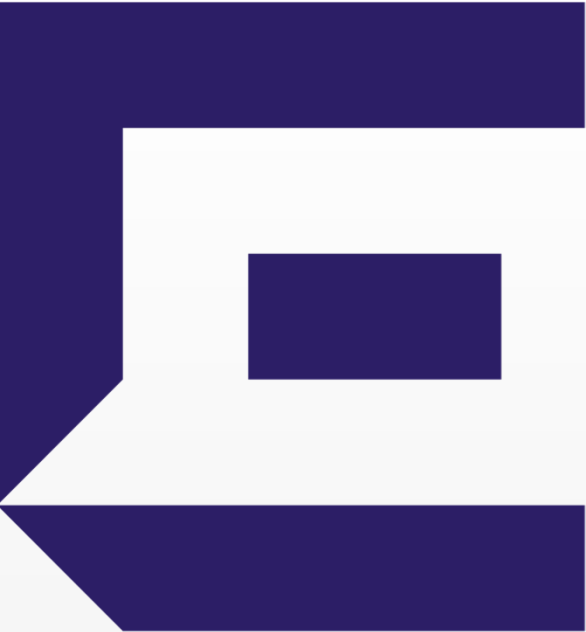




Extreme Networks NlaaS Network Infrastructure as a Service “Infraestructura de Red como Servicio en el sector de Educación”

Vinculo TIC Educación

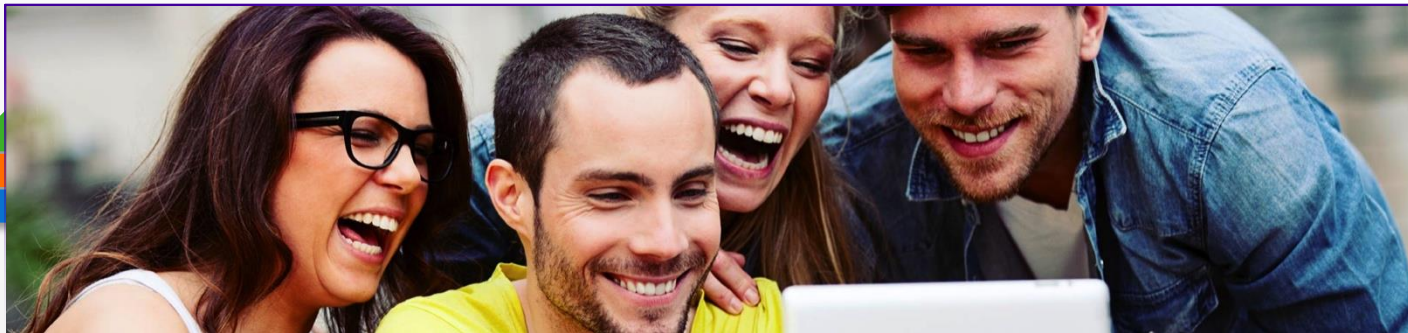
Xavier Martinez Elizalde
Director General
Netjer Networks
Febrero 2015

Our Purpose

We believe simple, fast, and smart solutions create successful business outcomes

Our Mission

As a responsive and accountable organization, we generate value by creating meaningful connections and experiences for our community



SIMPLE

FAST

SMART

Customer & Partner First | Trustworthy | Accountable | Collaborative | Proactive | Adaptive | Innovative | Transparent | Insight-driven | Precise



Our Heritage

- Founded **1996**
- Acquired Enterasys Networks Nov-2013
- **650** combined patents
- Combined **30+ year** pioneer in networking
- **Simplified** network management
- Known for superior network **performance**
- Embedded application **controls**
- **Open** and **standards-based** approach
- Long **product life** cycles

“
Extreme Networks should be on the short list of any mid-size to large enterprise... [Sept. '14]
 ”

Gartner®

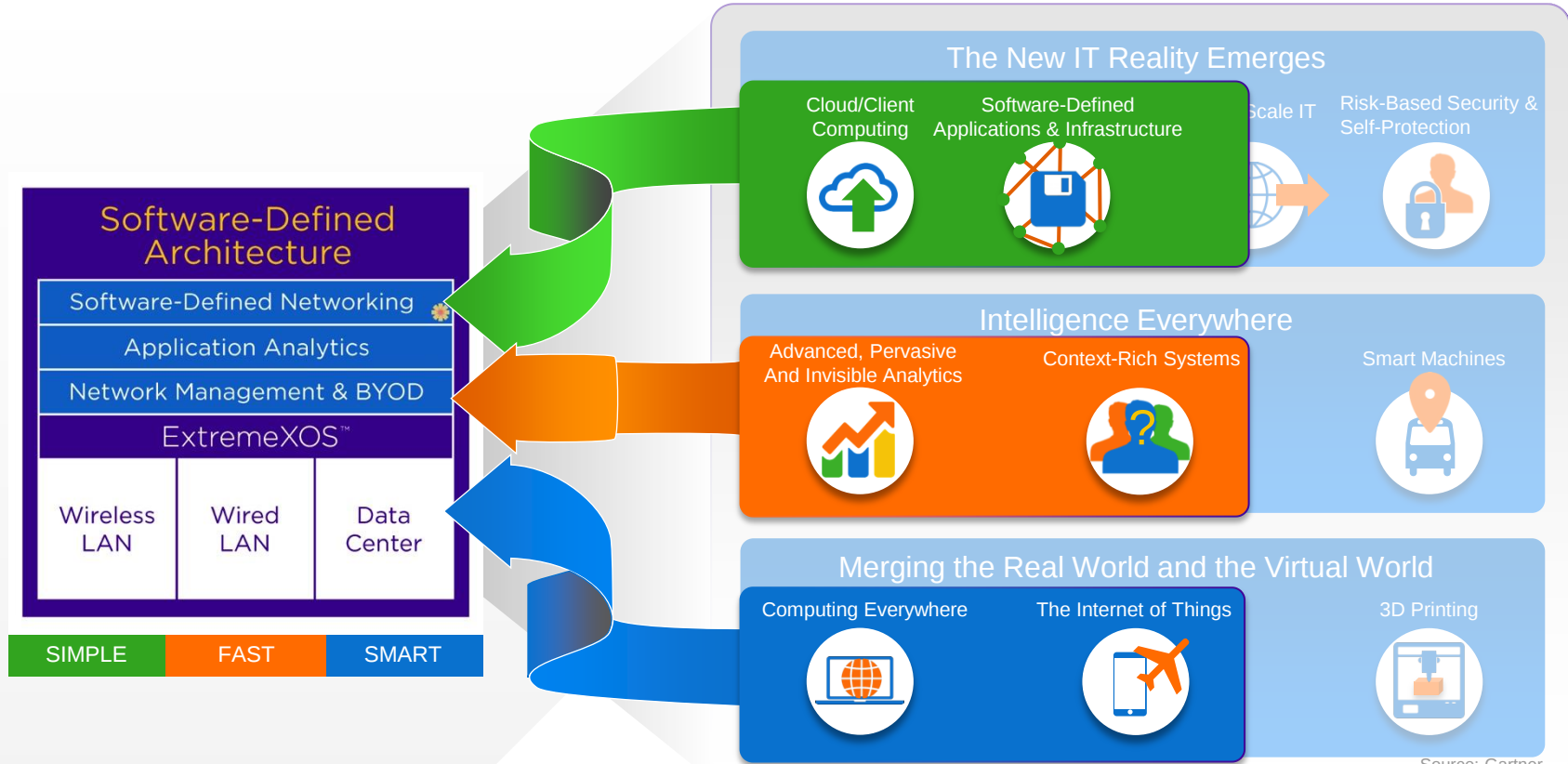
Extreme Today

- Chuck Berger, CEO
- Revenue: **\$600M+**
- **1,600** employees
- NASDAQ: **EXTR**
- HQ in **San Jose, CA**
- **14,000 customers** in over 80 countries
- **20+** Sales offices globally, **128** 4-hour depots
- Innovator of next generation wired and wireless **infrastructure technologies**
- **100% insourced** service and support

What we build and who we serve		
Wired & Wireless Infrastructure Solutions	Applications	Markets
 Data Center	SDN	Education  Healthcare Government Hospitality  Manufacturing Entertainment  Venues Media Retail 
 Mobile Enterprise	Application Analytics	
 Campus/Enterprise	BYOD	
 Service Provider	Network Management	



Top 10 Strategic Technology Trends for 2015



Source: Gartner



Solutions that Help You Deliver Better Business Outcomes

Software-Defined Architecture

Software-Defined Networking

Application Analytics

Network Management & BYOD

ExtremeXOS™

Wireless
LAN

Wired
LAN

Data
Center

SIMPLE

FAST

SMART



OFFICIAL WI-FI PROVIDER OF THE NFL



NetSight & NAC

- Unified, multi-vendor mgmt for easy configuration and network control – reduces OpEx
- Single click, network-wide, role-based policy enforcement across wired and wireless



Purview

- 100% L7 application visibility on any wired or wireless network
- Easily scales from edge to DC
- Pervasive application analytics yields fast decisions with deep insight



OneController SDN Platform

- Open Daylight standards-based SDN platform
- Deliver SDN at your pace: one use-case at a time
- Capitalize on innovation velocity fueled by community



Single Hardware OS

- Linux-based OS provides the ultimate modularity and reduces maintenance
- Open and programmable 3rd party integration for rapid integration
- Embedded Policy application controls delivers consistent application delivery

IdentiFi Wireless

- Engineered for scale and performance
- Indoor and outdoor AP's
- Proven in the most demanding environments



Campus

- High performance, up to 40GbE for a long-term future proof edge
- The industry's only multi-generational, cross-platform stacking architecture maximizes ROI



Enterprise / Cloud / SP / HPC

- Flexible architecture support: leaf-spine, ToR, end-of-row, 100GbE
- Standards-based features that avoid vendor lock-in
- Driving ASIC innovations that improves automation



Network Infrastructure as a Service

- Hi Performance **Network devices, applications and services** from **Extreme Networks as a Service**
 - **Ethernet Switches**
 - **Wireless Controllers**
 - **Access Points**
 - **Security Appliances – PureView & NAC**
- **Management and Control Apps**
 - **Network Management**
 - **Access Control**
 - **User and Application analytics**
 - **SDN controller**
- **Services**
 - **Site surveys**
 - **Network Desing**
 - **Implementation**
 - **Support, trobleshooting and maintenance**



Network Infrastructure as a Service – Global Strategy

- Hi Performance **Network Devices**, applications and services
 - **Security Appliances – Firewalls IDP/IPS**
 - **Unified Communications and Mobility (IP Telephony)**
 - **All type of Network Services**
 - Appliances, Proxys, DNS, DHCP, AAA
 - **Management and Intelligence Applications**
 - **Network Management**
 - **Security and Access Control**
 - **User and Application analytics**
 - **Call Center / Mobility**
 - **Services**
 - Site surveys
 - Network Desing
 - Implementation
 - Support, trobleshooting and maintenance



SDN Software Defined Networking



Solutions that Help You Deliver Better Business Outcomes

Software-Defined Architecture

Software-Defined Networking

Application Analytics

Network Management & BYOD

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Advantages from Cloud Networking - NlaaS

- No investment expense – **Zero Capital Investment – Zero CAPEX**
- **Monthly Service Cost - OPEX**
- **Full flexibility** to start and grow
- **Minimal impact** on **new Network Service** offering
- **Easy deployment** in central/remote locations
- **Zero additional technological requirements** (servers, operative systems, virtualization services, storage, networking, security, access control)
- **Easy integration of 3rd party** requirements
- **Perfect match** with **Cloud Services** and **Cloud Applications**
- **Flexibility** to integrate **Business Oriented Applications**
 - Network Monitoring and Management
 - User analysis, Application analysis, Traffic analysis
 - Unified Communications, Call Center, Mobility, Unified Messaging
 - Any Network Service or Network Application
- **Budget to integrate all the required Services**
 - Site surveys, Network Desing, Implementation, Support, trobleshooting and maintenance





Thank You

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