

## ABOUT EXTREME NETWORKS

Extreme Networks, Inc. delivers software-driven networking solutions that help IT departments everywhere deliver the ultimate business outcome: stronger connections with customers, partners and employees. In the past year, we have seen Extreme demonstrate its ability to deploy and support clients globally with a portfolio that allows it to address all enterprise access layer opportunities.

Extreme has edge-to-core infrastructure solutions that can be optimized for wired to wireless, on-premise or through cloud network service capabilities. Extreme customers have licensing flexibility — instead of a “one size fits all” model — for applications needed for their business requirements, such as ExtremeManagement, ExtremeControl and ExtremeAnalytics.

Extreme consistently provides strong customer service through a 100% insourced service and support team. While still a relatively small campus switch and WLAN vendor, 2018 revenue jumped 36% and WLAN revenue doubled. Most of the growth was due to acquisitions, although the company reported organic revenue growth as well.

Organizations should consider Extreme Networks as a strong competitor globally for all wired and wireless LAN access layer opportunities.



# GARTNER'S MAGIC QUADRANT

Figure 1. Magic Quadrant for the Wired and Wireless LAN Access Infrastructure



# PER GARTNER'S MAGIC QUADRANT...

---

## STRENGTHS OF EXTREME NETWORKS

Extreme's management team continues to provide strong leadership, and the sales management team has extended the vendor's reach geographically as well as across vertical markets. Extreme Fabric Attach provides an access layer fabric that also addresses the need for enterprise IoT segmentation across its wired and wireless LAN product portfolio.

Extreme's Product Management organization has done an excellent job integrating the access networking products of its recent acquisitions, Avaya and Zebra, into a cohesive roadmap focused on common hardware and a unified operating system, which is important to clients developing a three- to five-year strategy.

## CAUTIONS OF EXTREME NETWORKS

Customers with hybrid deployments may not initially be able to deploy newer Extreme Network applications both on-premises and in the cloud. For example, Extreme's user and entity behavior analytics (UEBA) offering was initially released as a cloud offering with an additional release for on-premises flexibility. Organizations need to validate applications can be deployed in the specified location.

Extreme continues to lag behind providing location capabilities that lack the location precision of competitive offerings. Organizations using location solutions from ExtremeWireless or ExtremeWireless WiNG should specify their requirements and test to ensure that the technology addresses the use case.

Customers purchasing Extreme products or that continue to own legacy products from the companies it has acquired must be aware of the challenges in combining the access layer offerings of several organizations. Organizations with existing Avaya or Zebra products need to ensure that they have a migration and product integration plan and that any new products or applications meet their solution needs.

[TALK TO AN EXPERT ON WHAT EXTREME CAN DO FOR YOU - CLICK HERE](#)