



NEWS RELEASE

Extreme Networks Named Tech Data's Growth Vendor Partner of the Year

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SAN JOSE, Calif., Dec. 12, 2016 /PRNewswire/ -- **Extreme Networks, Inc.** (NASDAQ: EXTR), a software-driven networking company that provides superior visibility and control, today announced that it has been named Growth Vendor Partner of the Year by Tech Data.

Tech Data's Vendor Partner award recipients are recognized annually for their collaboration, enablement programs, strong partnerships and commitment to Tech Data, its solution providers and the IT channel. Extreme Networks, which has partnered with Tech Data since 1999, is being honored for its year-over-year sales performance, executive engagement, and overall support for Tech Data. Specifically, Extreme stood out for its onsite vendor representatives, field-focused representatives, improved marketing initiatives and consistent communication with Tech Data.

This recognition underscores Extreme's channel-focused strategy, which drives growth through best-of-breed technology, incentives and programs to and through Tech Data. Extreme recently announced advancements to the Extreme Partner Network (EPN) to further enable and reward partners, which Tech Data has assisted in launching to the Extreme partner base. Tech Data has also deployed key initiatives with Extreme, including its Give-2-Get program and the Distribution Managed Account Program, to support priority goals and growth.

Executive Perspectives

Paige Powers, Senior Director of Distribution and Inside Sales, Extreme Networks

"We're incredibly honored to be recognized by our long-term distribution partner Tech Data and proud to collectively meet the technology needs of our mutual partners. The consistent investment between Extreme



Networks and Tech Data illustrates the value of our partnership and we look forward to driving future growth together."

Chuck Bartlett, Senior Vice President, Advanced Infrastructure Solutions Division, Tech Data Corporation

"We are thrilled to recognize the Extreme Networks team for their commitment to our channel growth and the success of our solution providers. Our longstanding partnership enables us to deliver leading software-driven networking and management solutions and support to our customers. Extreme has distinguished itself through its specialized offerings and enhanced channel marketing initiatives."

Additional Resources

- Extreme Networks Partner Program [Homepage](#)
- Extreme Networks Managed Services [Homepage](#)

Forward Looking Statements:

Statements in this release, including those concerning the Company's partnership with Tech Data, the relationship's potential for providing onsite and field-focused vendor representatives, and the ability to deploy key initiatives and programs 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 partners 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; partner 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 20,000-plus 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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