

Extreme Networks offers multiple financing solutions to fit every customer's business model. Does it make sense for the customer to subscribe to a service, enter a lease agreement, or finance a purchase? Use the tables to identify the solutions that work best.

SOLUTIONS VIA EXTREME CAPITAL

Extreme Networks Subscription Offer

| | |
|---|--|
| Solution | OPEX financing solution, subject to approval; assets owned by Extreme |
| Terms and Fees | No term limits or cancellation fees |
| Length of Commitment | Rolling 60-day commitment; may add upgrade, or return with 60-day notice |
| Payment | Partner and distributor are paid 100% up-front |
| Product, Solution, and Service Mix | Must be 100% Extreme solutions and include Extreme Services |

Extreme Capital Lease Options - 100% of the solution can be financed through Extreme Capital

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|----------------------------|--|
| Solution | Qualified applicants can finance their entire solution, including hardware, maintenance support, service contracts, software, delivery, and installation |
| Contract | 24- to 60-month fixed terms with capital or operating lease options available |
| Product Mix | Lease can include both Extreme Networks and third party solutions on a single monthly payment |
| Additional Benefits | Conserves capital for reinvestment by allocating the acquisition cost over the lease term |
| | Avoids solution obsolescence with a lease that includes easy upgrade opportunities |
| | Locked-in discounted pricing on Extreme Networks' multi-year service contracts for the lease term |

For a limited time only, Extreme Capital Solutions is offering an incredible 90-Day, No-Pay promotion.

LEARN MORE: ExtremeCapital@extremenetworks.com | www.extremenetworks.com/extreme-capital-solutions

ADDITIONAL SOLUTIONS TO FINANCE EXTREME NETWORKS

Floor Plan Finance Options

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|----------------------------|--|
| Solution | 60-day, interest-free financing on Extreme Networks, including hardware, maintenance support, service contracts |
| Requirements | Solution requires an account with Wells Fargo Capital Finance and/or DLL Group, subject to approval |
| Additional Benefits | Solution may include extended net terms on other products, access to working capital, and purchase-order financing |
| | Improved cash flow can be achieved when matching repayment terms to outbound terms of sale |
| | Online systems may provide customized reports and 24/7 access to account information |

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Still not sure which financing solution is the best fit for you?

Contact the **ScanSource Reseller Financial Services** team at **800.944.2439 x4007** to learn more about financial solutions.