



# The Value of Extreme Fabric

## ROI Insights from Extreme Fabric Implementations

# Introduction

Navigating the challenges of modern IT environments requires innovative solutions that can streamline operations and enhance security. With network complexity increasing, IT teams are often stretched thin and tasked with managing more with fewer resources and constrained budgets.

Extreme Networks' fabric solution addresses these challenges by unifying, automating, and securing network operations, thereby simplifying IT management and enabling better outcomes. Extreme Fabric encompasses fabric-enabled switches and is tightly integrated with ExtremeCloud IQ Site Engine for device management, analytics, fabric visualization, and orchestration and ExtremeControl for network access control, delivering a comprehensive, secure network fabric solution.

Extreme Fabric is the most simple, resilient, and secure end-to-end, enterprise network fabric solution in the market that helps IT:

## Unify

- With over 5,000 deployments worldwide, Extreme Fabric is the industry's **only end-to-end network fabric that spans campus, data center and branch** with SD-WAN.

- Extreme Fabric, included free with all universal switches, also runs across universal access points, third-party switches, and IoT devices.

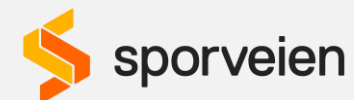
## Automate

- **Sub-second convergence** enables IT teams to prevent unplanned and planned downtime, such as during upgrades or maintenance, so that operations are not disrupted.
- **Zero touch provisioning and auto-configuration** when adding new devices to the fabric make it easy to deploy and scale.

## Secure

- **Automated micro-segmentation** helps prevent and reduce the impact of cyberattacks, preventing bad actors from moving laterally within the network.
- **Stealth topology** reduces the attack surface by hiding the network core from IP scans and attackers.

In this report, we will explore the significant return on investment (ROI) benefits of Extreme Fabric, showcasing real-world examples of how organizations have leveraged this technology to reduce costs, increase efficiency, and enhance security.





## Concord Hospital

**Summary:** Concord Hospital is a regional healthcare provider in New Hampshire managing multiple sites, including two recently acquired hospitals with aging network infrastructure. By using the functionality of Extreme Universal Hardware and Fabric Connect, Concord was able to extend its network up to the regional hospitals and then replace old hardware with new switches, keeping both hospitals online without ever sacrificing security.



**Major integration cut** from years to weeks

*“Without Extreme Universal Hardware, it would have been much more difficult to absorb and integrate two regional hospitals. With Extreme Fabric Connect, we were able to complete the integration in a matter of weeks, versus years, without sacrificing uptime, security or a consistent flow of operations.”*

**Mark Starry, Chief Technology Officer, Concord Hospital**

## City, University of London

**Summary:** Founded in 1894, City, University of London is a leading international institute recognized for its high rank in student satisfaction. Since implementing the Extreme Automated Campus solution with Extreme Fabric Connect technology, City, University of London, has eliminated downtime in the core, enjoyed unprecedented flexibility for network deployments, and have seen user satisfaction soar.



Cut **36 uplinks** across **17 devices** for new segments to **0 uplinks** and changes at **2 devices**

*“One day, there was a complete power failure in one of the buildings where a core switch is located. It was the ultimate test—and there was absolutely no impact on users.”*

**Paulo Leal, Network Team Leader, City, University of London**



# UNIFY

## Elisabeth-TweeSteden Hospital (ETZ)

**Summary:** After the merger of the Elisabeth and TweeSteden Hospitals, Elisabeth-TweeSteden Hospital (ETZ) became one of the largest in the Netherlands. ETZ used Extreme Fabric to simplify the integration and create one, unified network architecture that drove down costs by not requiring ETZ to build a separate network for sensitive equipment.



**€100,000s saved** on unnecessary equipment

*"If it weren't for Extreme, we would be forced to either spend hundreds of thousands of euros on new equipment or build a separate network for medical equipment alone."*

**Franz Steinhauser, ICT Advisor, Elisabeth-TweeSteden Hospital**

## Waterman

**Summary:** Waterman is a large coworking company in Australia that is rapidly expanding into new locations to serve a growing customer base. With a Fabric-based architecture and the power of ExtremeCloud IQ, Waterman is able to cut the time it takes to deploy a new site, eliminating management complexity and reducing it to the amount of time it takes to physically install hardware.



**3 days or less to deploy**, configure and test a new site

*"ExtremeCloud IQ when utilized with Extreme Fabric gives us the flexibility to set up the network in a way that will meet our customers' demands. Our partnership with Extreme has allowed us to expand and scale our organization much faster than a traditional solution. We see every dollar that we invest in technology generating a return on investment."*

**Martin Reidy, Head of Operations, Waterman Business Centers**

# AUTOMATE

## Cass County (ND)

**Summary:** Cass County, North Dakota, is the most populous county in the state, home to approximately 25% of the state's population including the city of Fargo. Cass County deployed Extreme Fabric to improve network management, reduce downtime, and enhance overall service delivery.



**Restored connectivity** after a fiber cut in seconds with Fabric

*"Fabric is sort of like black magic because it just works."*

**Bob Henderson, Director of IT, Cass County Centers**

## OSF Healthcare

**Summary:** OSF HealthCare is an integrated health system located in Illinois and Michigan. When it came time to upgrade its wired network infrastructure, OSF HealthCare was able to reduce costs, automate network operations, and improve efficiency with ExtremeCloud IQ – Site Engine and Extreme Fabric.



**30% capital savings** on network refresh with Fabric-based architecture

*"We owe OSF HealthCare the right features at the best cost. Extreme allows us to deliver that."*

**Collin Summers, Director of Network Services, OSF HealthCare**

## ŠKODA AUTO

**Summary:** ŠKODA AUTO, part of the Volkswagen Group, is a leading industrial enterprise in the Czech Republic and one of the oldest carmakers in the world. When its legacy network infrastructure slowed manufacturing operations, ŠKODA deployed Extreme Fabric to automate network operations.



**80% reduction** in network downtime

*"With this model, we have minimized provisioning errors and reduced the amount of network downtime required for configuration changes and upgrades to the infrastructure by 80%."*

**Martin Polak, Coordinator for Network Planning, ŠKODA AUTO**



# SECURE

## Ziekenhuis Oost-Limburg (ZOL)

**Summary:** Ziekenhuis Oost-Limburg (ZOL) is a major healthcare provider spread across four different campuses throughout eastern Belgium. ZOL deployed Extreme Fabric to increase mobility, flexibility, and operational efficiency and further enhance security posture to protect critical information like patient records or sensitive business data.



Segmented more than **20,000 devices** to prevent east-west traffic with fabric

*"That's a major step forward in our security posture. Penetration tests done on the remaining legacy part and the hypersegmented fabric side of things showed clearly that it's a whole different ball game."*

**Kurt Gielen, IT Manager, ZOL**

## Sporveien AS

**Summary:** Sporveien AS is the most prominent public transportation provider in Norway, operating the bus, tram, and subway traffic in Oslo for nearly 150 years. Sporveien built a simplified, agile and secure network with Extreme Fabric and Extreme Control.



**0 VLANs or IP addresses** exposed

*"It's not possible to reach the service layers of the network from the management layer of this fabric. You can connect to whatever port you like and because of the very way the fabric is built, you'll never reach the management. That's a significant security achievement on its own."*

**Frode Slangsvold, Senior Network Security Engineer, Netsecurity**



## Conclusion

Extreme Fabric has transformed IT by unifying, automating, and securing network operations, delivering substantial ROI benefits. The success stories we have seen, from healthcare providers to educational institutions, public transportation, and beyond, demonstrate the tangible impact of Extreme Fabric on reducing complexity, improving performance, and enhancing security.

As the most widely deployed network fabric with over 5,000 deployments worldwide, Extreme Fabric has proven its effectiveness and reliability across diverse industries. Organizations that leverage Extreme Fabric are not only achieving operational excellence but also gaining a strategic advantage in their respective fields and enabling a better end-user experience. As you navigate the complexities of modern IT environments, consider how Extreme Fabric can be a cornerstone of your network strategy, driving efficiency, security, and cost savings.

**Learn more about Extreme Fabric:**

[www.extremenetworks.com/snf](http://www.extremenetworks.com/snf)





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