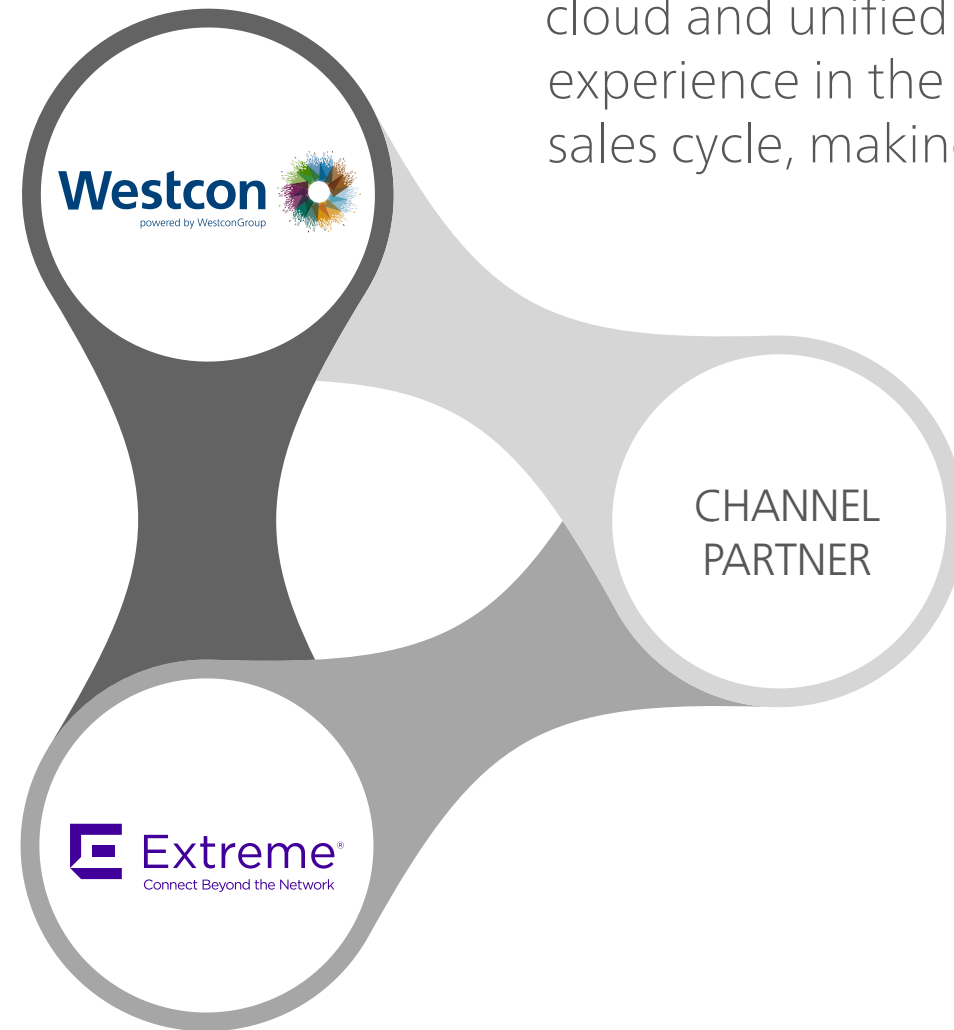


Westcon and Extreme Networks

A partnership focused on *your* success

Westcon is a value-added distributor of industry-leading technology in security, networking, data centre, cloud and unified communications & collaboration (UCC) solutions. Our resellers benefit from our 30 years' experience in the channel providing strategic support and a consultative approach through every aspect of the sales cycle, making them more competitive.



Dedicated account Management

- Ensuring you have access to the full range of support and resources available
- Expert advice and assistance on developing market opportunities and your pipeline
- End-to-end account management
- Regular product and pricing updates

Financial services

- Flexible credit facilities
- Solid financial backing, even for the largest deals
- Ability to trade in multiple currencies

Pre-Sales Support

- System design validation and pricing support
- Advice for complex and multi-vendor solutions
- Customer presentations and solution demos


Supply Chain and Professional Services

- Local to global supply chain management
- Integration services (tagging, component assembly, firmware updates, configuration)
- Reverse logistics
- Wireless surveys
- Network assessments

Sales and technical training

- Comprehensive and hands-on approach
- Certification support
- Bespoke courses available on request

Marketing

- Data and demand generation services
- Extensive [collateral library](#) 
- Business planning workshops on request

We play an integral part in Extreme Networks' go-to-market strategy and supply chain, ensuring resellers get the highest levels of support to maximise profitability.

Why choose Westcon?



NUMBER 1 EXTREME NETWORKS DISTRIBUTOR

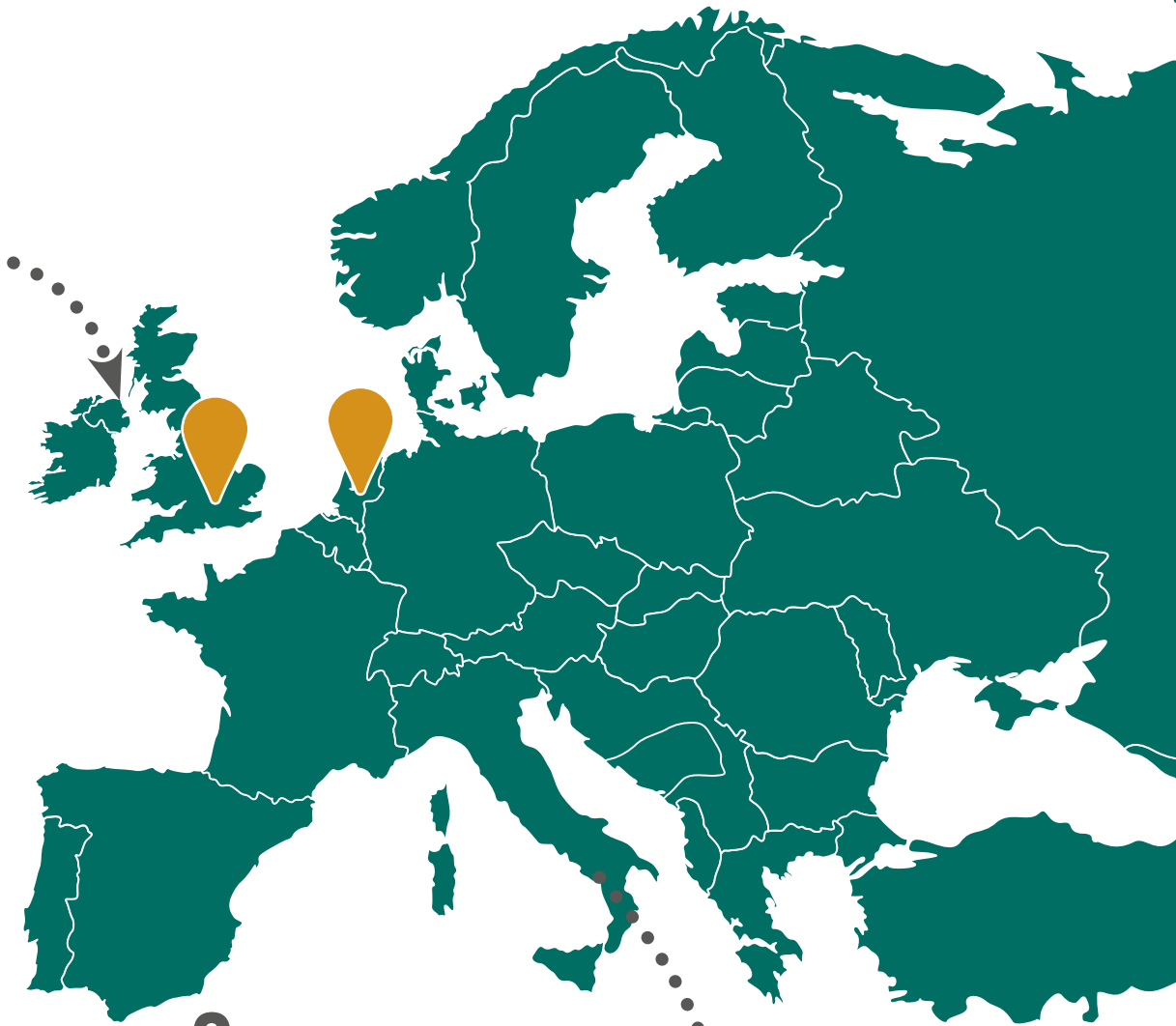
out of 24 Extreme Networks distributors in Europe



100,000+ UNITS SHIPPED
in 2015



HOLDING 50% OF THE STOCK
available from distribution in Europe
across 2 warehouses



2 LOGISTICS CENTRES

DELIVERING ON KEY GROWTH AREAS



+300% growth in ExtremeWireless
sales in FY16 vs FY15

X5



increase in revenue
from Extreme software-driven
solutions such as ExtremeAnalytics

KEY VERTICAL MARKETS



EDUCATION

HOSPITALITY



HEALTHCARE



MANUFACTURING

Everything you need for demos and proofs of concept

The **Demo Pool*** initiative from Westcon enables Extreme partners to have access to both Extreme wired and wireless solutions on a **30-day equipment loan basis**.

The equipment can be used to perform demonstrations or build proof of concept solutions for specific customer requirements.



The **LEAP Centre*** is a professionally-managed service from Westcon which brings together **live multi-vendor deployments into one convenient location**.

LEARN: An ideal learning environment to expand expertise in creating complete solutions

EXPERIENCE: A place to touch, experience, test and learn about UCC technologies

ARCHITECT: A place to define customer requirements and build the right tailored solution

PLAN: From concept through to post-sales support

About Westcon and the UCC practice

By partnering with Westcon, you will have access to our portfolio of category-leading vendors as well as in-depth commercial and technical support from the Westcon team throughout the sales cycle.

We are here to help you anticipate and maximise opportunities in the UCC market as they arise, understand your goals and help you improve your skills, increase sales, reduce costs, and accelerate your return on investment.

Contact us

All our contact details are listed on our website:

<http://www.westcongroup.com/content/locations/country-locations>

Our success is ultimately built on **your success**.

**Check with your account manager for availability in your country*