



Extreme Networks Leverages Tech Data's Reseller Community for Data Center Market Expansion

Extreme Networks and Tech Data's Advanced Infrastructure Solutions (AIS) Division Implement 'Fast Track' Initiative to Targeted VARs

SANTA CLARA, CA, Nov 19, 2009 (MARKETWIRE via COMTEX News Network) -- Explosive bandwidth requirements from server virtualization, the adoption of 10 Gigabit Ethernet and server consolidation are driving demand for next-generation data center networks featuring 10 Gigabit Ethernet. Extreme Networks, Inc. (NASDAQ: EXTR) is responding by leveraging IT products distributor Tech Data's Advanced Infrastructure Solutions (AIS) Division to bring Extreme Networks high performance data center solutions to resellers with the experience and network design practices to help customers.

Extreme Networks' data center sales strategy is aimed at working with VARs while expanding the best value proposition to customers for reliable and intelligent Ethernet infrastructure. By teaming with Tech Data's AIS Division, prospective VARs will have access to Extreme Networks channel program and its emerging data center solutions through a 'hands-on' workshop at the Tech Data campus in Clearwater, FL.

Partners will learn to position integrated data center networking solutions using high performance Ethernet for enterprise end users. Additional components of the program include a channel program 'Fast Track' element that immediately elevates selected partners into the Extreme Networks Partner Program for fast access to enablement tools such as data center demo equipment and Market Development Funds (MDF) and specialized data center training for partners.

"Tech Data's depth and experience in bringing resellers and vendors together to address today's data center challenges makes for a powerful resource that VARs can rely on as they arm themselves to help customers with their data center transition," said Christopher Rajiah, director of North American Channels for Extreme Networks. "Extreme Networks offers the industry's strongest commitment to working with the Channel and the data center marks a perfect opportunity to expand our reach."

"The convergence of data center, networking and virtualization technologies is creating exciting opportunities for VARs to deliver more cost-effective IT infrastructure solutions to their end-user customers," said Tech Data Senior Vice President and General Manager, Advanced Infrastructure Solutions, Pete Peterson. "In addition to its broad product offering, Extreme Networks' 'Fast Track' program puts in place the sales, marketing and technical support VARs need to capitalize on the demand for these new data center solutions. Through the AIS Division, Tech Data will help Extreme Networks recruit and enable VARs to bring their solutions to end users nationwide."

Extreme Networks offers a complete solution set of intelligent and scalable 10 Gigabit Ethernet networking solutions tailored for the data center. This is highlighted by its extensible modular operating system, ExtremeXOS, and the BlackDiamond(R) 8900 modular switches and Summit X650 family of fixed Ethernet switches, offering a Top-of-Rack and End-of-Row solutions. These proven solutions give customers the widest choice of copper or fiber connections for their high performance networks and servers based on their data center configuration, allowing for a smooth and economical migration from Gigabit Ethernet to 10 Gigabit Ethernet.

To learn more about Extreme Networks' high performance data center solutions, visit:

<http://www.extremenetworks.com/solutions/datacenter.aspx>

Tech Data

Tech Data Corporation (NASDAQ: TECD) is one of the world's largest distributors of technology products from leading IT hardware and software producers. Tech Data serves more than 125,000 IT solution providers in over 100 countries. Every day, these value-added resellers depend on Tech Data to cost-effectively support the technology needs of end users, including small and medium businesses (SMB), large enterprises and government agencies. Ranked 102nd on the FORTUNE 500(R), Tech Data generated \$24.1 billion in net sales for its fiscal year ended January 31, 2009. To learn more, visit www.techdata.com.

Extreme Networks, Inc.

Extreme Networks 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:

<http://www.extremenetworks.com>

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For more information, contact:

Greg Cross

Extreme Networks Public Relations

408 579 3483

Email Contact

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