

EXTREME & ENTERASYS

ONE TEAM. TOGETHER WE WIN.



Go Be Great

Customer FAQs



General Integration FAQs

What was announced today?

Extreme Networks announced that they have completed the acquisition of Enterasys for \$180M in an all cash transaction. Beginning today, the companies will operate together as one.

Why did Extreme Networks acquire Enterasys?

The new Extreme Networks will accelerate innovation through increased R&D, will provide an enhanced service and support model, and will offer differentiated enterprise solutions for specific customer segments. Customers will benefit from a broadened product portfolio and proven expertise in R&D, operations, sales and all supporting functions.

What is the name of the combined company?

Extreme Networks.

How will this benefit our customers?

Starting today, we move forward as one company that accelerates innovation through increased R&D and delivers a portfolio of market-leading network solutions. We will maintain the award-winning heritage and our strong commitment to exceptional customer experience.

Now as a larger company with anticipated \$600M + in annual revenue and 12,000 customers, we are investing the resources needed to accelerate the delivery of innovative solutions and provide enhanced services and support.

How will the Enterasys products be combined with Extreme Networks?

We will fully support the current Enterasys and Extreme Networks product roadmaps going forward to protect your current investments and avoid disruption to your business or operations. Our integration teams are designing a future integrated product roadmap of differentiated products and services.

Will there be any changes to the customer support model?

As a combined company, we will augment our current support model by acquiring Enterasys' in-sourced expertise to exceed customer expectations. We will provide 24 hour support (follow the sun) with state of the art tools and a scalable infrastructure that ensures the best customer experience.

Who will lead the combined company?

Chuck Berger will lead the company as the President and CEO.

Where will the combined company's office locations be?

Extreme Networks will maintain its headquarters in San Jose, California, as well as a large presence in Chennai, India; Raleigh, North Carolina; Salem, New Hampshire; Shannon, Ireland; and Toronto, Canada.

Will jobs be eliminated as a result of the acquisition?

As with many acquisitions, integrating the two companies will create some redundant positions. Our current plan includes \$40 million in synergies, both attributed to headcount and non-headcount-related costs. For employees impacted, reduction in headcount will occur over a 3-year period. We will help employees with an adequate bridge to their next job, providing them with severance and career support.

How will the integration process and timeline of the two companies be managed?

We have dedicated integration teams across each part of the business to continue integration planning. We have also engaged Deloitte Consulting to advise us on integration planning and execution.

What combined customer segments will you continue to focus on?

We will continue to focus on both companies high growth segments and we will further evaluate alternative areas of focus.

When will you report earnings as a new combined company?

Earnings as a combined company will first be announced in Q2 FY'14, the period ending December 31, 2013.

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What is the commitment from the senior leadership of Extreme and Enterasys to provide business continuity for customers?

The leadership team of both companies is keenly aware of the potential concerns of customers and partners regarding the merger of Extreme and Enterasys. As stated in the original press announcement, we are committed to supporting both companies' customers' ability to grow and operate their networks. The current product portfolios and roadmaps of both companies will be supported.

Will there be any impact on the service life of products that are already End-of-Sale?

No. End-of-Support dates are not affected. For example the active Enterasys Platinum N-Series products will be supported until June 20, 2016; the recently announced end of sale Extreme Summit X150, X250, X350, X450 and X650 series products will be supported into 2018 per the published EOS announcement terms.

Will overlapping products be discontinued?

Current products will not be prematurely discontinued. After an "End-of-Sale" notice is provided, products will continue to be supported according to the terms of our contracts with customers and partners, typically for an additional five years beyond the last sale date.

When will there be an integrated product roadmap?

We will deliver an integrated product portfolio over the next 18 – 30 months that combines the best technologies from both companies. The combined Product Management and Engineering organizations have designed a four-phased approach to provide this integrated portfolio. We expect to be able to communicate a consolidated roadmap in early 2014.

How will I benefit from enhanced scale?

Through enhanced scale, we will significantly increase R&D expenditures to accelerate the vision for high performance, modular, open networking. In addition, our greater financial strength will allow us to offer more services and support capabilities to an expanded global network of channel partners and distributors.

Does my Enterasys service contract or license change? Will my existing service contracts continue to be honored under existing terms and pricing, or will they be replaced with new contracts?

There will be no change to current service contracts or licensing.

Who is my Account Team? Will my sales account team remain the same? Will my reseller or integrator remain the same?

Your current sales reps and channel managers will continue to support the products and services that you have through Extreme Networks or Enterasys

Who do I contact if I'm an Extreme Networks' customer but want to learn about Enterasys products (and vice-versa)?

You should contact your current Extreme Networks' account representative who can help you determine if Enterasys products can offer the right solutions for your business needs, and vice-versa.

Will my pricing for service remain the same?

At the moment, there are no price changes planned as a direct result of the integration.