



Enterasys Recognized as Top Industry Leader in Dell'Oro Group 2013 Enterprise Edge Report
Achieves a Number Four Worldwide Ranking for Ethernet Edge Switching

Salem, NH — July 17, 2013 — [Enterasys Networks](#), a [Siemens Enterprise Communications](#) Company, has ranked fourth in overall market share among leading Ethernet Edge Switch vendors, according to Dell'Oro Group's 1Q13 Enterprise Edge report. Enterasys' continued success can be attributed to the OneFabric solutions it provides to make it easier for customers to manage both wireless and wired infrastructure seamlessly, within their individual networks.

Dell'Oro Group surveyed 30 Wireless LAN and 30 Ethernet Switch equipment vendors for the purpose of this report. In 1Q13 Enterasys ranked:

- Third across all areas for Enterprise Edge in the regions outside of North America, Asia Pacific and EMEA, mostly comprising Latin America.
- Fourth overall in Enterprise Edge in North America and fifth in EMEA.
- Fourth overall for Ethernet Edge Switching worldwide.

“As one of the industry's most trusted sources for networking market data, Dell'Oro's new edge report speaks to the tremendous effort Enterasys has put towards addressing our customers' needs to integrate the management of their wired and wireless networks,” said Chris Crowell, president and CEO of Enterasys Networks. “Moreover, it displays substantial company momentum across the globe and is a testament to Enterasys' dedication to delivering the highest quality experience for our customers and partners.”

The full report analyzes the Enterprise Edge Market, which is the segment of the communications market that includes enterprise-class Wireless LAN and campus Ethernet Switching equipment, and highlights the vendors that ship Wireless LAN devices to address the market's transition towards wireless.

Additional Resources

- Enterasys [IdentiFi](#) Wireless
- Enterasys [Routing & Switching](#) Solutions
- Enterasys Social Media [Newsroom](#)
- Connect with Enterasys via [Twitter](#), [Facebook](#), [YouTube](#), [LinkedIn](#) and [Google+](#)

About the Report

The Dell'Oro Group [Enterprise Edge Quarterly Report](#) addresses the trend towards convergence of Wired Ethernet and Wireless LAN. The Report offers complete in-depth coverage of the following segments: WLAN Access Points; Enterprise Controllers (wireless and wired); Campus 'Edge' Ethernet Switches and Access Management Software. Separate breakouts of Ethernet Switch and Wireless LAN are included, with tables covering manufacturers' revenue, active connections, and average selling prices. To purchase this report, please contact Julie Learmond-Criqui, call +1.650.622.9400 x244 or email Julie@DellOro.com.

About Dell'Oro Group

As the trusted source for market information about the networking and telecommunications industries, Dell'Oro Group provides in-depth, objective research and analysis that enable component



manufacturers, equipment vendors, and investment firms to make fact-based, strategic decisions. For more information, contact Dell'Oro Group at +1.650.622.9400 or visit www.DellOro.com.

About Enterasys Networks and Siemens Enterprise Communications

Siemens Enterprise Communications is a leading global provider of unified communications (UC) solutions and network infrastructure for enterprises of all sizes. Leveraging 160 years of experience, we deliver innovation and quality to the world's most successful companies, backed by a world-class services portfolio which includes international multi-vendor managed and outsourcing capabilities.

Our OpenScape communications solutions provide a seamless and efficient collaboration experience – on any device – which amplifies collective effort and dramatically improves business performance.

Together, our global team of UC experts and service professionals set the standards for a rich communications experience that empowers teams to deliver better results.

Siemens Enterprise Communications is a joint venture of The Gores Group and Siemens AG, and includes Enterasys Networks, a provider of network infrastructure and security solutions, creating a complementary and complete enterprise communications solutions portfolio.

For more information, please visit:

www.siemens-enterprise.com or www.enterasys.com

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