

Time to Win with Extreme - the Hospitality vertical programme

Exclusive offer from Westcon and Extreme to help you close more business in the Hospitality vertical



Westcon and Extreme Networks are pleased to announce a **new offer to help you win in the Hospitality market**. So, whether you are selling into Hotels, Restaurants, Leisure Centres, Conference Centres or Casinos reach out to your Westcon Account Manager to find out how we can help you be **more competitive and win** with Extreme Networks.

What is the offer?

- For Partners selling into Net New to Extreme Hospitality customers receive **up to 65% off** of list price for the solution.
- For Partners selling into Existing Hospitality customers receive **up to 62% off** of list price for the solution.

How do I take advantage of this offer?

- Step 1.** Speak to your Westcon Account Manager about the opportunity. If help with building your opportunity is needed, our Extreme trained PreSales team can help support you.
- Step 2.** Your Westcon Account Manager will register the opportunity for you and ensure that the deal is aligned with you.
- Step 3.** Westcon will provide you with a quote based on the discounts above.
- Step 4.** You can then provide your quote to the End User.

What is included in this offer?

Any legacy Extreme product is covered by this offer. Please note that the legacy Aerohive portfolio is not covered by this specific offer. If your design requires any legacy Aerohive components, please let us know and we can work with Extreme to see what can be offered.

Typical customers that qualify for our Hospitality Offer:

Large Hotel Chains	Sports Stadia	Conference Halls/ Centres	Restaurant Chains
Smaller Private Hotels	Leisure Centres	Exhibition Halls	Casinos



In summary, if you are selling into the Hospitality vertical and identify a **network infrastructure opportunity** whether it is on premise or cloud based, then reach out to your Westcon Account manager to see how **we can help you win with Extreme Networks**.

[Download the Guide](#)

