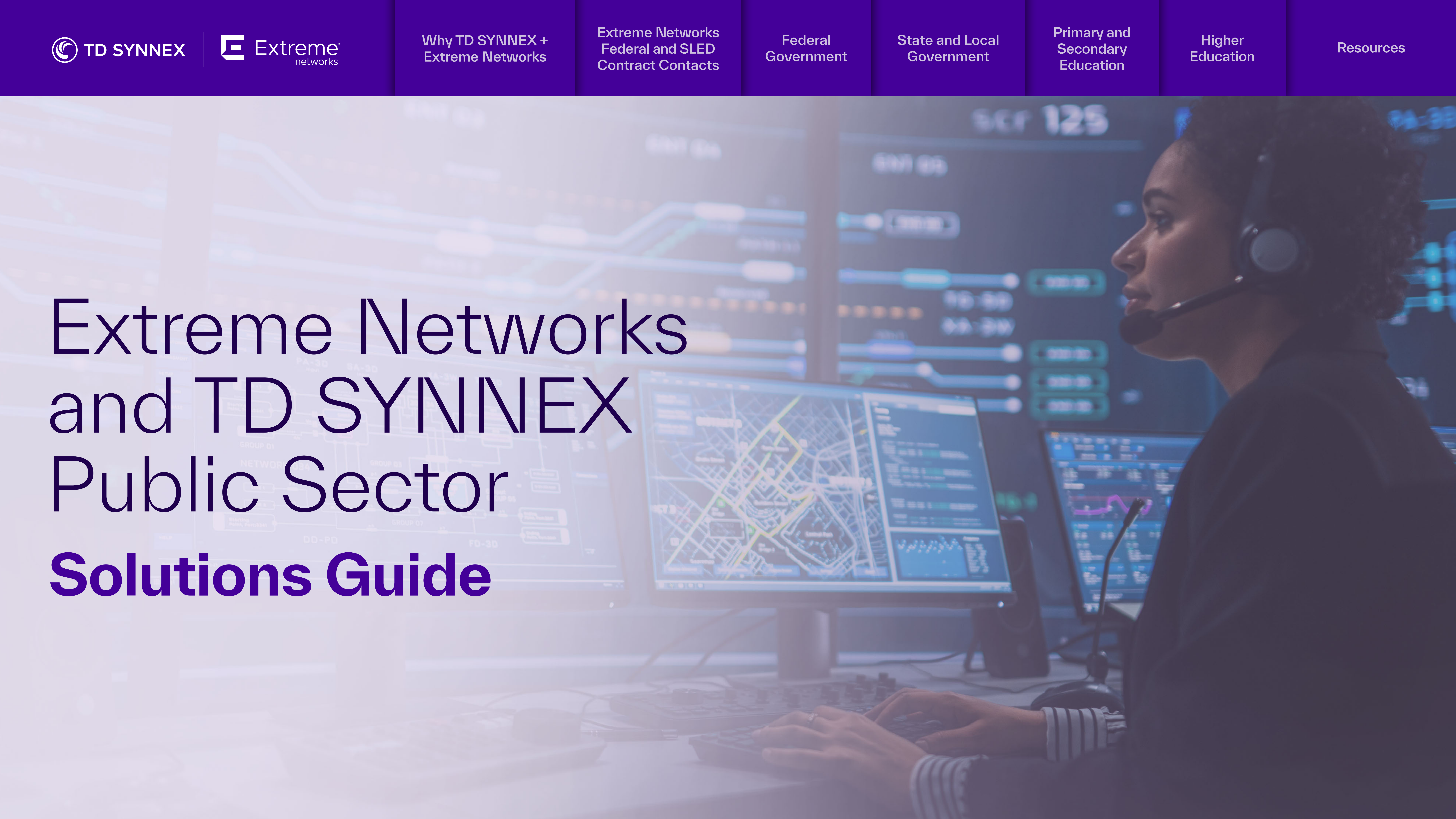


# Extreme Networks and TD SYNnex Public Sector Solutions Guide





# Empower Communities With Extreme Networks and TD SYNnex!

Extreme Networks helps governments reduce risk and simplify operations by enabling infinitely distributed, highly scalable networks that deliver both strategic advantage and consumer-centric experiences. The Extreme Networks portfolio of products, solutions and services helps governments increase the capability and value of their network as a strategic asset.

## TD SYNnex Takes Your Public Sector Opportunities to The Next Level

When you partner with TD SYNnex and Extreme Networks, our specialized team can make your big public sector prospects even better:

1

### Market Expertise

By simplifying processes and removing barriers for independent infrastructure, software technology vendors, systems integrators and value-added resellers, the TD SYNnex Public Sector team makes it easy to do business in this ever-growing space!

2

### Integrated Channel Programs

Leverage our integrated channel programs to execute targeted end-user campaigns and more effectively reach your audience with Extreme Networks' solutions!

3

### Specialized Public Sector Services

From technical enablement to contract management, partners can tap into specialized services through TD SYNnex that drive customer satisfaction and continued success.

4

### Reduced Risk and Increased Revenue

The collaboration between Extreme Networks and TD SYNnex Public Sector creates a winning formula for partners looking to mitigate risk and increase revenue in their Public Sector opportunities.



# Meet Your Regional Public Sector Experts!

TD SYNnex Public Sector is always ready to help you with your next solution! Meet our regional experts below and contact us if you have any opportunities we can assist you with.

[Click Coverage Area >](#)

## Public Sector Industry Support

### Janie Frandsen

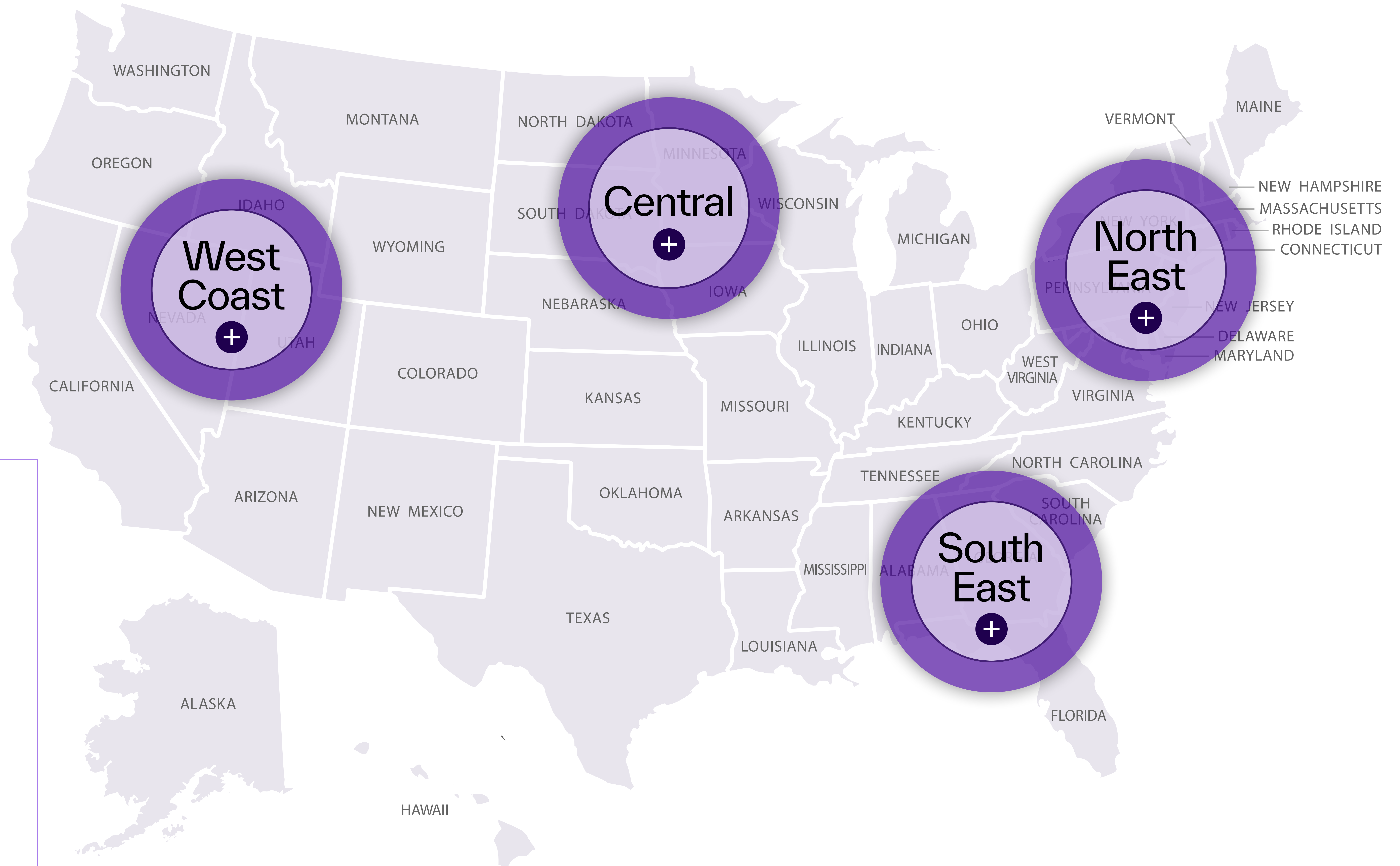
*Business Development Representative, Public Sector, TD SYNnex*  
727-275-5000 | [Janie.Frandsen@tdsynnex.com](mailto:Janie.Frandsen@tdsynnex.com)

### Jamie Grimm

*Manager, Public Sector Business Development, TD SYNnex*  
864-373-7589 | [Jamie.Grimm@tdsynnex.com](mailto:Jamie.Grimm@tdsynnex.com)

### Randy Finley

*Senior Director, Public Sector Business Development, TD SYNnex*  
864-349-4390 | [Randy.Finley@tdsynnex.com](mailto:Randy.Finley@tdsynnex.com)



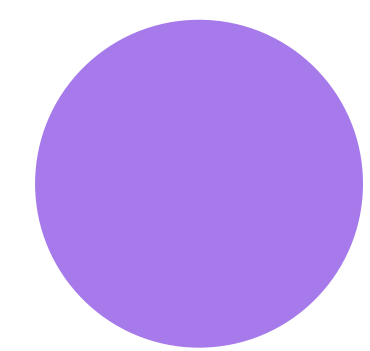


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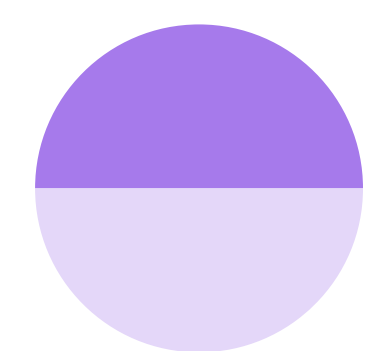


**Caroline Trembly**

*Senior Business Development Representative,  
Public Sector, TD SYNnex*

864-447-5875 | [Caroline.Trembly@tdsynnex.com](mailto:Caroline.Trembly@tdsynnex.com)

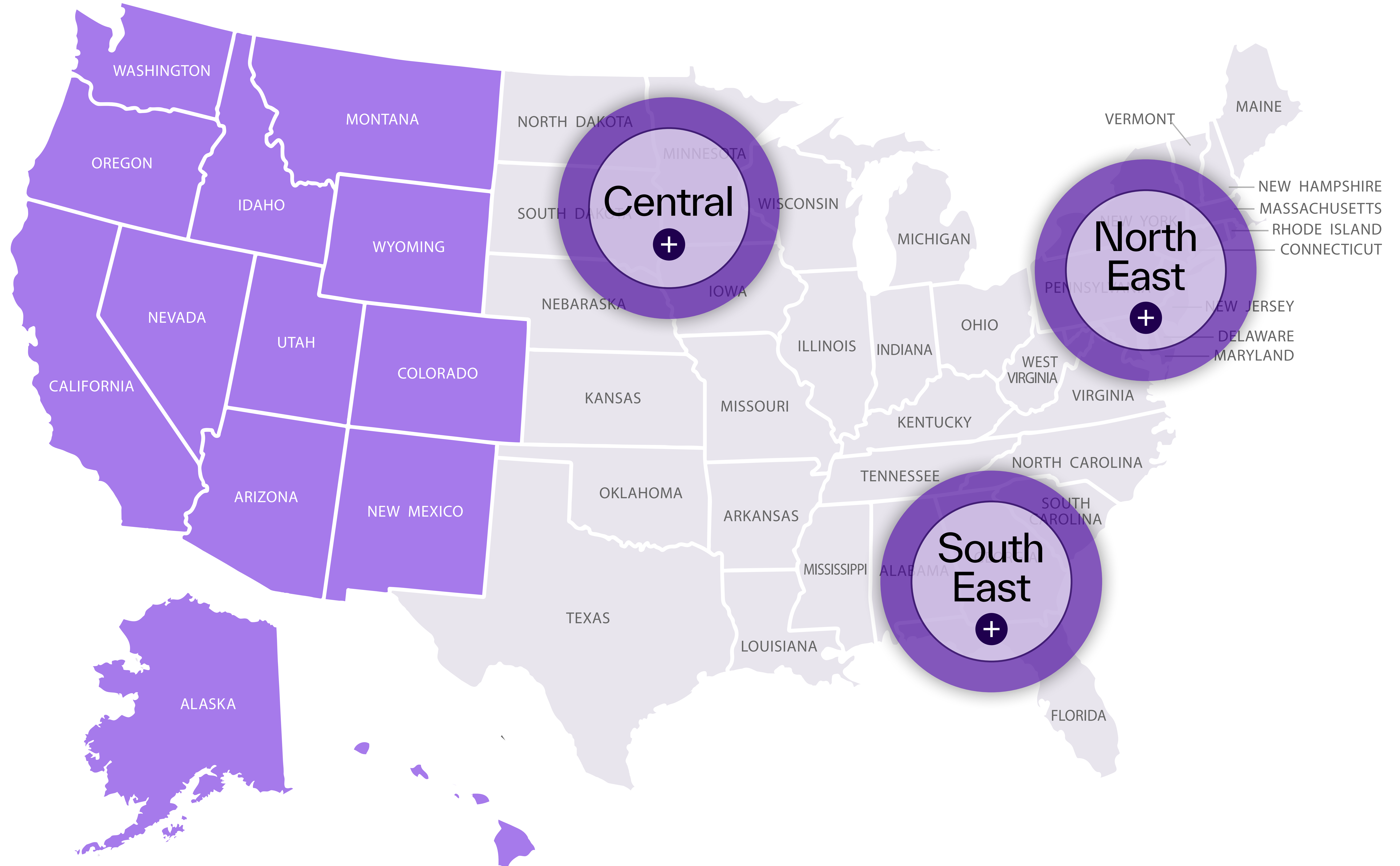
## West Coast and Central U.S.



**Austin Hassold**

*Business Development Representative,  
Public Sector, TD SYNnex*

[Austin.Hassold@tdsynnex.com](mailto:Austin.Hassold@tdsynnex.com)



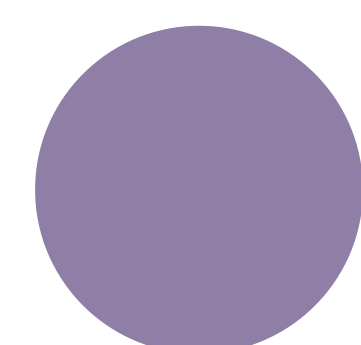


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## Central U.S.

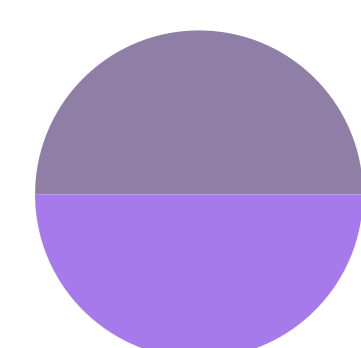


# Travis Matthews

**Senior Business Development Representative,  
Public Sector, TD SYNnex**

864-908-9312 | [Travis.Matthews@tdsynnex.com](mailto:Travis.Matthews@tdsynnex.com)

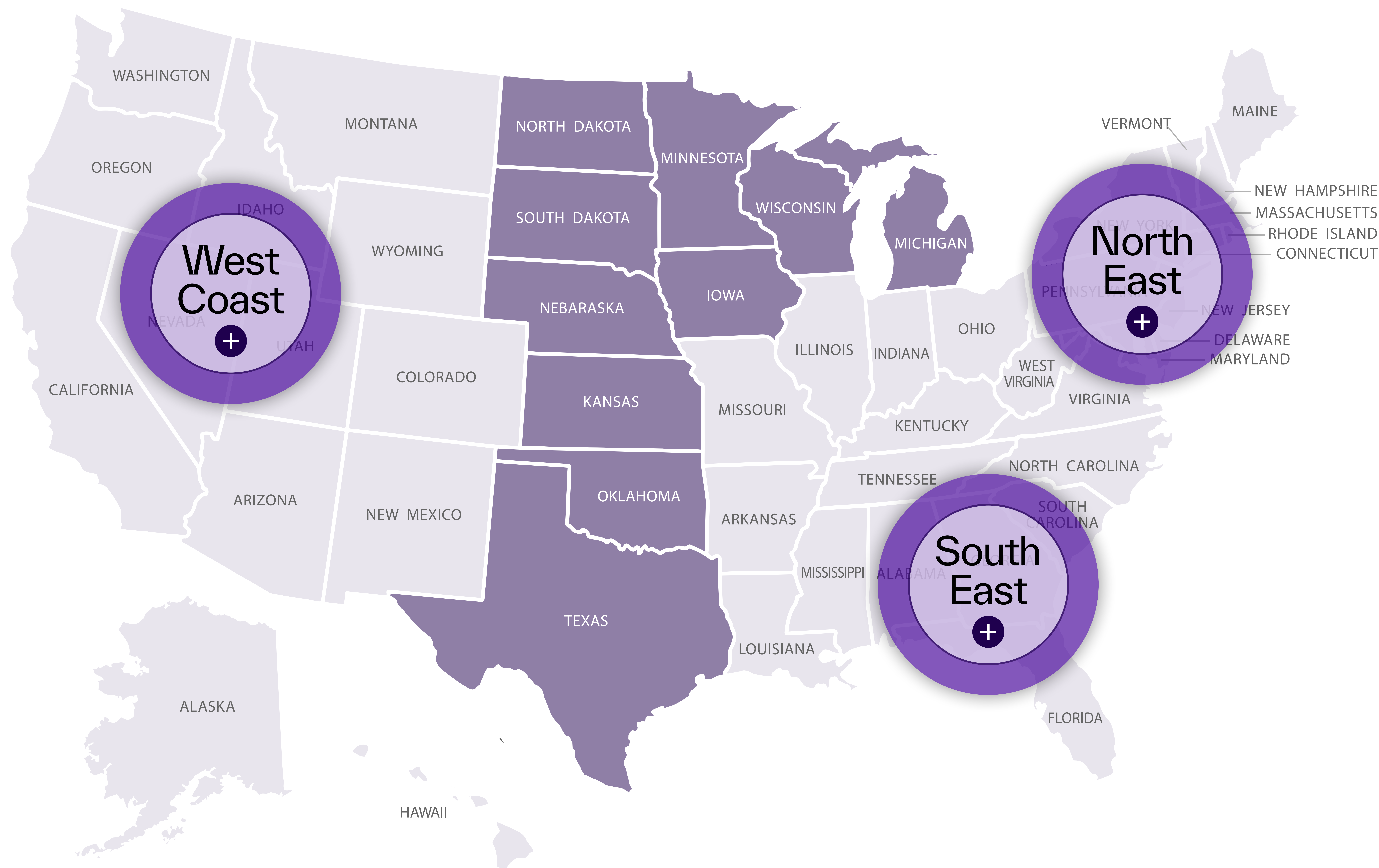
## West Coast and Central U.S.



# Austin Hassold

***Business Development Representative,  
Public Sector, TD SYNEX***

Austin.Hassold@tdsynnex.com



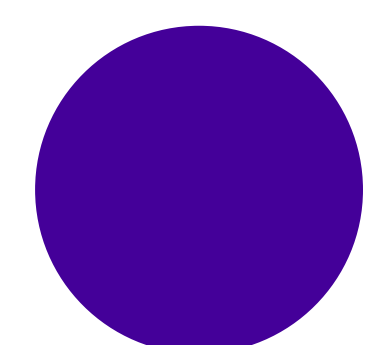


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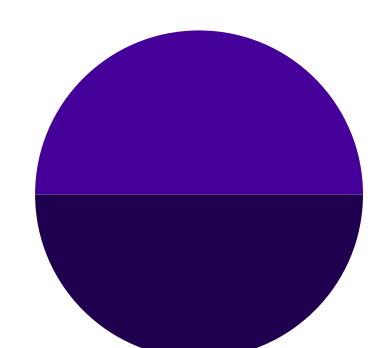
## Southeast U.S.



### Nicholas Coperine

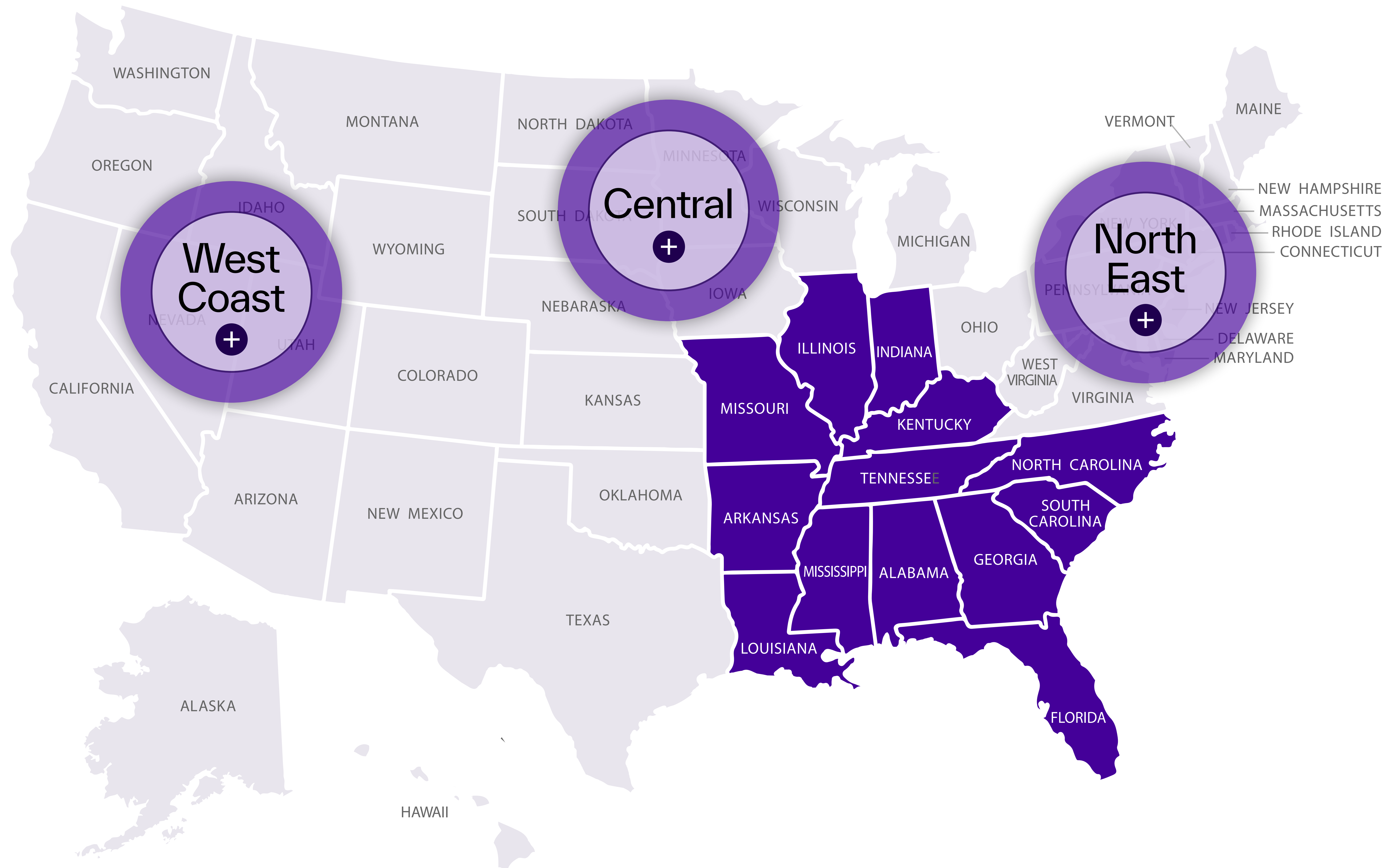
*Senior Business Development Representative,  
Public Sector, TD SYNnex*  
914-618-1524 | [Nicholas.Coperine@tdsynnex.com](mailto:Nicholas.Coperine@tdsynnex.com)

## East Coast U.S.



### Robert Kirkland

*Business Development Representative,  
Public Sector, TD SYNnex*  
[Robert.Kirkland@tdsynnex.com](mailto:Robert.Kirkland@tdsynnex.com)



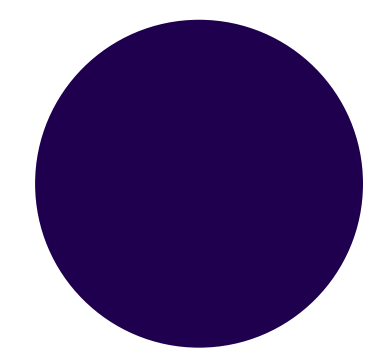


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## Northeast U.S.

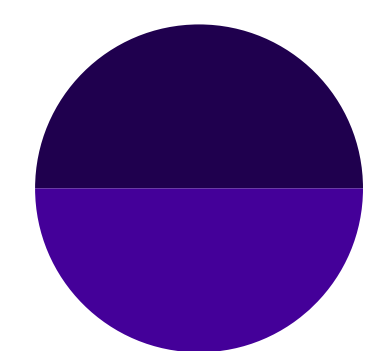


**Lisa McElroy**

*Senior Business Development Representative,  
Public Sector, TD SYNnex*

703-254-8907 | [Lisa.McElroy@tdsynnex.com](mailto:Lisa.McElroy@tdsynnex.com)

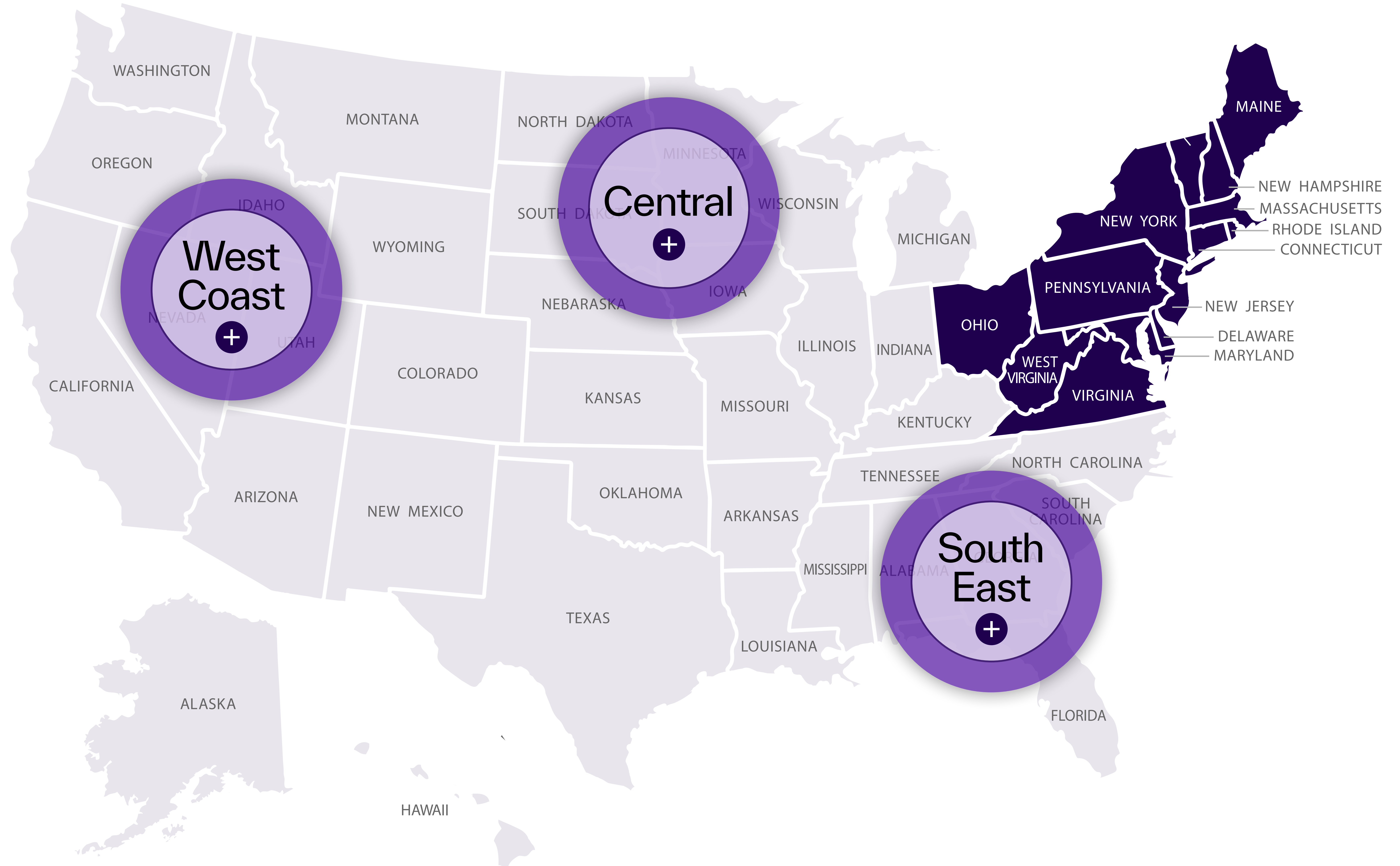
## East Coast U.S.



**Robert Kirkland**

*Business Development Representative,  
Public Sector, TD SYNnex*

[Robert.Kirkland@tdsynnex.com](mailto:Robert.Kirkland@tdsynnex.com)





# Federal Government

To deliver modern public services and stay current while maintaining low costs and efficient operations, the federal government requires solutions that ensure:



## Robust Cybersecurity

Extreme Networks' dynamic risk management strategy helps you gain better visibility into networks to proactively mitigate threats.



## TD SYNnex Takes Your Public Sector Opportunities to The Next Level

### Modern DoD Networks

The Department of Defense (DoD) network must be reliable, secure and interoperable to be utilized as a successful strategy—a strategy focused on winning. Extreme Networks helps them make this possible.

Learn More



### Extreme Solutions

Federal leaders are investing in technology to meet the ever-increasing needs of government employees and citizens. See how Extreme Networks helps them make networks a strategic asset.

Learn More





# Federal Government

To deliver modern public services and stay current while maintaining low costs and efficient operations, the federal government requires solutions that ensure:



## Efficient Application Management

Every government entity has its own set of unique applications and workloads. Extreme Networks modern fabric technology simplifies and automates network foundations, eliminating configuration complexity and enabling digital transformation.



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To deliver modern public services and stay current while maintaining low costs and efficient operations, the federal government requires solutions that ensure:



## Seamless Cloud Integration

Help governments operate more efficiently, offer more services and accelerate your digital transformation initiatives with Extreme Networks cloud-driven networking and TD SYNnex expertise to guide you on the way.

## TD SYNnex Takes Your Public Sector Opportunities to The Next Level

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# State and Local Government

Going hand-in-hand with federal initiatives, state and local governments often need similar solutions when it comes to optimizing their networks – however, it’s more typically done through the lens of ‘smart city’ initiatives:



## Enhanced Cybersecurity and Risk Management

For over 10 years, cybersecurity has been the No. 1 concern for state and local governments. As more IT teams implement strategies to safeguard their data, TD SYNnex and Extreme Networks security experts can help you guide these partners to the right solutions.



## Build Better Communities With Extreme and TD SYNnex

### The City of Milwaukee

With Extreme Networks’ comprehensive fabric technology, network resources are now reliably available to more than 7,000 city staff, ensuring public safety, dispatching and SCADA systems for water, sewer and traffic.

Get The Story



### The City of Memphis

Using Extreme Networks’ wireless and fabric infrastructure, the city of Memphis is delivering the connectivity residents need to feel safe and enjoy all the advantages the city has to offer from public safety services such as police, fire and EMS to libraries and community centers.

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## Modernized Network Solutions

As a government’s technology usage begins to significantly impact citizen satisfaction, state and local governments have prioritized data migration and modernization to meet the enablement needs of their government employees and the communities they live and serve in.



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## Easy Cloud Management

Governments have been adopting cloud-based network management to combat workforce challenges, address security concerns and access network analytics to better understand their users and how their network is running.

## Build Better Communities With Extreme and TD SYNnex

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## SD-WAN Support

As smart communities grow, staying under budget can be challenging. Centralized configuration and management address all these concerns - and SD-WAN makes it easier to incorporate new technology initiatives while enabling community leaders to reach data-driven decisions faster.

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# Primary and Secondary Education

When it comes to primary and secondary education, engagement is key. To ensure students can collaborate and foster a lifelong love of learning, school districts focus on several important network and smart school initiatives when improving their technology infrastructure:



## Personalized Learning

Smart classrooms with interactive displays and other EdTech tools can facilitate more engaging and dynamic teaching practices. This also helps students, as smart technology enables more engagement and collaboration.



## How Extreme and TD SYNnex Help Class Stay in Session

### Green Bay Area Public Schools

Green Bay Area Public Schools serve nearly 20,000 students and 2,500 staff across 43 locations. At each of those locations, every student and teacher is consuming a curriculum that is increasingly online and driven by streaming videos, all of which needs to be supported by their network.

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### Steamboat Springs School District

Steamboat Springs School District in Colorado is a highly rated public school district of seven schools. With an already limited class time to go over curriculum, the district needed a new network solution that could not only enable faculty to maximize learning time, but also securely streamline IT operations.

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# Primary and Secondary Education

When it comes to primary and secondary education, engagement is key. To ensure students can collaborate and foster a lifelong love of learning, school districts focus on several important network and smart school initiatives when improving their technology infrastructure:



## Modernized Technology

To fully realize the benefits of smart building technology, schools must ensure they have a reliable and robust network infrastructure. This requires deploying high-speed wireless access points and network management tools to monitor network performance and identify potential issues.



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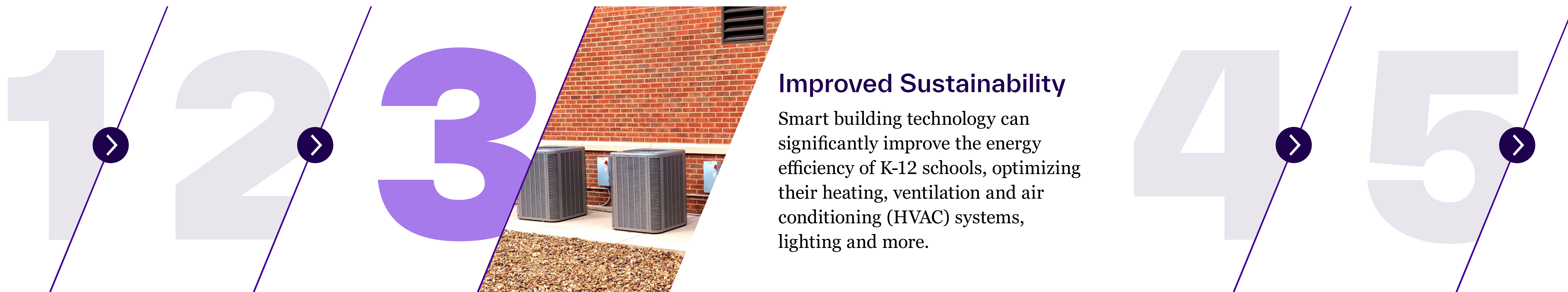
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## Smart Building Initiatives

Smart lighting, temperature control and other building automation systems can create even more comfortable learning environments, improving student focus and overall happiness.

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# Higher Education

In today's higher education landscape, the network is key. With the right network infrastructure, institutions can provide students with an unparalleled learning experience while also driving bottom-line benefits:



## Cybersecurity

Escalating cyber threats targeting colleges are on the rise. By choosing network solutions that prioritize cybersecurity, you can transform institution networks into impenetrable shields, protecting data from the inside out.



## How Universities Reach a New Degree of Excellence With Extreme

### Baylor outfits stadium with connectivity solutions

In the fall of 2012 Baylor University embarked on a \$260 million construction project to build an entirely new stadium on campus. In today's mobile-centric world, connectivity solutions are paramount in supporting the desired experience of a fan base particularly among the younger, more technology-oriented demographic.

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### Oral Roberts University

Oral Roberts University is a fast-growing liberal arts university in Tulsa, Oklahoma. ORU had a vision for becoming a truly global institution, driven by technology and innovation. To accomplish that, they needed a network that could support and enhance the student, staff and guest experiences.

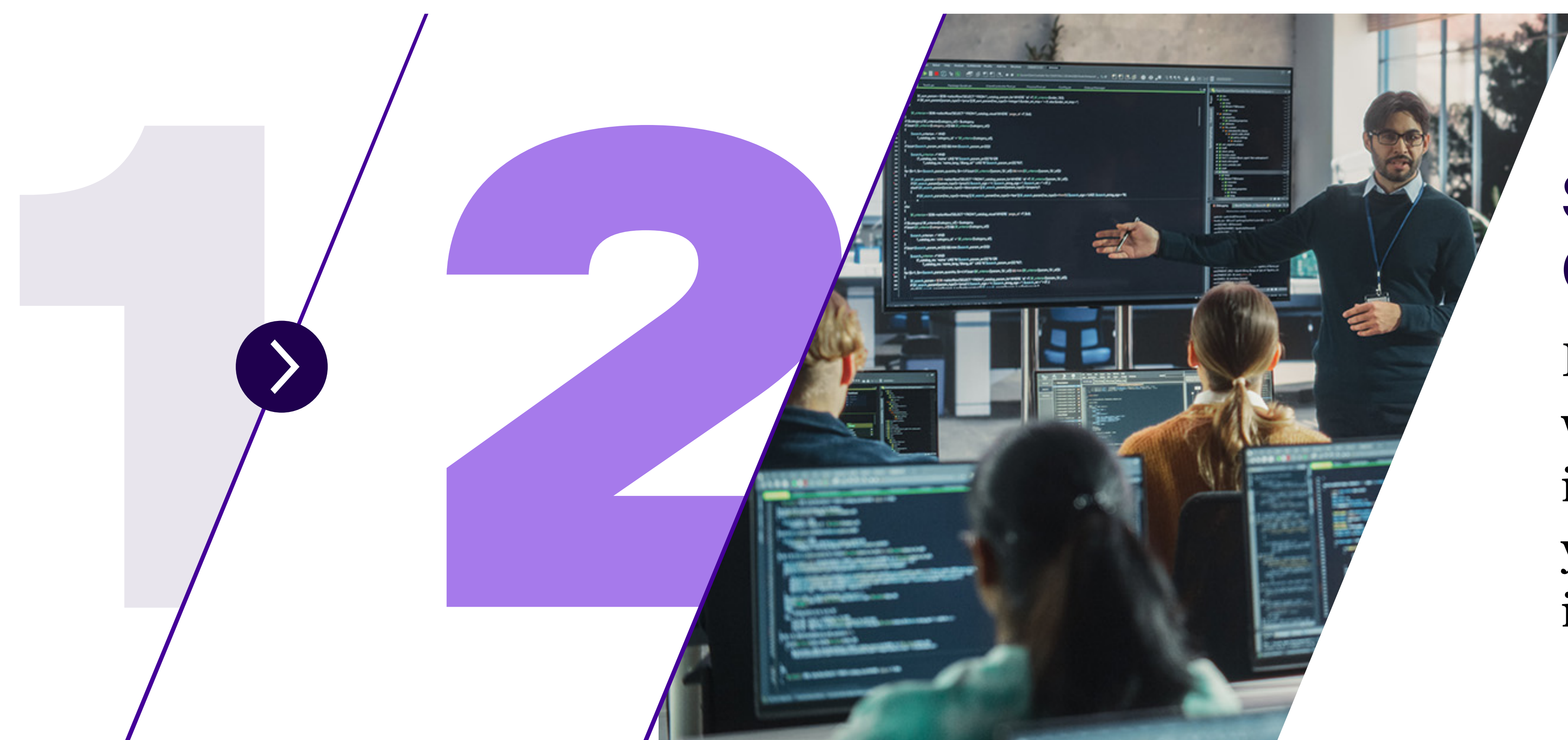
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## Support Uptime and Capacity Demands

By transforming wired and wireless network infrastructure into a dynamic, strategic asset, you can help enable key campus initiatives and network expansion.



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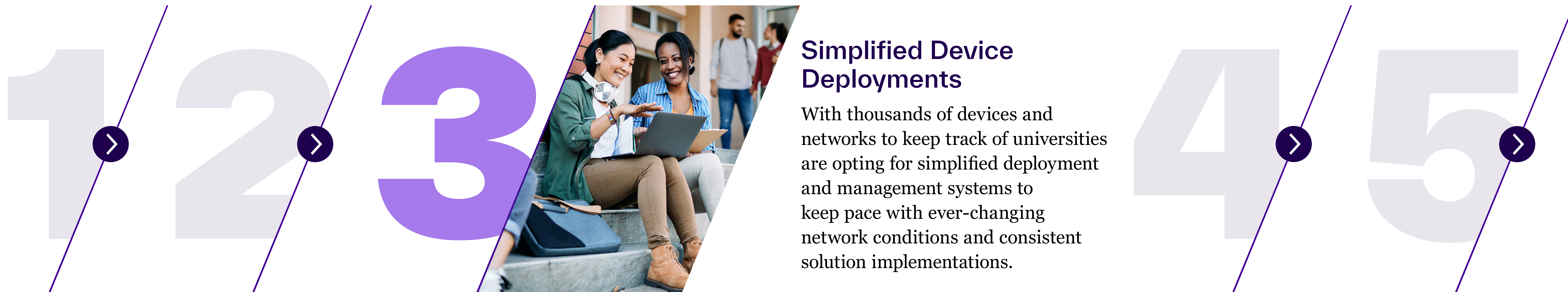
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## Powering State-of-the-Art Facilities

Universities are often the first early adopters of cutting-edge technology. To keep pace, they need a strong network and IT infrastructure to accommodate these powerful new solutions.

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# Your Extreme Networks Experts are a Message Away!

Ready to start your Extreme Networks public sector journey with TD SYNnex? Be sure to contact our regional experts on all your opportunities – we'll make sure you get the right solutions every time:

## Your Public Sector Specialist

**Michael Turner**

[Michael.Turner@tdsynnex.com](mailto:Michael.Turner@tdsynnex.com)

## Contact Your Extreme Networks Teams

**Extreme Networks East**

[ExtremeEast@tdsynnex.com](mailto:ExtremeEast@tdsynnex.com)

**Extreme Networks Central/West**

[ExtremeCenWest@tdsynnex.com](mailto:ExtremeCenWest@tdsynnex.com)

**Extreme Networks Diamond Level Partners**

[ExtremeMajors@tdsynnex.com](mailto:ExtremeMajors@tdsynnex.com)

