



ExtremeTM

Customer-Driven Networking

Age of Acceleration: Driving Digital Transformation

**11.6
BILLION** MOBILE-CONNECTED
DEVICES BY 2020

49 EXABYTES
MONTHLY MOBILE DATA TRAFFIC BY 2021

1.7MB
OF DATA CREATED EVERY SECOND,
FOR EVERY PERSON BY 2020

95% OF NEW PRODUCTS
TO CONTAIN **IOT**
BY 2020

BY 2021 **40%** OF IT STAFFS
WILL BE GENERALISTS

NETWORKING
IS THE LAST TO TRANSFORM



Deliver Better Business Outcomes

IT Initiatives

- Enable BYOD
- Secure the infrastructure
- Move to the cloud
- Use big data and analytics
- Create agile business processes
- Enable social engagement

How can IT
deliver **better
business
outcomes?**

Business Outcomes

- Get customers to buy more
- Increase satisfaction and loyalty
- Make employees happier
- Attract the best partners
- Satisfy regulators
- Please shareholders

By building a **agile, adaptive, and secure connections**
with customers, employees, and partners.



Business Drivers of Higher Education



The Critical Technology Issues in Higher Education

- Delivering Quality Digital Content
- Managing Digital Content
- Managing Digital Content
- Network Security
- Protection of Intellectual Property
- All With a Focus on the Student

Extreme's Approach to Technology Challenges

- High-Performance
- Full Visibility and
Services, Things
Response Times
By Location and
 - Drive student
 - student enga
- Simplified Netwo
 - Network man
 - Zero Touch
 - End-to-end s
 - High-touch in
 - and support

ExtremeAnalytics™

- Monitor Application and Network Response Times





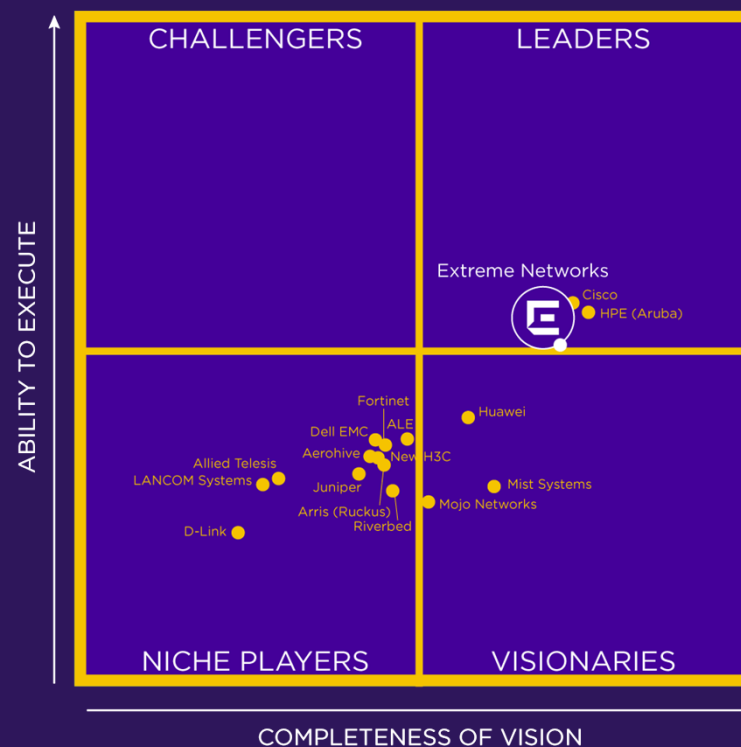
Extreme Access Control and Policy

- Ensures Health and Compliance Both Prior to and Allowing Access
- Provides Appropriate Access (to Assets and QoS) Based on Organizational Role, Authenticated Identity, and Security Posture
- Supports Guest Access, Sponsored Access and End-System / User Tracking
- Automatically Contains Detected Threats



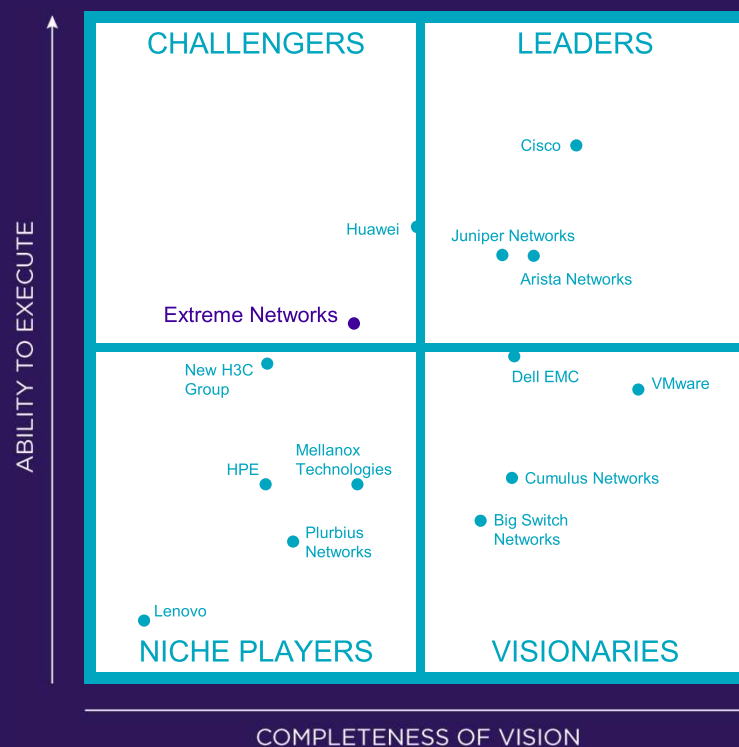
Industry Analyst Verified

2018 LAN/WLAN Magic Quadrant



Industry Analyst Verified

2018 Data Center Magic Quadrant



Extreme Networks in Education

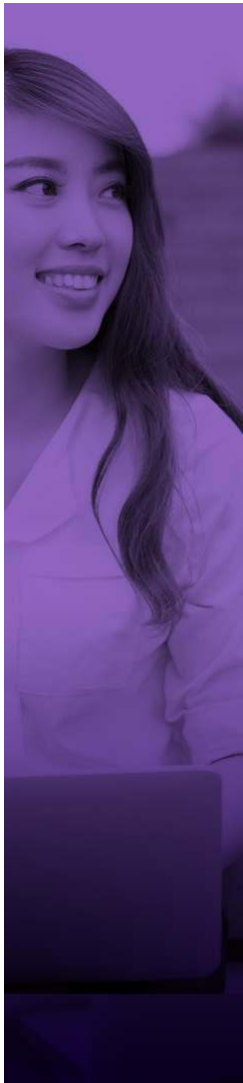


Connecting Millions of Students

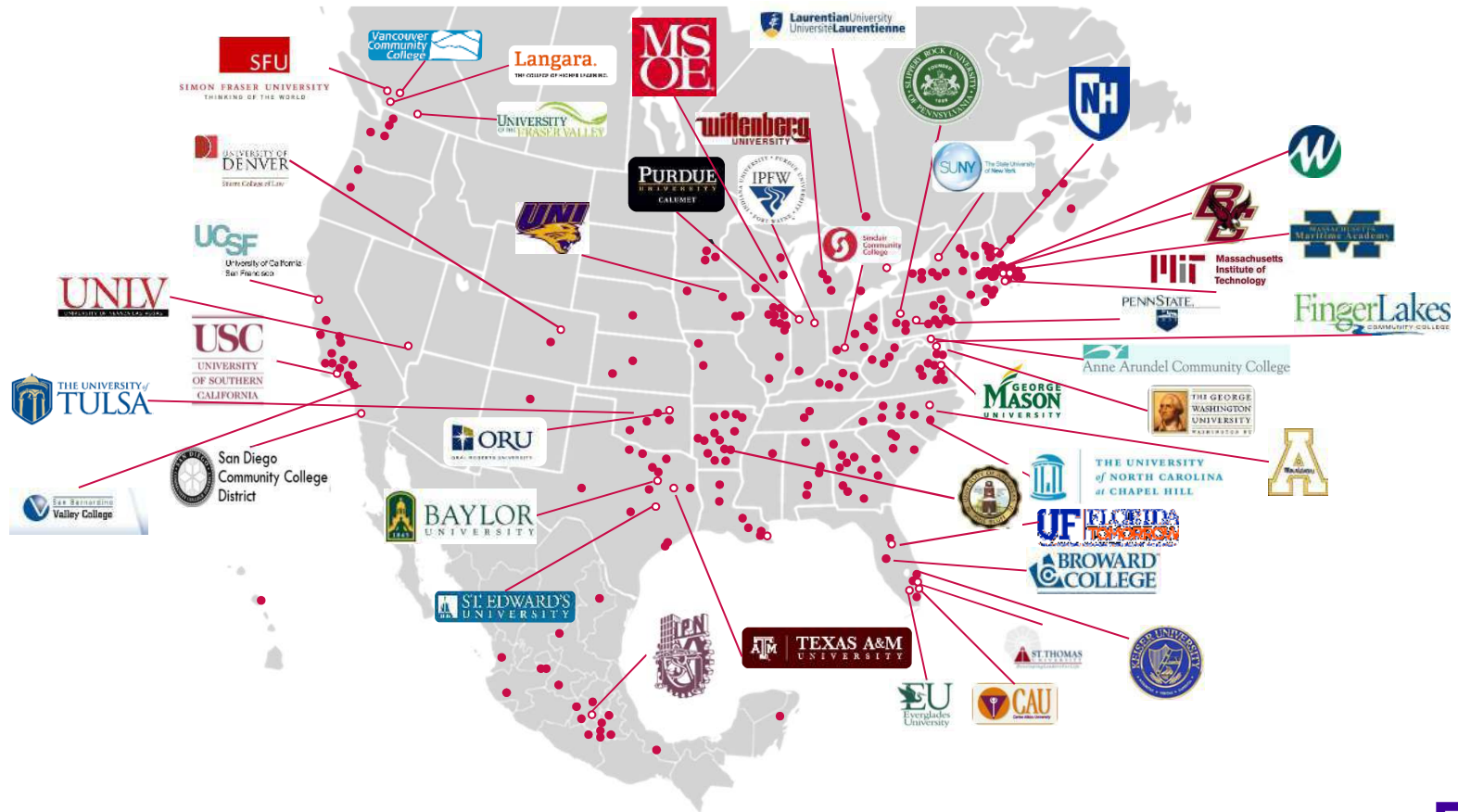
Across Higher Education Clients Globally







Connecting Students Across North America



Chungbuk University – case study



Key Challenges:

- Low speed and limited indoor and outdoor coverage of campus WLAN
- Poor manageability and visibility over Extreme Wired and Cisco Wireless
- Long troubleshooting time in case of students complaints
- Increasing security threats on WLAN





Network Diagram

- Waiting for a simpler diagram from Andrew or Joseph

Extreme solution

- Extreme core and edge switches
- Extreme WiFi controllers, 3,200 AP's
- Wireless IPS
- Extreme XMC NMS
- Extreme Analytics
- Extreme NAC

➡ Up to date WLAN technology for both indoor/outdoor AP (802.11ac, Wave 2 4x4)

➡ Unified management and visibility over Wired & Wireless

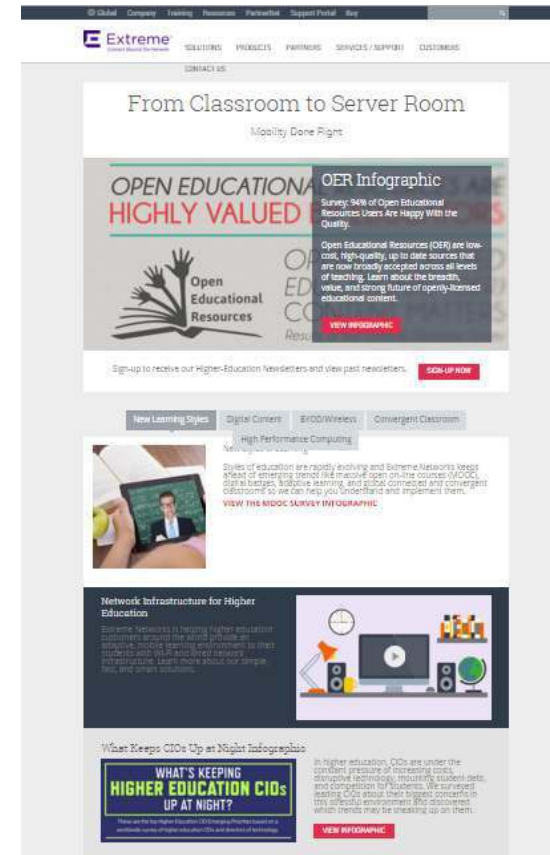
➡ Tightened security level over the entire campus network



Delivering the Best Campus Experience

- High-Performance
- Complete Visibility
- Simple Management

Learn more at: www.extremenetworks.com/higher-education





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