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CRN Recognizes Extreme Networks Channel Program with Highest 5-Star Rating

CRN's Partner Program Guide Recognizes Excellence in IT Channel Partner Initiatives

SANTA CLARA, Calif., March 25, 2013 /PRNewswire/ -- Extreme Networks, Inc. (Nasdaq: EXTR) today announced that it has been awarded a 5-Star Partner rating in *CRN's* 2013 Partner Program Guide. [The 5-Star rating](#) recognizes an elite subset of [Partner Program Guide](#) vendors who demonstrate excellence in IT channel partner initiatives and an ongoing commitment to building lasting partner relationships.

Over the past year, Extreme Networks has doubled down on its efforts to add value for its partners and expand its base of relationships in the IT channel. In April 2012, the company appointed Caragol as its new Vice President of Global Channels, and in October 2012 it announced the inaugural meeting of the [Global Channel Partner Advisory Council](#), designed to enable partners in the data center, campus and physical security markets worldwide to grow their business more profitably.

Building on momentum from the Global Partner Advisory Council, Extreme Networks launched the [Network Liberation Tour](#), a first-of-its-kind marketing initiative featuring a fully-customized 18-wheel semi-truck designed to showcase intelligent networking for customers and partners across the U.S., offering an interactive, first-hand experience of Extreme Networks solutions.

"At Extreme Networks, we recognize the critical role that the IT channel plays in our ongoing success, and we are more committed than ever to delivering industry-leading Ethernet solutions, as well as marketing and sales tools that add value for our global partners and their customers," said Caragol. "This 5-Star recognition from *CRN* is a testament to Extreme Networks ongoing dedication to developing innovative initiatives that foster growth and success through the IT channel."

This recognition from *CRN* is the latest in a series of accolades for Extreme Networks channel program. In October 2012, Extreme Networks was honored by *CRN* as a [2012 Tech Innovator of the Year](#) in the Enterprise Networking category for its high performance BlackDiamond® X8 Data Center Fabric switch.

Less than a month later, *CRN* UK named Extreme Networks its [2012 Networking Vendor of the Year](#), an award that recognized the company's commitment and specialized work with its valued channel partners and distributors. Theresa Caragol, Extreme Networks Vice President of Global Channels, has also been honored for her efforts to expand on Extreme Networks partner program. In July 2012, she was named to *CRN's* Power 100 Women of the Channel, and was most recently recognized by UBM Tech Channel as a [CRN 2013 Channel Chief](#) for the second consecutive year.

"The companies listed in *CRN's* 2013 Partner Program Guide represent a comprehensive list of the best channel programs in the market today," said Kelley Damore, Senior Vice President and Editorial Director, for UBM Tech Channel's *CRN*. "The 5-star award is reserved for vendors that understand that a successful partnership does not rely solely on the technology. By offering their partners tools, education and regular updates, vendors on this list go above and beyond traditional support to ensure a mutually beneficial partnership."

The 2013 *CRN* Partner Program Guide and *CRN* 5-Star Rating is a listing of manufacturers and software publishers that provide products to the IT Channel. *CRN's* 2013 PPG offers Solution Providers the information they need to evaluate IT Vendors they already work with or are considering working with. *CRN's* PPG recognizes those vendors who have channel programs and derive a portion of their sales through the indirect IT Channel. The 5-Star Partner Program Guide rating recognizes an elite subset of Partner Program Guide Vendors who give solution providers the BEST partnering elements in their channel programs.

The 2013 Partner Program Guide will be featured on [CRN.com](#) and the 5-Star Partners listing will be highlighted in the March 2013 issue of *CRN*.

About Extreme Networks, Inc.

Extreme Networks is a technology leader in high-performance Ethernet switching for cloud, data center and mobile networks. Based in Santa Clara, CA, Extreme Networks has more than 6,000 customers in more than 50 countries. For more information, visit <http://www.extremenetworks.com>

About UBM Tech Channel (www.ubmchannel.com)

UBM Tech Channel, a UBM company, is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, UBM Tech Channel has the unmatched

channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. To learn more about UBM Tech Channel, visit us at: www.ubmchannel.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 and programs, 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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