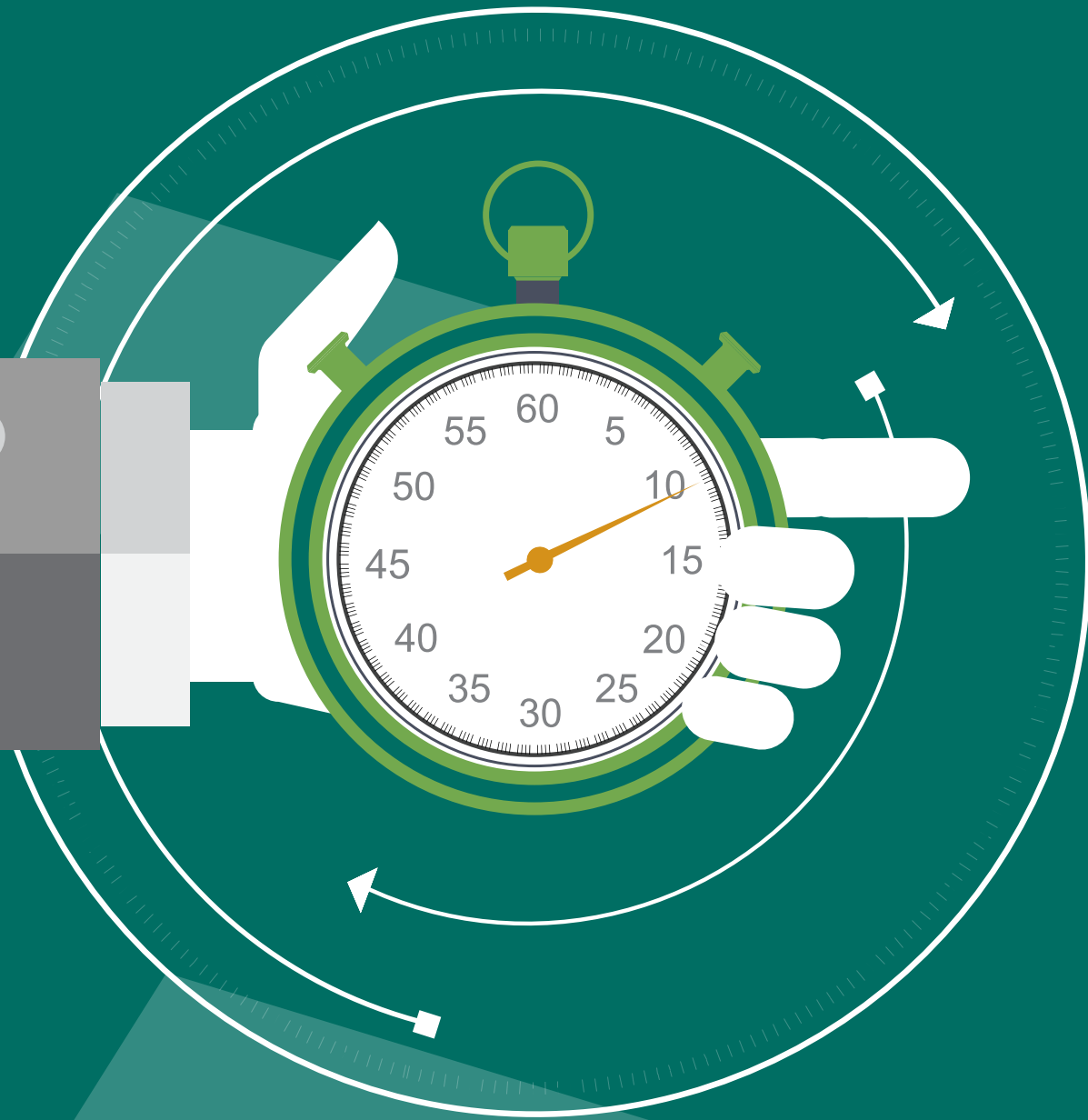
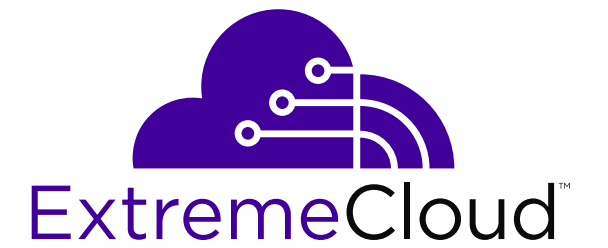


The 5 minute expert...

ExtremeCloud



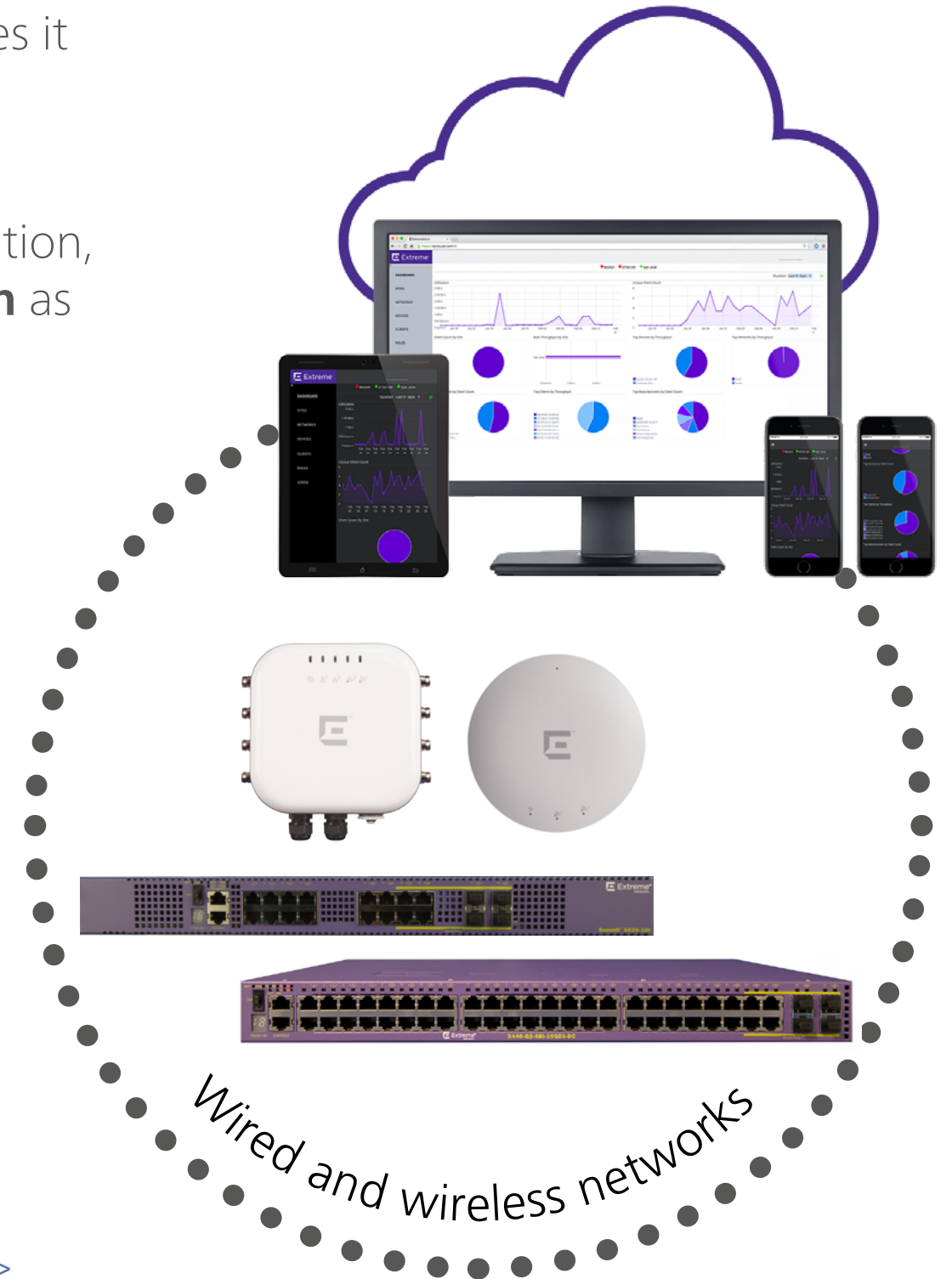
Why ExtremeCloud?



ExtremeCloud is a **cloud management solution for wired and wireless networks**. It is simple, flexible, intuitive to use and aligned to business requirements, which makes it ideal for today's networks.

By using the **same hardware and firmware for the cloud** as the on-premise solution, Extreme Networks delivers users **increased flexibility and investment protection** as well as **built-in analytics**.

The **subscription-based** model allows customers to choose the option that align best with their business and to access a powerful network management solution without high upfront costs, complex infrastructure changes or software deployments.



[Watch the ExtremeCloud introduction video >>](#)



[Watch the "ease of onboarding" demo video >>](#)

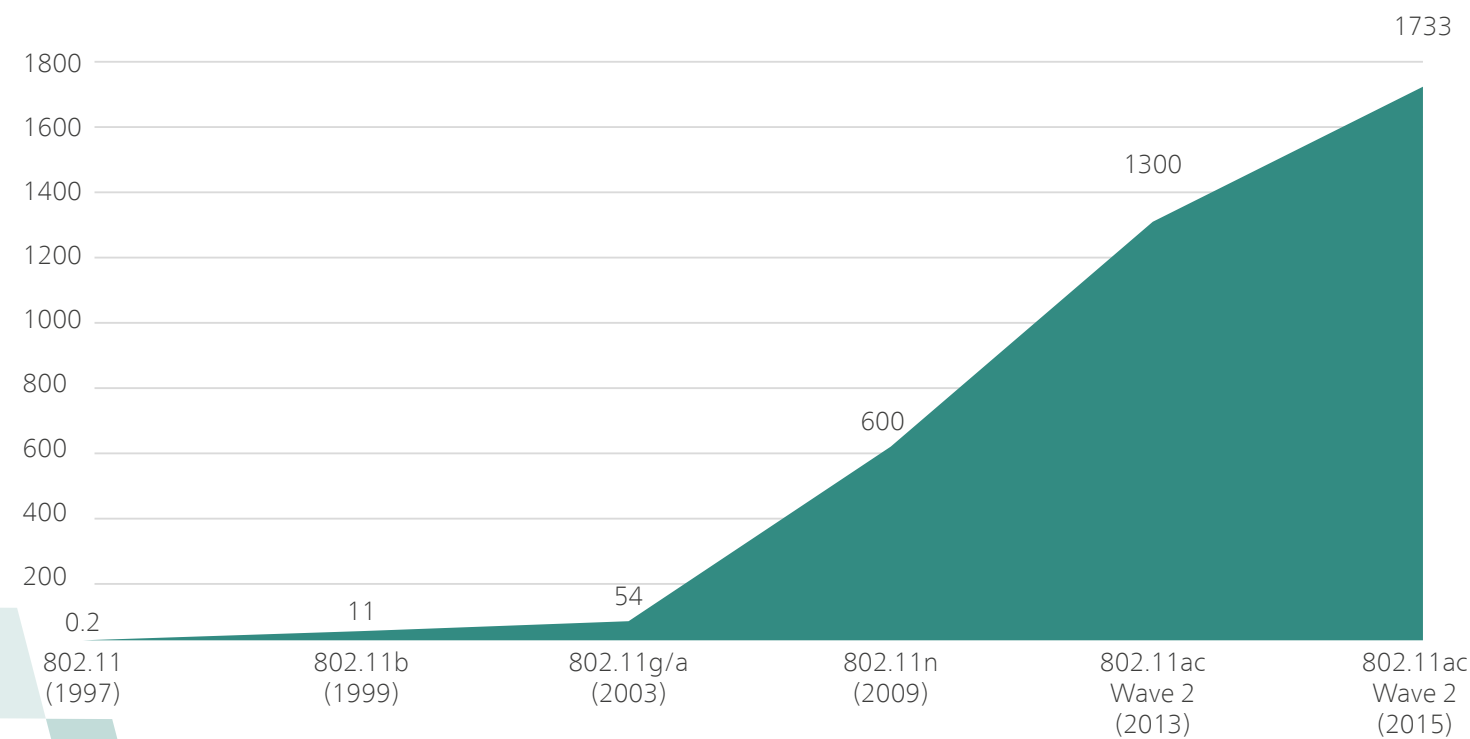


What is happening within the market?

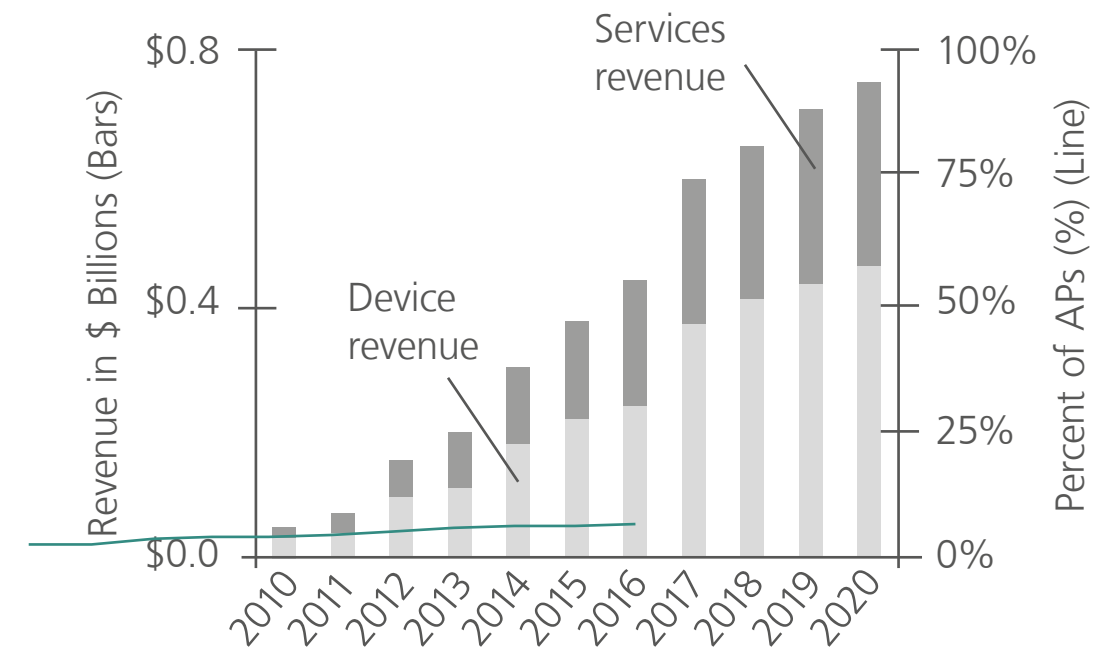
IDC forecasts **spending on public cloud services to grow at rates several times higher than overall IT spending growth**. Extreme Networks has focused on creating a cloud networking solution for the enterprise that taps into that growth.

The need for speed!

Extreme Wave 2 access points are **ready for the anticipated demand** from users.



Cloud-management forecast (Dell'Oro)

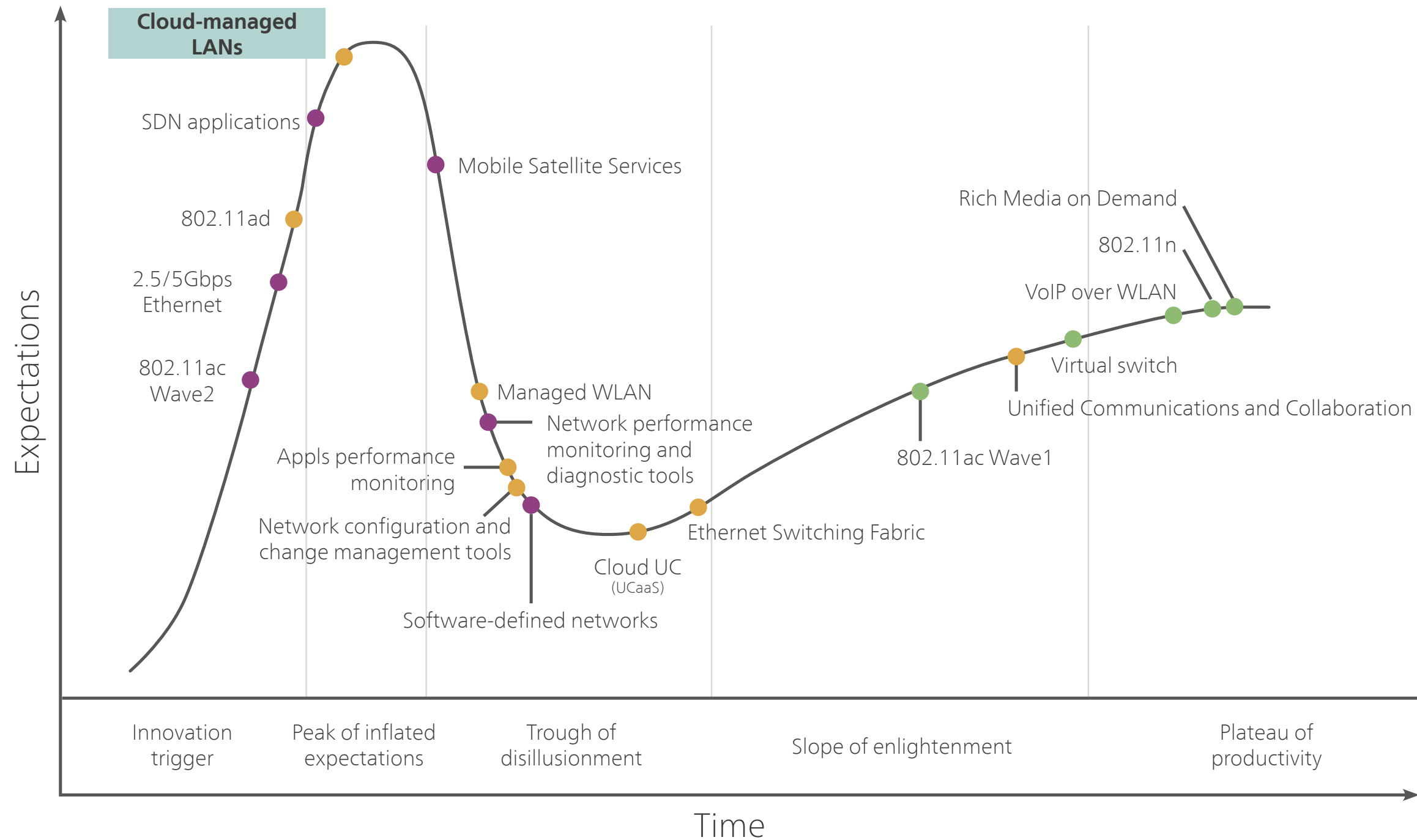


Approximately **one-third of access points** expected to ship over the course of this forecast are **to be shipped to small businesses and to remote branch offices** of larger businesses.

They expect that many, but not all, of these small business customers **will use cloud-managed access points** and the corresponding cloud service.

The timing is right

Cloud Managed LANs are at the peak of Gartner's Hype Cycle for Networking and Communications (July 2015).



Plateau will be reached in:

● less than 2 years

● 2 to 5 years

● 5 to 10 years

Benefits of ExtremeCloud



Easy to use and manage

Extreme Networks' intuitive dashboard and management interface means users can save time and money.



Pay-as-you grow

Simply add the necessary access point or switch and purchase the subscription to meet the needs of the growing business. Scale ExtremeCloud as the business scales without making equipment redundant.



Increased performance

Application visibility and control allows customers to identify and prioritise business applications while containing and constraining unwanted ones, optimising the performance of the network.



Zero-touch provisioning

The hardware locates ExtremeCloud and is operational within minutes, making implementation simple and reducing deployment time.



Investment protection

Same hardware and firmware in the cloud or on premise, allowing users choice, without tying them to one particular delivery method.



Frees up staff

Designed to help organisations that lack the resources to implement and manage network devices. No dedicated IT staff required.



World-class support

Backed by Extreme Networks' 100% insourced service and support – top quality support from a vendor you can trust.

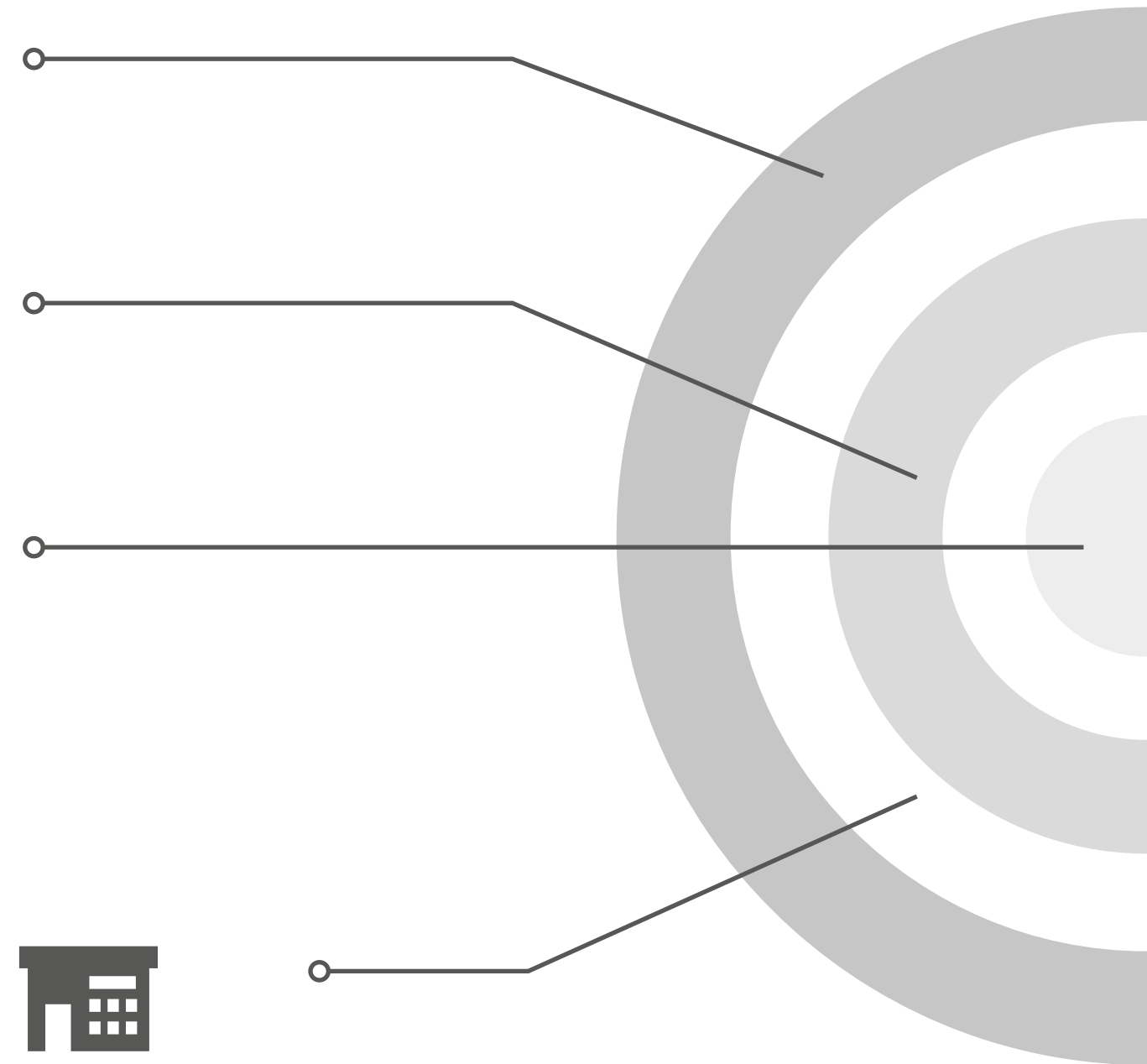


Who should you target?

Customers looking for an enterprise-class wireless solution, but do not want the expense of a controller and on-premise management

Customers with limited or no IT staff who need a scalable solution that can grow with their business

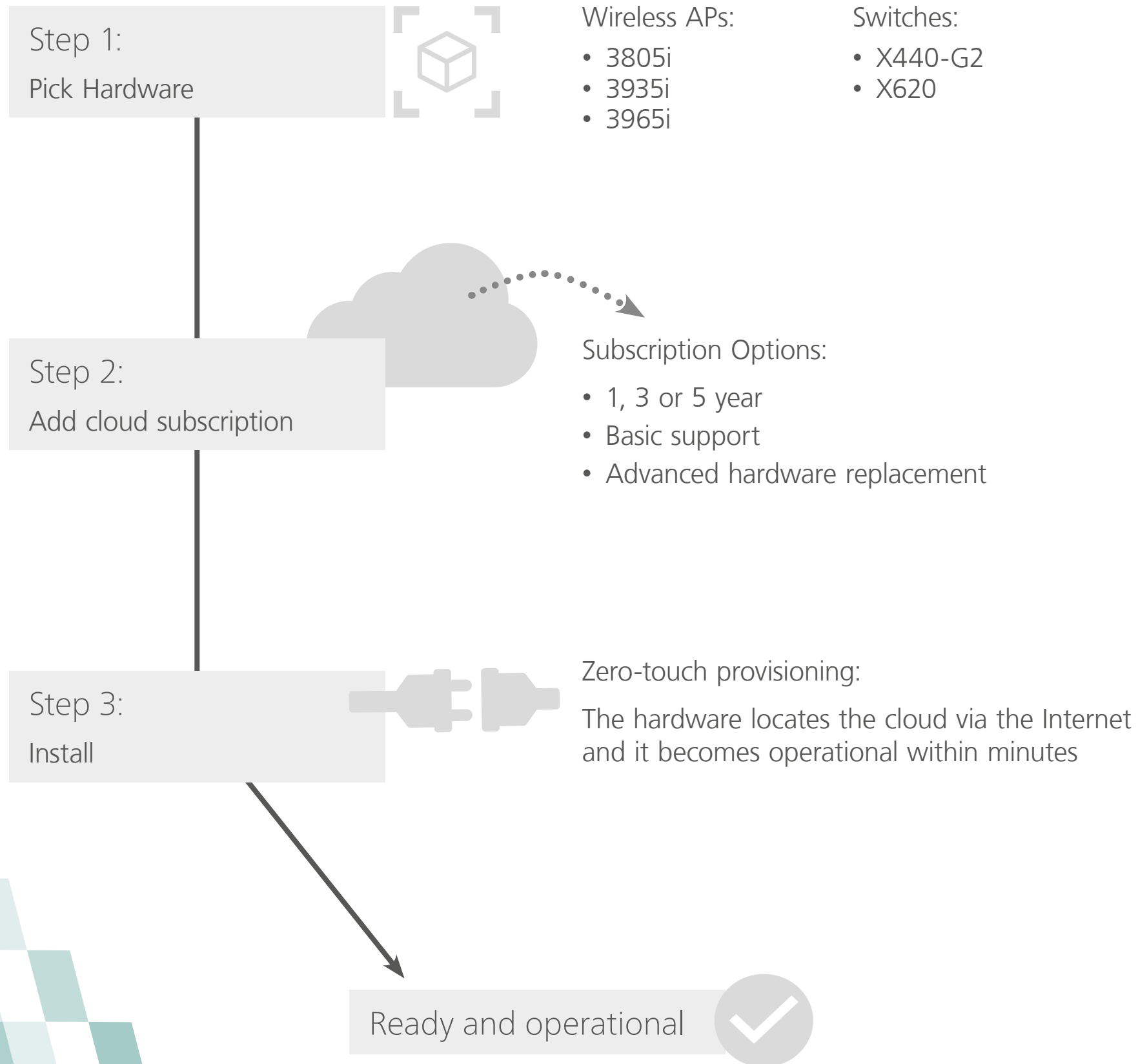
Customers looking for a lower CAPEX investment, without the network appliances (e.g. controller, NAC, analytics), and no capacity licences



Typical businesses to target



4 steps to getting your ExtremeCloud operational!



About Westcon and the UCC practice

By partnering with Westcon, you will have access to our portfolio of category-leading vendors as well as in-depth commercial and technical support from the Westcon team throughout the sales cycle.

We are here to help you anticipate and maximise opportunities in the UCC market as they arise, understand your goals and help you improve your skills, increase sales, reduce costs, and accelerate your return on investment.

Contact us

All our contact details are listed on our website:
<http://www.westcongroup.com/content/locations/country-locations>