



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:

- **Simplicity**—One comprehensive, end-to-end solution of leading applications, networks, and global services
- **Support**—Single-vendor accountability for sales, service, and support of end-to-end solutions
- **Lower total cost of ownership (TCO)**—Simpler deployment of highly resilient, secure, and scalable solutions
- **More choices**—More solutions for converged communications within a single maintenance and support relationship to facilitate a multi-vendor network environment
- **Flexibility**—Performance and interoperability that enable the optimization and expansion of existing networks to meet new convergence needs

Superior Products

Extreme Networks products include the standards-based ExtremeWare® Operating System to give you full flexibility as you build your network management systems.

- **Chassis-based switches, including the BlackDiamond® 6800 series, BlackDiamond 10K, and Alpine® 3800 series**
- **Stackable Layer 3 Summit® switches**
- **Management platforms, including EPICenter™ and ServiceWatch®**

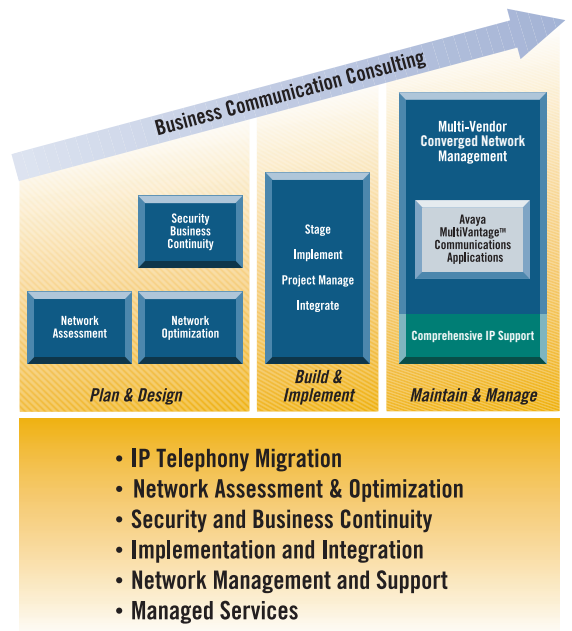
Comprehensive Services

Avaya Global Services keeps your network infrastructure—from Extreme Networks products to the rest of your assets—optimized so you can concentrate on other issues.

- **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.

Avaya Global Services for Extreme Networks

- **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

Avaya and Extreme Networks are working closely on tighter integration of applications and network intelligence in next-generation products to further simplify the deployment of end-to-end converged solutions and lower the total cost of ownership. Joint development initiatives leverage open industry standards in areas such as security, integrated management, enhanced network monitoring, plug-and-play configuration, self-healing, and high availability. 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.

<p>About Avaya</p> <p>Avaya enables businesses to achieve superior results by designing, building and managing their communications networks. Over one million businesses worldwide, including more than 90 percent of the FORTUNE 500®, rely on Avaya solutions and services to enhance value, improve productivity and gain competitive advantage.</p>	<p>Focused on enterprises large to small, Avaya is a world leader in secure and reliable IP telephony systems, communications software applications and full life-cycle services. Driving the convergence of voice and data communications with business applications – and distinguished by comprehensive worldwide services – Avaya helps customers leverage existing and new networks to unlock value and enhance business performance.</p>	
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