



NEWS RELEASE

Extreme Networks Integrates with VMware Solutions to Drive New Innovations in the Software-Defined Data Center

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SAN JOSE, Calif., Oct. 6, 2015 /PRNewswire/ -- **Extreme Networks, Inc.** (NASDAQ: EXTR) today announced an extended integration offerings with VMware to deliver IT management and analytics solutions to accelerate the adoption of the Software-Defined Data Center (SDDC) in small and midsize businesses (SMBs) and enterprises. The integration with VMware, the leader in the virtualization infrastructure software market, expands Extreme's data center offerings and enhances its value proposition within the virtualization marketplace to target customers across multiple industries, including healthcare, education, manufacturing and hospitality.

As part of this collaboration, Extreme Networks is integrating its **NetSight** advanced network management system with **VMware vRealize® Suite** to address the challenges of data center administrators looking to maintain and optimize resources for physical and virtual technologies. With a mix of virtual and physical servers, storage and network topologies growing, Extreme is simplifying the maintenance and operations of the SDDC in a unique and hardware-independent fashion. The vRealize Suite integration partnership is targeted to cover Extreme's entire wireless and analytics portfolio, including its NetSight advanced management system and **Purview** application analytics, which enables administrators to view server, storage and network elements supporting their SDDC on a single pane of glass system.

The collaboration with VMware is focused on the creation of a solution with the unique ability to leverage the network itself as "tap points" to allow IT administrators to realize cost savings over traditional tap products; in addition, to allow IT visibility into the performance of thousands of applications and millions of application flows. It is also targeted to help improve mean time to resolution (MTTR) and service (MTTS) across virtual and physical

networks, streamlining processes that today require multiple administrators operating disparate systems. Upon this integration's release, IT organizations can now optimize their investment while reducing management overhead.

Extreme Networks comprehensive package with VMware vRealize Suite includes:

- VMware vRealize Operations Manager™ Content Pack - provides a unified view of data center elements in internal data centers and the SDDC, which enables system administrators to manage the health, capacity and performance of virtual and physical environments
- VMware vRealize Orchestrator™ / vRealize Automation™ Plug-In - automates the delivery and life cycle management of infrastructure and application services across physical and virtual networks for more flexibility and alignment with enterprise IT workflows
- VMware vRealize Log Insight™ - provides real-time operation and performance analytics of network applications through Extreme Analytics, which enables data center managers to focus on cost and usage visibility, benchmarking capacity and efficiency

Extreme Networks has also recently joined the VMware NSX ecosystem. Read the press release [here](#).

Executive Perspectives

Markus Nispel, Vice President Solutions Architecture and Innovation, Extreme Networks

"Extreme Networks' commitment to data center and cloud innovation is reflected in this relationship with VMware. The integration with VMware vRealize Suite fills a gap in our offerings that our customers have requested. The integration addresses the quickly growing Software-Defined Data Center market and leverages our expertise and market footprint to support customers in key verticals such as education, healthcare, manufacturing and hospitality."

Sajai Krishnan, Vice President of Product Marketing, Cloud Management Business Unit, VMware

"We value collaboration with our software-defined data center ecosystem partners. With the VMware vRealize cloud management platform and Extreme Networks' NetSight and Purview solutions, customers are empowered to realize a cost-effective and efficient delivery of IT services through end-to-end cloud automation and operations management."

Daniel Pfuhl, Department Head, Systems Management, University Medical Center Leipzig

"Extreme Networks' collaboration with VMware addresses our need for flexibility and visibility into our data center operations. With this integration, we have a unified view of our virtual and physical environments in one place so

we can manage our network, server and storage applications effectively, resulting in better service quality and faster time to problem resolution."

Tim Lamalfa, President, Capital Data, Inc.

"Our customers have shown a strong interest in managing their data center operations with VMware vRealize Suite, and now with the Extreme and VMware collaboration, they benefit from a powerful and flexible platform for optimizing data center resources across physical and virtual networks. They gain extensive value from unifying management across all types of data center environments and adding new levels of visibility, efficiency, and flexibility through the Extreme and VMware solution."

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.

Extreme Networks, the Extreme Networks logo, NetSight and Purview 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/>.

VMware, vRealize, vRealize Suite, vRealize Operations Manager, vRealize Orchestrator, vRealize Automation, and Log Insight are registered trademarks or trademarks of VMware, Inc. in the United States and other jurisdictions. The use of the word "partner" or "partnership" does not imply a legal partnership relationship between VMware and any other company.

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