



MEDIA ALERT

Arrow Electronics on target with extended Extreme Networks agreement

[Extreme Networks](#), a customer-driven networking provider, has announced an expanded distribution agreement with [Arrow Electronics](#) to cover additional countries in EMEA. Under the new agreement, Arrow will now distribute Extreme products in the BeNeLux, France, Ireland, Nordics and the UK.

The expanded agreement will allow a greater audience across Europe access to Extreme Networks' end-to-end intelligent IT infrastructure solutions as they look to modernise and digitalise their operations. Arrow and Extreme Networks have collaborated closely on training and certification of Arrow's sales and support teams so that its customers can start realizing the benefits of Extreme Networks' best-in-class solutions as soon as possible.

The main objective of this collaboration is to extend Extreme Networks presence and solutions across different markets in the region. Arrow teams have already been upskilled in the past few months and will now primarily focus on driving a mobilizer business significantly across the board, actively growing and building Extreme Networks channel network.

"Extreme Networks has developed a great relationship with Arrow and we're delighted to be taking our existing agreement into new markets," said John Campbell, Head of EMEA Distribution, Extreme Networks. "It's our aim to make our comprehensive suite of enterprise networking solutions to the widest audience possible. By extending the terms of our collaboration with Arrow we're able to add another string to the bow of our burgeoning channel network."