Solution Brief

Simplifying Secure Hybrid Work

Most networking and security teams today are challenged with the complexity of managing users across hybrid work environments, heightened by dynamic workforces and flexible working arrangements. Added to this, many still operate different networking and security systems, making management, provisioning, licencing and troubleshooting especially complex.

Running a mixture of siloed vendors and solutions for wireless networking, core network switches, NAC, internal firewalls, and remote access VPN for example poses a challenge for network admins, not only for adds move & changes but also for new service provisioning. Meanwhile, securing onsite and remote hybrid work effectively while maintaining network performance is tough, and the cost of a breach can be catastrophic.

With IT budgets and resources more limited than ever and staff at capacity, running disparate systems soon becomes inefficient and negatively impacts hybrid worker user experience.

A Better Approach

Proactive networking and security teams are seeking ways to simplify user access, make security and network management easier, and remove complexity along with the associated risk and cost.

In partnership with Extreme Networks, our view is that networking and security can no longer be managed as separate solutions. That's why Extreme Networks brings networking and security together.

Only Extreme Networks offers a unified, cloud-based solution with AI, cloud networking and security that is easy to deploy, run and evolve.

Extreme Networks makes simplifying hybrid work easy by providing secure onsite and remote access through a combined cloud NAC, and ZTNA managed from a single policy engine.

By unifying networking and security visibility and operations with simplified licencing, automated configuration, and policy remediation and enforcement, networking and security teams can save time, reduce complexity and minimise risk.

Solution Components

Universal ZTNA: The easiest, most complete network access solution, bringing the confidence of secure connections from anywhere.

ExtremeCloud IQ: A core component of Extreme's 1 Cloud, 1 Network strategy that supports access points, switches, and SD-WAN, providing unified management driven by Machine Learning (ML). Features include intuitive configuration workflows, real-time and historical monitoring, comprehensive troubleshooting, and integrated network applications.

AI Networking: Delivers enhanced capabilities to streamline daily activities and enable networking and security teams to be more proactive.

Universal Wired & Wireless: Combines the power of cloud management with next-generation switches and access points that can support multiple deployment use cases through a simple change of the software or feature set.
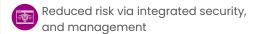
Increase flexibility and reduce hardware obsolescence by gradually adopting new technologies or changing their desired use case by changing the software or feature set and/or management system, while preserving the hardware and even the associated licences.

Why Extreme Networks?

Customers today are seeking:

- Secure access solutions for hybrid workforce and compliance
- Reduced complexity via AI, automation, unified management
- Reduced risk via integrated security, and management
- Better value for money via simplified licencing

Exclusive Networks and Extreme Networks answers these needs and more. Here are some of the additional standout benefits you experience in being an Extreme Networks partner.

Market Leading Customers: Market leaders trust Extreme. From high-profile sports leagues and global enterprises to local government and school districts, Extreme customers are harnessing the power of networking to deliver better experiences and better outcomes.

Innovation Investment: Extreme continues to invest in innovation. In recent years, they've built a Universal Platform for a Unified Wired & Wireless Portfolio, delivered the FIRST Enterprise-Grade Wi-Fi 6E access points, extended their industry-leading Fabric to the Edge, released Universal ZTNA blending NAC and ZTNA, and are taking AI Ops to the next level.

Unique Differentiator: According to Forrester Research, a single, business wide fabric will become the de facto architecture to support modern digital imperatives. As today's enterprises continue to push the boundaries of connectivity, Extreme offers the only end to end fabric, the most flexible licencing, and cloud choice. Universal Platforms, Unified Fabric, Universal Cloud, and 3rd Party Management make Extreme flexible, secure, simple, and open, increasing productivity, driving topline revenue, and reducing risk.

Extreme Academy: Extreme Academy offers a comprehensive learning journey to enhance skills and expertise in networking. With a wide range of technical courses, certifications, and free training options, Extreme Academy is committed to your success.

Partner Programme: Extreme's Ignite Partner Programme delivers Economic Benefits, through go-to-market resources and incentive programs to pre-built marketing campaigns and MDF; Enablement Benefits through innovative and engaging training paths; and Engagement Benefits with support through certifications, demo equipment, demand generation programmes and more.

Speak To Our Specialists

Get ready to securely connect everyone, everywhere. Get in touch with us and let's make networking more secure, simple, flexible and scalable for your customers.