extreme is hosting a free webinar in partnership with eRepublic to discuss the benefits associated with video cameras in the classroom for students, faculty and IT staff. To register, please visit [this page](#).

#### Executive Perspectives

*Bob Nilsson, Director of Vertical Solutions Marketing, Extreme Networks*

"At Extreme, we strive to stay ahead of current industry trends to address customer needs as they emerge. For education, we anticipated the need of IT departments to find affordable solutions that not only deliver on the connectivity needs of students, faculty, and guests, but also provide security across the entire organization. We look forward to working with a growing number of K-12 and higher education customers looking to deploy our Camera AP to establish safe and productive learning environments."

*Dominic Tong, Executive Director of Information Technology, Aldine Independent School District*

"I'm very pleased with the 3916 Camera AP. It's an innovative, forward-thinking product that allows me to add security and wireless access in one device, while reducing wiring costs. I've been able to easily maintain the network and provide an added layer of security - all at a reasonable price for the 72,000 students that require constant, reliable, and secure network infrastructure and security systems."

*Jana Reynolds, Chief Technology Officer, Smackover-Norphlet School District*

"Extreme's Camera AP allowed our district to make two necessary network upgrades at once while saving costs. Not only are we able to deter theft that used to plague our school district with the added surveillance feature, we can easily support the use of multiple devices on the network that previously strained bandwidth. With 90 percent of our network being wireless, we're now able to provide ample connectivity for faculty and students."

*Rodney Rymer, Director of Systems and Networking, Catawba College*

"Over the 20 years I've worked with Extreme, they've always been able to support our evolving needs. The Camera APs provide a smart cost-effective solution that has allowed me to reduce the number of ports and cabling. With its dual functionality, my team is able to use one consolidated device and one cable for multiple tasks - from surveillance to connectivity to control over the devices on the network."

## **Additional Resources**

- | [WEBINAR: The Impact of Video Cameras in Education: Improving Safety and Learning](#)
- | Video Surveillance [Infographic](#) and [Whitepaper](#)
- | Catawba College [Case Study](#)
- | Camera AP [Product Page](#)
- | K-12 Solutions [Webpage](#)
- | Higher Ed Solutions [Webpage](#)
- | Two School Districts Upgrade Video Surveillance While Improving Wi-Fi [Blog](#)
- | Connect with Extreme via [Twitter](#), [Facebook](#), [YouTube](#), [LinkedIn](#) and [Google+](#)

## **Forward Looking Statements:**

Statements in this release, including those concerning the Company's partnerships with Aldine Independent School District, Smackover-Norphlet School District, and Catawba College, and the ability to provide heightened visibility and security on enterprise campuses via its integrated camera access point solutions 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 and software 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 names 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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