



NEWS RELEASE

Extreme Networks Appoints Gordon Mackintosh to Senior Director of Worldwide Partner Organization

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SAN JOSE, Calif., March 1, 2016 /PRNewswire/ -- **Extreme Networks**, Inc. (NASDAQ: EXTR) today announced the appointment of Gordon Mackintosh to the position of senior director of worldwide partner program and sales business development. Mackintosh will be responsible for the ongoing development of the Extreme Partner Network (EPN) to provide the company's global partner ecosystem with new revenue streams and growth opportunities. He will identify and implement new sales and partner initiatives in support of the program's strategic objectives.

In this role, Mackintosh will work directly with Bob Gault, executive vice president of worldwide sales, services and channels at Extreme, to deliver high-value partner programs and enablement resources. Backed by Extreme's innovative portfolio of software-driven networking solutions, Mackintosh will work closely with partners to enhance their market readiness with Extreme's solutions, identify areas of growth and differentiate themselves in the global marketplace. Mackintosh will also focus on programs to enable partners to take advantage of cloud and managed services opportunities.

"It's perfect timing for Gordon to join our team following the recent enhancements to the Extreme Partner Network and our solutions-based go-to-market strategy late last year," said Bob Gault, executive vice president of worldwide sales, services and channels at Extreme. "His extensive background in sales and channel leadership will bring our worldwide team unmatched guidance in our expanding channel efforts and I'm thrilled he'll be a part of ensuring partner growth and success."

"I'm looking forward to joining the Extreme Networks team to drive growth by arming partners with leading



solutions," said Mackintosh. "Our commitment to partner profitability and product innovation is stronger than ever. We will identify new initiatives that will prompt greater partner success and customer satisfaction by leveraging our latest wireless and cloud solutions."

Mackintosh previously held a variety of leadership roles in sales and the channel at Cisco where he developed go-to-market strategies for Catalyst Switching and was the head of Distribution and SMB in the UK. He was also involved in developing Cisco's latest partner led strategy. Most recently, Mackintosh advanced an innovative low-cost virtual sales and marketing approach within Cisco's Cloud and Managed Services Organization.

Partner Perspectives

Jeremy Waldroop, President, Personal Computer Systems, Inc. (PCS)

"Working with Extreme Networks has been essential in meeting our customers' demand for the latest software-based networking solutions, given its integrated solutions portfolio. We are excited to work with Gordon to continue to grow our business, expand our client base, and increase profitability."

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 datacenter, we go to extreme measures for our 20,000-plus customers in more than 80 countries, delivering 100% insourced 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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