



NEWS RELEASE

# Carolina Hurricanes Turn to Extreme Networks to Elevate Fan Experience

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SAN JOSE, Calif., March 13, 2017 /PRNewswire/ -- **Extreme Networks, Inc.** (Nasdaq: EXTR) today announced a strategic relationship with the National Hockey League's (NHL) Carolina Hurricanes to deliver pervasive and secure high-density Wi-Fi at PNC Arena in Raleigh, NC. Leveraging the same technology that powered **Super Bowl LI**, the "most connected" one-day event in digital history, PNC's network is supported by 450 ExtremeWireless access points (APs) that provide reliable mobile connectivity to approximately 20,000 fans without compromising the view of the game or experience. In addition, Extreme implemented ExtremeManagement and ExtremeAnalytics to deliver real-time insights and maximize Wi-Fi performance at PNC Arena.

In today's mobile-centric world, many sports organizations are challenged to provide an in-arena fan experience that capitalizes on the live excitement of the game, but also matches the conveniences of watching at home. With Extreme's software-driven wired and wireless solution, fans at PNC Arena - which also hosts concerts and Division 1 college basketball games - can now watch their favorite teams while seamlessly connecting to Wi-Fi to easily stream content, check apps and post to social media. The solution also improves the Hurricanes' game day operations through support for ticketing and concessions. This is Extreme's third NHL deployment, preceded by the Detroit Red Wings' Joe Louis Arena in 2015 and the Buffalo Sabres' KeyBank Center in 2016.

## Wi-Fi Deployment Key Facts:

- Record Breaking Technology - The same Extreme solutions deployed at PNC Arena also helped power the most connected one-day event in digital history at Super Bowl LI, where **11.8 terabytes of data** traversed the Wi-Fi network.



- Hidden APs Offer Improved Stadium Aesthetics - Extreme ensured that APs installed at the 100 level were hidden behind the façade and underneath drywall panels to ensure no disruption to the fan viewing experience.
- Wi-Fi that's Highly Available and Accessible, at Scale - Extreme's ExtremeSwitching™ solution is dual connected through 10Gbps Single Mode Fiber and Extreme x460-G2 switches in the IDF closets to Dual x670-G2 switches in the core so that traffic continues to flow across the network, even in the event of a single device failure.
- Moving Data to Thousands of Fans - On an event day, PNC Arena, which can seat close to 20,000 people, consistently sees over 30 percent of their patrons concurrently connected to the reliable Wi-Fi network.
- Proven Growth and Adoption - Since deploying Extreme's wired and wireless solution, concurrent Wi-Fi users grew by approximately 10 percent, unique Wi-Fi users grew by 15 percent and peak concurrent users for a single event grew by 16 percent. These statistics leverage data collected on a year-over-year basis, from fall 2015 to fall 2016.

## Executive Perspectives

Glenn Johnson, VP of Information Technology, Gale Force Sports and Entertainment

"Extreme has been a standout partner throughout this project to help us meet our standard for Wi-Fi connectivity at PNC Arena. We wanted our fans to have access to a reliable network that would support their mobile needs and enable them to share their game experience with family and friends. With Extreme's solution, we not only met this goal, but also had strong customer support along the way. We believe that the Extreme Wi-Fi solution will help PNC Arena stand out among other venues in our local market."

John Brams, Director, The Americas, Hospitality Sports and Entertainment

"Extreme's extensive experience in large-scale stadium and arena deployments enabled to us to design a unique network that met the needs of PNC Arena and its fans. Our focus was on delivering powerful, reliable Wi-Fi without disrupting the aesthetics of the arena. We look forward to working with the Carolina Hurricanes to help them provide their fans advanced Wi-Fi solutions that deliver a superior fan experience."

## Additional Resources

- Extreme Networks Sports, Entertainment & Hospitality **Solutions Page**
- ExtremeWireless **Product Page**
- ExtremeSwitching **Product Page**
- ExtremeAnalytics **Product Page**
- ExtremeControl **Products Page**
- ExtremeManagement **Products Page**
- ExtremeCloud **Product Page**
- Connect with Extreme via **Twitter**, **Facebook**, **YouTube**, **LinkedIn** and **Google+**

## Forward Looking Statements:

Statements in this release, including those concerning Extreme's partnership with the National Hockey League's (NHL) Carolina Hurricanes, the relationship's potential for providing seamless Wi-Fi, improving game day operations and enhancing the fan experience, and the Hurricanes ability to measure wireless coverage and number of users in areas of critical business functions and event management 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, education, government, healthcare, manufacturing and hospitality. 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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