



June 2017

Greetings,

It is with great excitement that we at Extreme Networks are approaching the intended closing of our acquisition of Brocade's Data Center Networking business from Broadcom after Broadcom closes its intended acquisition of Brocade. We believe that as a reseller partner, you have every reason to be equally as optimistic as we are about what the future holds!

After the intended closing of Extreme's acquisition of the Brocade Data Center Networking business combined with the July 1st close of our Avaya Networking business acquisition, Extreme Networks will be the third largest vendor in the networking industry. We plan to offer you unsurpassed technology as the industry's only pure-play networking vendor to deliver solutions from the data center to the wireless edge. It is truly a great time to be a partner of Extreme Networks!

Additionally, once Extreme's intended acquisition of Brocade's Data Center Networking business is complete, we aim to provide you with the smoothest of transitions! Our strategy is to continue to support the current benefits of the Brocade Partner Program based on your current Brocade partner level through the end of December. We also invite you to [join the Extreme Partner Network](#), and start enjoying the benefits of our [award-winning partner program](#) today.

[Upon signing up for the Extreme Partner Network](#), you will be offered a fast-track option for entry into the program with an equivalent program level under the Extreme EPN program. Please make sure that you check "I would like to register as a Partner" on the registration form!

With Extreme Development Funds (EDF), numerous Rebate Programs, very generous margins and more, the Extreme Partner Network is one of the most profitable partner programs in the industry. From our newly updated Marketing Demand Center, to our dedicated sales teams, to our award-winning, [100% insourced support team](#), all of us here at Extreme are dedicated to growing alongside our partner base at every step of the way!

At our global partner conference in October we plan to make further announcements, which will include a unified partner program and a single partner portal! Additionally, we offer a [Brocade reseller helpline](#) to ensure partners get answers to their acquisition related questions quickly and efficiently.

It is an exciting time to be a partner of Extreme Networks and we look forward to providing you with a seamless experience in the coming months, welcoming you to the Extreme Partner Network and succeeding together for weeks, months, and years to come. We are always ready and willing to discuss all of this with you and answer any questions you may have, so [please reach out to us](#) as necessary. We look forward to a bright future with you!

Sincerely,  
Extreme Networks