



Das neue Netzwerk – Grenzenlos, Performant, Sicher

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Extreme Networks At a Glance



Founded in 1996 in
SILICON VALLEY, CA



 **\$1B+**
In Annual
Revenue

 **#2**
Cloud-Managed
Network Solution

 **2,600**
Employees

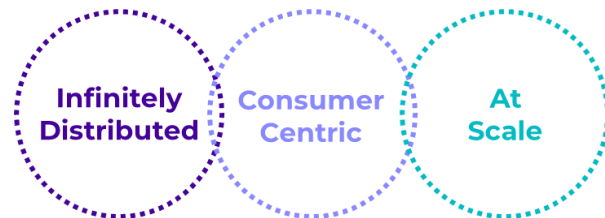
More Than
50,000
Customers

Gartner Peer Insights
Customers' Choice
WINNER 

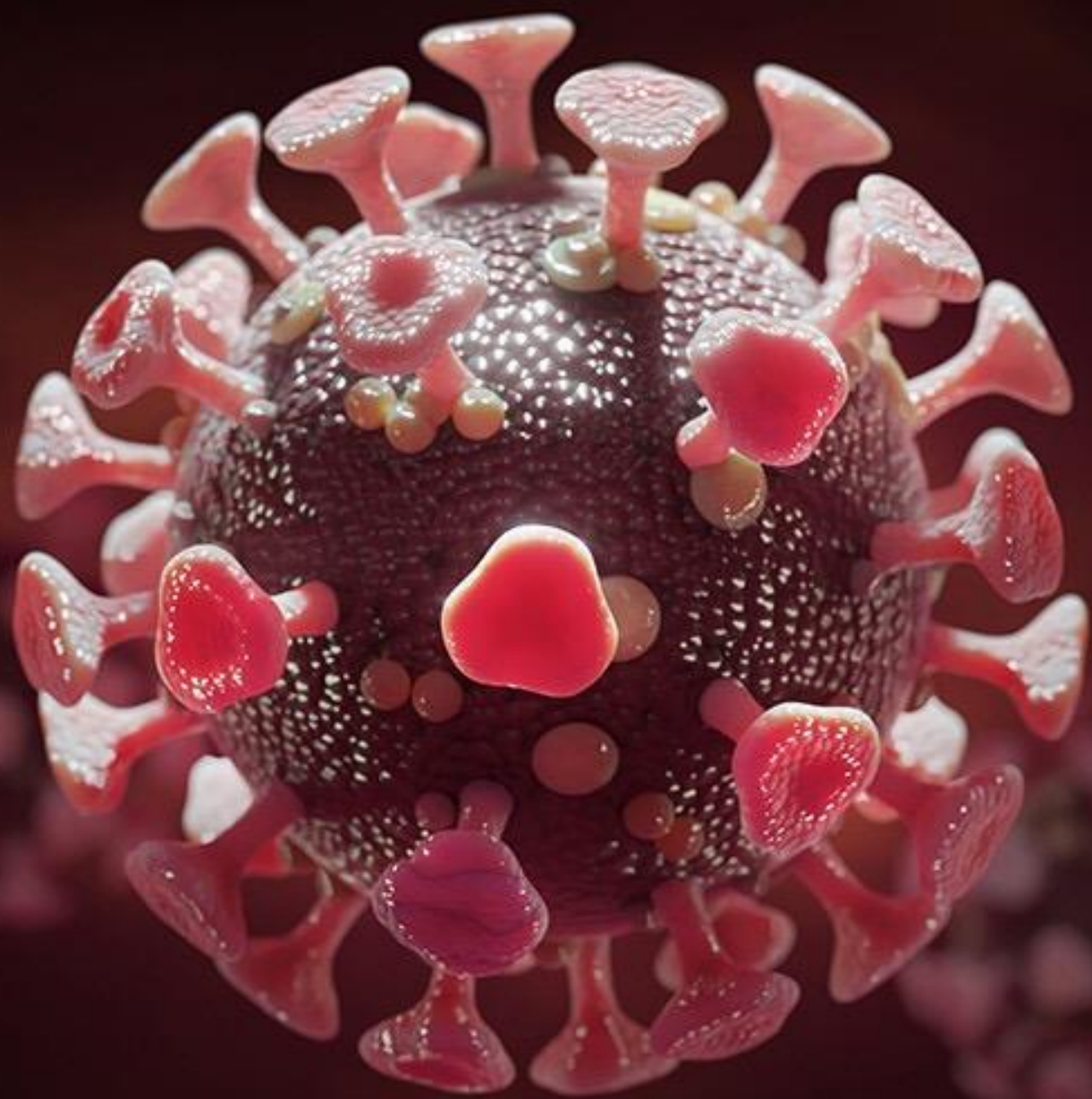
More Than
80
Countries 

 **100%**
Insourced
Service and
Support backing
up 9,000 partners

The Infinite Enterprise



DIGITAL TRANSFORMATION



NOVELTY* BECAME **NECESSITY*



**OUR LIVES
HAVE BEEN CHANGED**





**WE HAVE ADAPTED TO
NEW WAYS OF WORKING.**





THE CONCEPT OF THE OFFICE HAS CHANGED

**ORGANIZATIONS MUST COMPLETE
THEIR TRANSFORMATION.**



5 years

to digitize or fail

Biz leaders: Those who don't digitalize quickly are doomed¹



54%

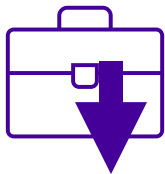
IT environments are more complex than two years ago²



82%

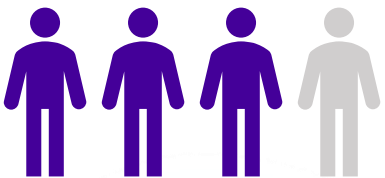
Of biz leaders will continue employee remote work³

IT skills shortage:



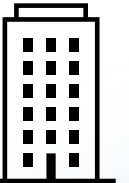
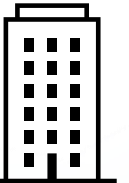
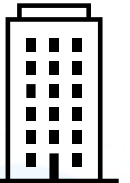
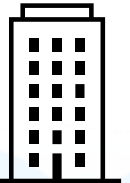
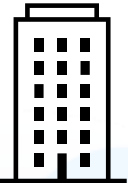
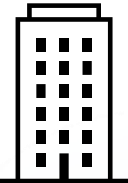
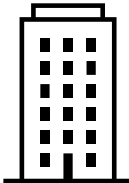
93%

Mid-market, global orgs have IT skills shortage²



3/4 biz leaders

Say digital capabilities helped with pandemic challenges¹



1/3

Of all workers worldwide will work remotely at times in 2022⁴

¹Deloitte, April 2021 <https://www2.deloitte.com/us/en/insights/topics/digital-transformation/digital-acceleration-in-a-changing-world.html>

²ESG, August 2021 <https://www.esg-global.com/research/esg-master-survey-results-network-modernization-trends> ³Deloitte, April 2021 <https://www2.deloitte.com/us/en/insights/topics/digital-transformation/digital-acceleration-in-a-changing-world.html>

³Gartner <https://www.gartner.com/en/newsroom/press-releases/2020-07-14-gartner-survey-reveals-82-percent-of-company-leaders-plan-to-allow-employees-to-work-remotely-some-of-the-time>

⁴Gartner <https://www.gartner.com/en/newsroom/press-releases/2021-06-22-gartner-forecast-51-percent-of-global-knowledge-workers-will-be-remote-by-2021>



INFINITE ENTERPRISE

Customer
OUTCOMES

Our
NORTH STAR

OUR SUCCESS STARTS WITH EMPATHY



"... I have unique constraints – talent, time and money"



"... too much technology, too confusing"



"... is it safe to deploy"



"... I must reach my **workers**... my **patients**... my **students**... my **customers** wherever they are ..."



".. I must scale my **team**... my **network**... my **resources**... !"

"... I must close the gap between in **office**... in **hospital**... in **school**... in **store** experience and remote experience..."

Extreme's Commitment to Customers



Reduce Complexity

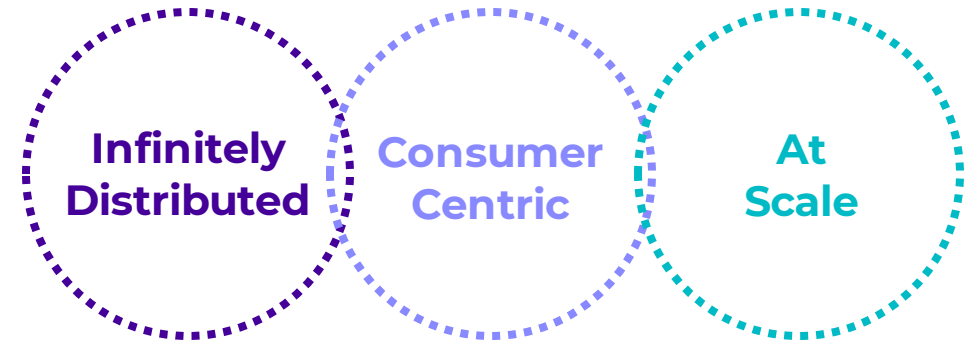


Deliver Trust



Your way, at your pace

Extreme's Vision for the Enterprise

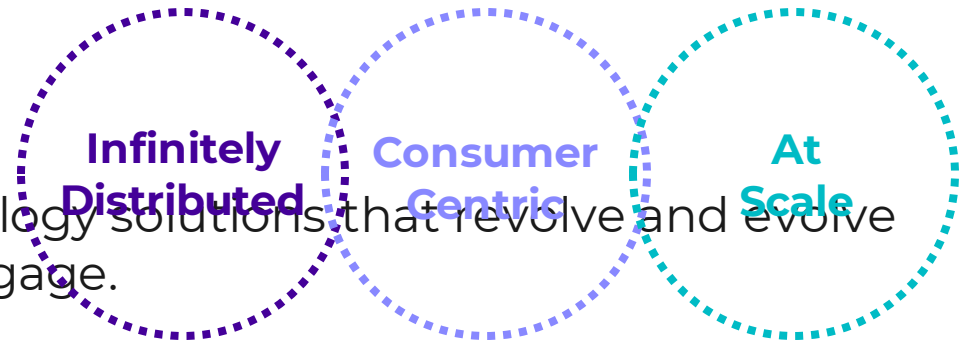


THREE TENETS OF THE INFINITE ENTERPRISE



Organizations must meet users wherever they are; services must come to the consumer.

Organizations must provide technology solutions that revolve and evolve around how consumers want to engage.



Organizations must scale services, technology, and even people to provide reliable and secure experiences for everyone, anywhere.

WHO ARE INFINITE ENTERPRISES?



HEALTHCARE



GOVERNMENT



EDUCATION



**SPORTS AND
VENUES**



RETAIL



**BANKING AND
FINANCE**

TODAY, NETWORK TEAMS STRUGGLE WITH:



SUPPORT FOR HYBRID WORK ENVIRONMENTS

Supporting remote workers is the organization's biggest networking challenge today.¹

INFINITELY DISTRIBUTED



GLOBAL IT STAFF SHORTAGES

21% of organizations say they have a problematic shortage of IT network admin.²

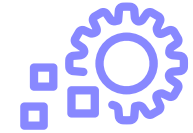
AT SCALE



OPERATING WITH AGILITY AND INTELLIGENCE

24% of organizations see a lack of AI/ML technology as a network challenge.

AT SCALE



ONGOING ENABLEMENT OF BUSINESS TRANSFORMATION

By 2023, over 60% of enterprises will deem networking as core to their digital strategies.

CUSTOMER CENTRIC

Sources: ¹[ESG](#) ²[ESG](#) ³[ESG](#) ⁴[McKinsey](#)

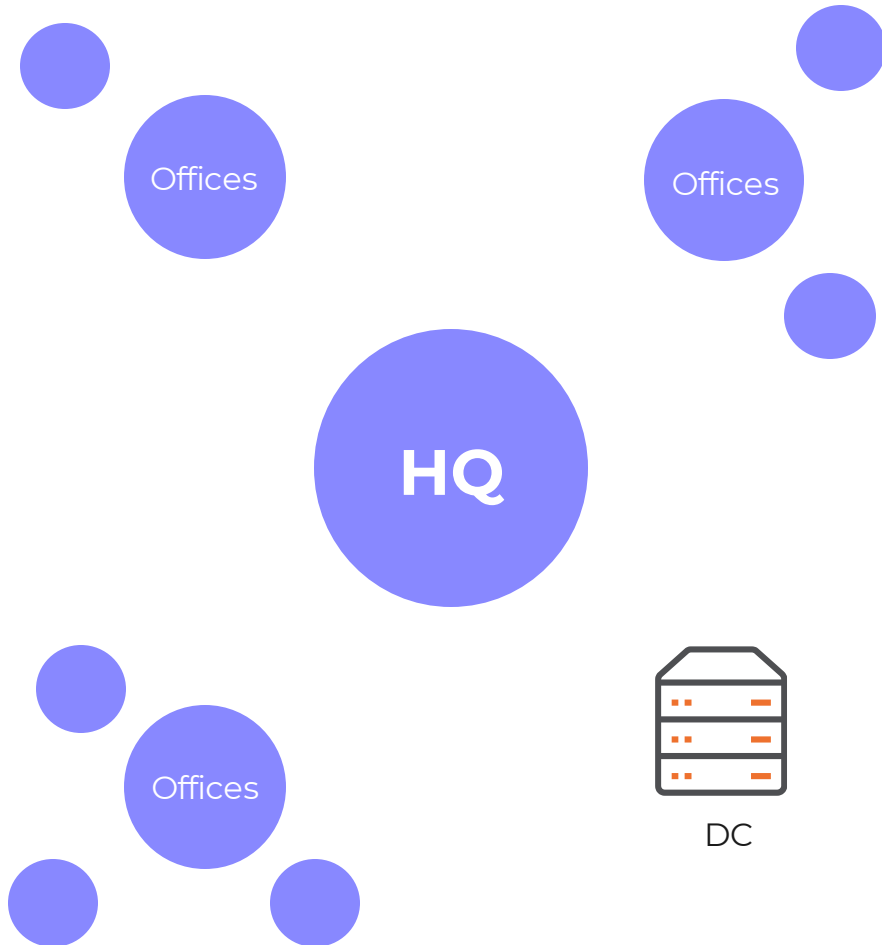
WHAT DOES “INFINITELY DISTRIBUTED” MEAN?

The Infinite Enterprise

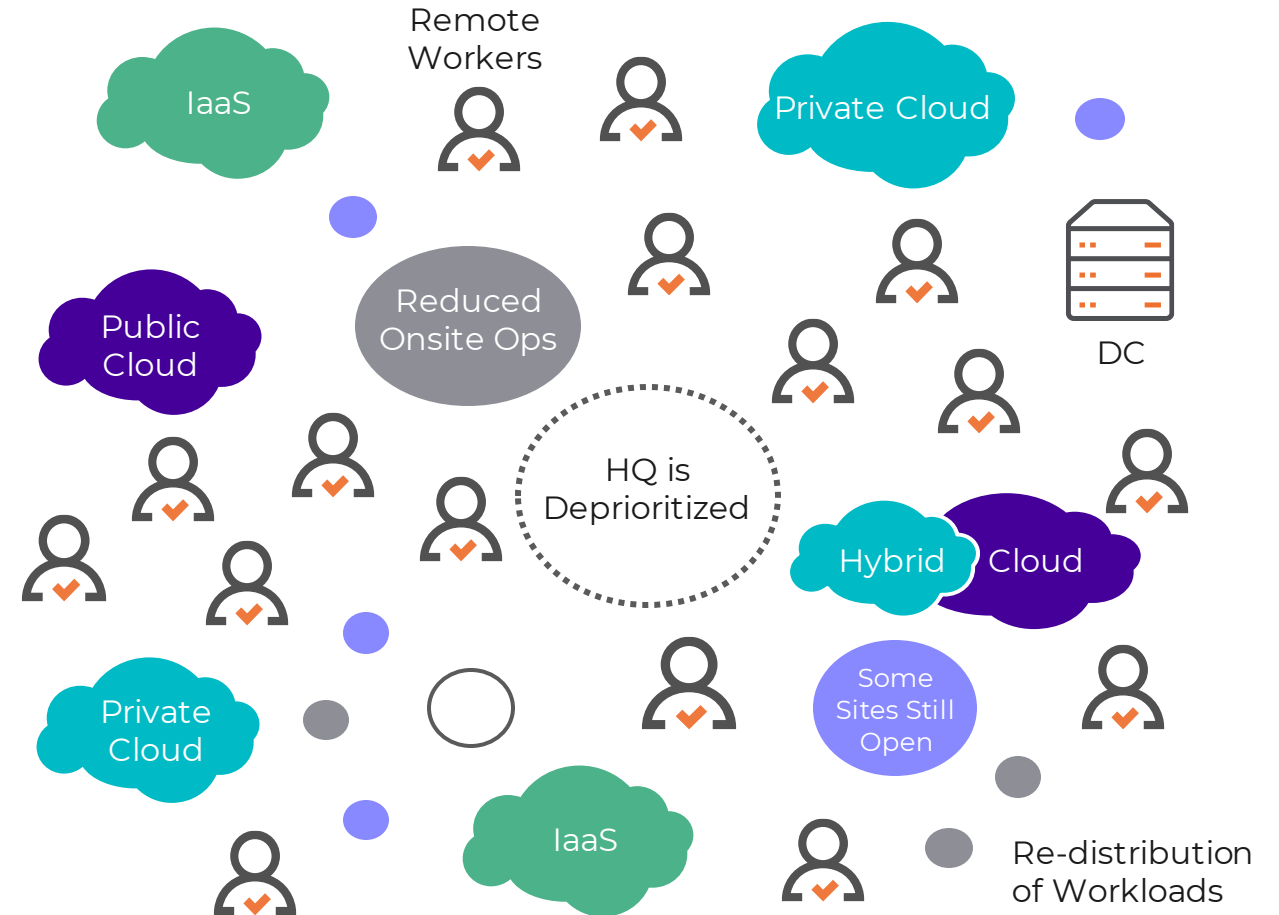
Where is the perimeter?



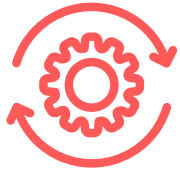
Past: HQ, DC, Sites



Now: The Infinite Edge



THE INFINITELY DISTRIBUTED VISION



**CONSISTENT
EXPERIENCES**



**ALWAYS
AVAILABLE
PRODUCTIVITY**



**SEAMLESS
CONNECTION
FLEXIBILITY**



**GOING
BEYOND
CONNECTIVITY**

→ DIFFICULT TO ACHIEVE WITHOUT MODERN NETWORK INFRASTRUCTURE

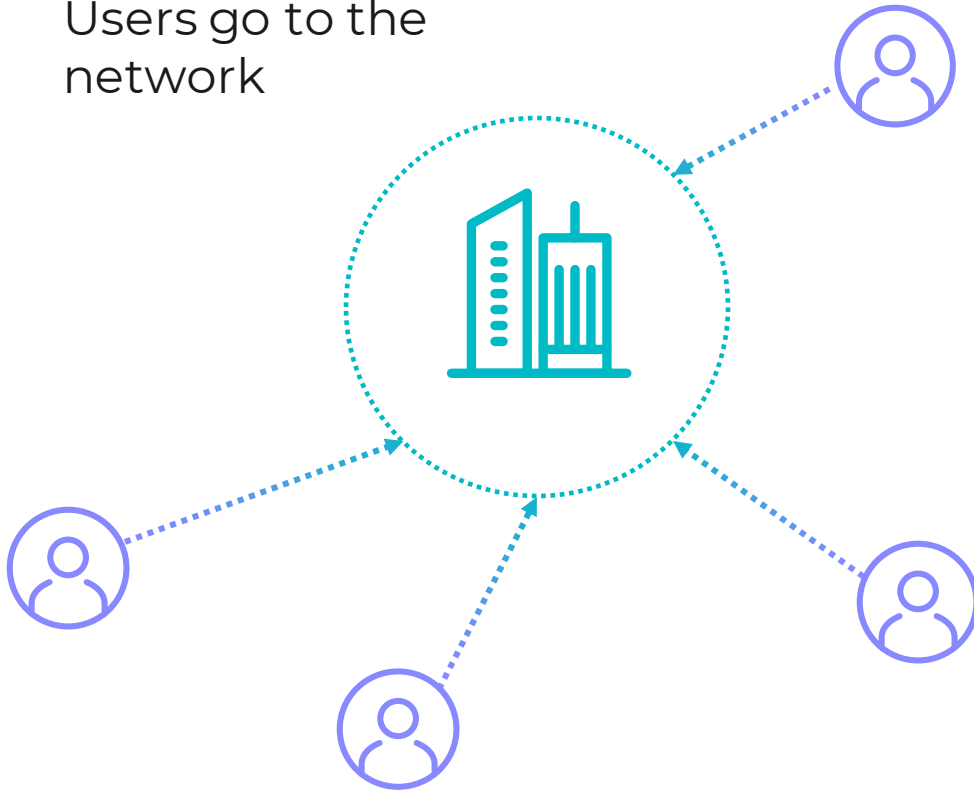
**MODERN ORGANIZATIONS BRING THE NETWORK
TO THE USER.**

ENRICH THE EXPERIENCE OF USERS WHEREVER THEY ARE



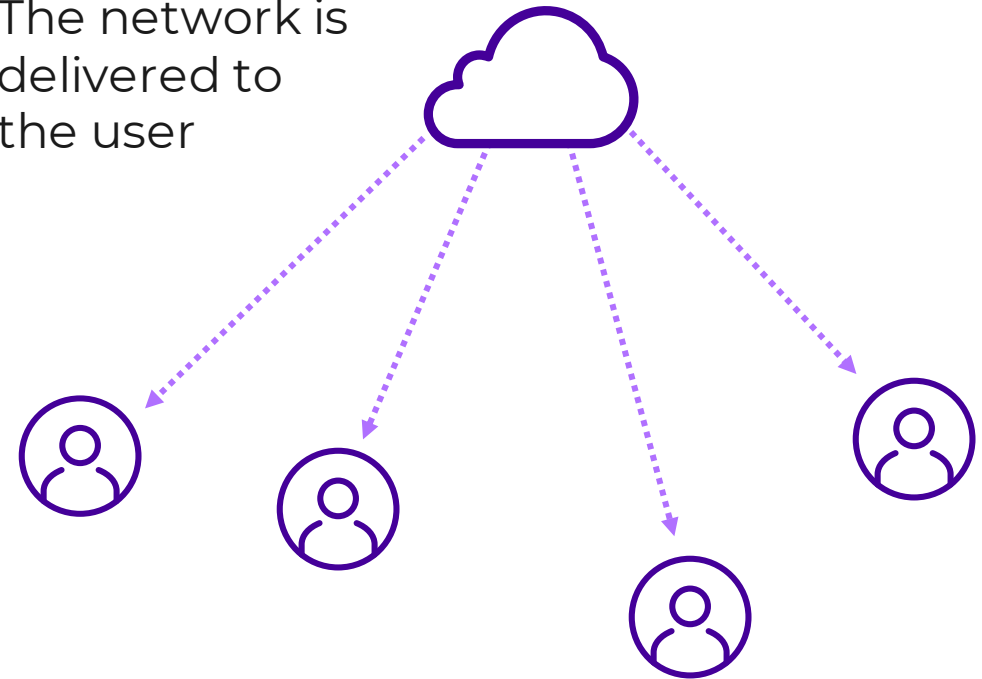
PAST

Users go to the network



FUTURE

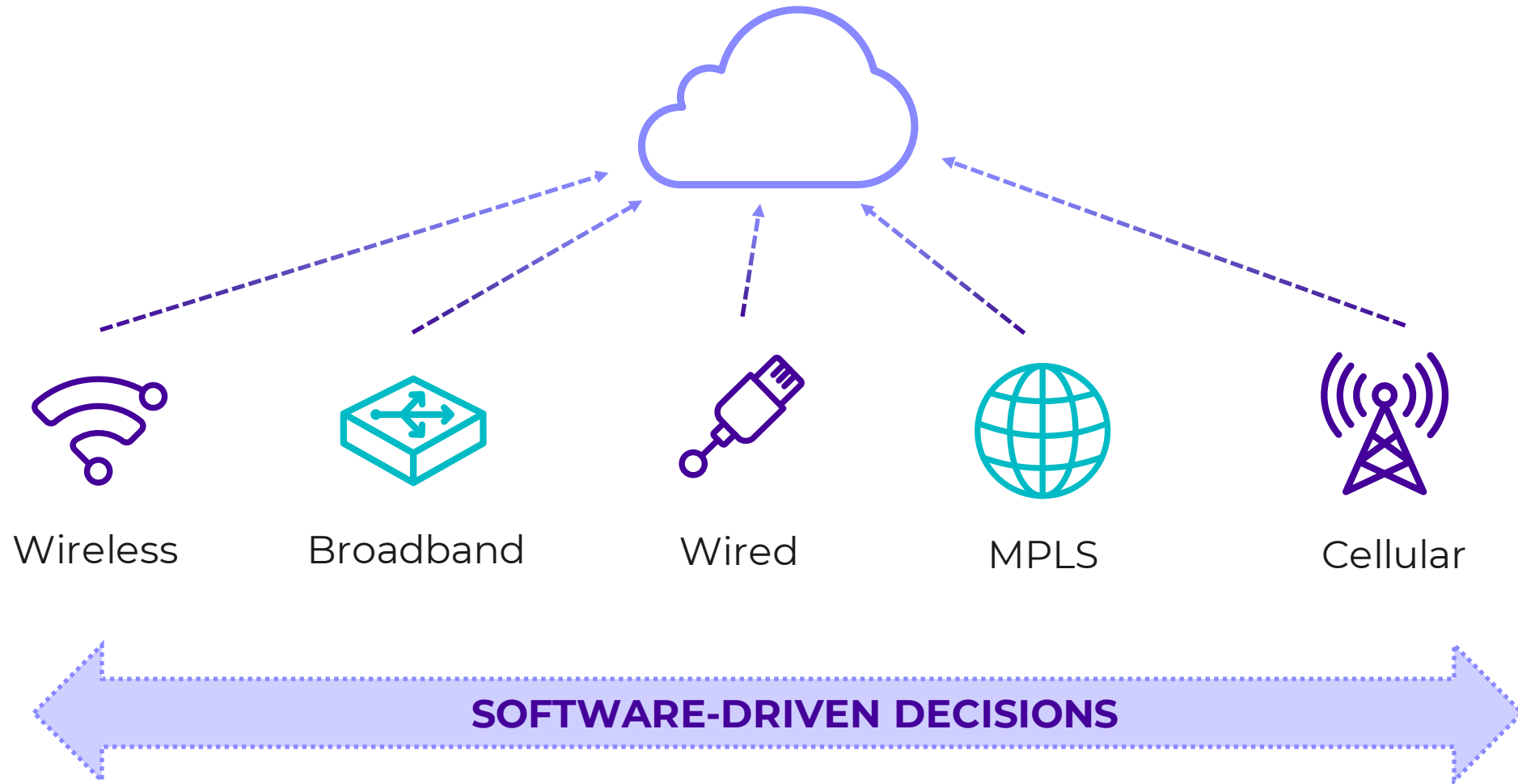
The network is delivered to the user



MODERN NETWORK INFRASTRUCTURE DRIVEN BY SOFTWARE



SUPPORTING ALL TYPES OF CONNECTIVITY





SECURITY

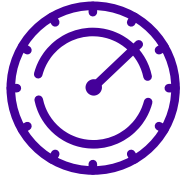
Control users and devices across networks with granular visibility and in-depth control



PERFORMANCE

Proactively assure reliable and consistent experiences for users with rich analytics and AI/ML efficiency

THE VALUE OF SOFTWARE-DRIVEN INFRASTRUCTURE



**INCREASED
PRODUCTIVITY**



**REAL-TIME
ASSURANCES**



**DATA
INSIGHTS**



**FLEXIBILITY AND
AGILITY**



REDUCED RISK

WHAT DOES “CONSUMER CENTRIC” MEAN?

Fragmentation of Technology



Devices



Laptop



Mobile



Tablet

Connections



Wi-Fi



Cellular



VPN



Wired/MPLS

Applications



Cloud



Internal



Uncertified

THE USER IS ON A JOURNEY



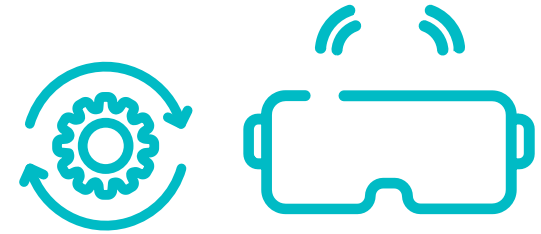
3 YEARS AGO

On Campus
Basic Connectivity



TODAY

Working Remotely
Collaboration Apps
Cloud Storage Apps



IN 3 YEARS

Hybrid Worker
VR/AR Apps
Autonomous Apps



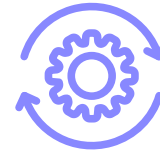
THE CONSUMER CENTRIC VISION



**DATA-DRIVEN
AND
PROACTIVE**



**ADAPT TO USER
EXPECTATIONS**



**CONTINUOUS
VALUE
DELIVERY**



**INSTANTANEOUS
AND
PERSONALIZED**

→ DIFFICULT TO ACHIEVE WITHOUT MODERN NETWORK INFRASTRUCTURE

A NEW PARADIGM IN ORGANIZATIONAL FOCUS

USERS WILL NOW DRIVE ORGANIZATIONAL NEEDS



PAST

IT Optimizes a
Campus Network



FUTURE

The experience of the
user is paramount



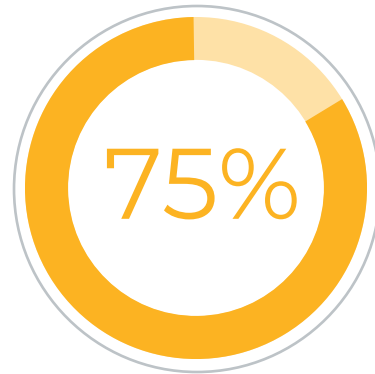
Overload



DATA

Volume of data
impossible for brain
to process and act on

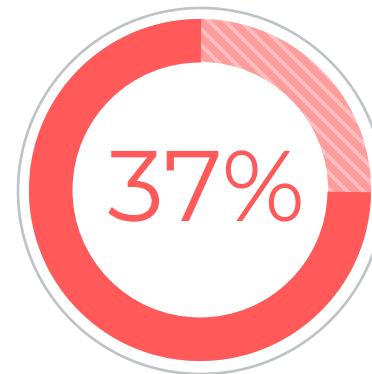
Reactive



ISSUES

Identified by the
end user

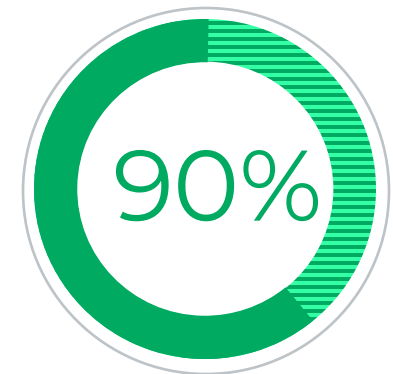
Error-Prone



DOWNTIME

Is due to
human error

Inefficient

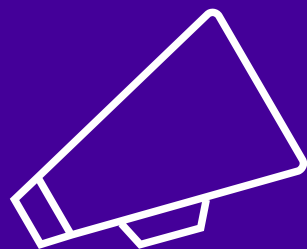


OF TIME

Spent identifying
the problem

WHAT ABOUT SECURITY?

De-Perimeterization and its impact



... the way security is organized as a series of walls or layers around an organization's private network perimeters and boundaries will need to change radically



Maintaining Information security at the boundaries of an organization have become unworkable

To solve the challenges, we need to shift our focus



PAST

IT Optimizes a
Campus Network



Users **go** to the
network



FUTURE

The experience of the
user is paramount

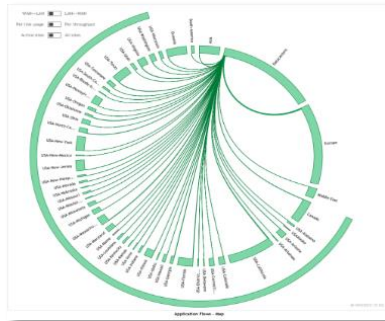


The network is **delivered** to and
follows the user

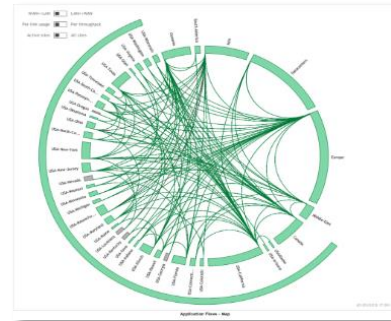
The “Result” - Increased complexity in network & application access



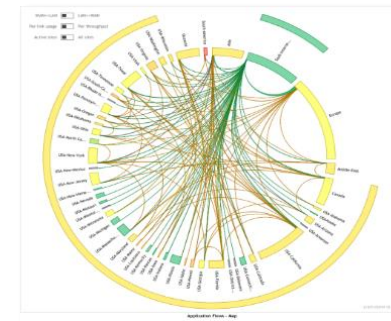
ERP, CRM &
business applications



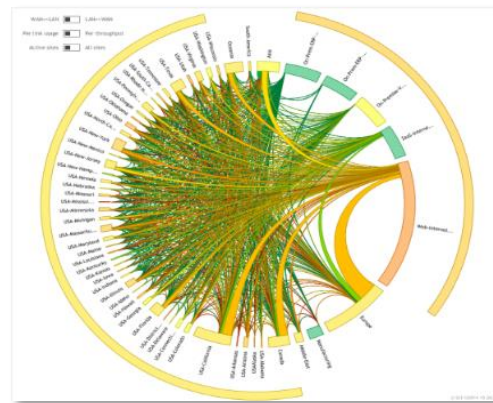
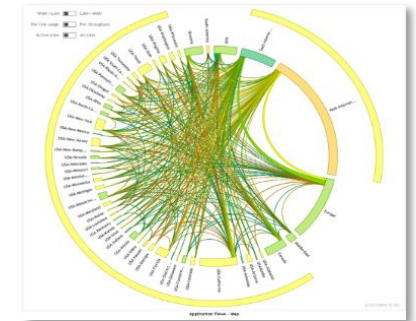
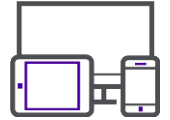
Unified
Communications



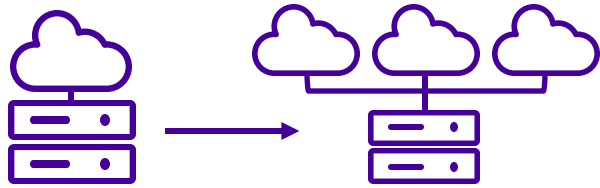
SaaS and
Cloud Applications



Guest Wi-Fi,
Internet, Social media

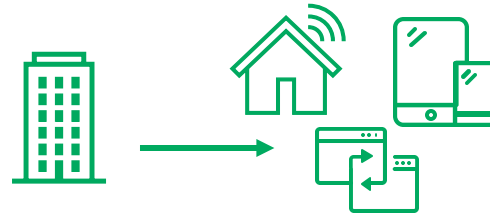


The New Enterprise Edge – Network, Security and Compute



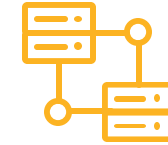
The last 10 years

Shift from *datacenter* to
multi-cloud



The last two years

Shift from *Campus/Branch*
to *Distributed users &*
devices



Now

Distributed Users/Devices
accessing Distributed
Applications

**The Network must evolve to
reflect this new reality**

79% of respondents say investments in edge computing will require
significant changes to our network architectures over the next two years*

*Source: Future Enterprise Resiliency & Spending Survey - Wave 10, IDC, October, 2021. n=652

The Need for a Zero Trust Architecture



Zero trust moves defenses
to focus on users, assets, and resources

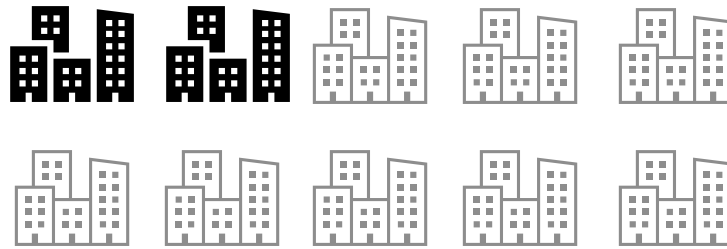
— NIST¹

- Zero trust assumes no implicit trust granted to assets or user accounts
- A Zero Trust access architecture creates context-based access control to applications which can't be discovered by the user unless “published” explicitly to them

¹[SP 800-207 Zero Trust Architecture](#)

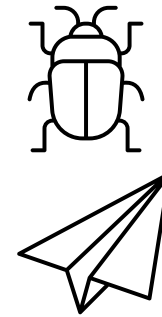
2022

The year supply chain
ransomware attacks
are going to peak
([eSecurity Planet](#))



20%

of companies faced a
security breach because
of a remote worker.
([The Malwarebytes](#))



More than
90%
of cyber attacks
begin as spear
phishing emails.
(Trend Micro)

What Zero Trust Can Do



It reduces your attack surface and “blast” radius



Is more effective than traditional VPN technologies

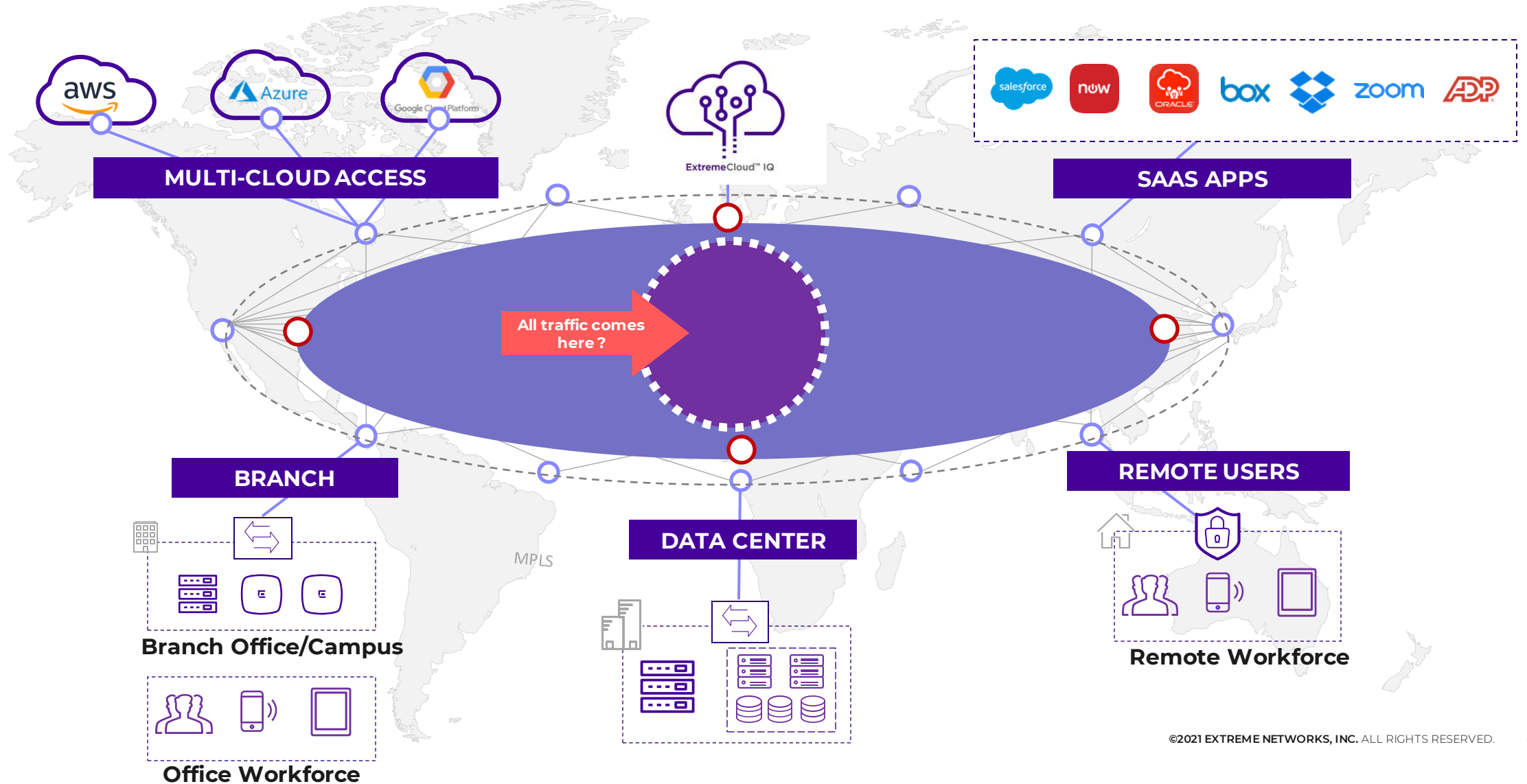


Implements a least privilege approach



Allows you to get insured

Zero Trust Security: From Anywhere to Anywhere



A Simple Deployment for VPN Replacement

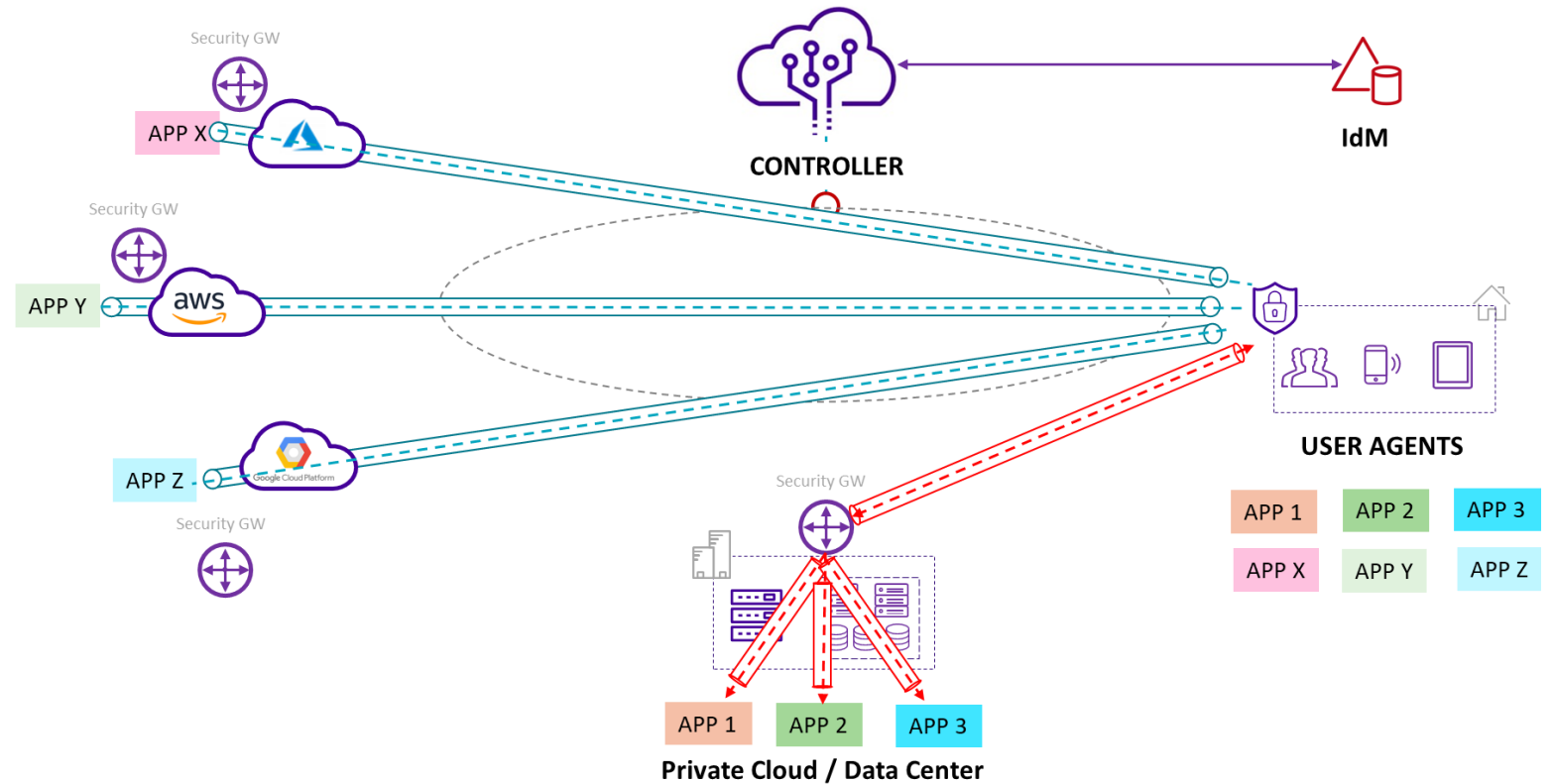


Don't implement it like just another VPN

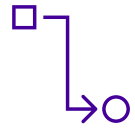
Assess application architecture, usage and adjust policies

Focus on remote employees and engineering workgroups

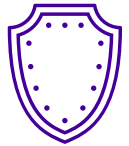
Create a Zero Trust overlay for hosted applications



The Human Factor - The weakest link? Or biggest asset?



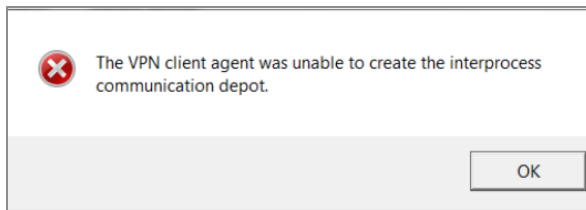
Automate as much as you can



Leverage the user as last line of defense



Simplify the experience



OR



?



Security is People. Process. Technology

While You Can't Just Buy It - Our Zero Trust goals



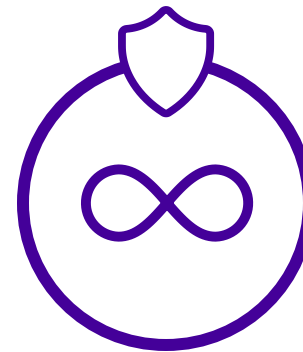
Any Device
Any User
Any Application
Any Location



Zero Trust Security
needs to be built-in,
not bolted on



User experience first
– Adoption increases
security



Zero Trust is a key
cornerstone for the
Infinite Enterprise

BUT WHAT DO WE REALLY MEAN BY “AT SCALE?”

THE CLOUD GIVES US SCALE.

BENEFITS OF CLOUD MANAGED NETWORKING

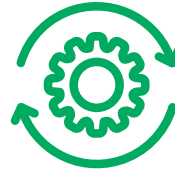


1. Efficient On-boarding and Configuration
2. Smarter, Faster Troubleshooting
3. Application Visibility and Control
4. Smart Data Collection and Simplified Reporting
5. Manage Anywhere on Single Pane of Glass
6. Better Support and Continuous Delivery
7. Containerized Microservices
8. Security Without Complexity
9. Grow as You go

THE VALUE OF CLOUD MANAGED NETWORKING



**NEW REVENUE
STREAMS**



**PROACTIVE
RESOURCING**



**DATA
INSIGHTS**



**LOCATION BASED
SERVICES**



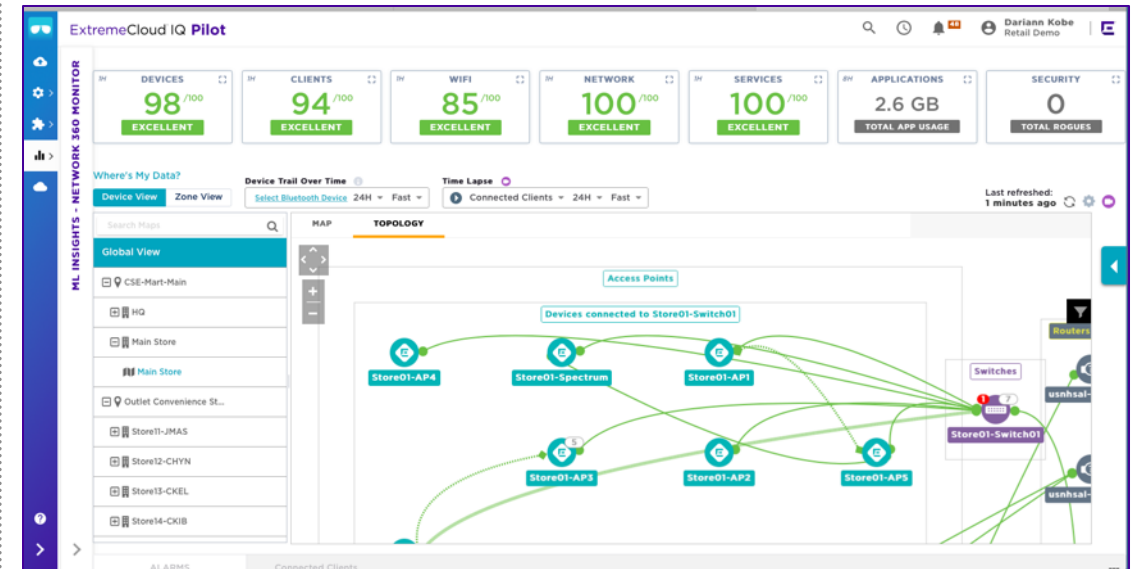
**RESILIENCY AND
RELIABILITY**

YOU CAN ACCESS THESE CAPABILITIES TODAY.

REDUCE THE TIME SPENT ON INEFFICIENT TASKS

Increased operational efficiency and operation of multiple sites and devices.

- Automation of device onboarding, network policy configuration and deployment
- Remote troubleshooting and identification of poor service experiences
- Flexibility to scale to meet fluid operating environments



EXTEND YOUR REACH WITHOUT LEAVING THE OFFICE

Benefit from full visibility of network and traffic across all wired and wireless users, clients, devices and applications.

- Real-time information on the health of your network
- Automate troubleshooting and diagnostics to respond when it matters
- Measure the overall effectiveness of the network and benchmark it against similar organizations



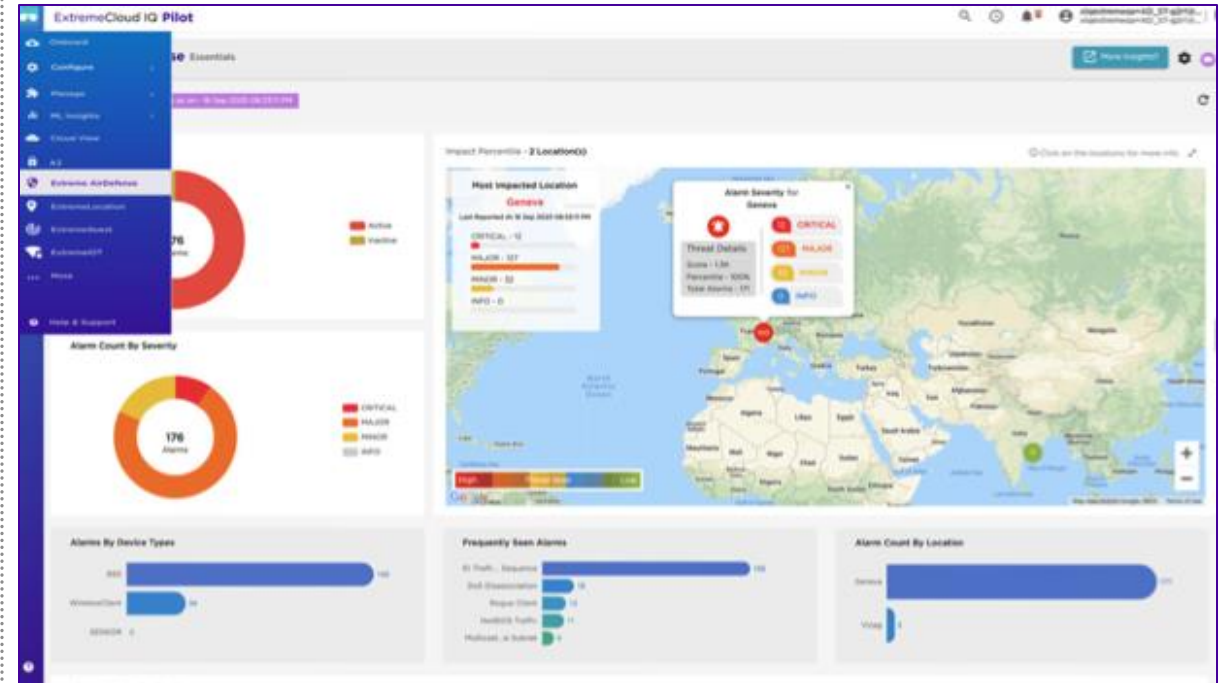
EXTREMECLLOUD IQ ESSENTIALS DELIVERS ADDITIONAL VALUE TO PILOT SUBSCRIPTIONS



OPERATE WITH AGILITY AND INTELLIGENCE

Take advantage of advanced functionality without integrating multiple applications, platforms, databases or paying for additional licenses.

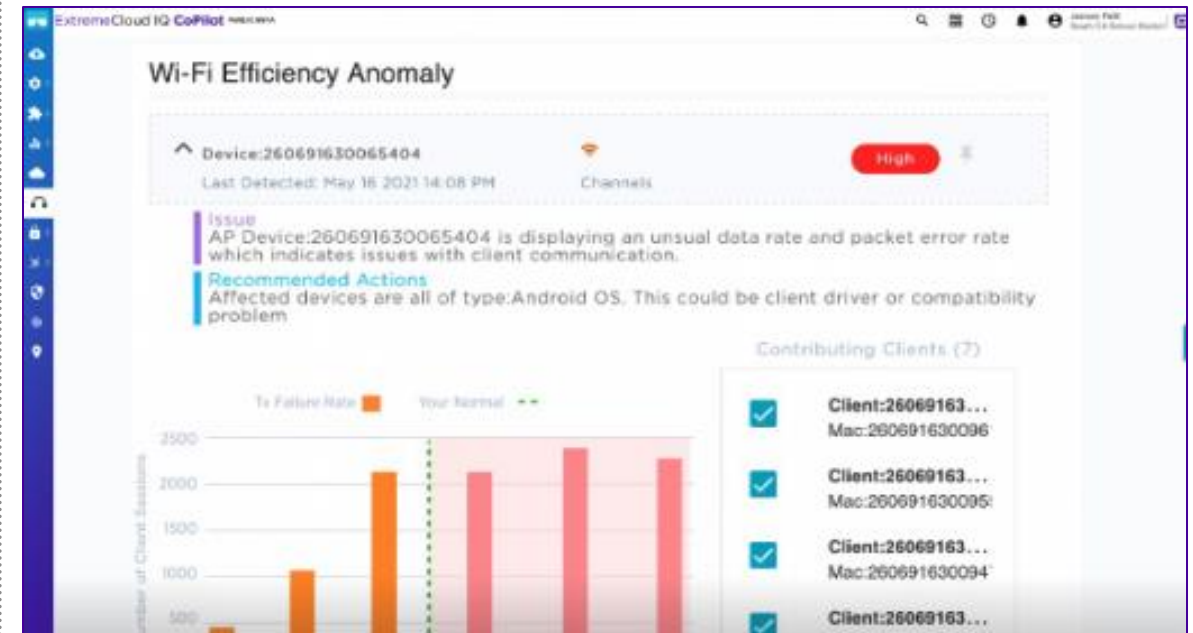
- **ExtremeGuest™ Essentials** to manage, analyze and personalize network access
- **ExtremeAirDefense™ Essentials** extends wireless security beyond rogue detection and mitigation to include wireless threat detection
- **ExtremeloT™ Essentials** for device security and self-service on-boarding
- **ExtremeLocation™ Essentials** delivers location analytics plus presence, zone and asset tracking

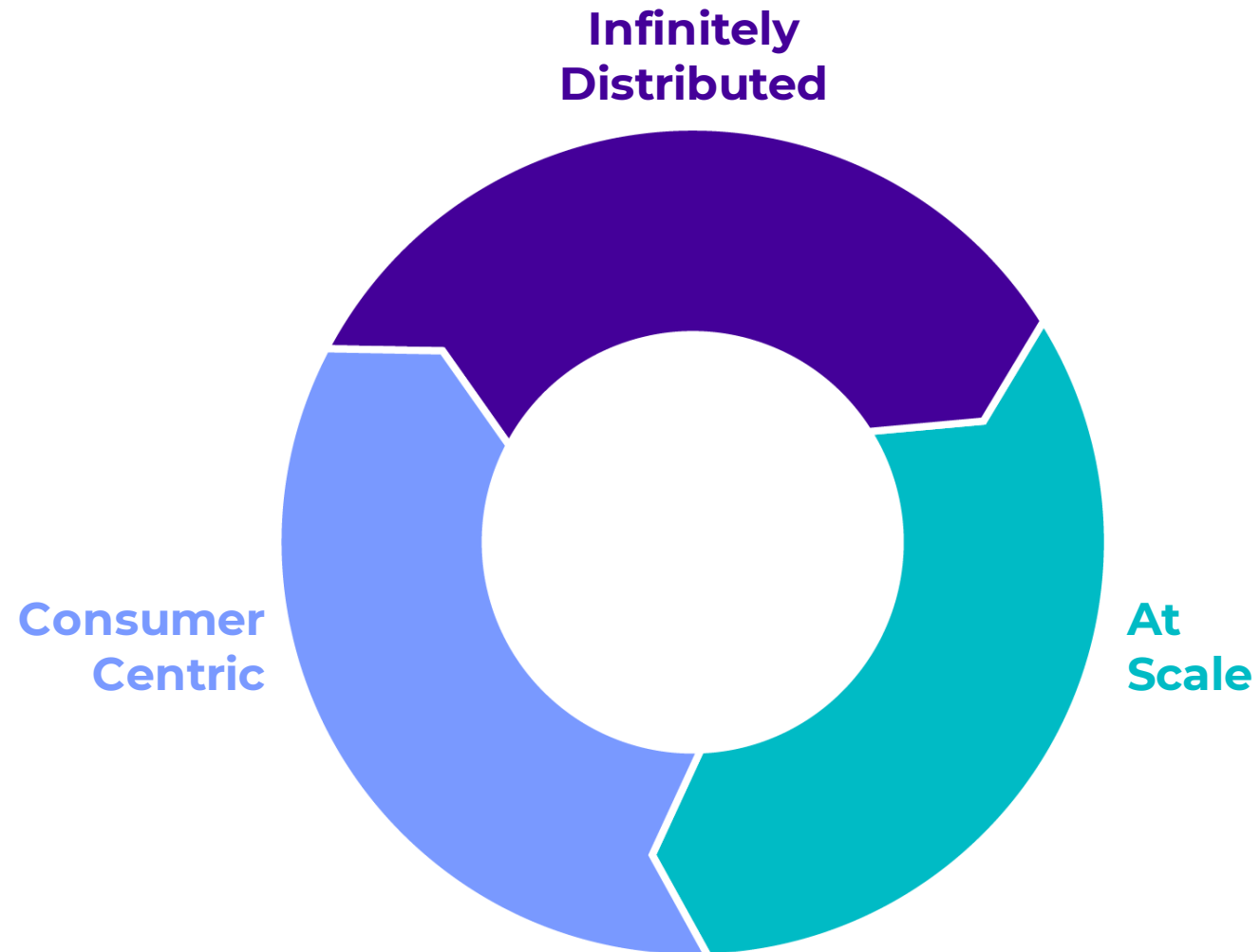


INCREASE YOUR NETWORK MANAGEMENT TALENT BENCH

Streamline and prioritize your Wi-Fi network troubleshooting efforts with data driven outcomes

- Proactive anomaly detection
- Recommendation engine to support next best action based on all historical data
- Direct connect to Extreme's support team





QUESTIONS



INFINITE ENTERPRISE

Customer
OUTCOMES

Our
NORTH STAR