



FACT
SHEET

Avaya and Extreme Networks®

A Best-in-Class Solution for Your Business Performance

Solution Overview

The power of convergence has new meaning. Merging market leadership and experience, Avaya and Extreme Networks® offer an unrivaled, single-source solution to tackle the headaches of merging, upgrading, and supporting network systems. The alliance combines the expertise of each company—IP telephony and communications applications, systems, services, and high performance from Avaya; resilient enterprise and metro-area Ethernet networks from Extreme Networks—to give you unparalleled network optimization.

Immediate Benefits

Breathe easy when it comes to making changes to your network. With full wraparound services that support your existing systems during and after migration, and an end-to-end IP telephony solution for high-quality voice over a high-performance network infrastructure, you have the benefits that unlock and enhance network performance. Together Avaya and Extreme Networks deliver:

- **High Quality Voice** – IP Telephony with superior Quality of Service (QoS), evidenced by the Tolly Group, August 2005
- **High Availability** – Avaya's redundancy features combined with Extreme Networks switches with hardened, modular Operating System (OS) and redundant hardware prevent dropped calls
- **Lower Cost/Faster ROI** – verified by the Meritology Report, October 2005
- **Lower Risk** – open, standards-based solution with certified interoperability
- **Single Point of Accountability** – Avaya provides sales, service and support
- **Ease of Management** – solutions integrated with both Avaya's and Extreme's network management systems
- **Enhanced Capabilities** – focused on simplifying overall IP network and telephony management, QoS monitoring, telephony and other endpoint device discovery services and enhanced security

Superior Products

Extreme Networks product portfolio gives you full flexibility as you build and operate your network. The products include:

- Extreme Networks switches with the ExtremeXOS™ modular operating system including
 - Stackable Summit® series switches with SummitStack™

- Chassis-based switches, including the BlackDiamond® 8800 series, BlackDiamond 10808 and BlackDiamond 12804 products

- Management platforms, including EPICenter™ have been integrated with the Avaya Integrated Management (AIM) and products with the embedded test agents for the Converged Network Analyzer (C.N.A)
- Sentriant security products that can address your most challenging network security projects
- Summit® WM wireless LAN solutions designed to provide a quality wireless voice connection

Comprehensive Services

Avaya's worldwide services organization – Avaya Global Services – provides customers with a single point of accountability for managing multi-vendor networks and supports Avaya and Extreme Networks customers with network assessment and optimization, security and business continuity planning, deployment, training, technical support, maintenance and managed services.

- **CIRS-IP Readiness**—Get an expert evaluation of the IP readiness of your network. Using the Avaya ExpertNet™ Discovery Tool, Avaya can monitor traffic, identify critical problems, and determine whether your network meets minimum IP telephony requirements.
- **Implementation Services**—Start a new data network or expand an existing one with services ranging from design to deployment, project management, and post-installation assistance. Avaya service professionals are highly experienced in a range of network infrastructure technologies, including VPN, ATM, IP, and Frame Relay.
- **Full Coverage Options**—A range of coverage options for your needs and budget, including 8/5 and 24/7 remote support, on-site resolution, and software application upgrade support. Highly trained in-house staff and parts inventories save you the costs of downtime, replacement, and service degradation.

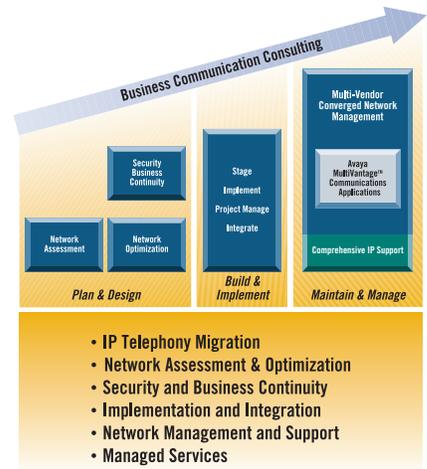
- **Self-Maintainer Options**—Supplement your own staff with options that include Parts Plus Remote Support and Custom Coverage that can be negotiated to suit specific needs.
- **Remote Network Management Services**—State-of-the-art network management that saves downtime and revenue loss. From fault management to system configuration, performance management, and moves/adds/changes, you get support to the degree that your business requires.
- **Network Bandwidth Optimization**—A unique traffic and information management software solution that connects to your network to increase its effective capacity.
- **Security**—Help secure your network against unauthorized access, fraud, eavesdropping, and attacks that threaten separate voice, data, and converged multi-vendor networks.
- **Business Continuity**—An assessment, plan, and policy to streamline recovery from a disaster and help keep your critical systems and communications operating during a business disruption—even in a widely mixed network environment.

Joint Development

Through our joint alliance, our respective engineering teams have collaborated to design solutions that combine Avaya's world-class communications applications with Extreme Networks high-availability, high-quality Ethernet switches and security infrastructure. Our joint development activities are focused in the following principal areas:

- Integrated network and IP Telephony management
- Real-time network monitoring and proactive testing
- Automated discovery and authentication services
- Plug-and-play deployment

Avaya Global Services for Extreme Networks



- Integration of applications and network infrastructure to create the “applications aware” network

This commitment to joint development provides Avaya and Extreme Networks customers with the best applications, networks, and services, today and tomorrow.

Boost Your Business Performance

Avaya and Extreme Networks believe that the network is today's critical business infrastructure. Working together, the companies are building solutions to support today's dynamic applications, while expanding on your existing technologies to preserve your infrastructure investment.

For more information, contact your Avaya Client Executive or Authorized Avaya BusinessPartner, or visit avaya.com/extreme.

About Avaya

Avaya delivers Intelligent Communications solutions that help companies transform their businesses to achieve market-place advantage. More than 1 million businesses worldwide, including more than 90 percent of the FORTUNE 500®, use Avaya solutions for IP Telephony,

Unified Communications, Contact Centers and Communications Enabled Business Processes. Avaya Global Services provides comprehensive service and support for companies, small to large. For more information visit the Avaya Web site: <http://www.avaya.com>.

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