

Extreme Networks® Business Benefits: Extreme Networks vs. Cisco

Converged infrastructure solutions from Extreme Networks provide powerful capabilities to help solve tough networking challenges.

Extreme Networks innovative open network architecture provides meaningful insight and unprecedented control for converged networks that support real-time voice, video and data applications over wired and wireless infrastructures.

For VoIP applications, Extreme Networks solutions have features to address the business objectives driving the change from legacy TDM systems to engaged network Voice-over-IP (VoIP) solutions and can provide organizational-wide availability, manageability, security functionality, and clear voice quality under tough network conditions.

The Extreme Networks solution offers unique benefits when compared to the Cisco approach.

	Extreme Networks Advantage	Extreme Networks Business Benefits	Cisco Vulnerability
Manageability	<ul style="list-style-type: none"> • Single, modular OS from network core to edge • Feature continuity and a single CLI command set across all ExtremeXOS® switching products from core to edge • Hitless failover and hitless upgrades • Single training requirement for all switch product lines 	<ul style="list-style-type: none"> • A modular OS supports real-time applications. Problems with a module only impact that module. Admins can apply new software releases without taking the switch out of service • Feature continuity means admins can spend less time learning commands and more time available to address real issues • Hitless failover and hitless upgrade improves network performance and reliability • A single training requirement means administrators work on the network not on their certifications, programming or debugging skills 	<ul style="list-style-type: none"> • 59 non-modular OS versions supported across the product lines • Lack of feature continuity across product line • Lack of hitless failover and hitless upgrade in most edge models • Requires greater training commitment to master products due to different OS and feature sets
Network Resiliency	<ul style="list-style-type: none"> • Ethernet Automatic Protection Switching (EAPS) ring protocol for less than 50ms network recovery 	<ul style="list-style-type: none"> • Real-time applications, VoIP calls, video and essential data packets can get through even when links or devices fail 	<ul style="list-style-type: none"> • Rely on STP (10's of seconds) or RSTP (seconds) to correct network outages which are inconsistent with performance requirements for voice traffic needs
Scalability	<ul style="list-style-type: none"> • Stack Summit® X250 and Summit X450 switches with different interface types and port densities in a single stack 	<ul style="list-style-type: none"> • Grow your network when and as you need to while supporting the full range of features and applications 	<ul style="list-style-type: none"> • Uses master node's MAC address as switch stack's MAC and performs Layer 3 routing on master node. If master node fails, switch stack MAC changes to new master node's MAC and applications that do not support gratuitous ARP would fail • Stacking 3750 and 3750-E reduces functionality to lowest level of supported StackWise features and applications
Automation	<ul style="list-style-type: none"> • EPICenter® Universal Port Manager simplifies management of profiles across the network • Universal Port automates device discovery and configures and manages ports based on Link Layer Discovery Protocol (LLDP), MAC ID or network authentication information • Power Conservation Module reduces energy consumption by turning off power to Power over Ethernet-enabled IP handsets when not in use 	<ul style="list-style-type: none"> • Universal Port Manager and the Universal Port features simplify network management freeing admin time to address other issues • Power Conservation Module reduces network power consumption over the life of the product 	<ul style="list-style-type: none"> • Cisco Discovery Protocol (CDP) is a proprietary data link layer protocol that only discovers Cisco devices directly connected to a Cisco switch • No support for third-party handset provisioning and deployment • No support for power conservation with third-party IP handsets

	Extreme Networks Advantage	Extreme Networks Business Benefits	Cisco Vulnerability
Security	<ul style="list-style-type: none"> • Support multiple 802.1x supplicants and VLAN assignments to authenticate and segregate traffic on each port • Advanced security features, such as ACLs, IP security, bandwidth control, sFlow available at network edge on all product lines 	<ul style="list-style-type: none"> • Help ensure secure networks which are reliable, and can protect sensitive data 	<ul style="list-style-type: none"> • Does not support multiple supplicant authentications for phone and PC on same port. The first .1x authentication leaves port open for all subsequent users/ devices • Lacks critical features for high edge integrity in 2960
Value	<ul style="list-style-type: none"> • Preserves design equity and lowers the risk of “refresh” costs needed to support unexpected business needs 	<ul style="list-style-type: none"> • Acquire more functionality with less investment and use the equipment for a longer period of time 	<ul style="list-style-type: none"> • Premium prices, fewer features. IOS LAN Lite products have greatly reduced edge functionality • Forklift upgrades more common due to lack of feature continuity across product lines

For networks running converged applications, Extreme Networks offers more functionality to solve tough networking challenges by providing powerful insight and control so you can tame chaos with design equity and advanced automation capabilities.

Additionally, Extreme Networks services help you gain meaningful insight and unprecedented control to simplify your network operations. We provide assessment, design, implementation and educational services built around your specific needs. Our innovative ServiceWorks predictive support program delivers hosted predictive analytics to proactively resolve network issues. Our custom application development team provides expert help to streamline your enterprise network operations. Whether you need technical training,

professional services, predictive support or standard maintenance and support, we'll help you solve your tough networking problems. For more information Extreme Networks Services Solutions may be found at <http://www.extremenetworks.com/solutions/service-solutions.aspx>.

Additional information on Extreme Networks VoIP solutions may be found at www.extremenetworks.com/solutions/ip-telephony.aspx.

To learn more about Extreme Networks, please contact a sales representative, visit our website www.extremenetworks.com or email info@extremenetworks.com.

