

Extreme Future-Ready Wireless

Reseller Reference Guide

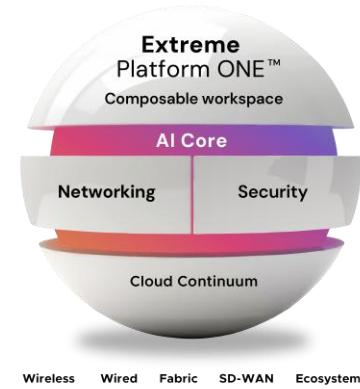
Upgrade from Aerohive. Step into Wi-Fi 6E & Wi-Fi 7

Refresh your legacy Aerohive Wi-Fi and unlock secure, high-performance experiences powered by Extreme Platform ONE™—agile, efficient, and built for the future.

Upgrade now to a 3-Year Extreme Platform ONE™ Standard Networking Subscription. Includes ExtremeWorks TAC OS Support for one (1) device

Bundle your way with flexible Wi-Fi 6E/7 AP options to fit your environment

Future-proof your network. [Upgrade by 3/31/2026. Act now.](#)



Universal Wireless Highlights

- Extreme enables customer choice and value with a portfolio of Wi-Fi 6E/7 access points featuring indoor/outdoor models, a range of form factors, mounting, and placement options.
- Tri-radio models with dedicated security enable high-density use cases and massive domains with built-in protection.
- Advanced designs for PoE+, PoE++, and Energy Efficient Ethernet (EEE) enable leading Wi-Fi capabilities while minimizing power consumption.

Solution Highlights

- Extreme Platform ONE adds AI-powered networking management, Wi-Fi maps, and other capabilities, all with a single inclusive subscription. See [Extreme Platform ONE Data Sheet](#) for details.
- Together, Extreme Wireless and Extreme Wired provide a secure, resilient, and robust solution for wireless backhaul through the network to support critical applications and experiences.
- Extreme Fabric makes an Extreme Wired & Wireless network simpler and faster to deploy, while increasing security.

Agile, Energy Efficient, and Future-Ready Wireless

Secure, always-on wireless anywhere you need It

From high-density venues to distributed campuses, delivering consistent wireless performance is complex. Extreme's portfolio of access points supports real-time experiences with support for massive roaming domains, BLE use cases, and location services.

Simpler management from Cloud or On-Premises

Managing wireless at scale can be overwhelming without the right management. Extreme simplifies connectivity with powerful orchestration—whether from the cloud or an on-prem controller, enabling high-quality experiences from small offices to large roaming environments.

Efficient power consumption, exceptional performance

Power constraints can limit wireless performance and deployment flexibility. Extreme's APs are optimized for 802.3at PoE and 802.3bt PoE++, delivering full Wi-Fi capabilities with minimal power draw—ideal for high-density environments and future-ready without forcing premature switch upgrades.

AI for networking with Extreme Platform ONE™

Traditional wireless troubleshooting is reactive and time-consuming. Extreme's built-in AI for networking automates across the entire lifecycle—from planning to remediation—handling client experience, device health, PoE anomalies, and more in minutes, not hours.



Wi-Fi 7 APs

Ultrafast, lowest latency: Extreme's highest performance APs yet



Wi-Fi 6E APs

6Ghz spectrum and speed, excellent performance, low latency



Wi-Fi 6 APs

Reliable performance with extreme value—while stock lasts



AP5020

Five-radio design, (3) 4x4:4 radios; up to 20 Gbps; tri-band: 6, 5, and 2.4 GHz.



AP4060/X

Quad-radio design; (3) 2x2:2 radios; tri-band: 6, 5, and 2.4 GHz; external antenna options; availability: 2HCY2025



AP4020/X/FX

Quad-radio design; (3) 2x2:2 radios; tri-band: 6, 5, and 2.4 GHz; integral 6 GHz antenna options



AP5010

Tri-radio design; (3) 4x4:4 radios; up to 10 Gbps; tri-band: 6, 5, and 2.4 GHz.



AP4000

Tri-radio design; (2) 2x2:2 radios; up to 3.9 Gbps; small form factor; tri-band: 6, 5, and 2.4 GHz.



AP 3000/X

Dual-radio design; (2) 2x2:2 radios; up to 4.8 Gbps; external antenna options; tri-band: 6, 5, and 2.4 GHz.



AP5050U/D

Built for stadiums, 4x4:4 radios 6, 5 and 2.4 GHz bands



AP302W

Dual-radio design; (2) 2x2:2, up to 1.6 Gbps; 5 and 2.4 GHz bands



AP460C

Tri-radio design; (3) 4x4:4; 5 and 2.4 GHz bands

AP4020 available now; AP4020X/FX expected 2HCY25; AP4060 expected Q4CY25. Specifications subject to change until product release..

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The information in this presentation is subject to change without notice and is not a commitment to deliver any product, service, or functionality.

Refresh Recommendation

| SKU | Wi-Fi 6E | Wi-Fi 7 |
|--------|------------------|---------|
| AP230 | AP3000 AP4000 | AP4020 |
| AP250 | AP3000 AP4000 | AP4020 |
| AP130 | AP3000 AP4000 | AP4020 |
| AP122 | AP3000 AP4000 | AP4020 |
| AP245X | AP3000X | |
| AP1130 | AP5050U/D* | |
| AP550 | AP5010 | AP5020 |
| AP630 | AP5010 | AP5020 |
| AP122X | AP3000X | |

Terms & Conditions

1. This promotion is valid to March 31, 2026. Orders must be received during the promotional period.
2. DAs generated during the promotional period are only valid for orders placed during the promotional period (not until the expiration date stated on the DA).
3. Pricing available through Extreme Sales by "AEROHIVEAPEPIWIFI7" and "AEROHIVEAPEPI". Contact your Extreme Sales team for more information
4. Promotion code cannot not be used in conjunction with any other promotion codes.
5. All standard, contractual distributor discounts can be applied to remaining lines where applicable.
6. Promotional Discounts vary based on quantity and SKU.
7. Any other Extreme Networks special project discounts must go through the standard approval process.
8. This offer does not apply to purchases made by distributors or resellers for use in their own networks, or to sales made by one reseller to another reseller, whether the purchase is intended for use in their own network or for resale.
9. Extreme Networks reserves the right of refuse/reject any claim that, in Extreme Networks' sole judgment, does not meet the specifications of this promotional offer. Extreme Networks reserves the right to change or cancel any aspect of this promotion at any time.
10. This offer is void where prohibited or restricted by law.
11. Other than what is contained in this Offer, your standard contract terms and conditions will apply to any purchase made pursuant to this offer.
12. Promotion is available while stocks last. Not applicable for backlog.
13. Reseller can use Deal Registration on the entire solution; however, Deal Registration discount does not apply to the specified promotion SKU.
14. 3 year Subscription must be purchased at time of the AP order.
15. Other license durations and support options available via Extreme partner pricing programs.
16. This promotion and accompanying terms and conditions apply to Extreme Distributors Globally.
17. Distributor must place the order on Extreme Networks for Extreme Platform ONE when the order is received from the reseller. Reseller order must include all associated parts.

Modernize Your Legacy Aerohive Access Points – Tech Specs

| Category | Aerohive Generation | Today's Extreme Modern AP Portfolio |
|-------------------------|--|---|
| Wi-Fi Generation | 802.11ac Wave 1/2 (Wi-Fi 5) | Wi-Fi 6E and Wi-Fi 7 (11ax/11be) |
| Radios / Streams | Dual-radio 2x2:2 to 3x3:3 (MU-MIMO on Wave 2) | Tri-radio 2x2:2 to 4x4:4; some with dedicated sensor |
| Bands | 2.4 GHz + 5 GHz only | 2.4 + 5 + 6 GHz (6E/7) |
| Max Aggregate PHY Rate | ~1.3–2.6 Gbps class | ~3.9–20 Gbps class (model-dependent) |
| Antenna Options | Mostly internal; some external SKUs (e.g., AP245X) | Internal, external, and outdoor directional options |
| IoT Radios | Limited BLE; Zigbee via accessories (varies) | Integrated BLE; dual IoT radios and sensor modes on select models |
| PoE Class | 802.3af/at | 802.3at/802.3bt (model-dependent) |
| Uplink Ethernet | 1GbE | 2.5/5/10GbE mGig (model-dependent) |
| Security Sensor Mode | Time-sliced scanning or none | Dedicated tri-frequency sensor on select APs |
| 6 GHz Outdoor (AFC) | Not applicable | Outdoor 6E with AFC/GPS on select SKUs |
| Wi-Fi 7 Features | N/A | MLO, 320 MHz channels (model-dependent) |
| Management & Automation | Older toolsets; more manual workflows | Extreme Platform ONE with AI-assisted workflows |
| Hardware / SKU Strategy | Region-specific SKUs; mixed generations | Universal Hardware + World SKU (model-dependent) |
| Outdoor Readiness | AP1130 (11ac 2x2) | IP67 Wi-Fi 6E outdoor with omni/directional options |
| Typical Outcomes | Best-effort connectivity; limited scale & insight | Higher density, lower latency, stronger security posture, simpler ops |