



## ExtremeSwitching™ 200 Series Is the Answer

### A Low-Cost, Feature-Rich, Easy-to-Deploy Switch for Small And Medium-Sized Businesses

The new **ExtremeSwitching 200 Series** from Extreme Networks is perfect for small and medium-sized businesses (SMBs) that need a low-cost option for easily connecting their networked devices. It provides high-speed (Gigabit) wired connectivity for PCs, servers, and storage, and supports PoE for powering IP phones and wireless APs. The feature-rich 200 Series goes beyond the capabilities of an off-the-shelf switch by providing all the control of a managed switch, but at a competitive price.

The 200 Series is backed by Extreme Network's Limited Lifetime Warranty (which provides next business day hardware shipments and free software upgrades) and industry-leading support and service—all at a competitive price.



### Who to Sell This Product to

- Small to medium-sized commercial businesses
- Retail or businesses with distributed locations (Point of Sale to back-office infrastructure)
- Hospitality and services companies



### When to Sell This Product

- To power up devices such as phones, computers, copiers, printers, and wireless access points
- A low-cost switch with optional cloud management — perfect for distributed locations
- Quality switching at the edge to power wireless throughout their hotel or retail location/infrastructure



### Why Sell the 200 Series

- 100% insourced GTAC support; provide your customer with a solid support solution
- Consistent operating range across all models in the series (higher than the competition)
- Management flexibility—Cloud, Web GUI or traditional CLI interface
- Aggressively priced to match or beat the competition

## How Does the 200 Series Stack Up Against the Competition?

	Extreme Networks		Cisco		HPE / Aruba		
10 GbE Uplinks	210	220	SG300	SG500			
Routing	No	Yes: 2 or 4	No	Yes: 2 or 4	No	Yes: 2	Yes: 2
Redundant Power	Static	Static, RIP	Static	Static, RIP	Static	Static	No
Cloud Management	No	Yes: 24, 48	No	No	Yes: Higher Pricing	Yes: Higher Pricing	No
CLI Management	Yes	Yes	No	No	No	No	No
Operating Range	32°F - 122°F 0°C - 50°C	32°F - 122°F 0°C - 50°C	32°F - 104°/113°F 0°C - 40°/45°C	32°F - 104°/113°F 0°C - 40°/45°C	32°F - 104°F 0°C - 40°C	32°F - 113°F 0°C - 45°C	32°F - 113°F 0°C - 45°C
Tech Support	Inourced, Award Winning	Inourced, Award Winning	Outsourced	Outsourced	Outsourced	Outsourced	Outsourced
Price Range	\$495 - \$1,895	\$695 - \$2,995	\$319 - \$2,143	\$1,005 - \$4,444	\$543 - \$1,399	\$1,199 - \$2,699	\$652 - \$2,863



### We Are Here to Support You and Your Customers As You Position and Sell the 200 Series.

If you have any questions or need assistance of any kind, please reach out to your local Partner Account Manager or contact our channel team at [partners@extremenetworks.com](mailto:partners@extremenetworks.com).