



5G and Wi-Fi: Our Perspective



Extreme Networks


UPTIME 2022

Extreme Networks at a Glance



Founded in 1996 in 
SILICON VALLEY, CA


 **\$1B+**
In Annual
Revenue

 **#2**
Cloud-Managed
Network Solution

 **2,600**
Employees

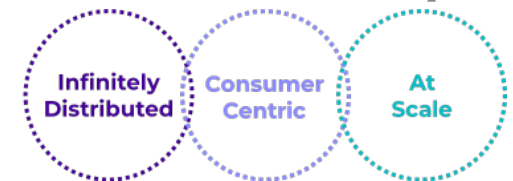
More Than
50,000
Customers

Gartner Peer Insights
Customers' Choice 
WINNER

More Than
80
Countries 

 **100%**
Insourced
Service and
Support backing
up 9,000 partners

The Infinite Enterprise



#2 in Cloud Networking today



ExtremeCloud IQ

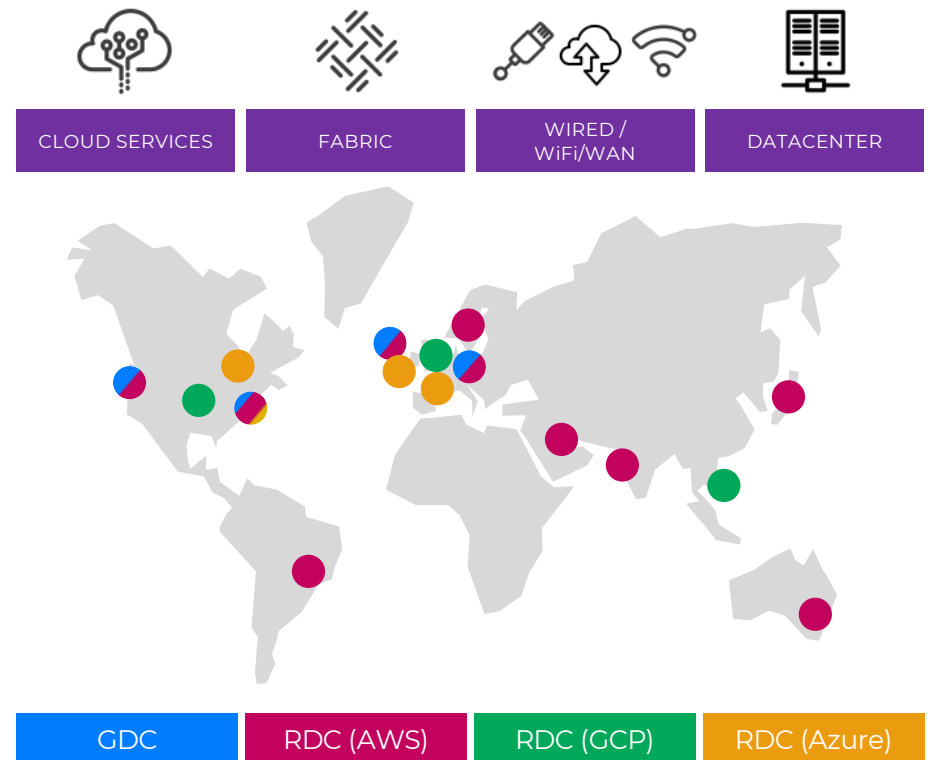
Cloud-managed enterprise networks

- Global datacenter footprint
- 20+ public and private datacenters
- Leverages AWS, GCP, and Azure
- Distributed Cloud (aka Edge) option
- SOC2, ISO 27001, 27701 and 27017M

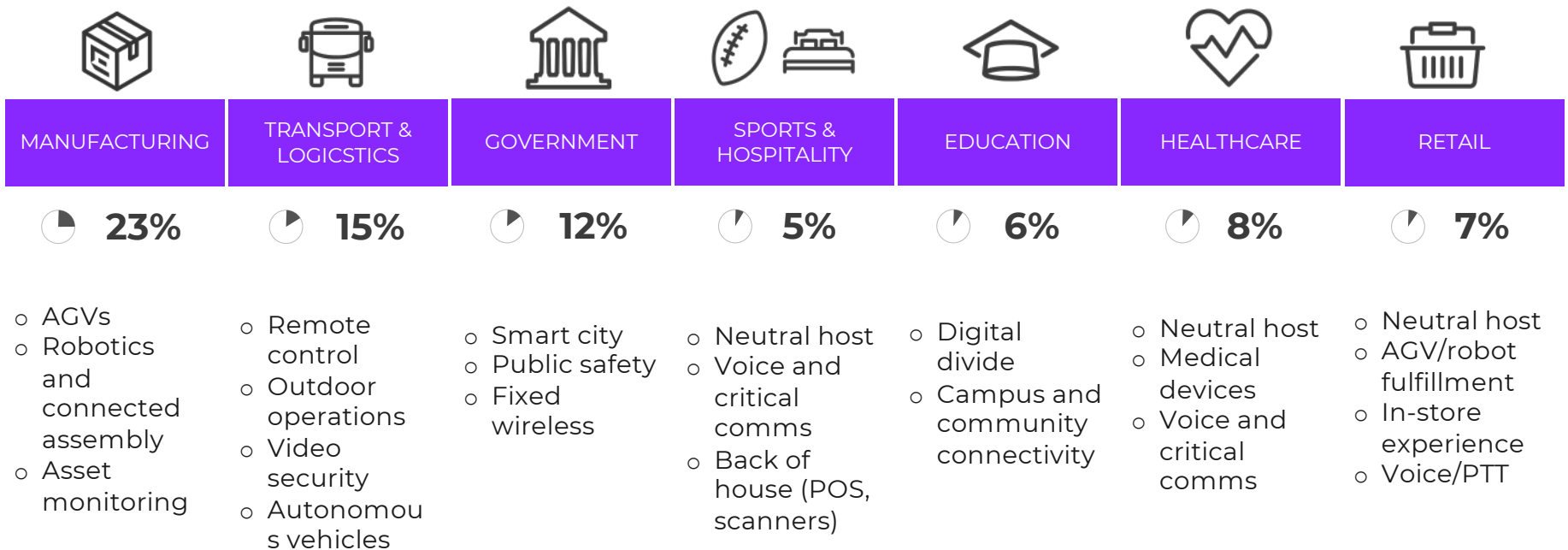
1.5M
managed
devices

13M
daily
clients

10B
daily
events



Market Opportunities – Our Current Estimate



The Power of Connection Choice



ADVANTAGES OF CELLULAR

COVERAGE



DETERMINISM



MOBILITY



ADVANTAGES OF WI-FI

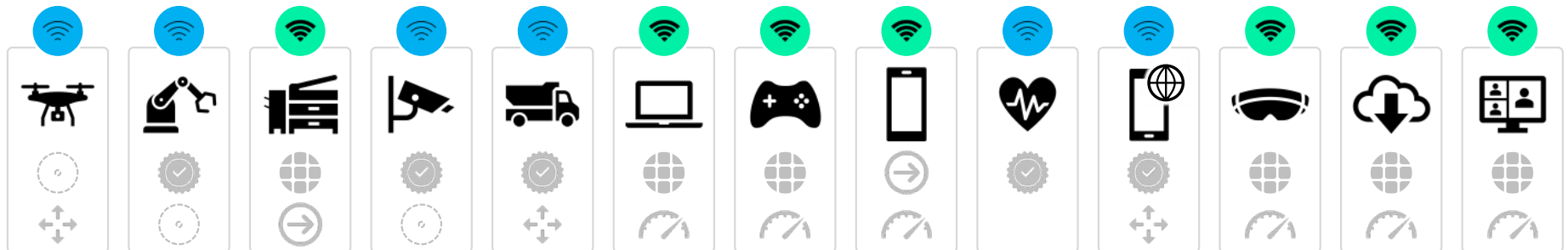
SIMPLICITY



COMPATIBILITY

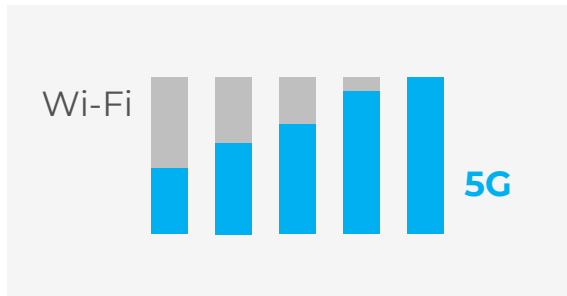


BANDWIDTH



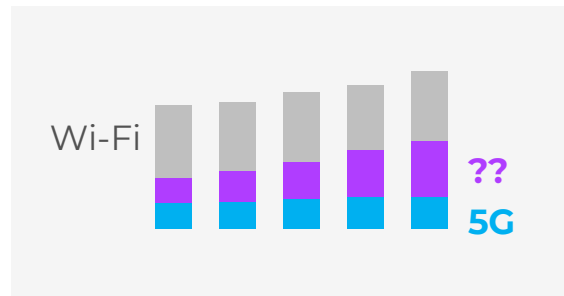
Each device and application uses the best connection type for its wireless requirements

Our Perspective of the Market



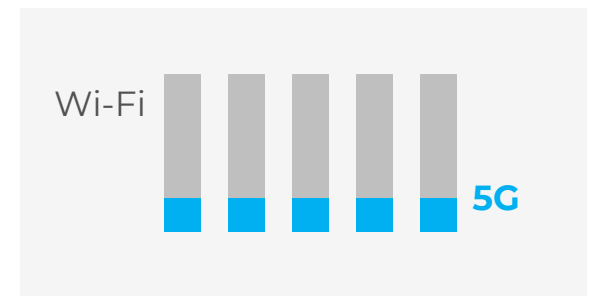
5G will kill Wi-Fi

The exaggerated narrative of mobile operators, cellular vendors, and telecom analysts



5G and Wi-Fi co-opetition

The likely reality of co-existence, competition, and eventual convergence at various layers



5G is no risk to Wi-Fi

The guarded narrative of Wi-Fi professionals and LAN vendors that underestimate competition

5G Should Be More Like Wi-Fi!?



CELLULAR

WHY IT WINS

WIDE AREA COVERAGE

MOBILITY & ROAMING

APPLICATION SLAs

SECURITY

UNFORGIVABLE SINS

COMPLEXITY

DEVICE COST

ENTERPRISE INTEGRATION

SPECTRUM AND MNOs

WI-FI

UNFORGIVABLE SINS

AIRTIME CONTROL

ROAMING

SECURITY

“COVERAGE”

TERMINOLOGY
OUT OF BOX SETUP
CLUNKY UX
CLOUD NATIVE

CONSUMER DEVICE ADOPTION

CLOUD, ETHERNET & IP, POLICY & AAA

LIMITED SPECTRUM,
LOSS OF CONTROL, &
COMPLEX BUSINESS



WILL CONVERGE



- Cloud based Operations
- Onboarding Experience
- Policy, Security, Identity
- Analytics, Reporting
- Edge Compute
- “Enterprise Channels”
- Vocabulary

WILL NOT CONVERGE



- Radio (Small Cell & AP)
- The 3GPP & 802.11 Protocols
- Data Tunneling Architecture

