



# WHY EXTREME NETWORKS FOR MY LYNC INFRASTRUCTURE?

# The challenges faced in a UC environment.

The Microsoft Lync environment is made up of multiple devices including mobile phones, office phones, voice mail, web conferencing, fax, email, instant messaging, and video all requiring a low latency, resilient and optimised network foundation on which to run.

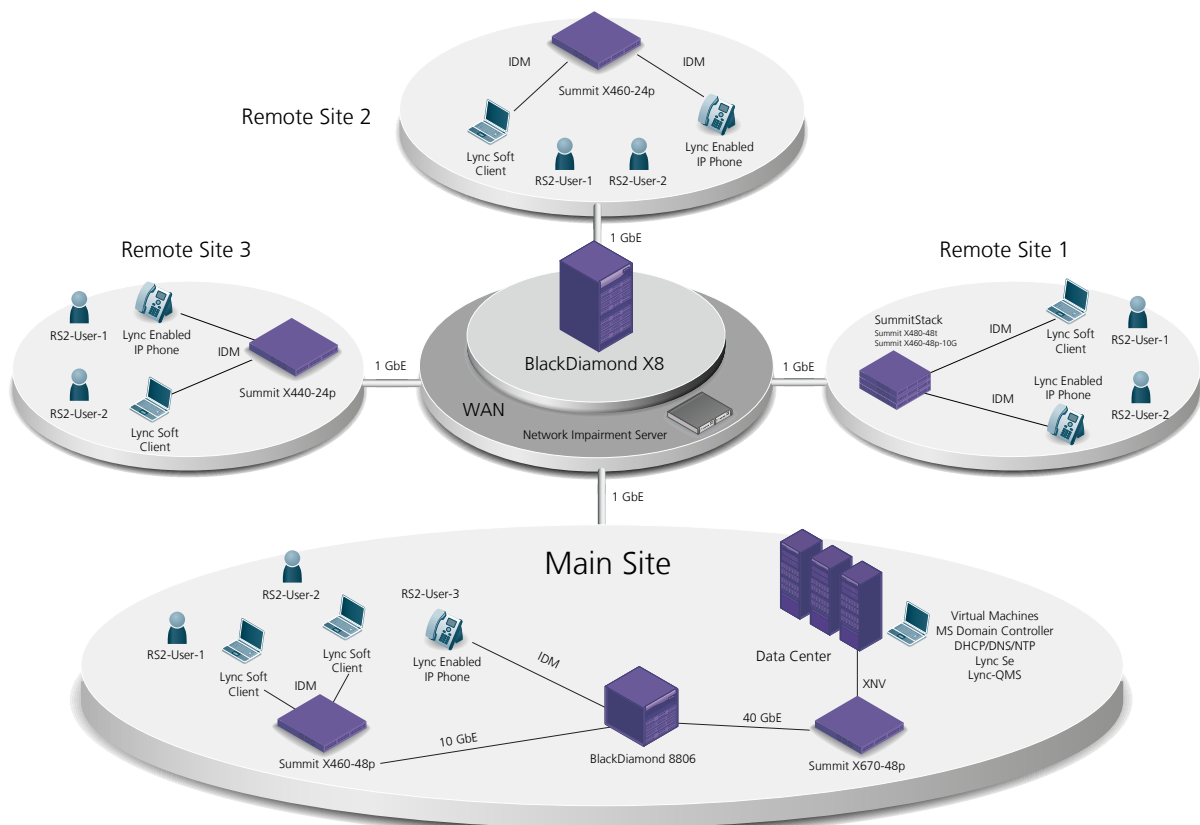
The network needs to be capable of handling increased volumes of voice, video and collaboration traffic plus scale to support growth: that's why Microsoft have certified Extreme Networks as an Infrastructure that is qualified to satisfy the unique "real-time" requirements presented by UC.

"In a recent survey, over 28% of respondents stated that their Network was not ready for Lync."

TechTarget  
Reader Survey

## WHAT MAKES EXTREME THE RIGHT NETWORK INFRASTRUCTURE CHOICE?

- **PROVEN:** Microsoft Qualified – Certified by Microsoft as a vendor of choice. Extreme Networks have undertaken a joint test programme to ensure that Extreme provides the perfect platform for Microsoft Lync.
- **CHOICE:** of connectivity, wired or wireless. A wide choice of connectivity options are offered by Extremes portfolio.
- **USER EXPERIENCE:** benefit from a high performance, network foundation that ensures endpoints, devices, and users receive a high quality experience
- **RESILIENT:** Resiliency, in the unlikely event of component or connectivity failure, a range of redundancy options, supported by a fault tolerant Extreme network which can provide a sub 50 millisecond recovery makes Extreme a great choice.
- **SCALABLE:** Extreme Networks products are designed to make expanding and scaling your business simple.
- **HIGH PERFORMANCE:** Extreme Networks provides your network with superior performance, which will cope with the throughput, providing confidence as demands on your network increase.
- **CONTROL:** Identity management, giving visibility and control over who is doing what, where, when and with which device.
- **MOBILITY:** when deploying Lync in a virtualised environment, Extreme make the management simple. With a feature called XNV, Extreme users benefit from being able to manage inventory, location history and make provisioning simple.



## INTRODUCING THE X440, READY FOR LYNC!

The Summit X440 series extends the intelligence, insight and control of Extreme Networks XOS to the edge in a compact, cost effective series of stackable switches.

- **Extreme XOS Operating System:** robust, modular operating system helps ensure uptime with process isolation, monitoring and automatic restart.
- **QoS:** advanced traffic management helps ensure quality of experience for Lync applications
- **PoE/PoE+:** connect and power your Lync devices and WiFi access points.
- **Comprehensive Security:** identity aware security allows fine grained insight and control
- **SummitStack:** reduce management overhead by combining switches into one logical unit
- **Redundant Power:** available redundant power supply contributes to better reliability



### BENEFITS FOR PARTNERS

- **Open up NEW DISCUSSIONS:** is your network ready for Lync? Will your network be able to cope with the bandwidth that video collaboration and real-time communication requires?
- **PROVEN TECHNOLOGY:** with a heritage of selling into Data Centre's and Internet Exchanges, you can be confident that Extreme Networks technology will be built to stand the toughest of tests.
- **PLUG AND PLAY:** technology allowing lower deployment costs. Features such as Universal Port allows enterprises to add new devices in a non-disruptive plug-and-play fashion. It allows dynamic configuration of voice VLANs and QoS.
- **INTIMATE:** no longer lost in the crowd, unlike other vendors, your relationship with Extreme Networks is highly valued, providing you with the support and cooperation you need to be successful.
- **Improved MARGIN retention:** an opportunity to differentiate rather than a "me too battle over price".
- **ONE STOP SHOP:** with the only Gold Certified Lync Distributor

### BENEFITS FOR END USERS

**CONFIDENCE:** that an Extreme solution will be a high scalability, lower total cost of ownership, future proofed investment.

- **TRUST:** working with a vendor you can trust.
- **LOWER TCO:** reducing your CAPEX and OPEX, energy efficient technology, support services offering real value for money, reduced management costs.
- **OPEN ARCHITECTURE:** provides confidence that the investment is interoperable with other vendor products.



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**RESILIENT, OPTIMISED, SCALABLE UC**

## **Global Headquarters**

Tarrytown, New York, USA  
Tel: +1 914 829 7000  
Fax: +1 914 829 7137  
www.westcongroup.com

## **North America**

Tarrytown, New York, USA  
+1 914 829 7000  
www.westcon.com

## **South Africa**

Johannesburg  
+27 11 233 33 33  
www.westcon.co.za

## **Brazil**

Rio De Janeiro  
+21 3535 9300  
www.westcon.com.br

## **Australia**

Canberra  
+61 2 6248 9158  
www.westcongroup.com.au

## **Austria**

**Westcon UCC**  
+49 2166 14464 150  
UCC.westcon.com

## **India**

Bangalore  
+91 80 51265151  
www.westcongroup.com

## **Indonesia**

Jakarta  
+6221 794 5301  
www.comstor-indonesia.com

## **UAE**

Dubai  
+971 4 2998860  
www.westconme.com

## **Baltics**

Vilnius  
+370 699 423 40

## **Belgium**

**Westcon UCC**  
Vilvoorde  
+32 2 401 6050  
www.westcon.be

## **Westcon Security**

Vilvoorde  
+32 2 461 01 70  
www.westconsecurity.be

## **Comstor**

Vilvoorde  
+32 2 401 6000  
www.comstor.be

## **Czech Republic**

**Comstor**  
Praha  
+420 224 267 311  
www.comstor.cz

## **Westcon UCC**

Praha  
+420 224 267 311  
www.westcon.cz

## **Denmark**

Copenhagen  
+45 44 92 86 00  
www.westcon.dk

## **Finland**

Helsinki  
+358 9 756 82 330  
www.westcon.fi

## **France**

**Westcon UCC**  
Courbevoie  
+33 1 41 18 51 00  
www.westcon.fr

## **Westcon Security**

Courbevoie  
+33 1 41 85 10 20  
www.westconsecurity.fr

## **Comstor**

Courbevoie  
+33 1 41 18 51 00  
www.comstor.fr

## **Germany**

**Westcon UCC**  
Mönchengladbach  
+49 2166 14464 150  
www.de.westcon.com

## **Westcon Security**

Unterschleißheim  
+49 89 3715642 30  
www.westconsecurity.de

## **Comstor**

Berlin  
+49 30 346 030  
www.comstor.de

## **Greece**

Athens  
+30 2107 279 094  
www.westcon.gr

## **Italy**

**Westcon UCC**  
Milano  
+39 39 607221  
www.westcon.it

## **Westcon Security**

Milano  
+39 39 607221  
www.westconsecurity.it

## **Netherlands**

**Westcon UCC**  
Houten  
+31 30 248 94 55  
www.westcon.nl

## **Westcon Security**

Houten  
+31 30 602 54 00  
www.westconsecurity.nl

## **Comstor**

Houten  
+31 30 248 95 92  
www.nl.comstor.com

## **Norway**

Oslo  
+47 67 11 87 70  
UCC.westcon.com

## **Sweden**

Malmö  
+46 40 650 82 00  
www.westcon.se

## **Spain**

**Westcon UCC**  
Madrid  
+34 91 563 92 88  
www.westcon.es

## **Comstor**

Madrid  
+34 902 00 60 60  
www.comstor.es

## **Switzerland**

**Westcon UCC**  
+49 2166 14464 150  
UCC.westcon.com

## **Portugal**

**Westcon UCC**  
+351 210 310 240  
www.westcon.es

## **Poland**

**Westcon UCC**  
+48 22 575 72 20  
www.westcon.pl

## **United Kingdom**

**Westcon UCC**  
Gatwick, Slough  
+44 845 3102456  
www.westcon.co.uk

## **Westcon Security**

Slough  
+44 845 6442564  
www.westconsecurity.co.uk

## **Comstor**

Cirencester  
+44 1285 647000  
www.comstor.co.uk

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