

Portable Branch Office Kit Introduction

March, 2020

Camille Campbell

CONFIDENTIAL. ©2020 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED.

The Pressing Need for Teleworker / Telelearner Capabilities and Remote Office Connectivity

- Business are currently focused on Business Continuity in the wake of COVID-19 and other natural disasters.
- Enabling wide-spread teleworker and telelearner capabilities is a key component to these Business Continuity plans
- There may also be a need for the rapid on-boarding of new remote offices on a temporary or even permanent basis.
    - Pop up clinics / testing facilities
    - Quarantine sites
    - Remote testing / learning facilities for students
    - Temporary offices in locations hit by natural disasters (i.e. earthquakes, tornados)

Extreme offers cloud-managed solutions that help organizations rapidly on-board new remote offices as well as securely support teleworker capabilities

CONFIDENTIAL. ©EXTREME NETWORKS, INC. ALL RIGHTS RESERVED.

Extreme's Offer: Portable Branch Kit

Cloud managed SD-WAN and Wireless

Promo Code	SKUs	Required Quantity
PBK01	AH-XR600P	1
	AP305C-FCC	1
	AH-NGCS-SL-1Y	2
	AH-ACC-PW-CBL-US	1

Option: 1, 3 or 5 Year ExtremeCloud IQ Subscription

SD- WAN Router



AP305



Cable



ExtremeCloud IQ



CONFIDENTIAL. ©EXTREME NETWORKS, INC. ALL RIGHTS RESERVED.

Values of the Portable Branch Kit

Plug and play remote office and remote worker connectivity



Smart

Rapid deployment

New locations can be up and running in minutes with zero touch provisioning

Flexible WAN Connectivity

Ability to connect remote sites with whatever WAN connectivity is readily available (Broadband, LTE, MPLS)

Flexible options for primary/ backup links with dynamic link state monitoring / path selection

Simple

Centralized orchestration and management

Remote locations without IT resources managed and provisioned through a single pane of glass

Prevention of remote office sprawl

Integrated LAN/ PoE, WiFi, WAN and security capabilities in a cost effective, space-efficient bundle

Simple traffic prioritization

Prioritize traffic from groups of users (all executives) and/ or prioritize applications (video conferencing)

Secure

Secure teleworker / VPN capabilities

Highly secure tunnels to support home-based workers as well as secure site to site connectivity

Integrated security

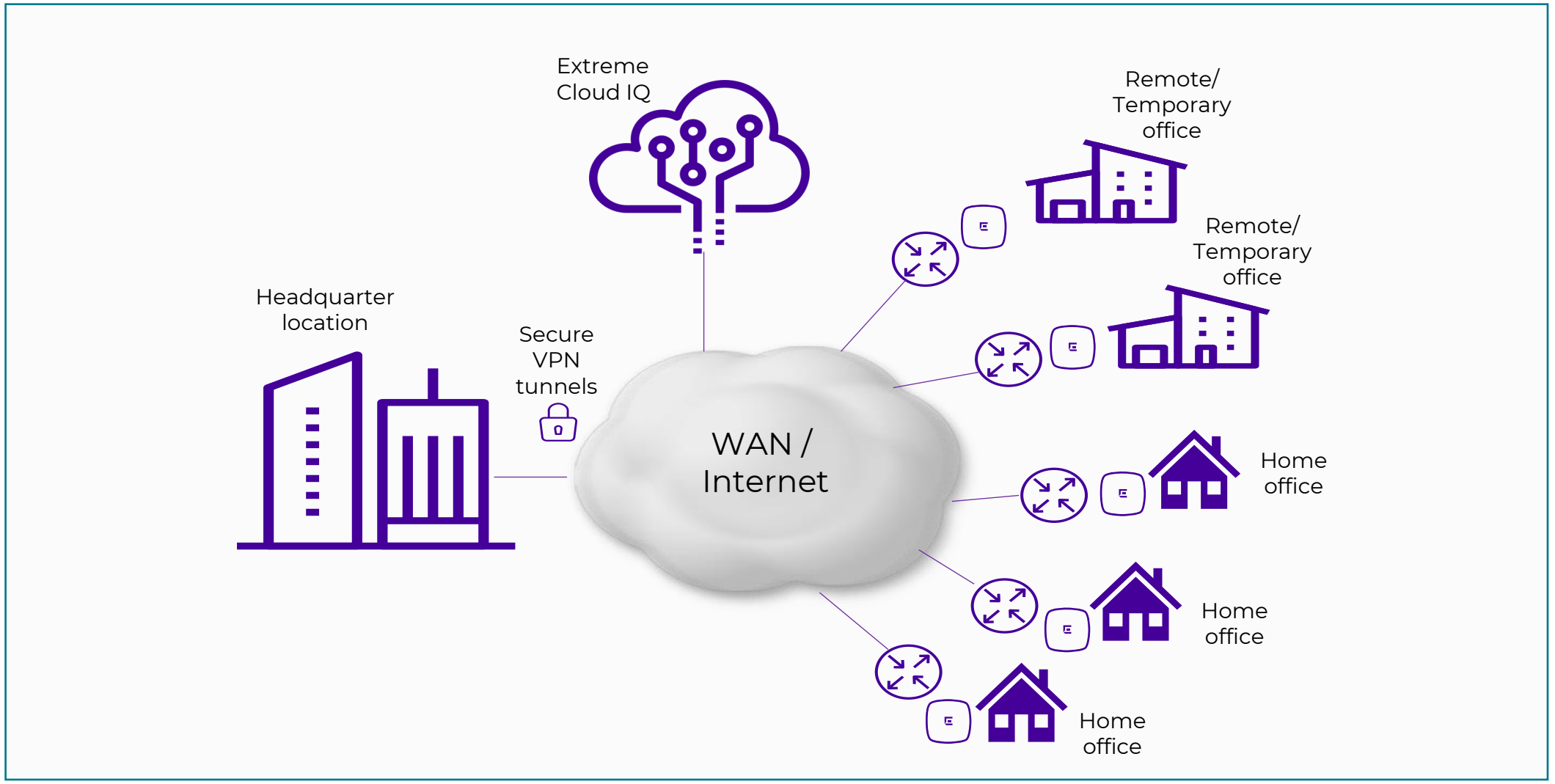
L2-7 stateful firewall on XR routers and on the AP305C
WPA3 and Private Pre-Shared Key for secure WiFi

Unified policies

Across the SD-WAN and WiFi environments.

CONFIDENTIAL. ©EXTREME NETWORKS, INC. ALL RIGHTS RESERVED.

Enabling Smart, Simple, and Secure Remote Office and Remote Worker capabilities



Note: The example above leverages the curated packages; however, other deployment options are available. Please consult with your sales and sales engineering representative to determine best fit for your customer/ prospect.

How to Order the Portable Branch Kit

Customer

"We would like to buy 5 of the Portable Branch office kit with a 1 year subscription"

Partner

Requests a quote from Extreme through the appropriate email alias (shown below)

Details to include:
- Portable Branch Kit
- Number of packages
- Number of years for subscription service (1, 3 or 5)
- Customer name and country

Extreme

Quote received and approved through standard the standard DA process

Partner

Order placed by partner and fulfilled by distribution using the standard process

Email Alias:
Americas: americaspromo@extremenetworks.com
EMEA: emeapromo@extremenetworks.com
APAC: Apacpromo@extremenetworks.com

For more information:

- Portable Branch Kit At-a-Glance
- Blog: How Solid is your Business Continuity Plan
- Blog: Confessions of a Reluctant Teleworker

Product Details



SD-WAN Router XR600 Branch Router



AP305 Access Point



ExtremeCloud IQ



CONFIDENTIAL. ©EXTREME NETWORKS, INC. ALL RIGHTS RESERVED.