



Network Infrastructure as a Service

*Putting your company's network
infrastructure on a predictable budget*

Do these business scenarios sound familiar?

- Do you have seasonality or peak or variable asset utilization of your network?
- Is there an element of uncertainty to forecasting growth and changes in your company?
- Do you already have an internal periodic payment financial model within your company?

Then NlaaS might be a good match for your business!



How NlaaS Can Match Your Internal Financial Model



Line of Business



Monthly/
Quarterly
Payment



IT Department



Monthly/
Quarterly
Payment



What Technology and Services Are Available?

Our clients tell us these are the most desirable technology elements but they don't always have budget for them.

NlaaS gives you access to the entire Extreme network infrastructure ecosystem, including:

- ExtremeAnalytics
- Wi-Fi as a Service
- Network equipment refresh
- Services based on your business needs



Why Network Infrastructure as a Service?

- **Pure OPEX Asset Utilization**
 - Variable Utilization Available
 - Consume bandwidth based on need
 - No fixed costs
- **No Capital Equipment to buy**
 - No Balance Sheet Entries
 - No Amortization Schedules
- **Matches your internal financial model**
 - Based on utilization
 - Single Payment per period
- **Global OPEX Consumption without Global Leasing**
- **For particular countries and customers a tax benefit may apply**





Some Frequently Asked Questions

Q: What is the minimum contract period?

A: The minimum contract is 3 years, to ensure the customer maximizes the benefits of a relatively low recurring fee

Q: Who owns the equipment?

A: Extreme owns the equipment (keeps title).

Q: Can the contract be extended beyond the 3-year contract period?

A: Yes, the contract may be extended into a 4th and 5th year. We intend to refresh the equipment after 5 years to ensure the customer maximizes the latest of Extreme technology.



How is NlaaS different from Vendor Financing*?

- **Vendor Financing passes the title of the equipment to a Lessor**
 - Lessor collects periodic payments from Lessee for a fee
 - At the end of the term, Lessor or Lessee keep or pass title for fee
 - Depending on Lease terms, Customer may depreciate assets
- **NlaaS: equipment title remains with the Vendor**
 - Vendor supplies a service for a fee
 - Customer consumes service on a fixed or variable basis
 - No Assets to Depreciate

* Source: ELA Lease Accountants Conference





Built for Your Budget and Your Asset Utilization

We provide a *flexible model*, based on fixed or variable asset utilization, to *match your needs* while giving you the *network performance* your company needs *to be competitive*.



Extreme[®]

Connect Beyond the Network

WWW.EXTREMENETWORKS.COM

