

# Sichere Netzwerk Infrastruktur

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# Extreme Networks At a Glance



Founded in 1996 in   
SILICON VALLEY, CA

 **\$1B+**  
In Annual  
Revenue

 **#2**  
Cloud-Managed  
Network Solution

 **2,600**  
Employees

More Than  
**50,000**  
Customers

Gartner Peer Insights  
Customers' Choice

**WINNER** 

More Than  
**80**  
Countries 

 **100%**  
Insourced  
Service and  
Support backing  
up 9,000 partners

**The Infinite Enterprise**



# DIGITAL TRANSFORMATION

The background features a dark purple gradient with abstract digital network elements. On the right side, there is a complex network of interconnected nodes and lines forming a globe-like structure. Several curved lines with circular nodes at their ends sweep across the scene from the bottom left towards the top right, creating a sense of motion and connectivity.

# Real-world Enterprise Needs



## 5 years to digitize or fail

Biz leaders: Those who don't digitalize quickly are doomed<sup>1</sup>



### 54%

IT environments are more complex than two years ago<sup>2</sup>



### 82%

Of biz leaders will continue employee remote work<sup>3</sup>

IT skills shortage:



### 93%

Mid-market, global orgs have IT skills shortage<sup>2</sup>



### 3/4 biz leaders

Say digital capabilities helped with pandemic challenges<sup>1</sup>



### 1/3

Of all workers worldwide will work remotely at times in 2022<sup>4</sup>

<sup>1</sup>Deloitte, April 2021 <https://www2.deloitte.com/us/en/insights/topics/digital-transformation/digital-acceleration-in-a-changing-world.html>

<sup>2</sup>ESG, August 2021 <https://www.esg-global.com/research/esg-master-survey-results-network-modernization-trends> <sup>3</sup>Deloitte, April 2021 <https://www2.deloitte.com/us/en/insights/topics/digital-transformation/digital-acceleration-in-a-changing-world.html>

<sup>3</sup>Gartner <https://www.gartner.com/en/newsroom/press-releases/2020-07-14-gartner-survey-reveals-82-percent-of-company-leaders-plan-to-allow-employees-to-work-remotely-some-of-the-time>

<sup>4</sup>Gartner <https://www.gartner.com/en/newsroom/press-releases/2021-06-22-gartner-forecasts-51-percent-of-global-knowledge-workers-will-be-remote-by-2021>

# AND CONTINUES WITH RELENTLESS EXECUTION



## Extreme's Commitment to Customers



Reduce Complexity



Deliver Trust



Your way, at your pace

## Extreme's Vision for the Enterprise



**Infinitely Distributed**

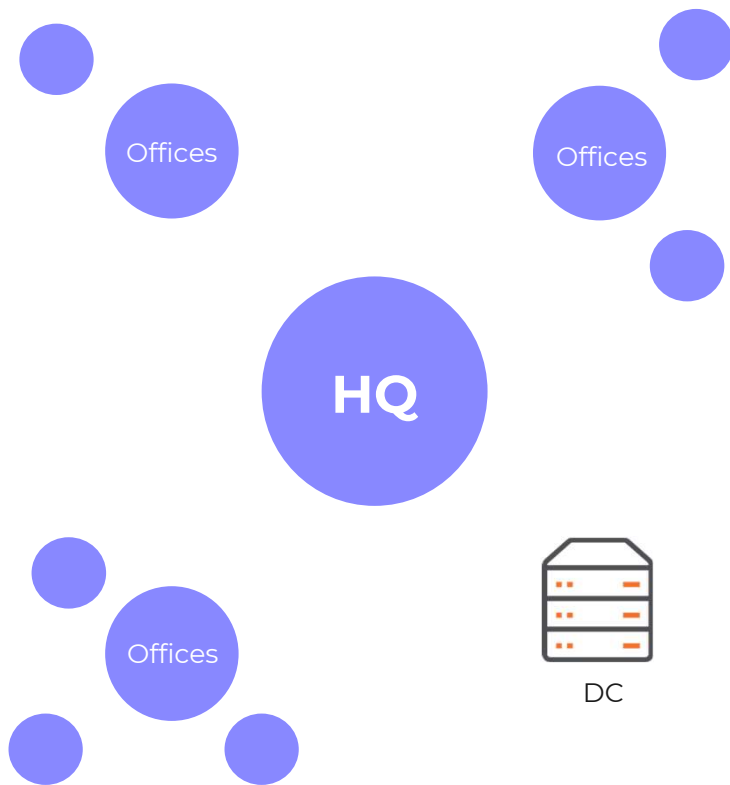
**1 Network**

# The Infinite Enterprise

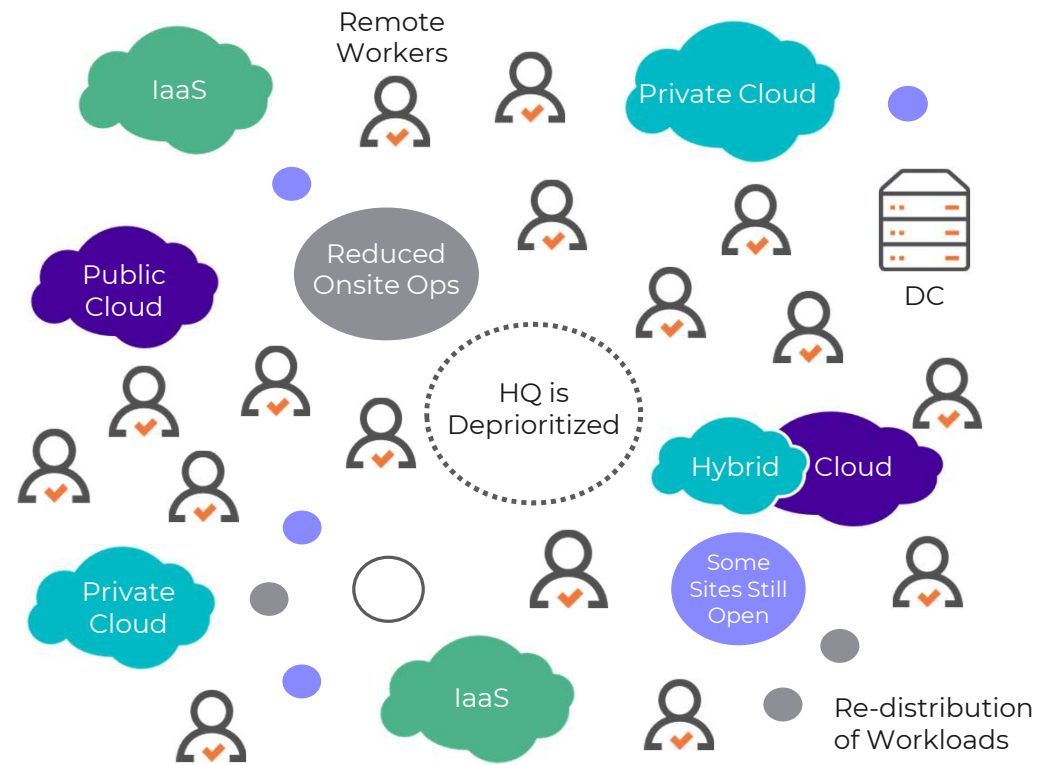
Where is the perimeter?



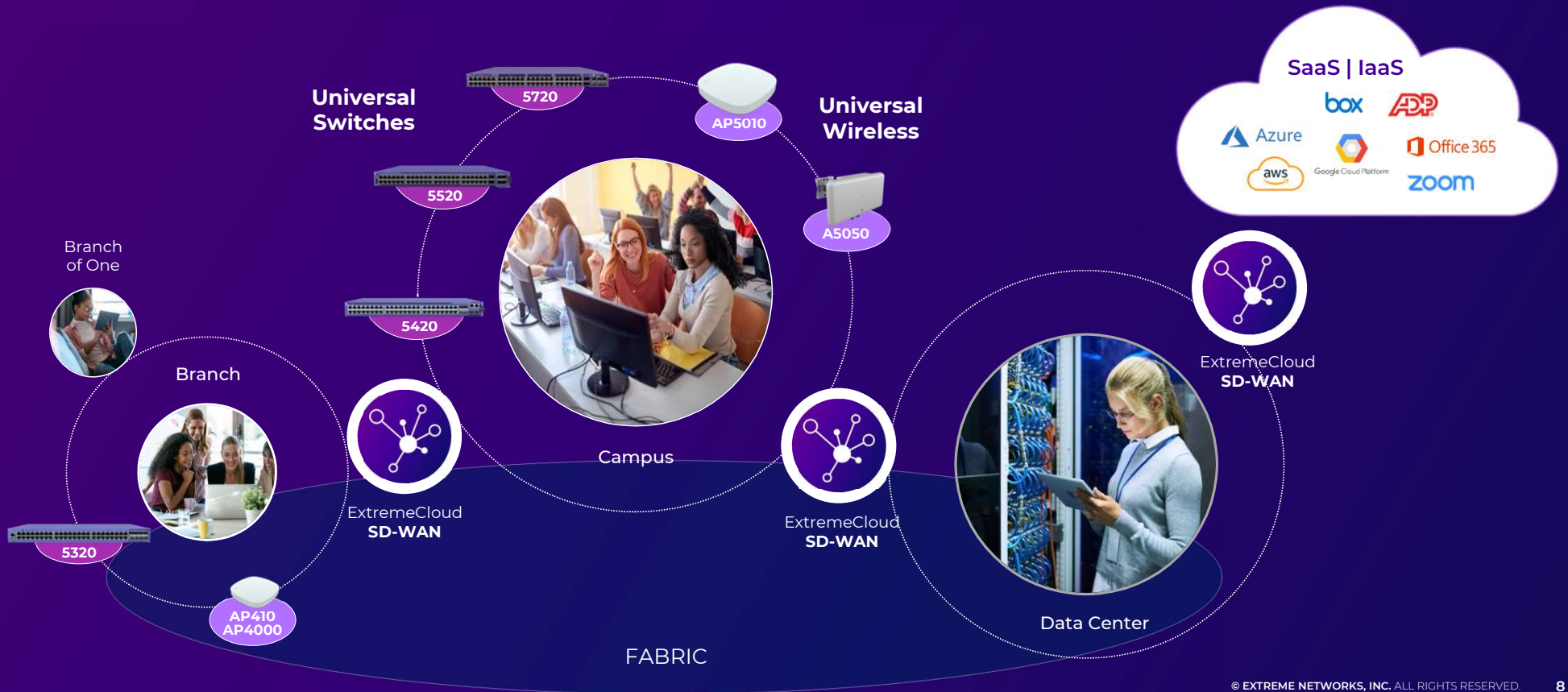
## Past: HQ, DC, Sites



## Now: The Infinite Edge



# 1 Network Connects Everyone, Everywhere – Securely and At Scale

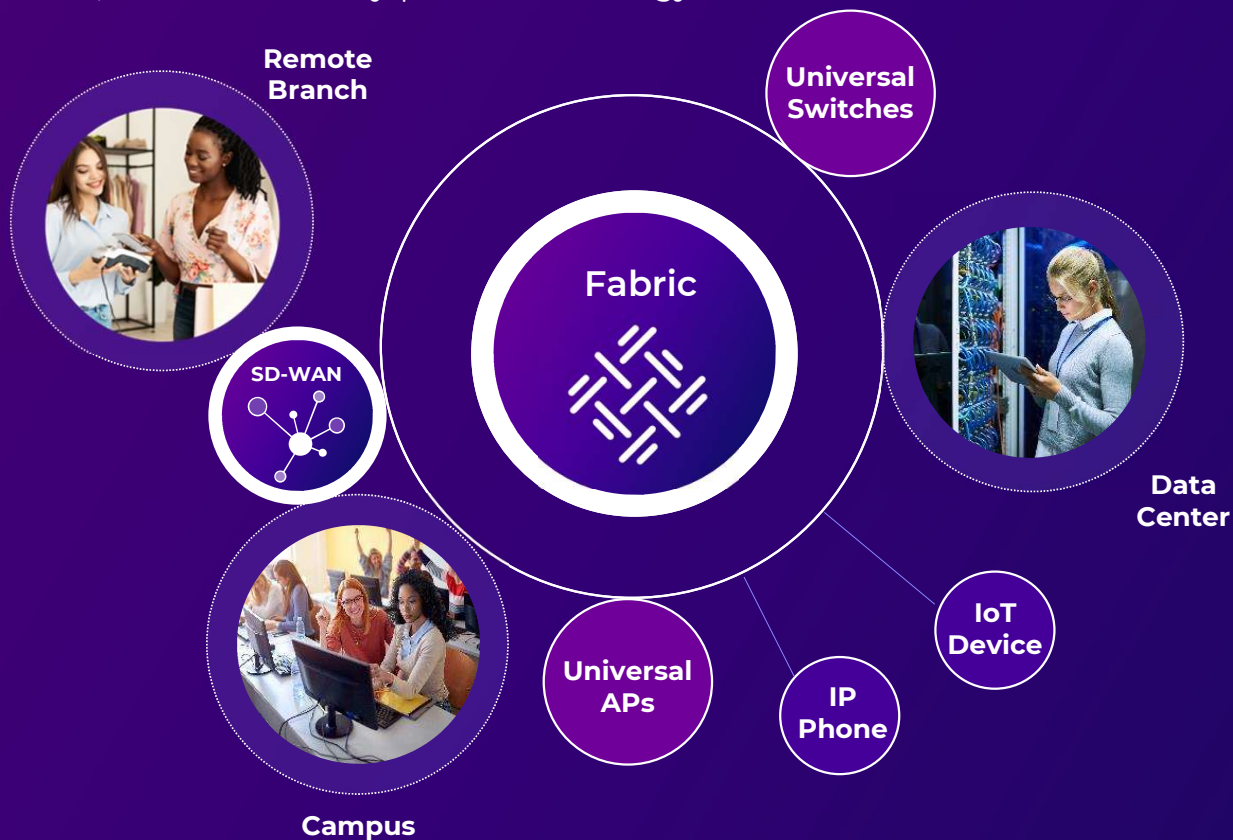




# Fabric Ties Together 1 Network – Reduces Risk, Simplifies Operations



Network automation that unifies and secures your network, based on industry-proven technology



## Unified

- Highly scalable across **data center, campus, branch**
- Wired, wireless, SD-WAN, 3<sup>rd</sup> party devices
- IEEE 802.1Q - based

## Automated

- **Instant setup**
- 11x faster time to service
- 7x better time to repair

## Secure

- **Hyper-segmentation** blocks lateral movement
- MACsec compatible
- Unbreachable in hackathon events

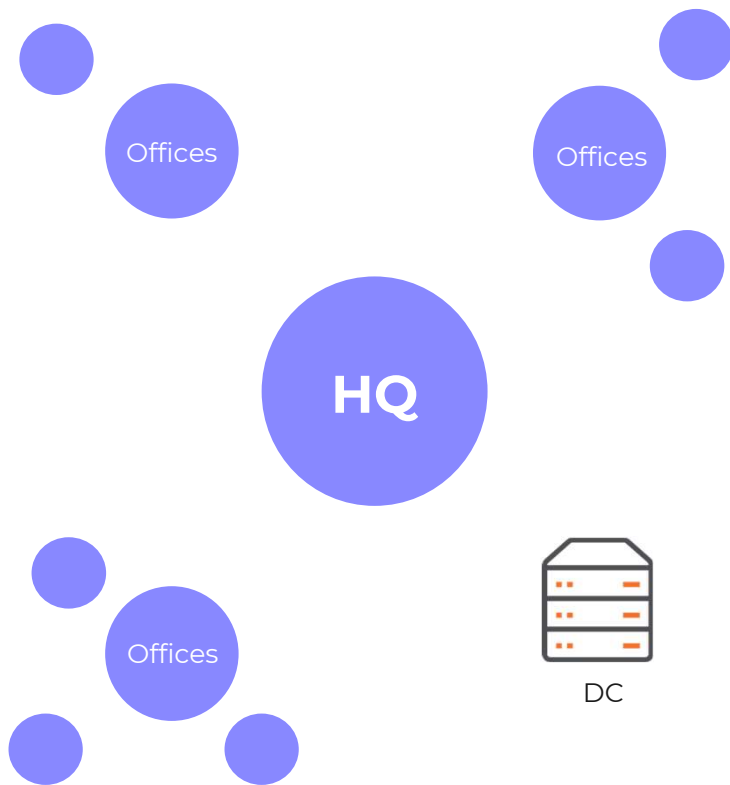
**Most widely deployed campus fabric with 5,000 customer fabrics in place!**

# The Infinite Enterprise

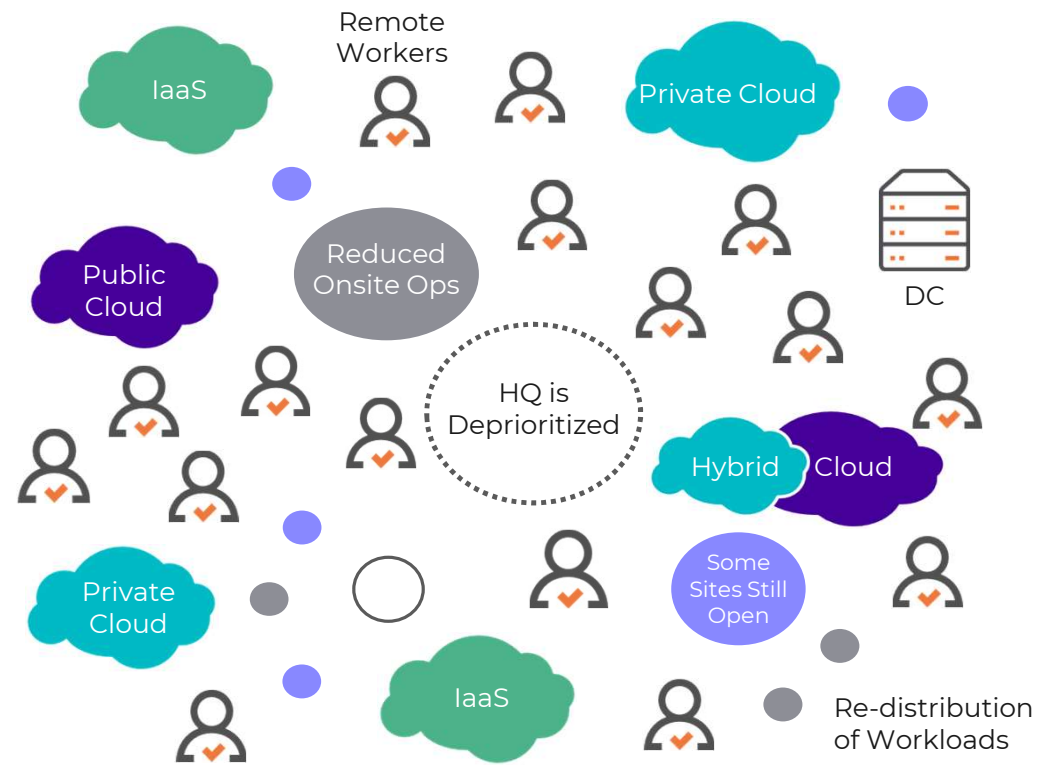
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## Past: HQ, DC, Sites



## Now: The Infinite Edge



## De-Perimeterization and its impact



... the way security is organized as a series of walls or layers around an organization's private network perimeters and boundaries will need to change radically



Maintaining Information security at the boundaries of an organization have become unworkable

# The Need for a Zero Trust Architecture



Zero trust moves defenses ....  
**to focus on users, assets, and resources**

- NIST<sup>1</sup>

- Zero trust assumes no implicit trust granted to assets or user accounts
- A Zero Trust access architecture creates context-based access control to applications which can't be discovered by the user unless "published" explicitly to them

<sup>1</sup>[SP 800-207 Zero Trust Architecture](#)

# 2022

The year supply chain ransomware attacks are going to peak  
([eSecurity Planet](#))



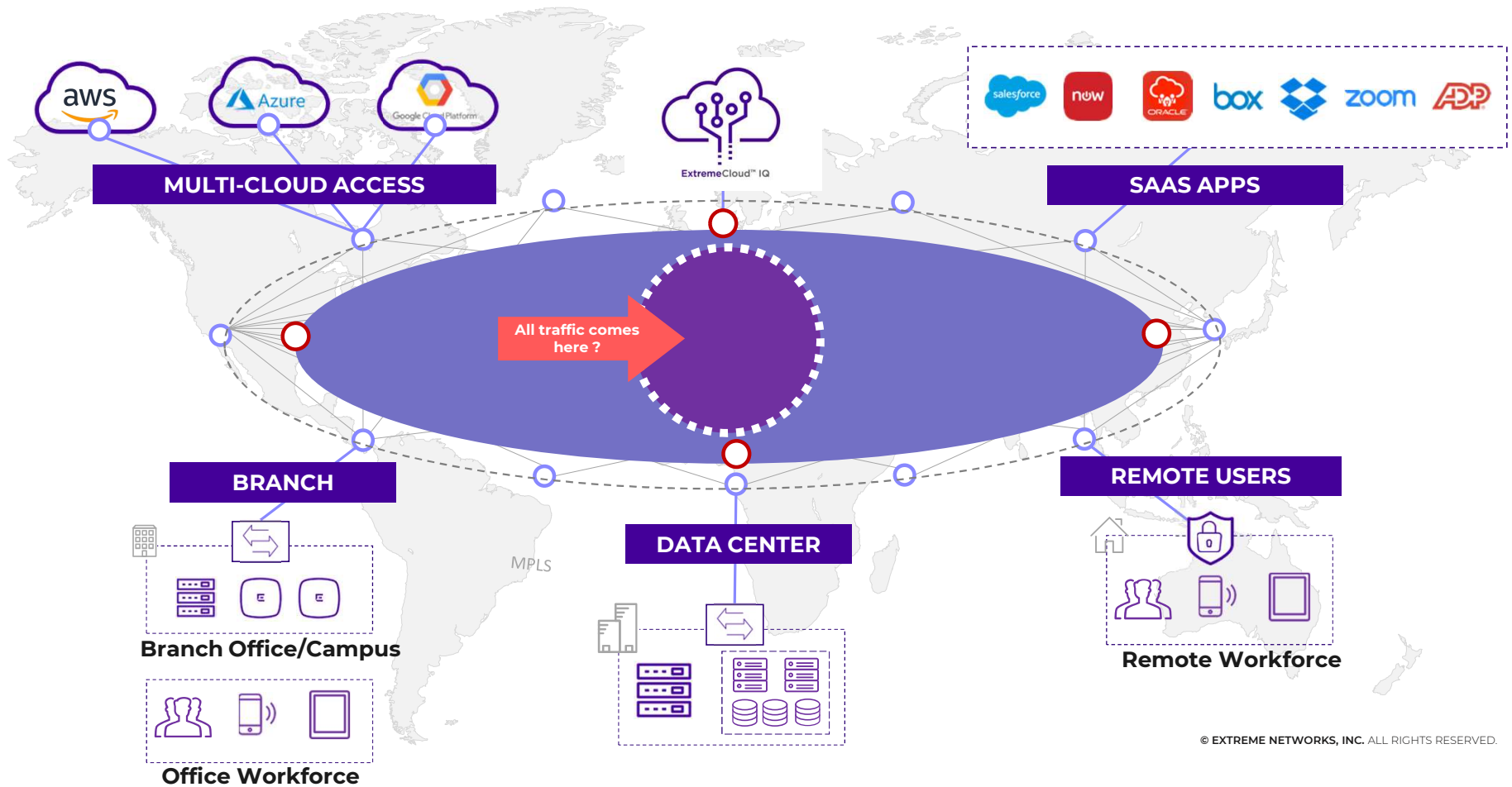
# 20%

of companies faced a security breach because of a remote worker.  
([The Malwarebytes](#))



More than  
**90%**  
of cyber attacks begin as spear phishing emails.  
(Trend Micro)

# Zero Trust Security: From Anywhere to Anywhere



## What Zero Trust Can Do



It reduces your attack surface and “blast” radius



Is more effective than traditional VPN technologies



Implements a least privilege approach



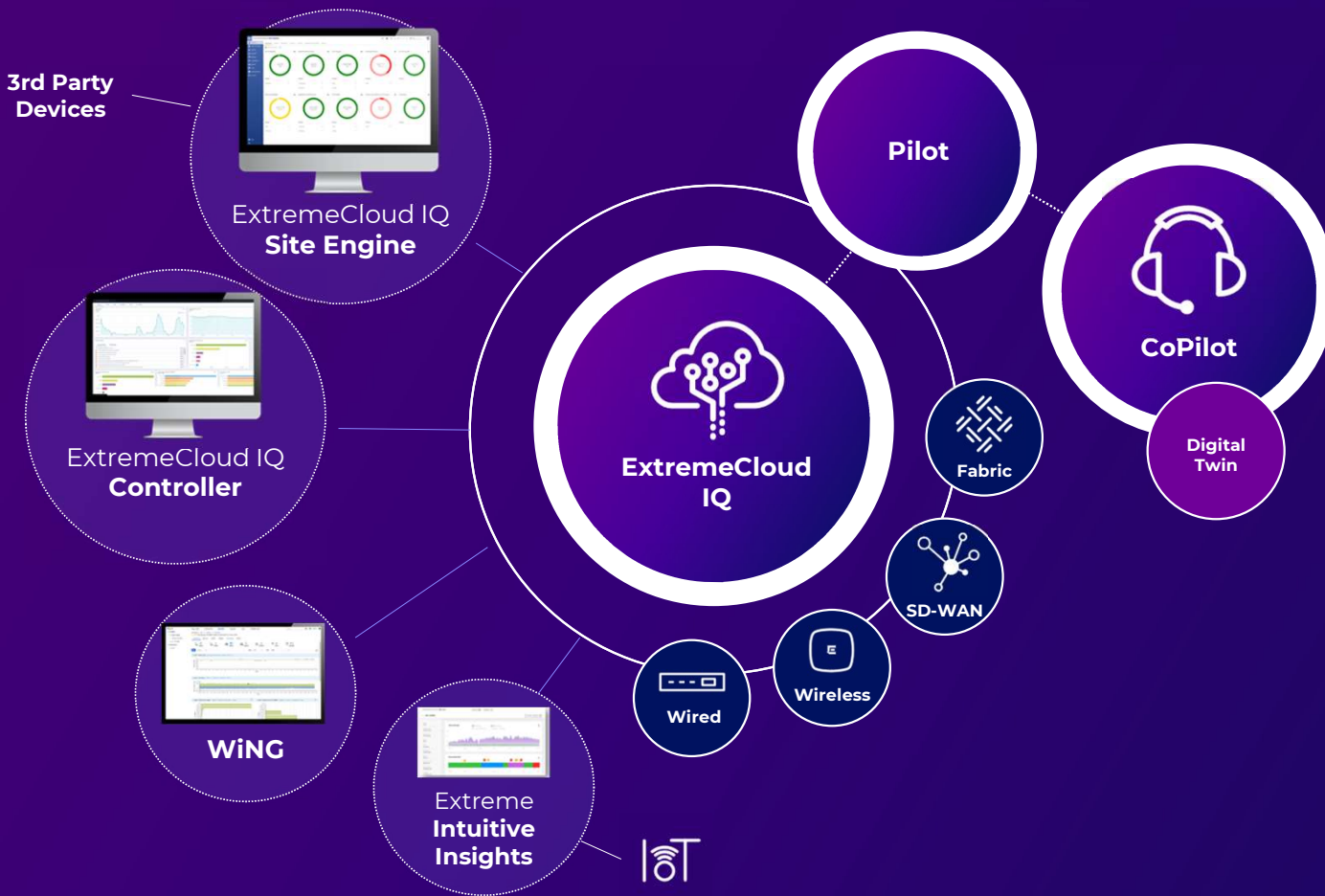
Allows you to get insured

# 1 Cloud Manages Everything with Intelligence at Scale





# ExtremeCloud: Managing 1 Network from 1 Cloud



## Unified

- Manage all your devices (Extreme cloud-enabled, non-cloud Extreme, 3rd party, and IoT)
- End-to-end management of wireless, switching, and SD-WAN

## Automated

- Actionable, Explainable AI insights and recommendations to proactively improve network & client performance
- Simplified cloud migration

## Secure

- AIOps solution that is ISO 27001/27701/17017-certified, SOC2 & CSA certified, GDPR compliant

# ExtremeCloud IQ CoPilot Raises Bar for AIOps, Reduces MTTR



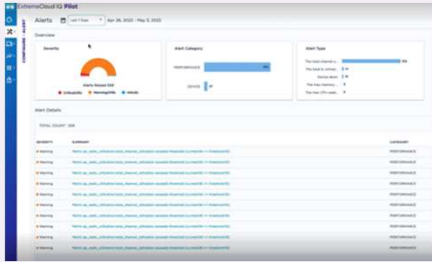
## Identify

## Know

## Fix

## Validate

### Alarms and Events



### Client Experience



### Explainable ML

Wi-Fi Capacity Anomaly - How to Address It?

RELATED KNOWLEDGE BASE ARTICLES

- Wi-Fi Capacity - Poor Performance due to clients associated with low SNR
- Wi-Fi Capacity - Poor Performance due to low basic rates
- Wi-Fi Capacity - Poor Performance due to RF interference
- Wi-Fi Capacity - Poor Performance due to too many clients

### Digital Twin



Validate a new platform, the OS, the config change within a safe sandbox environment

### MobileApp Companion



### Anomalies

Impact Levels: ● ● ● Pin Issue

AP250\_RV 2.4 GHz Channel: 6 Medium

Last Detected: May 14 2022

**ISSUE**  
AP250\_RV is nearing its wireless capacity on channel 6 in 2.4GHz due to high airtime utilization by few clients.

**Recommended Actions**  
A low number of clients is causing high airtime utilization. Check your data rate configurations and consider enabling probe request suppression to prevent clients with low SNR from connecting to this AP.

— Total Channel Utilization — Upload  
— Download — Interference  
● Client Count

### Case Management

Open A Support Ticket

Anomaly ●

AP-07 is displaying an unusual data rate and packet error rate which indicates issues with client communication... [show more](#)

Attach Technical Support Logs Upload Additional Files

Comments Max size allowed: 20MB

DEVICE\_NAME (AP-07)

Add a comment

Email me a copy of the ticket

Notify Third Party

Add Email Address(es)

Cancel Send

Unmatched Multi-Cloud

Unmatched Data-Privacy & Security

Explainable ML Approach

# The clouds we build on



## Three tier-1 cloud providers

- AWS
- GCP
- Azure

## Shared responsibility models

### Cloud Responsibility

- Physical security, hosts, virtualization and underlying OSes, cloud network, storage, IAM, platform services, etc

### App Provider (Extreme) Responsibility

- Customer data, application software, app platform, app IAM, client-side connectivity into cloud, and configuration of OS, network, and security services

## Cloud Operator Compliance

- ✓ SOC 1, 2, & 3
- ✓ ISO 9001, 27001, 27017, 27701
- ✓ CSA STAR SECURITY CONTROLS
- ✓ GDPR, PCI, HIPAA
- ✓ DOD, FIPS, C5, ASIP, FISC, NIST, and more!!

# Transforming Into An Infinite Enterprise While Reducing Costs, Simplifying Operations





ADVANCE  
WITH US™