



NEWS RELEASE

Extreme Networks Awarded 5-Star Rating in CRN's 2015 Partner Program Guide

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SAN JOSE, Calif., March 26, 2015 /PRNewswire/ -- Extreme Networks, Inc. (Nasdaq: EXTR) today announced it has been awarded a 5-Star rating in The Channel Company's **CRN** 2015 Partner Program Guide. This annual directory is the definitive listing of technology vendors that solution providers rely on to deliver products through the IT channel. The 5-Star Partner Program rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

"Extreme Networks is proud to once again receive the 5 star partner program rating from CRN. The honor reinforces the work we have done to build the Extreme Partner Network with programs that reward our partners for their investments in Extreme Networks, and is bolstered by our award-winning product portfolio and highly engaged sales and support teams," said Bob Gault, vice president of global channels and partners, Extreme Networks. "Solution providers who are focused on the cloud and mobility, and who are engaging in new business models, should work with Extreme Networks."

The ranking underscores Extreme Networks' commitment to partner success. Extreme Networks offers solution partners numerous sales and enablement tools, a robust rewards program and exceptional sales and technical training across all levels. In addition, the Extreme Partner Network (EPN) enables partner growth with the delivery of proven solutions across wired/wireless, software defined networking, data center, analytics and security.

The honor is the latest in a series of accolades for Extreme's channel program. Most recently, Gault was named to the prestigious list of the 2015 CRN Channel Chiefs and was recognized as one of the **50 Most Influential Leaders**.



"Solution providers have a lot of choices when it comes to selecting vendors to team with. Identifying the right vendor, with the right technologies, and the right approach can make all the difference," said Robert Faletta, CEO, The Channel Company. "Our annual Partner Program Guide and 5-Star rating recognizes the best channel programs available in the market today to help solution providers determine which vendors deliver the best partner elements for their individual business goals."

To determine the 2015 5-Star recipients, The Channel Company's Research team assessed each vendor's application based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication. The 2015 Partner Program Guide will be featured in the April issue of CRN, and online at www.CRN.com.

Additional Resources:

- Extreme Partner Network [webpage](#)
- CRN Channel Chief's [press release](#)
- Connect with Extreme via [Twitter](#), [Facebook](#), [YouTube](#), [LinkedIn](#) and [Google+](#)

About Extreme Networks

Extreme Networks, Inc. (NASDAQ: EXTR) is setting a new standard for superior customer experience by delivering network-powered innovation and market leading service and support. The company delivers high-performance switching and routing products for data center and core-to-edge networks, wired/wireless LAN access, and unified network management and control. Our award-winning solutions include software-defined networking (SDN), cloud and high-density Wi-Fi, BYOD and enterprise mobility, identity access management and security. Extreme Networks is a partner-driven organization with a worldwide network of solution providers, distributors, OEMs, and system integrators, technology partners, alliance partners, and training partners. Headquartered in San Jose, CA, Extreme Networks has more than 14,000 customers in over 80 countries. For more information, visit the company's website at <http://www.extremenetworks.com>.

Extreme Networks and the Extreme Networks logo are either trademarks or registered trademarks of Extreme Networks, Inc. in the United States and/or other countries. All other names are the property of their respective owners.

Except for the historical information contained herein, the matters set forth in this press release, including without limitation statements as to the features, performance, and benefits of Extreme Networks products, 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 that could cause actual results to differ materially are contained in the Company's 10-Qs and 10-Ks that are on file with the Securities and Exchange Commission. <http://www.sec.gov>.

About The Channel Company

The Channel Company, with established brands including CRN, XChange Events, IPED and SharedVue, is the channel community's trusted authority for growth and innovation. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.

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