

Wavelink delivers Extreme Networks solutions



Wavelink, a value added distributor of enterprise mobility and unified communications solutions, today announced an agreement with US-based software-driven networking company, Extreme Networks, to be a wireless mobility specialist for Extreme Networks solutions in Australia and New Zealand.

As part of the new agreement, Wavelink will have access to Extreme Networks' full portfolio of solutions, including ExtremeWireless 802.11ac Wave 2 wireless LAN, the ExtremeSwitching range, and Extreme Networks' acclaimed suite of network software including ExtremeAnalytics, ExtremeControl, and ExtremeManagement.

Ilan Rubin, Managing Director, Wavelink, said, "This new partnership gives Wavelink the ability to provide complete end-to-end network solutions to our resellers and their customers. Our focus to date has been solely on the supply of the wireless component of the network. Now, with the addition of Extreme Networks solutions, we can deliver a number of other network components, significantly increasing the value of the solution that our partners are delivering. There is significant overlap between Wavelink's and Extreme's target vertical markets such as healthcare, education, and manufacturing, creating additional synergies. We will not only be working on developing opportunities with our existing common partners, third party suppliers and end customers, but will also be expanding the Extreme offering to new resellers and end customers.

"Extreme Networks has been doing some fantastic work with its solutions, yet it is something of a well-kept secret in the region. Wavelink aims to assist in building greater recognition for the brand locally. We look forward to working closely with Extreme Networks' strong local and regional teams to make this happen."

John Boladian, Director of Channel Sales and Alliances, APAC, Extreme Networks, said,

"Extreme is thrilled to partner with Wavelink in a joint effort to grow the wireless voice and unified communications market in Australia and New Zealand. Wavelink shares Extreme's dedication to growth and performance, as well as its passion for delivering seamless networking solutions across healthcare, education and manufacturing sectors. This partnership not only serves to deliver end-to-end networking solutions to Wavelink's customers and resellers, but also to foster strong relationships with their channel partners through Extreme's full portfolio of services." -ENDS-

About Wavelink

Wavelink specialises in the supply, marketing and support of a range of leading edge Enterprise Mobility and UC Solutions. Wavelink distributes a range of products from Spectralink, Fortinet, Extreme Networks, Digium, Lightspeed, Polycom and Purple WiFi. For more information please contact Wavelink on 1300 147 000.

About Extreme Networks

Extreme Networks, Inc. (EXTR) delivers software-driven networking solutions that help IT departments everywhere deliver the ultimate business outcome: stronger connections with customers, partners and employees. Wired to wireless, desktop to datacenter, we go to extreme measures for our 20,000-plus customers in more than 80 countries, delivering 100% insourced support to organizations large and small, including some of the world's leading names in business, education, government, healthcare, manufacturing and hospitality. Founded in 1996, Extreme is headquartered in San Jose, California. For more information, visit Extreme's website or call 1-888-257-3000.

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