



## Extreme Network Subscription

Digital transformation has landed, and agility and adaptiveness are key to surviving and thriving.

### Sales Opportunity

Technology is integral to the success of digital transformation strategies, especially when it supports the network. When it comes to acquiring networking products, financial payment plans make the process smoother, and that's why Extreme Capital Solutions is available to assist customers in identifying the program that's most economic for them. Cash purchases and leasing are always options at Extreme. So is the Extreme Networks Subscription—for customers who are looking to dominate digital transformation and maintain maximum flexibility, designed without restrictive terms and a manageable monthly subscription rate.

**Whatever our customers' financial needs, we're flexible so that they can be too.**

Extreme Network Subscription allows customers the ability to pay for their network on a monthly subscription basis:

- Provide options to use OpEx dollars for network equipment
- Maximize business flexibility
- Enable effortless migration to the latest technologies

## Target Audience and Solution Value

Extreme Network Subscription is most suitable for:

- **Cloud hosting providers, telco and managed service providers**
  - Rapid provisioning to accommodate new service contracts
  - Pay monthly subscription fees for actual utilization
  - Excellent buffer against equipment and technological obsolescence
- **Corporate customers**
  - Enterprises where network performance is strategically important
  - Enterprises that manage business performance on ROA or ROIC
  - Early adopters who desire greater flexibility for IT upgrades by
    - minimizing capital outlay
  - Enterprises with dramatic fluctuation in employees
- **Government**
  - Easy adoption for companies with lengthy or unpredictable budgetary cycles
  - Enables organizations to make strategic IT investments while conserving capital
  - Reduce the risk of investing in new technologies, projects and services
- **Healthcare**
  - Obsolescence protection for continuously evolving standards and regulations
  - Employ state-of-the-art technology when networking with patients, doctors, insurance agencies, suppliers and care facilities, as well as internal use rapid provisioning to maintain a dynamic infrastructure
  - Retain CapEx budget for primary care equipment

## Key Value

Extreme Capital Solutions should be a part of the conversation with every customer. Extreme Network Subscription, as offered through Extreme Capital Solutions, leads the industry by offering a new level of financial agility:

- No down payment or capital required to install equipment
- Potential OpEx tax advantages
- No term limits

## Competitive Differentiation

	Purchase	Lease	Extreme Network Subscription
Cash flow	One-time purchase payment	Monthly, quarterly or annual lease payment	Monthly subscription payment
Accounting	Capital purchase	Capital or operating lease	Operating expense
Budget	Capital	Capital or operating	Operating
Technology refresh	Tied to purchase cycle	Tied to lease term	Decoupled from acquisition cycle
Support	Optional	Optional/may be required pending lease terms	Included
Investment risk	Unused equipment obsolescence	Unused equipment obsolescence	N/A

## Positioning

- Net new customer opportunities
- Extreme Network Subscription value proposition
- Opens new doors
- Available across all of Extreme Networks products and services

## Contact Extreme Capital Solutions

Extreme Networks is the only network provider who boldly offers a subscription-based acquisition model.

To find out more about why your customer should acquire their next network with Extreme Capital Solutions:

[ExtremeCapital@extremenetworks.com](mailto:ExtremeCapital@extremenetworks.com).



<http://www.extremenetworks.com/contact> / Phone +1-408-579-2800

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