August 29, 2017

Global Customer Survey Reveals Over 70 Percent of Organizations Have Adopted or Plan to Adopt Cloud Solutions

Customers Look to ExtremeCloud for Ease of Network Management and Access

SAN JOSE, Calif., Aug. 29, 2017 /PRNewswire/ -- As more organizations depend on the network to deliver business value, IT departments are looking towards cloud-managed networking solutions to offer optimized quality of experience to end-users, while increasing operational efficiencies for the business. A new survey released by Extreme Networks, Inc. (NASDAQ: EXTR) found that over 17 percent of global customers have already implemented a cloud-managed network and nearly 55 percent are investigating or plan to deploy cloud solutions within the next two years, up from 41 percent in 2016. At the one-year mark of launching ExtremeCloud^{TM}, these findings reflect how Extreme customers, such as Chávez Huerta Preparatory Academy and Wiley College, have been able to successfully simplify network management and access with the help of Extreme's cloud-managed solutions.

As the IT industry experiences a consistent increase in demand for service-oriented solutions, ExtremeCloud has been deployed by customers across industries to ease network management, focus on applications and enhance the quality of the user's experience. Of these industries, Extreme's survey showed that academic institutions were increasingly seeking cloud solutions that enabled students, teachers and staff to access a wide range of applications. Simple yet powerful, ExtremeCloud allows staff with limited resources to manage complex networks securely and improve application performance. As more users and applications join the network, ExtremeCloud adapts and grows to fit the changing needs of an organization.

Customer Highlights:

- **Chávez Huerta Preparatory Academy:** Since deploying new complementary wireless and cloud solutions in an effort to revamp its outdated wired network infrastructure, Chávez' sole IT manager can now manage all 70 access points and network activity from one centralized location, which is accessible either on campus or remotely, therefore making IT's job easier.
- **Wiley College:** Students who once had to sit in the hallway of the newly-built resident center to try and get one bar of service, now have a strong, complete Wi-Fi connection in their rooms. With ExtremeCloud, the network has not experienced any downtime and students can enjoy uninterrupted connectivity in their dorm rooms and throughout the common areas of the building.

In the last year, ExtremeCloud has also enabled Managed Service Providers (MSPs) to open new revenue streams while keeping operational costs low through white-labeling. As Extreme continues to extend its ExtremeCloud offering, partners currently leveraging Extreme's MSP capabilities can continue to tap into the cloud-managed WLAN market's exponential growth - at 18 percent CAGR according toDell'Oro's July 2016 WLAN Forecast - while supporting customers' connectivity needs.

Key Survey Facts:

- The majority of survey respondents were network managers at K-12 or higher education institutions who work within a small IT department that support upwards of 5,000 users. Survey highlights include:
    - Enhanced access to resources from any location (60%) and ease of management (53%) were top reasons organizations said they would move IT capabilities to the cloud.
    - Respondents are currently using the cloud most often to support email (59%) and data file storage (41%).
    - In addition to the 18% that currently use the cloud to support network or system management, another 27%

- While security is still viewed as the strongest potential drawback of cloud-based resources, 76% stated that improved security was a motivating factor to move IT capabilities to the cloud.

Executive Perspectives

Ed Meyercord, President & CEO, Extreme Networks
"Fueled by today's market transformation towards services and a need for increased operational efficiency due to a growing number of devices on the network, businesses are demanding intelligent cloud solutions. With the introduction of ExtremeCloud over one year ago, Extreme has been able to bring its leadership in the WLAN market to customers in need of cloud solutions. As a result, we've been able to help customers improve network management of connected devices and enhance user experiences. We're looking forward to evolving our cloud solutions further to support more customers in their transition to the cloud."

Mahmood Chaudhri, Managing Director, Datrix
"Leveraging Extreme's software-driven heritage and with the new ExtremeCloud offering deployed last year, we've been able to better deliver on the needs of our customers. For instance, we were able to quickly deploy and configure an enterprise-grade solution for UNICEF UK, enabling them to prioritize traffic at the network edge and ensure a consistent user experience for its business critical applications. Now, UNICEF UK can facilitate their cloud and mobile-first strategy, therefore delivering a high-performance wireless experience that's scalable in order to support the expanding number of mobile devices."

Loretta Cruz, IT Coordinator, Chávez/Huerta Preparatory Academy
"As the sole IT manager responsible for a seamless connectivity experience for 1,000 plus users, Chávez was in dire need of an easy-to-manage networking solution that provided ubiquitous connectivity - without needing a cable to plug in a laptop. With ExtremeCloud, I've been able to manage the network and troubleshoot from any location while delivering a superior learning environment where digital tools can now be easily integrated into the lesson plan."

Christopher Watson, Acting Director/Network Engineer, Wiley College
"ExtremeCloud has enabled our staff to provide a better quality of service for students living on campus in our newly built resident center. After dealing with material that blocked wireless reception in student dorm rooms, we needed a solution that was robust and allowed us to easily manage network activity. With the superior performance of ExtremeCloud in the resident center and being able to prepare for what's next in tomorrow's digital landscape, we're receiving requests to upgrade the rest of the campus with this viable solution."

Additional Resources

- ExtremeCloud Product Page
- K-12 Solutions Webpage
- Higher Ed Solutions Webpage
- 2017 Cloud Adoption Blog & Infographic
- Chávez Huerta Preparatory Academy Case Study
- Cloud-Managed Networking 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 Chavez Huerta Preparatory Academy and Wiley College, the ability to deliver reliable, cloud solutions, and the ability to measure network activity in areas of critical business functions 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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