



NEWS RELEASE

# Extreme Networks Empowers the Global Extreme Partner Network with New PartnerLink Mobile App

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SAN JOSE, Calif., Jan. 20, 2015 /PRNewswire/ -- **Extreme Networks, Inc.** (NASDAQ: EXTR), a leader in high performance networking, today announced PartnerLink, a mobile application available to the Extreme Partner Network (EPN) and associated sales teams, enabling Extreme partners across the globe to accelerate the sales process and close business faster by providing easy access to key sales and marketing content from a smart phone or tablet anytime, anywhere. The new EPN PartnerLink Mobile App supports iOS, Android and Blackberry devices and is designed to broaden partner access, engage partners with relevant content and increase the awareness and uptake of products, programs and promotions.

PartnerLink empowers sales teams to act on current **product promotions**, to better respond to customer requests and allows them to close deals on the go, which has become a requirement in today's increasingly connected world. PartnerLink will allow Extreme Networks' authorized partners to register sales opportunities on the fly, and provides easily accessible content like product promotions, the latest customer case studies, datasheets, and competitive sales battle cards. PartnerLink also delivers focused regional content based on users' geographies.

As a partner-first organization with more than 2,500 partners worldwide, Extreme Networks is dedicated to enabling **channel partner success**, and the launch of PartnerLink is the latest move demonstrating the company's efforts to simplify daily processes and speed the flow of information.

## Executive Perspectives

Mahmood Chaudhri, managing director, Datrix Ltd.

"Datrix and Extreme Networks offer our customers best-in-class support and access to world-class network solutions that are simple, fast and smart. With the launch of the PartnerLink mobile app, our staff are much better equipped to quickly find key information from Extreme Networks using their mobile devices, but most importantly, to instantly respond to our customers with the most up to date information.

Bob Gault, vice president of Global Channels and Partners, Extreme Networks

"As we continue to build a world-class company with best-in-class products and programs focused on partner success, it's imperative that we give our partners the tools they need to succeed. With the launch of PartnerLink, we're doing just that. PartnerLink streamlines operations to allow sales teams more time to focus on the activities that matter - moving prospects through the sales funnel and generating revenue. The launch of PartnerLink is just one example of how our commitment to partner profitability and innovation is second-to-none."

## Additional Resources

- PartnerLink at **Apple iTunes** and **Google Play**
- Extreme Partner Network **homepage**
- 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-first organization with a worldwide network of solution providers, distributors, OEMs, system integrators, technology partners, alliance partners, and training partners. Headquartered in San Jose, CA, Extreme Networks has more than 12,000 customers in over 80 countries. For more information, visit the company's website at <http://www.extremenetworks.com>.

Extreme Networks, the Extreme Networks logo, and Extreme Partner Networks (EPN) 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>.

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