

2025 E-Rate

Partner Playbook

Safe Harbor

Statements during in this may include forward-looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements speak only as of the date made during the conference.

There are several important factors that could cause actual events and/or the product roadmap to differ materially from those suggested or indicated by such forward-looking statements. These include, among others, factors discussed under Item 1A. “Risk Factors” in the company’s Annual Report on Form 10-K and other reports filed with the SEC. The company undertakes no obligation to update any forward-looking statements, whether as a result of new information, the occurrence of certain events or otherwise. As a result of these risks and others, actual results and/or the product roadmap could vary significantly from those anticipated and discussed during the conference, and the company’s financial condition and results of operations could be materially adversely affected.

Introduction

From the inception of the E-Rate program, Extreme Networks has been a major networking participant. In the funding year 2024, Extreme's overall share of filings ranked us as a top leading provider.

Extreme continues to grow in the E-Rate space each year with fillings totaling \$122M for FY 2024.

The E-Rate program is divided into two categories, appropriately named Category 1 and Category 2. Our primary, but not exclusive, E-Rate business is in Category 2, which is defined as the equipment and services to provide internal connections needed for broadband connectivity within schools and libraries. Our distribution and core switches, network fabric, and our new SD-WAN offering may be eligible under Category 1. For perspective, about 90-95% of our E-Rate business is in Category 2. Extreme E-Rate Filings since 2015 = \$1.2B+

Contents

Extreme Networks and the US E-Rate Market Opportunity	4
Extreme Eligible Solutions	6
FY 2025 Estimated E-Rate Timeline	7
K-12 Vision & Portfolio	8
ExtremeCloud IQ Quick Ordering Guide	18
Partner Portal Resource Center	22
Partner Demand Center	23
Cybersecurity Pilot	25



#1 Vertical within Extreme Networks for 25+ years.

K-12 purpose-built solutions to provide your district best-in-class technology to support the ever-changing needs of the classroom.



Techbyte Tuesdays: Networking 101 for Education Webinar Series

What to Expect

- One-time registration for access to join every LIVE session
- Great education without a vendor sales pitch. Entire focus will help create better networks and Wi-Fi will be vendor-neutral in easy-to-digest “byte” size chunks
- 30–45-minute sessions each week, plus an optional 15-minute Q&A
- 13-week course (includes bonus session) with a heavy focus on K-12 and Higher Education

[REGISTER HERE](#)

Schedule | Sep 17 to Dec 17 | 2:00 PM ET/11:00 AM PT | Online

- SEPT 17: **Data Communication Fundamentals**
- SEPT 24: **Physical Connectivity (Layer 1 or L1)**
- OCT 1: **Logical Connectivity (Layer 2 or L2)**
- OCT 8: **Logical Connectivity (Layer 3 or L3)**
- OCT 15: **Data Transport (Layer 4 or L4)**
- OCT 22: **Application Flow through the Communication Stack**
- OCT 29: **Wi-Fi Networks and Ethernet Cables and You**
- NOV 5: **The Internet Demystified**
- NOV 12: **Managing Networks and Devices**
- NOV 19: **Network Switches and You**
- DEC 3: **Machine Learning and Artificial Intelligence (ML and AI)**
- DEC 10: **Intro to Coding and Scripting (Bonus Session with Tim Smith)**
- DEC 17: **Techbytes Holiday Session**

E-Rate Eligible Solutions

For the 2025 funding year, Extreme, in partnership with E-Rate, provides a list of E-Rate Eligible technologies (based on the draft eligible services list released July 31st, 2024) including:

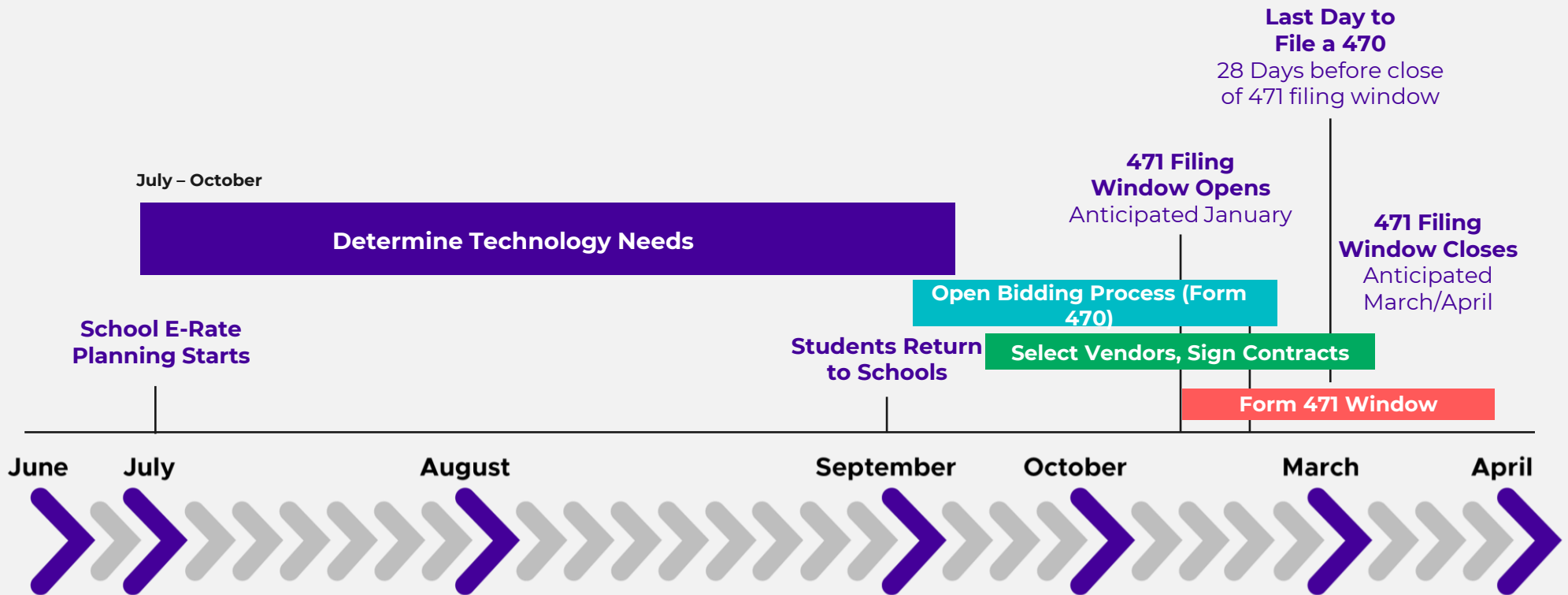
- ExtremeCloud IQ with Extreme AI Expert
- Extreme Fabric
- Extreme Universal Wired Access
- Extreme Universal Wireless Access

Looking for something specific? Easily find and confirm Extreme's E-Rate eligible products with the [New Extreme E-Rate Eligibility Tool!](#)

The tool allows SKU entry with advanced search capabilities. Once a search term is selected, the display window then shows the matched product SKUs along with all services associated with the selected SKUs.

E-RATE ELIGIBLE	REQUIRED CAPABILITIES	ELIGIBLE SOLUTION	HOW WE DO IT BETTER
Category 2 - Internal Connections	High Density, Pervasive Wi-Fi Connectivity	<ul style="list-style-type: none"> • All wireless access points • Necessary accessories and antennas • Necessary right-to-use subscription licenses for ExtremeCloud™ IQ <ul style="list-style-type: none"> • ExtremeCloud IQ Standard – includes Pilot, Essentials and Extreme AI Expert • ExtremeCloud IQ Pilot • ExtremeCloud IQ Navigator • All virtual wireless controllers • All hardware wireless controllers and Universal Compute Platforms that host wireless controllers 	<ul style="list-style-type: none"> • Highly scalable, seamless and secure mobile Wi-Fi connectivity • Integrated Gen AI and ML services increase efficiency and reduces operational cost • Flexible deployment options: public cloud, private cloud, edge cloud or on-prem • Scalable and resilient cloud-driven orchestration • Simplified right-to-use licensing and integral universal LLW streamlines E-rate filing process
Category 2 - Internal Connections	Wired Edge and Backhaul	<ul style="list-style-type: none"> • All switches – Edge to Core • Necessary switching fan modules, power supply modules, and cables (each SKU filed as a separate line item - not bundled together) • Necessary core and connectivity licenses 	<ul style="list-style-type: none"> • Integrated Campus Fabric technology automates network changes and provides resiliency and hypersegmentation • High performance wired backhaul, cross-platform stacking, embedded application controls • Integrated Gen AI and ML services increase efficiency and reduces operational cost • Scalable and resilient cloud-driven orchestration • Simplified right-to-use licensing and integral universal LLW streamlines E-rate filing process
Category 2 - Managed Internal Broadband Services (MIBS)	Artificial Intelligence for IT Operations (AIOps)	<ul style="list-style-type: none"> • ExtremeCloud IQ CoPilot 	<ul style="list-style-type: none"> • Enhanced AIOps streamlines IT daily activities • Leverages explainable machine learning (ML) to provide verifiable actions • Delivers better student outcomes via proactive problem identification
Category 2 – Basic Maintenance of Internal Connections (BMIC)	Services and Support	<ul style="list-style-type: none"> • Basic Maintenance • TAC and OS = 100% eligible • Advanced Hardware Replacement = 0% eligible 	<ul style="list-style-type: none"> • Extreme Networks' Global Technical Assistance Center • Support Center (GTAC) provides technical support 24x7x365 • ExtremeWorks offerings let you choose the exact level of service ideal for your organization
Cybersecurity Pilot Program	Zero-trust access control, identity management, secure hybrid connectivity	<ul style="list-style-type: none"> • Universal Zero-Trust Network Access (UZTNA) <ul style="list-style-type: none"> • Secure subscriptions (NAC) • Secure Plus subscriptions (+ZTNA) • ExtremeControl (NAC) <ul style="list-style-type: none"> • Network access control subscriptions 	<ul style="list-style-type: none"> • Frictionless user experience and consistent security policy for users, applications and devices • Single identity-based zero trust policy engine for both networks and applications • Automated configuration and enforcement via cloud-managed Universal Devices • Consistent device policy based on over 40 attributes centrally implemented, enforced end-to-end • 3rd Party integration with firewalls, MDM and content filters for CIPPA Compliance

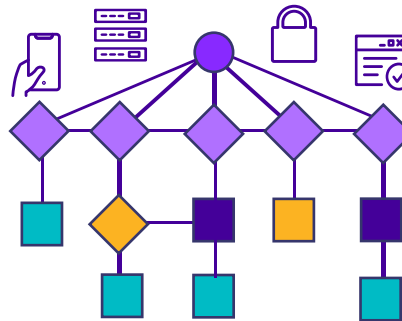
FY2025 Estimated E-Rate Timeline



Schools are Struggling with Network Complexity, Shrinking Budgets, and Rising Threats



80% decision makers say the **network is more complex** than two years ago.¹



Best of breed solutions: **complex to manage** difficult to integrate.



With post-COVID IT **budgets constrained**, IT teams are **overwhelmed**.²

¹ ZK Research, "Networking Decision Makers", June 2024

² Wall Street Journal, Facing Tight Budgets in 2024, CIOs Seek Wiggle Room for Tech Investments

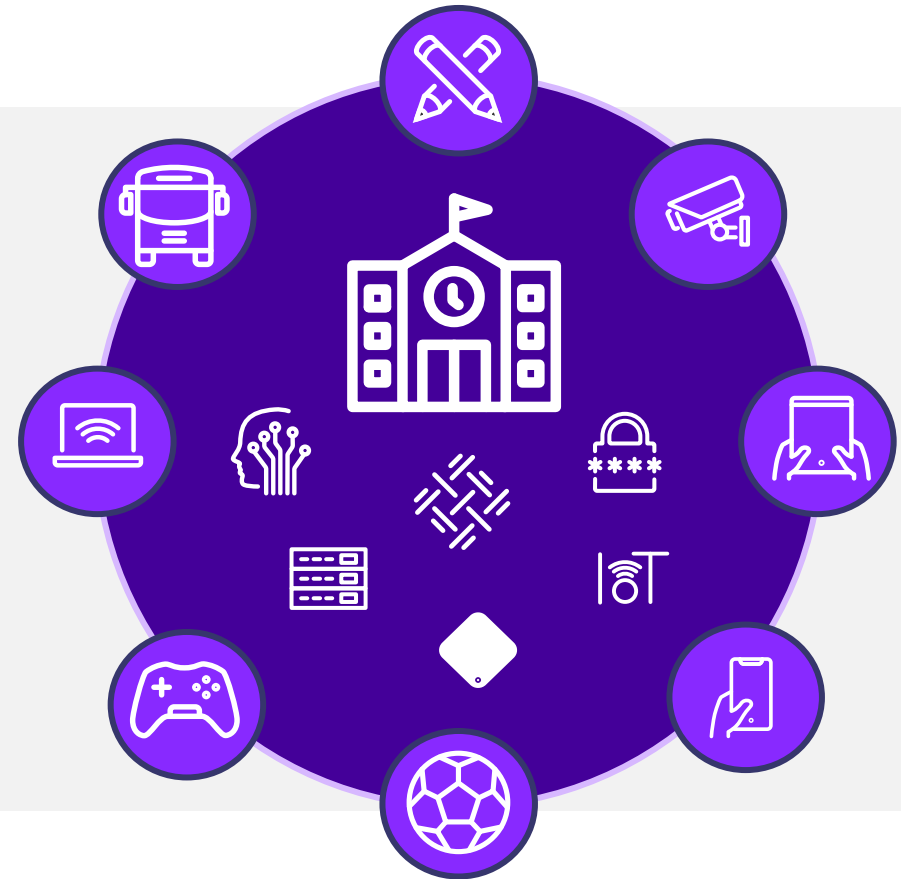
Current Solutions are Complex, Siloed, and Limited



- Networking and security are **fragmented**.
- **Siloed AI** constrains usefulness.
- Disparate management means **more risk, slower fixes**.
- Changes across multiple systems are **error-prone**.
- Limited automation **wastes time**.
- Licensing is **overly complex**.

Extreme Brings Networking, Security, and AI Together

Only Extreme offers a **unified** solution with AI, cloud networking, end-to-end fabric, and security that's **easy** to deploy, run, and evolve with a **simple, inclusive** licensing program.



Reduce Risk

Simplify Operations

Save Time and Money

EXTREMECLOUD IQ: AI, Cloud Networking, & Security Made Easy

Unify

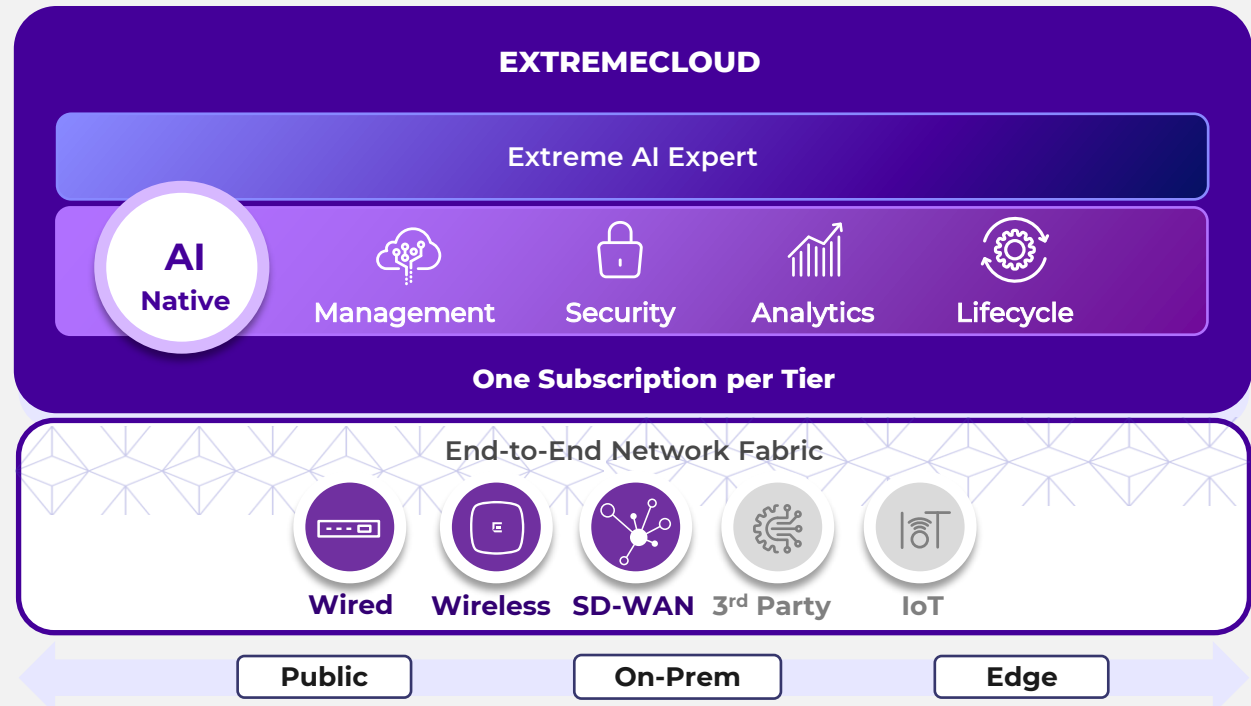
- End-to-end fabric integration
- AI-native management, security, analytics
- Single licensing program across all products and use cases, including support

Automate

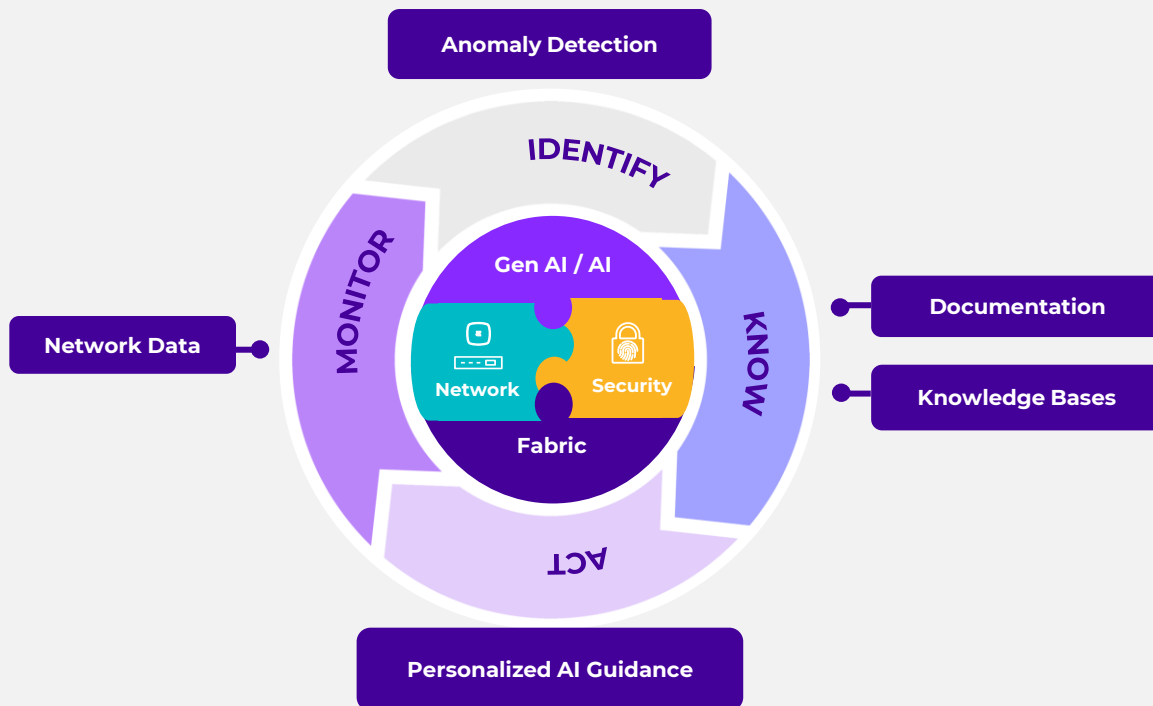
- Broad, integrated, out-of-the-box AI
- AI for networking AND security
- AI-guided diagnostics, monitoring, and remediation

Secure

- Hybrid work with combined remote and on-site access control
- Single policy engine for Universal ZTNA and NAC with automated enforcement points
- Network and fabric orchestration



Extreme AI Expert: Broad, Integrated, Practical, and Your Way

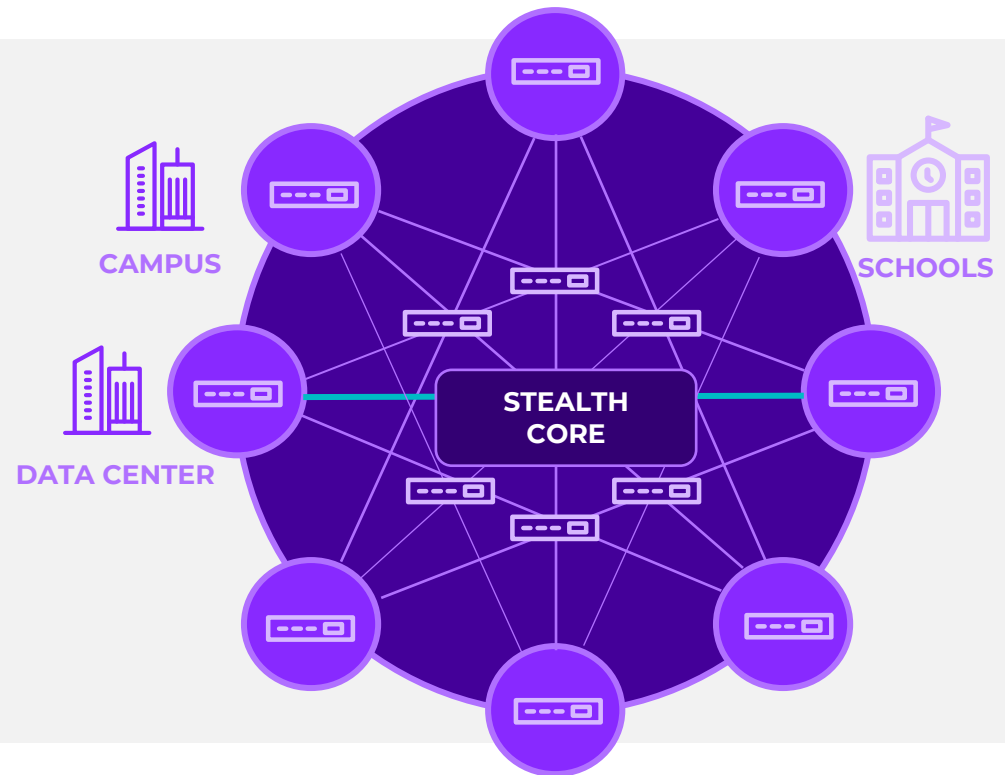


- **Conversational AI experience:** expert advice in multiple languages with source links across more than 270,000 topics
- **Real-time, personalized data visualization:** reports, dashboards, charts, tables, and graphs
- **Contextual answers:** data sources include real-time network, device, client, and application data
- **Integrated AI:** AI to deploy, run, and evolve networking and security
- **AI remediation with anomaly detection use cases** across the entire portfolio

Extreme Brings Networking, Security, and Fabric Together

Extreme offers the industry's most widely deployed and **only end-to-end, automated, and secure** network fabric solution across campus, data center, and branch.

5,000+ fabrics
deployed
to date



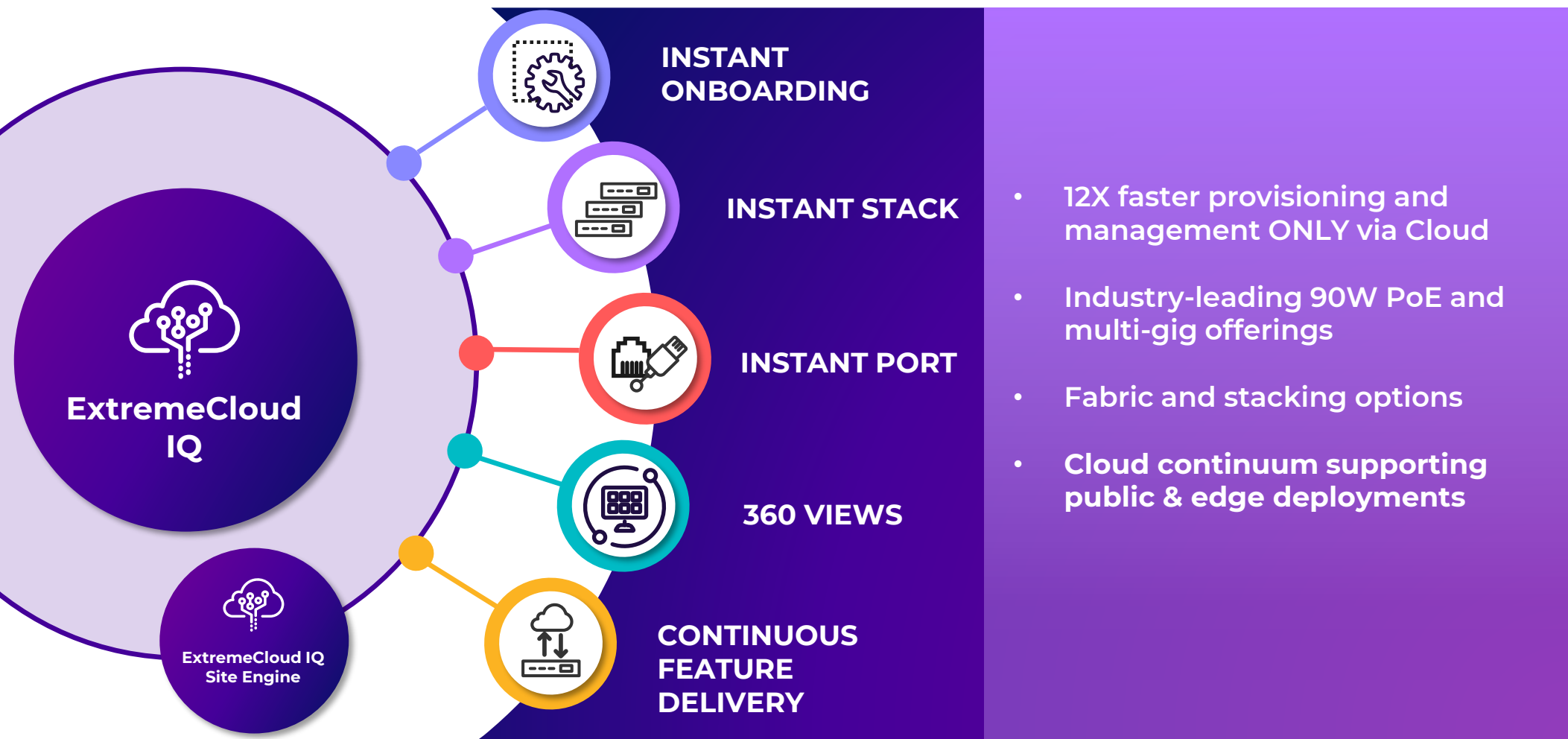
Simplify Operations

Save Time and Money

Reduce Risk

Expanding One Network to Wired LAN

Industry's Easiest to Use, Most Powerful, Cloud-Managed Switches



Wi-Fi 7 and 6E extend the 802.11ax benefits to 6Ghz

3x more spectrum over Wi-Fi 6 with enhanced security



Enhanced traffic management



Better high-density throughput



2.4GHz (3 Chan),
5GHz (25 Channels),
6GHz (59 Channels)



More spectrum



Clear spectrum



Enhanced Security



320MHz*



4K QAM*



Multi-Link Operation (MLO)

Wi-Fi 7 Indoor Access Points



Shipping!

AP5020

- **Tri Radio, 4x4:4**
- Dual IoT radios
- Multiple modes of operation
 - 5+5+6, 5+5+2.4, 2.4+5+6, 5+6+2.4/5/6 Sensor, 2.4+5+2.4/5/6 Sensor
- Hitless PoE Failover or PoE out
- Capable of Hosting Applications

NEW

AP4020

- **Quad Radio, 2+2+2**
Tri-Band + **1x1 dedicated full time sensor**
- Dual IoT radios
- Multiple modes of operation
 - 2.4 + 5 + 6 + Sensor, 2.4 + 5 + 5 + Sensor
- Fully operable with 802.3at
- Hitless PoE Failover

Quotable / Orderable: November 2024
Target Shipping: March 2025

Cloud Networking

	Connectivity ★	Value ★★	Performance ★★★	Density ★★★★
Universal Wireless	AP3000/X – Wi-Fi 6E (2x2, 2x2)	NEW AP4020 – Wi-Fi 7 (2x2, 2x2, 2x2) AP4000 – Wi-Fi 6E	AP5020 – Wi-Fi 7 (4x4, 4x4, 4x4) AP5010 – Wi-Fi 6E	AP5050 – Wi-Fi 6E (4x4, 4x4, 4x4, Outdoor)
Universal Wired	4120 / 4220 5320	5420	5520	5720
Distribution & Core	5520	5720	7520/7720	VSP8X00
Campus Wireless	UCP 1130C / VE612X	UCP 2130C / VE612X	UCP 2130C NEW	E3120-1

NEW

ExtremeCloud IQ Subscription Tiers A, B, C, D for US K-12

ExtremeCloud IQ Pilot subscription for Tier 0 covers

- Right to Use ExtremeCloud IQ Pilot, ExtremeCloud IQ Essentials, and Extreme AI Expert
- GTAC support for ExtremeCloud IQ and Extreme AI Expert
- GTAC support for network OS

US K12 Standard SKUs replace legacy ExtremeCloud IQ

- Lead for new and expanded installations
- Not available for renewals until May 2025

TIER A, B, C, D

Right to Use ExtremeCloud IQ &
Extreme AI Expert

GTAC for ExtremeCloud IQ & Extreme
AI Expert

GTAC for Embedded Network OS

Quotable and orderable by November 1st, 2024
Shipping by March 31, 2025

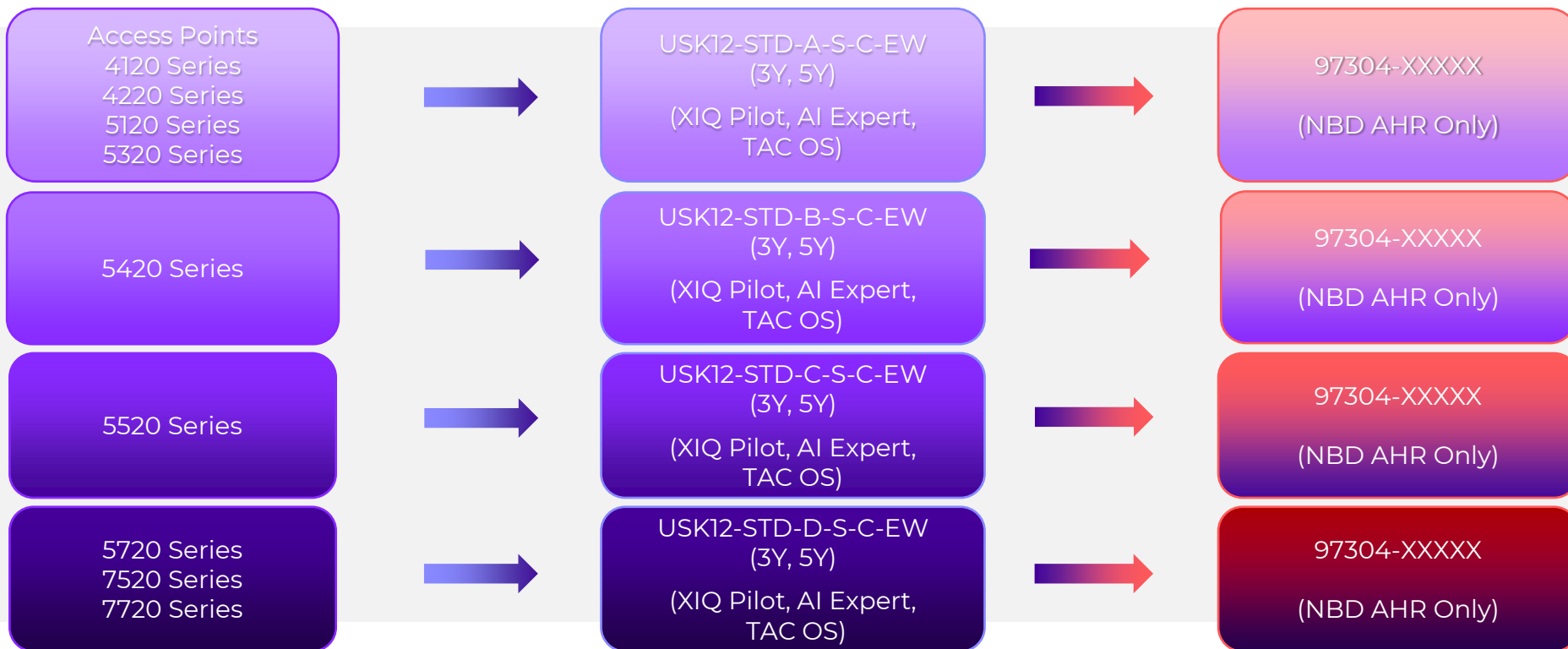
US K-12 Standard Tier Mappings & E-Rate Eligibility

Tiers A, B, C, D

Hardware (100% Eligible)

Subscription (100% Eligible)

RMA Services (Not Eligible)



Legacy ExtremeCloud IQ to US K-12 Standard


Legacy	New	Tier	Terms	ExtremeCloud IQ Pilot	ExtremeCloud IQ Essentials	Extreme AI Expert	TAC & OS
XCIQ-PT0-C-EW- X YR-K12	USK12-STD-A-S-C-EW	A	1, 3, 5	Yes	Yes	Yes	Yes
XCIQ-PT0440-C-EW- X YR-K12							
XCIQ-PT041-C-EW- X YR-K12							
XCIQ-PT042-C-EW- X YR-K12							
XCIQ-PT053-C-EW- X YR-K12							
XCIQ-PT054-C-EW- X YR-K12	USK12-STD-B-S-C-EW	B	1, 3, 5	Yes	Yes	Yes	Yes
XCIQ-PT055-C-EW- X YR-K12	USK12-STD-C-S-C-EW	C	1, 3, 5	Yes	Yes	Yes	Yes
XCIQ-PT057-C-EW- X YR-K12	USK12-STD-D-S-C-EW	D	1, 3, 5	Yes	Yes	Yes	Yes
XCIQ-PT075-C-EW- X YR-K12							
XCIQ-PT077-C-EW- X YR-K12							

- 3 & 5-Year SKUs include built-in discount at MSRP
- Variable terms are available at linear pricing

ExtremeCloud IQ Quick Ordering Guide for US K-12 Schools and Libraries

- Get quoting that's simpler and faster with the ExtremeCloud IQ Quick Ordering Guide for US K-12 schools and libraries.
- This guide will include the new K-12 ExtremeCloud IQ SKUs and help you create accurate configurations for your customers.

[View on the Partner Portal](#)



Extreme networks Flyer

**US K-12 Schools and Libraries
ExtremeCloud™ IQ Quick Ordering Guide**

US K-12 Standard SKUs include:

- RTU for ExtremeCloud IQ Pilot
- RTU for Extreme AI Expert
- GTAC support for ExtremeCloud IQ and Extreme AI Expert
- GTAC support for embedded network OS

TIER A, B, C, D

- Right to Use XIQ & Extreme AI Expert
- GTAC for XIQ & Extreme AI Expert
- GTAC for Device Network OS

E-Rate Important Reminders

- Product and Subscription Licenses – Filed as Internal Connections
- Subscription licenses can be funded for multiple years up front
- Hardware maintenance SKUs (Start with 9XXXX) – Filed as Basic Maintenance
- Must be submitted for reimbursement by applicant or Service Provider one year at a time
- NBD or Premium level of maintenance are NOT 100% E-Rate Eligible and must be cost allocated to show eligible portion

Ordering Information

**Tier A
APs and Switches (4120, 4220, 5100, 5300 Series)**

- USK12-STD-A-S-C-EW
- USK12-STD-A-S-C-EW-3Y
- USK12-STD-A-S-C-EW-5Y

**Tier B
Switches (5400 Series)**

- USK12-STD-B-S-C-EW
- USK12-STD-B-S-C-EW-3Y
- USK12-STD-B-S-C-EW-5Y

**Tier C
Switches (5500 Series)**

- USK12-STD-C-S-C-EW
- USK12-STD-C-S-C-EW-3Y
- USK12-STD-C-S-C-EW-5Y

**Tier D
Switches (5700, 7000 Series)**

- USK12-STD-D-S-C-EW
- USK12-STD-D-S-C-EW-3Y
- USK12-STD-D-S-C-EW-5Y

*Add 97304 (NBD Parts Only) if NBD Delivery is needed (NON E-Rate Eligible)

[E-Rate Eligibility Lookup Tool](#)
[Extreme Networks Product Warranty Summary](#)

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Extreme's Partner E-Rate Resource

Extreme's Partner E-Rate Resource Center on Partner Portal

- Access the latest E-Rate resources and supporting materials, including:
 - Key dates and notices
 - K-12 customer success stories
 - Customer outreach material
 - On-demand webinar recordings
 - E-Rate proposal templates

[Visit Extreme's Partner E-Rate Resource Center today!](#)

Extreme's Partner E-Rate Resource Center
Solution Page - Loma Prieta - September 20 2024

Comments Recommend Share Save

Help Your Customers Navigate the E-Rate Process

As an experienced E-Rate-approved vendor, Extreme has a wealth of wisdom to share in both navigating and maximizing the E-Rate process for schools. Schools and libraries have one of the greatest opportunities in history to leverage E-Rate funds for high-speed broadband and to improve their data networks.

Key Dates:

- **September 12, 2024:** Part 1 E-Rate 2025 Latest Program with Funds for Learning webinar series ([Watching the recording](#) | [View the slides](#))
- **September 19, 2024:** Part 2 The Keys to E-Rate Success for Extreme Partners webinar series. ([Watching the recording](#) | [View the slides](#))
- **October, 2024:** New 2025 Essential Guide to E-Rate Success eBook
- **Sep 17 to Dec 17 2:00 PM ET/11:00 AM PT:** Techbyte Tuesdays: Networking 101 Course for Education Webinar Series. [Register here!](#)

NEW [US Only] Easily Confirm E-Rate Eligible Products with Extreme E-Rate Eligibility Tool

[Extreme E-Rate Eligibility Tool](#) helps you easily find and confirm Extreme's E-Rate eligible products! The tool allows SKU entry with advanced search capabilities. Once a search term is selected, the display window then shows the matched product SKUs along with all services associated with the selected SKUs. Review the provided link for a visual description of this tool.

The E-Rate Process Overview

Extreme's Partner Demand Center

Extreme Partner Demand Center (PDC) is a marketing automation platform that helps you execute effective tactics at each stage of the marketing funnel.

Using PDC enables you to:

- Speed up the go-to-market process with pre-built marketing campaigns
- Easily co-brand your outreach emails to prospects and customers
- Reduce production time and enhance quality of assets

[Visit Extreme's Partner Demand Center today!](#)

Extreme Partner Demand Center →

Quick Links on PDC

1. Extreme Networks [Brand Guide and Logo Package](#)
2. Have a story to tell? [Customer Reference Program](#)
3. New: ["Event-in-a-Box"](#) variety of co-branded assets to support partner marketing efforts.

Self-Service Proposal Resources For All Partners

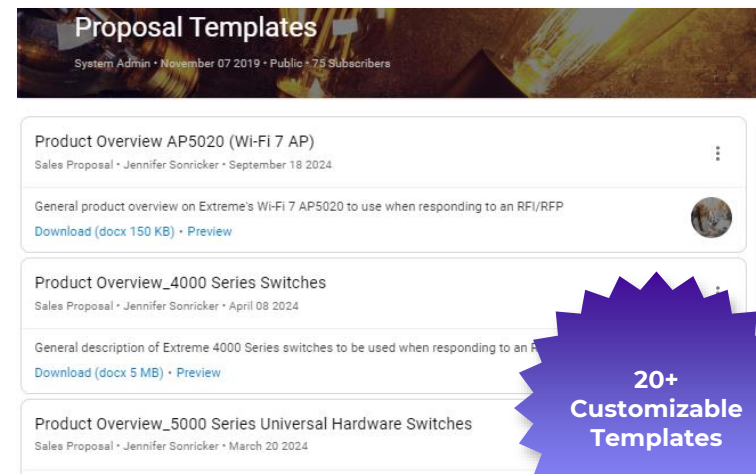
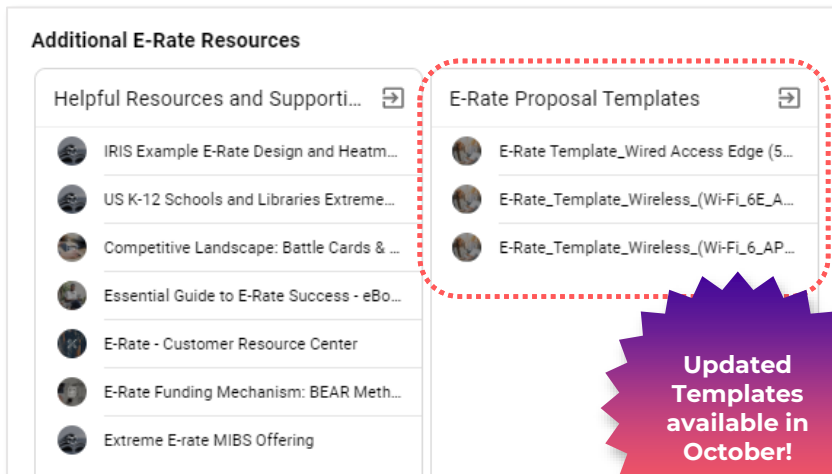
Templates – Customizable, partner-friendly proposal templates including E-Rate specific templates, cover letters, company and service overviews, product overviews, and more.

E-Rate Specific Templates

Accessible from:
Partner Portal →
Search “[E-Rate Resource Center](#)”

Other Proposal Templates

Accessible from:
Partner Portal → Sales Hub →
[Proposal Templates](#)
(Or Search “*Proposal Templates*”)



Customizable E-Rate Templates

Template Best Practices

- **Customize based on the proposed solution**
 - Add applicable product information from Product Overview Templates
 - Tie back to customer needs/goals
- **Adjust all red text and turn black**
- **Review thoroughly**
- **Customize/Remove any highlights after customizing**
- **Update Table of Contents!**

The image displays two overlapping screenshots of an Extreme Networks proposal template. The top screenshot shows the 'Table of Contents' section, which includes a 'Partner Logo' placeholder and a list of sections with page numbers: Introduction (2), Proposed Solution (3), Centralized Cloud (4), ExtremeCloud IQ (5), ExtremeCloud IQ (6), Extreme AI Experience (7), ExtremeCloud IQ (8), Wireless Hardware (9), Switching Hardware (10), Service and Support (11), Warranty (12), Maintenance Services (13), Professional Services (14), Network Management (15), and Training (16). The bottom screenshot shows the 'Proposed Solution' section, which includes a 'Partner Logo' placeholder and a detailed description of the proposed solution. The text in the 'Proposed Solution' section is highlighted in yellow, indicating areas that need to be updated. The highlighted text includes: 'Update the list below to match what is being proposed for your customer', 'Wireless Hardware' (AP4000 for indoor Wireless APs), 'Wired Hardware' (5420 Series, 5520 Series or 5720 Series, 7720 Series, 7520 Series), and 'ExtremeCloud IQ Right-to-Use Subscription Licenses' (USK12-STD-A-S-C-EW, USK12-STD-B-S-C-EW, USK12-STD-C-S-C-EW, USK12-STD-D-S-C-EW). A yellow callout bubble next to the '7520 Series' item states: 'Quotable/orderable by Nov. 1st, 2024. Shipping by April 2, 2025.' Below the hardware and license lists, there is a section titled 'Centralized Cloud Platform and Subscription Licenses' which provides an overview of each element of the proposed solution.

Cybersecurity Pilot Program

Three year, \$200M program

- \$4.5M maximum per entity

Universal Service program, but separate from E-rate

There is a Two-Phase application process

- Phase 1 opens September 17, 2024, and will close November 1, 2024
 - Applicants who are selected to continue into Phase 2 will be notified
- Phase 2 application window is TBD

Great opportunity to reach out to current customers about Extreme's Security Portfolio!

Check out the Cybersecurity Pilot Program Flyer [here](#).



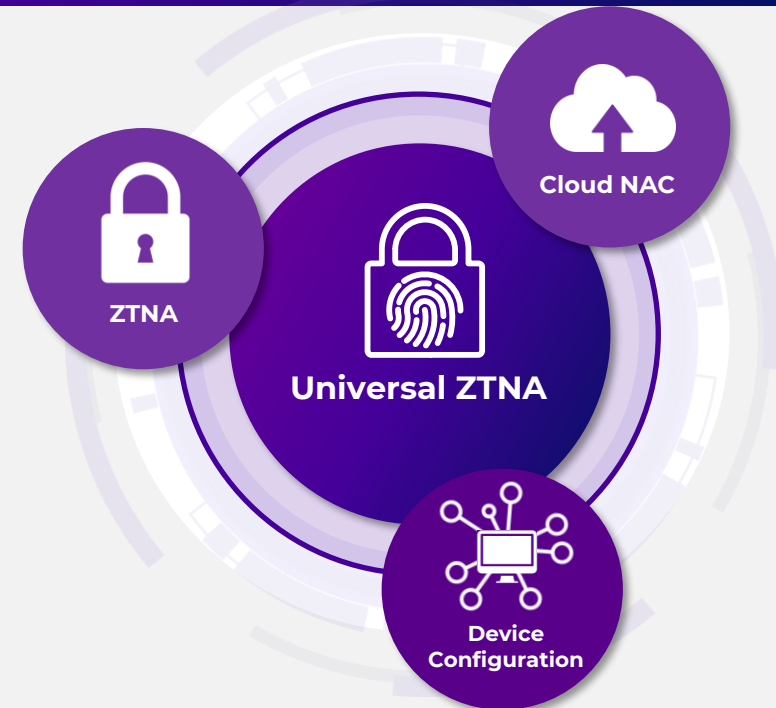
ExtremeCloud Universal ZTNA - Easiest, Most Complete Network Access Solution

Unifying Cloud Managed ZTNA, NAC, AP, and Switch Security

**Frictionless user experience and consistent security policy
for users, applications, and devices**

One solution with:

- Single identity-based zero trust policy engine for both networks and applications
- Security for students, faculty, and IoT devices
- Automated configuration and enforcement via cloud-managed universal devices
- Unified visualization and reporting for enhanced insight and simplified management



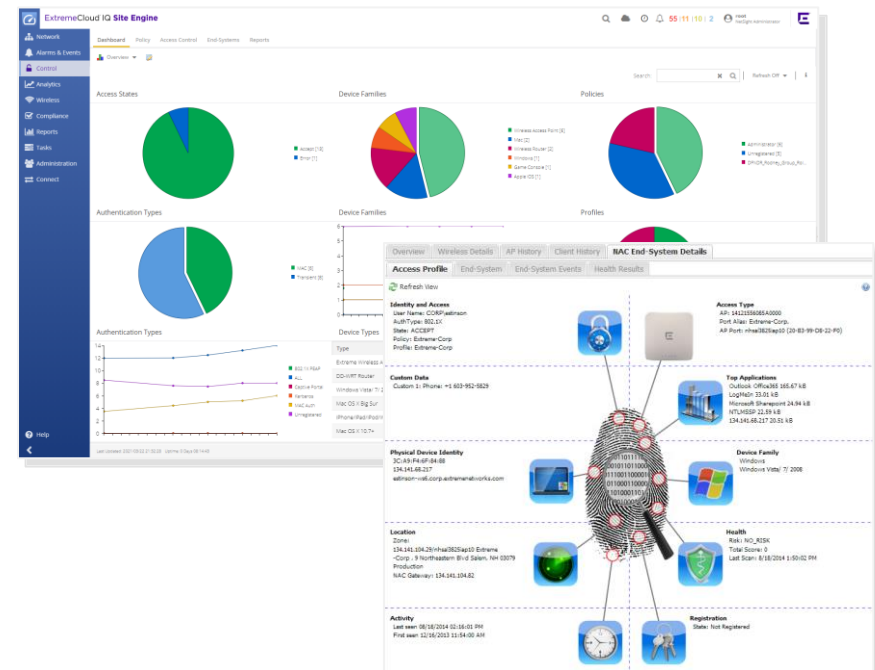
Simplify Operations

Save Time and Money

Reduce Risk

ExtremeControl for ExtremeCloud IQ Site Engine

- Tight integration with ExtremeCloud IQ Site Engine, licensed separately
- Role-based NAC for every physical and virtual IP address, including third-party and IoT devices
 - Centrally manage and define granular policies to meet compliance obligations
 - Locate, authenticate, and apply targeted policies to users and devices
- Integrations with ExtremeCloud Universal ZTNA and Microsoft Entra ID





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