Open Books Announcement

Industrial Ethernet Switches
ISW Series – New Models

Extreme Networks® is pleased to announce the addition of two new models to the ISW Series of Industrial Ethernet Switches. These two new switch models along with a higher capacity power supply are now available for ordering.

The ISW family of ruggedized Layer 2 switches are designed to operate under harsh environments and extended temperature conditions, including intelligent transportation systems, utilities, smart cities and manufacturing floors. The ISW series offer industry's highest PoE power (up to 90W per port on some models) to meet the performance needed for today's power-hungry surveillance devices, WLAN access points and sensors. Extreme's Industrial Switches are available in six model variants to address a range of industrial environments and use cases.

The two new ISW models provide four 10G uplinks and eight or 24 1G access ports depending on the model:

1. 28-Port ISW Industrial Ethernet Switch. 12 x 10/100/1000Base-T uPoE (90W) ports, 12 x 10/100/1000Base-T PoE+ (30W) ports and 4 x 10Gbase-X SFP+ ports
2. 12-Port ISW Industrial Ethernet Switch. 4 x 10/100/1000BaseT uPoE (90W) ports, 4 x Combo Ports supporting either 4 x 10/100/1000BaseT uPoE (90W) ports OR 4 x 1000Base-X (SFP) ports, plus 4 x 10GBASE-X SFP+ ports
3. ISW AC-DC Power Supply. 960W Output DIN Rail – 30 - 70C

Highlights of the new models:
- 90W PoE per port with a PoE budget of 720W (28-port model) or 360W (12-port model)

- 4 x 10GBase-X SFP+ uplinks

- Dual redundant DC power inputs and reverse power protection

- Fanless cooling

- Rugged IP30 Enclosure

- DIN Rail or Wall Mountable (12-port model)

- 1RU 19" Rackmount (28-port model)

- Fabric Attach for secure, automated connection to Extreme Fabric Connect services

Ordering Information

Part Number	Product Description
ISW-12W-12P-4X	28-Port ISW Industrial Ethernet Switch 12 10/100/1000BASE-T 90W PoE ports, 12 10/100/1000BASE-T 30W PoE ports, plus 4 10GBASE-X SFP+ ports, Operating Temp -40C - +75C, dual DC power inputs, fanless, 1RU
ISW-4W-4WS-4X	12-Port ISW Industrial Ethernet Switch 4 10/100/1000BASE-T 90W PoE ports, 4 combo ports supporting either 4 10/100/1000BASE-T 90W PoE OR 4 1000BASE-X (SFP), plus 4 10GBASE-X SFP+ ports, Oper Temp -40C - +75C, dual DC power inputs, fanless
Accessories	
ISW-AC-DC-PS-960W	ISW AC-DC Power Supply 960W Output DIN Rail – 30 - 70C

The two new ISW SKUs are supported by the existing power supply SKUs:
- 16920 – IS AC-DC Power Supply 480W Output DIN Rail – 25 - 70C
- 16807 – IS AC-DC Power Supply 240W Output DIN Rail – 25 - 70C

Pricing

Part Number / SKU	Discount Category	List Price (USD)				
		US	CAN	LATAM	EMEA	APAC
ISW-12W-12P-4X	B	$11,995	$11,995	$11,995	$12,595	$13,195
ISW-4W-4WS-4X	B	$6,495	$6,495	$6,495	$6,820	$7,145
ISW-AC-DC-PS-960W	B	$2,495	$2,495	$2,495	$2,620	$2,745

Service Ordering Information

The following table lists the Services Pricing for the ISW-4W-4WS-4X and the ISW-12W-12P-4X. All prices are in $USD:

Service Part Number	Service Name	Product Part Number	US List Price	CAN List Price	EMEA List Price	LATAM List Price	APAC List Price
97000-ISW-4W-4WS-4X	EW TAC & OS ISW-4W-4WS-4X	ISW-4W-4WS-4X	$303	$303	$348	$355	$333
97004-ISW-4W-4WS-4X	EW NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$403	$403	$463	$472	$443
97304-ISW-4W-4WS-4X	EW Edu NBD PartOnly ISW-4W-4WS-4X	ISW-4W-4WS-4X	$100				
97007-ISW-4W-4WS-4X	EW 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$645	$645	$742	$755	$710

97011-ISW-4W-4WS-4X	EW NBD ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$504	$504	$580	$590	$554
97008-ISW-4W-4WS-4X	EW 4HR ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$806	$806	$927	$943	$887
97404-ISW-4W-4WS-4X	EW MonitorPLS NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$866	$866	$996	$1,013	$952
97407-ISW-4W-4WS-4X	EW MonitorPLS 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,108	$1,108	$1,274	$1,296	$1,219
97411-ISW-4W-4WS-4X	EW MonitorPLS NBDOnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$967	$967	$1,112	$1,131	$1,064
97408-ISW-4W-4WS-4X	EW MonitorPLS 4HROnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,269	$1,269	$1,459	$1,485	$1,396
97504-ISW-4W-4WS-4X	EW ResponsePLS NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,212	$1,212	$1,394	$1,418	$1,333
97507-ISW-4W-4WS-4X	EW ResponsePLS 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,454	$1,454	$1,672	$1,701	$1,600
97511-ISW-4W-4WS-4X	EW ResponsPLS NBDOnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,313	$1,313	$1,510	$1,536	$1,444
97508-ISW-4W-4WS-4X	EW ResponsPLS 4HROnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,615	$1,615	$1,857	$1,890	$1,777
98000-ISW-4W-4WS-4X	EWP Premier TAC & OS ISW-4W-4WS-4X	ISW-4W-4WS-4X	$424	$424	$487	$496	$466
98004-ISW-4W-4WS-4X	EWP Premier NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$524	$524	$602	$613	$576
98007-ISW-4W-4WS-4X	EWP Premier 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$766	$766	$881	$896	$842
98011-ISW-4W-4WS-4X	EWP Premier NBD ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$625	$625	$719	$731	$687
98008-ISW-4W-4WS-4X	EWP Premier 4HR ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$927	$927	$1,066	$1,084	$1,020
98504-ISW-4W-4WS-4X	EWPP PremierPLS NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,333	$1,333	$1,533	$1,560	$1,466
98507-ISW-4W-4WS-4X	EWPP PremierPLS 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,575	$1,575	$1,811	$1,843	$1,733
98511-ISW-4W-4WS-4X	EWPP PremeirPLSNBDOnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,434	$1,434	$1,649	$1,678	$1,577
98508-ISW-4W-4WS-4X	EWPP PremierPLS4HROnsite ISW-4W-4WS-4X	ISW-4W-4WS-4X	$1,736	$1,736	$1,996	$2,031	$1,910
95600-ISW-4W-4WS-4X	PWP TAC & OS ISW-4W-4WS-4X	ISW-4W-4WS-4X	$303	$303	$348	$355	$333
95504-ISW-4W-4WS-4X	PW NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$403	$403	$463	$472	$443
95507-ISW-4W-4WS-4X	PW 4HR AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$645	$645	$742	$755	$710
95511-ISW-4W-4WS-4X	PW NBD ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$504	$504	$580	$590	$554
95508-ISW-4W-4WS-4X	PW 4HR ONSITE ISW-4W-4WS-4X	ISW-4W-4WS-4X	$806	$806	$927	$943	$887
95604-ISW-4W-4WS-4X	PWP NBD AHR ISW-4W-4WS-4X	ISW-4W-4WS-4X	$403	$403	$463	$472	$443
SECUPLIFT-ISW-4W-4WS-4X	SECUPLIFT SER ISW-4W-4WS-4X	ISW-4W-4WS-4X	$75	$75	$86	$88	$83
97000-ISW-12W-12P-4X	EW TAC & OS ISW-12W-12P-4X	ISW-12W-12P-4X	$475	$475	$546	$556	$523
97004-ISW-12W-12P-4X	EW NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$636	$636	$731	$744	$700
97304-ISW-12W-12P-4X	EW Edu NBD PartOnly ISW-12W-12P-4X	ISW-12W-12P-4X	$161				
97007-ISW-12W-12P-4X	EW 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,017	$1,017	$1,170	$1,190	$1,119
97011-ISW-12W-12P-4X	EW NBD ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$794	$794	$913	$929	$873
97008-ISW-12W-12P-4X	EW 4HR ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$1,269	$1,269	$1,459	$1,485	$1,396
97404-ISW-12W-12P-4X	EW MonitorPLS NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,099	$1,099	$1,264	$1,286	$1,209
97407-ISW-12W-12P-4X	EW MonitorPLS 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,480	$1,480	$1,702	$1,731	$1,628

97411-ISW-12W-12P-4X	EW MonitorPLS NBDOnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$1,257	$1,257	$1,445	$1,471	$1,383
97408-ISW-12W-12P-4X	EW MonitorPLS 4HROnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$1,732	$1,732	$1,992	$2,026	$1,905
97504-ISW-12W-12P-4X	EW ResponsePLS NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,445	$1,445	$1,662	$1,691	$1,590
97507-ISW-12W-12P-4X	EW ResponsePLS 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,826	$1,826	$2,100	$2,137	$2,009
97511-ISW-12W-12P-4X	EW ResponsPLS NBDOnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$1,603	$1,603	$1,844	$1,876	$1,763
97508-ISW-12W-12P-4X	EW ResponsPLS 4HROnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$2,078	$2,078	$2,390	$2,431	$2,286
98000-ISW-12W-12P-4X	EWP Premier TAC & OS ISW-12W-12P-4X	ISW-12W-12P-4X	$666	$666	$766	$779	$732
98004-ISW-12W-12P-4X	EWP Premier NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$827	$827	$951	$967	$909
98007-ISW-12W-12P-4X	EWP Premier 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,208	$1,208	$1,389	$1,413	$1,329
98011-ISW-12W-12P-4X	EWP Premier NBD ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$985	$985	$1,133	$1,152	$1,083
98008-ISW-12W-12P-4X	EWP Premier 4HR ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$1,460	$1,460	$1,679	$1,708	$1,606
98504-ISW-12W-12P-4X	EWPP PremierPLS NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$827	$827	$951	$967	$909
98507-ISW-12W-12P-4X	EWPP PremierPLS 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,208	$1,208	$1,389	$1,413	$1,329
98511-ISW-12W-12P-4X	EWPP PremeirPLSNBDOnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$985	$985	$1,133	$1,152	$1,083
98508-ISW-12W-12P-4X	EWPP PremierPLS4HROnsite ISW-12W-12P-4X	ISW-12W-12P-4X	$1,460	$1,460	$1,679	$1,708	$1,606
95600-ISW-12W-12P-4X	PWP TAC & OS ISW-12W-12P-4X	ISW-12W-12P-4X	$475	$475	$546	$556	$523
95504-ISW-12W-12P-4X	PW NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$636	$636	$731	$744	$700
95507-ISW-12W-12P-4X	PW 4HR AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$1,017	$1,017	$1,170	$1,190	$1,119
95511-ISW-12W-12P-4X	PW NBD ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$794	$794	$913	$929	$873
95508-ISW-12W-12P-4X	PW 4HR ONSITE ISW-12W-12P-4X	ISW-12W-12P-4X	$1,269	$1,269	$1,459	$1,485	$1,396
95604-ISW-12W-12P-4X	PWP NBD AHR ISW-12W-12P-4X	ISW-12W-12P-4X	$636	$636	$731	$744	$700
SECUPLIFT-ISW-12W-12P-4X	SECUPLIFT SER ISW-12W-12P-4X	ISW-12W-12P-4X	$150	$150	$173	$176	$165

Schedule

The current schedule is below.

- Open Books : Oct 1st, 2022
- Price List Update : Oct 1st, 2022
- Target General Availability : Q1 Calendar Year 2023

Contact Information

For questions regarding the ISW family of switches described in this announcement and any technical collateral, please contact your account manager.

For questions regarding Services for the ISW series described in this announcement please contact:

- Services – servicemarketing@extremenetworks.com

Terms and Conditions:

- All terms and conditions of sale shall be governed by the Customer's (or, where applicable, Channel Partner's) applicable agreement or Extreme's Standard Terms and Conditions of Sale and Services in the absence of such a written agreement.
- Valid and existing contractual discounts, if any, will continue to apply where applicable.

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