



# The next generation of Networking

Enabling digital-first organisations  
with Intelligent Connectivity





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# Next generation networking is the foundation for future-ready organisations

## The role of the network is changing radically

Networks are no longer simply a means of connection; the network of the future will play a key role in supporting business innovation. From enabling Artificial Intelligence (AI) inspired change to expanding Internet of Things (IoT) investment, embracing hybrid cloud strategies and driving sustainability strategies through power management, networking infrastructure is fast becoming a core component of both operational resilience and competitive differentiation.

And yet, for many organisations, legacy network technologies, deployment models, and licensing arrangements are combining to create a significant constraint to meeting business goals. According to [Extreme Networks' State of Cloud Networking 2025](#), 54% of network

professionals prioritise AI deployments, for example, yet embracing networking innovation can appear challenging. Traditional connectivity technologies are often restricted to single vendor solutions, limiting organisations to a single source of all networking and security products, irrespective of their quality.

Licensing models can be extremely restrictive, including hidden fees that make budgeting and forecasting difficult while also limiting agility. Plus, of course, with the multiple network management platforms required to support diverse and often distinct wired and wireless solutions, CIOs lack the essential network visibility required to understand both current performance and evolving needs.

Organisations face significant challenges in navigating away from current connectivity infrastructure towards an environment that not only supports the rapid adoption of AI, IoT and Power over Ethernet (PoE) to support sustainability goals but does so in a way that reflects the escalating cybersecurity threat facing organisations.

### ► **Agility**

How can a CIO build a flexible, responsive network that can quickly grow to meet evolving digital requirements?

### ► **Security**

What is the right way to approach network security by design, rather than relying on the bolt-on ad hoc solutions that cannot protect against sophisticated cyber-attacks?

### ► **Observability**

Complete, end-to-end network visibility is essential to create a future-ready business. What is the best way to overcome the limitations of multiple network management platforms?



# Logicalis and Extreme: The trusted choice for Intelligent Connectivity

## Sustain, secure and scale

Intelligent Connectivity from Logicalis is a comprehensive suite of solutions, offered as a managed service, providing next-generation connectivity to sustain, secure and scale every business.

- ▶ Logicalis' single digital fabric is agile rather than static, allowing the network to flex with the requirements of the organisation.
- ▶ Customer-centric model prioritises business use cases, ensuring the deployment meets today's goals within a network model designed to scale and expand to support future requirements.
- ▶ Innovation is designed to evolve through multiple iterations, eradicating the traditional expense and upheaval of 'rip-out and replace' strategies.

Extreme Networks offers solutions designed for simplicity, security, and reliability. With an unrivalled network fabric that converges networking, security and AI, Extreme Networks transforms the migration process, allowing organisations to scale at a manageable and controlled pace and cost.



Logicalis' managed service explores the combination of layered security with a single platform that delivers full visibility and control - over both Extreme Networks and third-party products – to support customers in rapidly achieving operational goals and planning for the future.



# State of the network: Complexity, multiple managed platforms, and vendor lock-in

## Constraints to innovation

There is growing recognition among network professionals that traditional models of both deployment and management are no longer enough to support today's digitally driven businesses. Lack of end-to-end visibility and control are detrimental to both business agility and security. Yet for those organisations that have invested heavily in connectivity over the past decade, the current state of the network can be hugely frustrating.

**64%**

of IT professionals state that poor network management tools *impede the adoption of new technologies*

The sheer pace of change, the demand for digital business and investment in AI, for example, have outstripped the network's capability. It is often not possible to support key business objectives, such as adding vital equipment to the production line or connecting a new university building.

Organisations struggle to manage diverse hybrid cloud models that require seamless integration of on-premise and cloud environments.

**84%**

of IT professionals regularly learn about network issues from users, problems are detected too late

The network cannot deliver the next level of security required to reflect the rapid escalation in cyber threats. Essential network automation cannot be delivered across multiple, piecemeal technologies and management platforms. Furthermore, vendor lock-in and complex contractual and licensing agreements can constrain investment and improvement, even when the technology is overdue for change.

**45%**

of IT professionals don't know the full configuration of their network

Such problems are exacerbated by the lack of skilled network engineers. A recent [IDC report](#) cited networking talent as the second (36%) hardest area to recruit for, after AI, data and automation. Furthermore, existing experts are leaving the market, with 86% of US-based CIOs expecting at least [25% of their network engineers to retire](#) in the next five years.

In addition to undermining resiliency and end-user support, this skills shortage is constraining innovation, with [network performance](#) (38%), such as application responsiveness or latency, and the network's inability to scale flexibly on demand (38%) noted as limiting networks from supporting large data or AI projects.





# Evolving demands

The reliance on multiple networking tools is a clear problem. According to *Extreme Networks’ State of Cloud Networking 2025*, 75% of organisations currently use three or more networking tools. As a result, there are very significant (89%) demands for a single integrated platform. Automation is also becoming a priority, as organisations push to improve network performance and management.

The relationship between networking and security has also changed fundamentally as security and risk management focus on enhancing zero-trust initiatives for resilience and scalability. Security by design, rather than after the fact, is now a core component of network design and implementation. *Zero-trust strategies* increasingly dominate, with 63% claiming full or partial implementation, according to Gartner. However, complexity and budget constraints are key considerations in building universal zero-trust network access (ZTNA), especially with attackers targeting complex deployment models to exploit and bypass existing zero-trust systems.

With increasing security threats, limited IT staff, and resource constraints, many organisations struggle to achieve vital network observability. This limited visibility often results in a more reactive than proactive approach to network management, making it harder to address issues efficiently and, critically, acting as a barrier to essential innovation. It’s time for a different approach.



By 2026, **30% of enterprises** will automate more than half of their network activities, an increase from under 10% in mid-2023.

**Gartner**



# Insights: Unifying, automating and simplifying with Extreme Networks

## Powerful solutions that produce powerful results

To address these challenges, organisations need a network vendor that can reduce operational complexity, improve productivity, and streamline operations. Ideally, the solution should leverage automation to minimise human intervention, enhance security with effective access controls and simplify network management across all environments.

Intelligent Connectivity from Logicalis delivers next-generation connectivity to sustain, secure and scale next-generation business operations. The comprehensive suite of solutions includes Private 5G, SD-WAN, SASE/ SSE, LAN & WLAN connectivity, and Datacentre offered as a managed service.



By partnering with Extreme Networks, Logicalis can now deliver a single fabric across the entire network domain. Extreme Platform ONE is a flexible solution for managing network and security domains, with the benefit of a SaaS management platform with options to easily move third-party, IoT, and older Extreme devices to the cloud.





# Achieving unified connectivity

Automation simplifies network management by reducing network complexity and streamlining routine tasks. Minimising manual intervention frees up time for IT teams to focus on added value rather than routine tasks and cuts operational costs. With IT experts focused on strategic goals, previous constraints to innovation are removed.

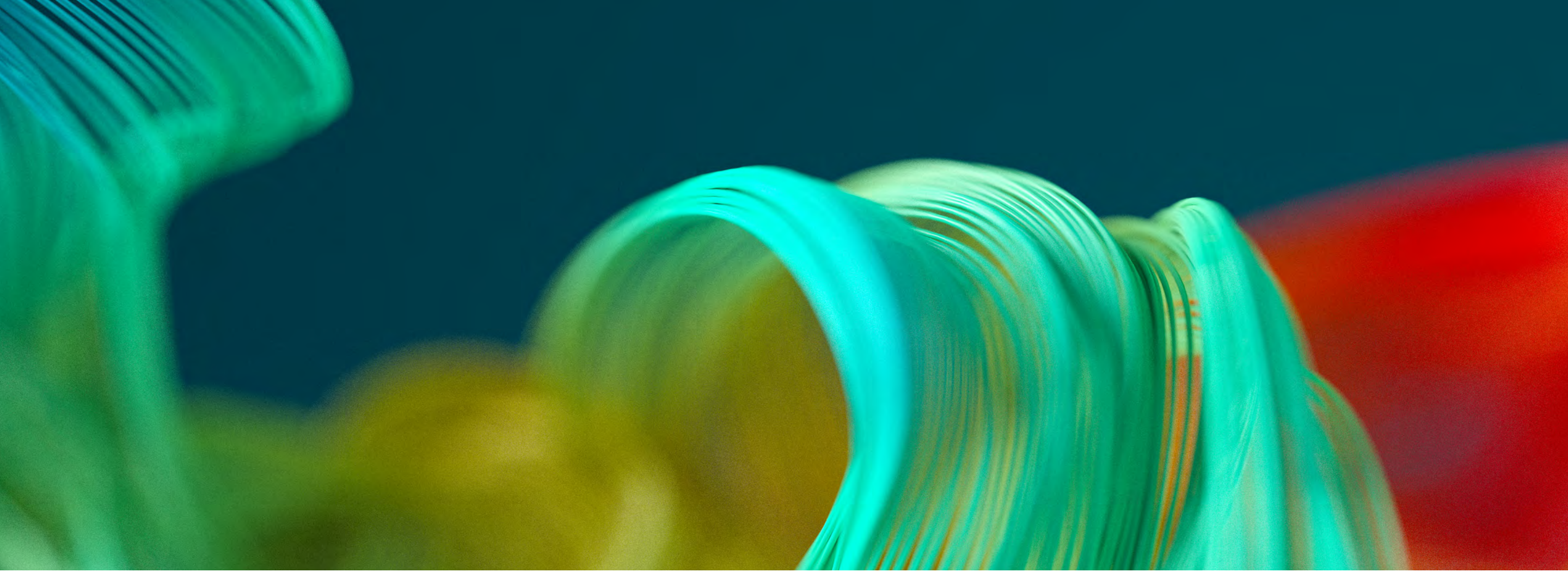
Extreme’s network fabric technology unifies, automates and simplifies network operations, enabling organisations to shift their focus from network management to growth and innovation. With integrated automation capabilities, Extreme Fabric - managed through the Extreme Platform ONE - minimises unplanned downtime and significantly enhances operational efficiency.



**Extreme Fabric and ExtremeCloud™ IQ provided River Island with a unified platform, delivering real-time visibility, simplified management and proactive monitoring across all sites. By streamlining operations and leveraging automation, River Island reduced resolution times by 4x, enhanced customer and staff experience, and ensured the flexibility required to support future digital initiatives.**

**River Island**





# Enhancing security with Zero Trust

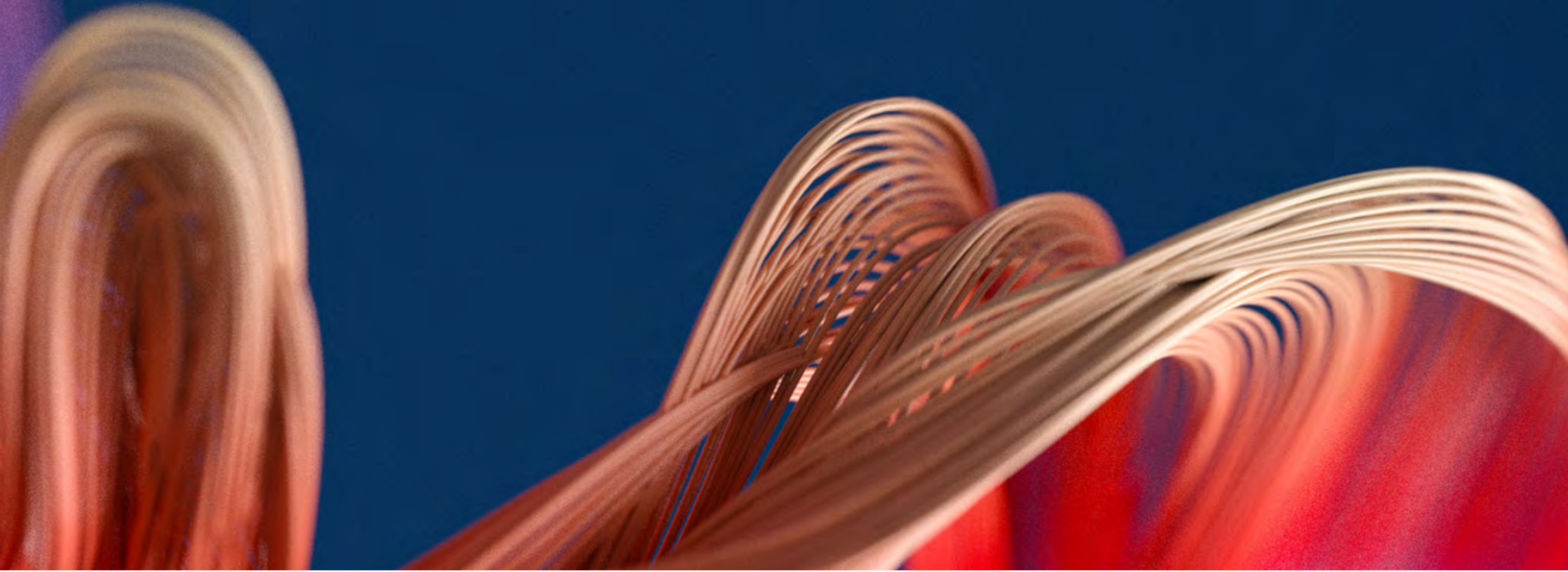
Organisations need inherent, built-in security within networking solutions. They require visibility across the network to detect and respond to threats swiftly and a more proactive, layered approach to security to enable comprehensive protection.

When paired with Extreme’s Network Access Control solution within Extreme Platform ONE, Extreme Fabric provides advanced security controls, including robust access management and segmentation for users and devices, helping to ensure a secure and streamlined network environment. With layered security and context-driven analytics, organisations can monitor and control all aspects of network performance, optimising performance whilst also enhancing their security.



Universal Zero Trust Network Access (UZTNA) further strengthens security by creating consistent access controls for users, both within the office or remotely. This seamless yet secure approach maintains user productivity while safeguarding sensitive data.





# Improving visibility and control

By centralising the management of both Extreme and third-party devices through a single cloud-based platform, Extreme Platform ONE, organisations can effectively manage costs and optimise operations, achieving greater control and productivity across their networks.

Extreme Platform ONE eliminates fragmented screenshots of the network and delivers a complete end-to-end network visibility in one place. With a single intuitive dashboard that removes the complexity of disparate systems, organisations can leverage real-time insights to achieve proactive management, reduce downtime and ensure rapid response to evolving issues.

- ▶ Performance drops are identified and resolved before the problem reaches the help desk
- ▶ Automation can both report and fix problems, allowing resources to be optimised.
- ▶ Real-time network topology and lifecycle data can be used to improve compliance, simplify onboarding and enable proactive planning for refreshes, expansions or support alignment.

In addition to the unified view of the network, Extreme Platform ONE is at the forefront of AI innovation, fully integrating conversational, multimodal and agentic AI into the networking experience. Going far beyond AIOps, real-time custom dashboards and agentic workflow automation augment human expertise and efficiency. The chat based, conversational AI delivers context-based insights that help to identify and address issues across the whole network and security stack.

Extreme Platform ONE's AI driven insight provides instant insights while the network adapts in real time to bandwidth spikes and security threats. Network admins can set guardrails for policy, risk, and approvals, while AI agents act autonomously to optimise performance and reliability in real time. This powerful enterprise-wide network visualisation is enabling companies to reduce manual work by up to 90% and cut resolution times by up to 98%.



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Extreme Platform ONE gives me a helicopter view of what's going on with our complicated network. We love the integrated AI because it means our team can focus on the things that need to be prioritised. AI agents can spot abnormalities and work faster than humans, and in a more robust way. It's like it just makes the magic happen.

**West Suffolk NHS Foundation Trust**



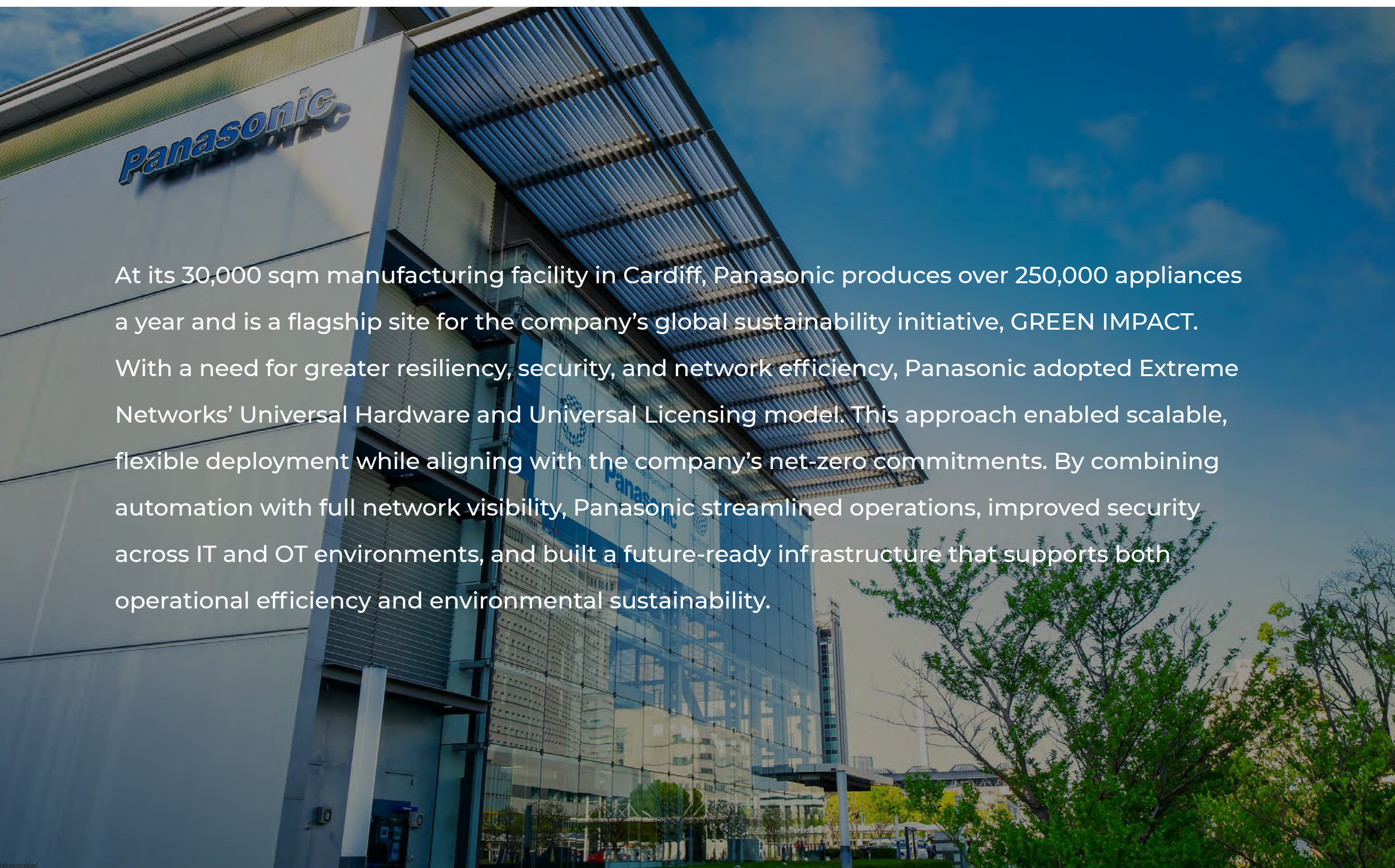


## Embracing migration flexibility

Vendor lock-in has become a significant constraint for many innovation projects, technology limitations and complex licensing models are proving significant barriers to change. Extreme's approach delivers the next level of migration agility with Universal Licensing and Universal hardware, allowing organisations to adopt new technologies and adjust licensing as required.

- ▶ **Universal Hardware increases flexibility by reducing the risk of hardware obsolescence.**
- ▶ **Universal Licensing simplifies network management and scalability, making it easier for organisations to adapt and grow. The combination of a single, portable license model that applies to any device across the network and value-based licensing reduces complexity and streamlines operations.**
- ▶ **Extreme Platform ONE also includes a Unified Operations Dashboard which consolidates license, contract, and asset management into a single, intuitive platform, delivering real-time visibility into usage, renewals, support coverage, and device inventory across all sites and product lines.**

Furthermore, Extreme's flexible approach makes it easy to decouple networking and security products, allowing organisations to opt for third-party providers if preferred alongside the Extreme deployment. This model eliminates prohibitive costs and complications, enabling companies to achieve a smooth transition without operational disruption.



At its 30,000 sqm manufacturing facility in Cardiff, Panasonic produces over 250,000 appliances a year and is a flagship site for the company's global sustainability initiative, GREEN IMPACT. With a need for greater resiliency, security, and network efficiency, Panasonic adopted Extreme Networks' Universal Hardware and Universal Licensing model. This approach enabled scalable, flexible deployment while aligning with the company's net-zero commitments. By combining automation with full network visibility, Panasonic streamlined operations, improved security across IT and OT environments, and built a future-ready infrastructure that supports both operational efficiency and environmental sustainability.





# The future: Leveraging Intelligent Connectivity to transform business

## Enabling businesses to embrace new solutions through integrated partnership

### Reducing Risk and Cost

The agility of next-generation networks reduces operational cost whilst also minimising risk. Leveraging automation to streamline operations and complete network visibility to transform the speed of response allows IT teams to become far more proactive and focus their attention on adding value to the business. Furthermore, with a predictable cost model and universal hardware, organisations only pay for what they use, optimising budgets and aligning resources with operational goals.

With strong cybersecurity, not only key to meeting regulatory requirements but also supporting business success, networking solutions must be secure by design. Logicalis ensures security requirements are considered and built into every aspect of network design and deployment. Our dedicated security team works closely with customers to understand their needs, including regulatory compliance. The customer-centric model also provides support in the evolution towards a Zero Trust mindset and the use of mechanisms that allow businesses to turn on a Zero Trust architecture without requiring complexity or expensive management. In addition, with embedded ISO 20001, Extreme Platform ONE provides an ISO compliant solution out of the box.

### Enhancing Operational Objectives

Traditional network technologies, vendor lock-in and licensing models have constrained innovation by limiting scale. Fabric technology enables seamless scalability across cloud, edge, and IoT environments, enabling networks to grow and adapt to changing needs. Extreme's automated alerts both allow teams to

pre-empt and resolve potential performance issues and enable IT teams to prioritise key areas of the network, such as critical laboratories or operating theatres. This network segregation ensures mission-critical network traffic will always be prioritised over other areas. As a result, organisations can now manage and align network performance with business goals in a way that has traditionally been too difficult and/or expensive to achieve.

Furthermore, organisations can leverage enhanced network observability to achieve continuous improvement. In addition to pre-empting immediate problems, Extreme Platform ONE allows organisations to better understand and prioritise network improvements alongside business goals. With the iterative approach enabled by fabric technology, priorities can be swiftly adapted in line with new objectives and goals, whilst still building on the core tenets of automation, security and observability.

### Exploring AI

AI-led innovation is a priority objective for the majority of organisations, but it is important to use these tools wisely. What are the implications for the network? Where are the guardrails to ensure only authorised access? From throughput and security to management and observability, increased reliance on AI will place a significant demand on network infrastructure.

Without the right network in place, and especially the right security, the risks are significant. Zero Trust is a vital component of any AI deployment, while end-to-end network observability will also be key to





ensuring future-proof workplaces as they place ever greater reliance on AI.

AI tools also play a key role in enhancing operational performance. Natural language search helps in-house teams to quickly identify, understand and resolve problems without requiring extensive and expensive additional skill sets. With the addition of alerts and automation to streamline operations, expensive internal resources can be redeployed from traditional reactive tasks towards key areas of development and innovation, driving additional tangible value.

**PoE for Facilities Management**

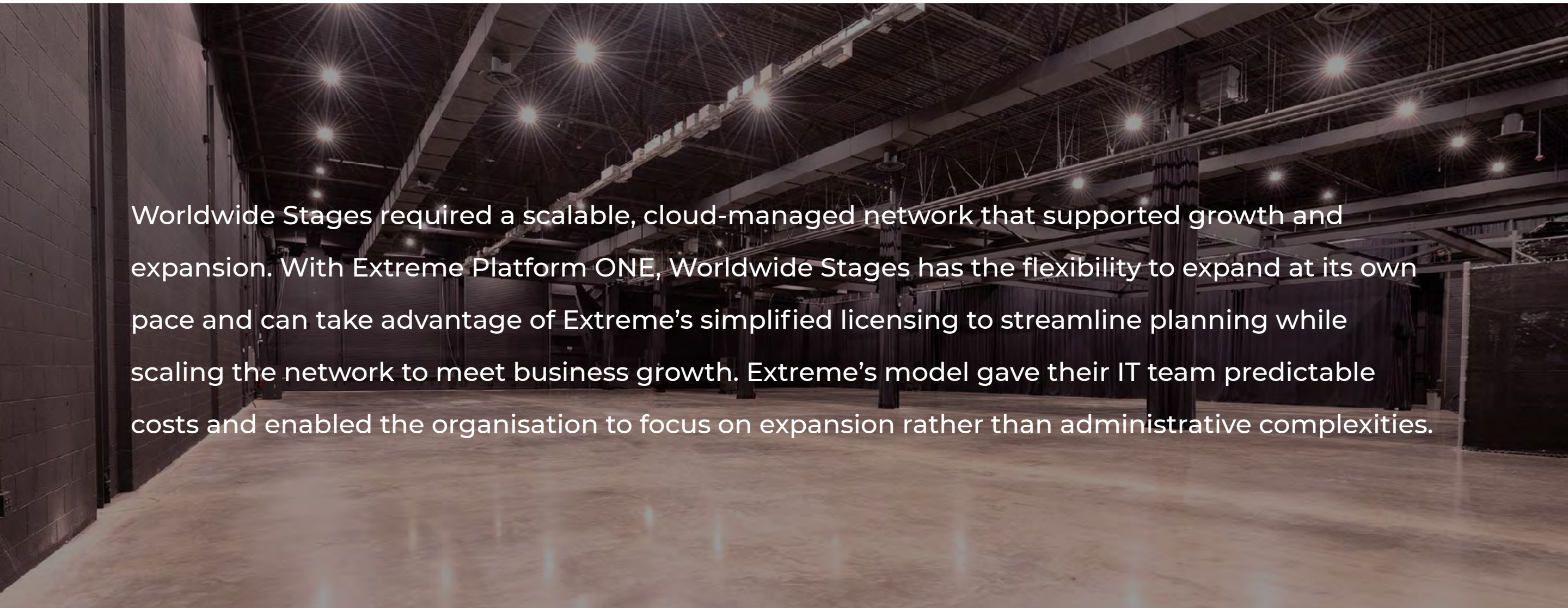
In the next stage of network evolution, businesses are starting to leverage the network for more than connecting and supporting business optimisation. Power over Ethernet (PoE) allows organisations to pass electric power as well as data across the same cable. Offering the chance to save money on facilities management by cutting installation and maintenance costs, PoE can also power wireless access points (WAPs), IP cameras and VoIP phones. PoE is playing a growing role in sustainable

network strategies, allowing organisations to optimise design and configuration to reduce power consumption without compromising performance.

**Future Proofing**

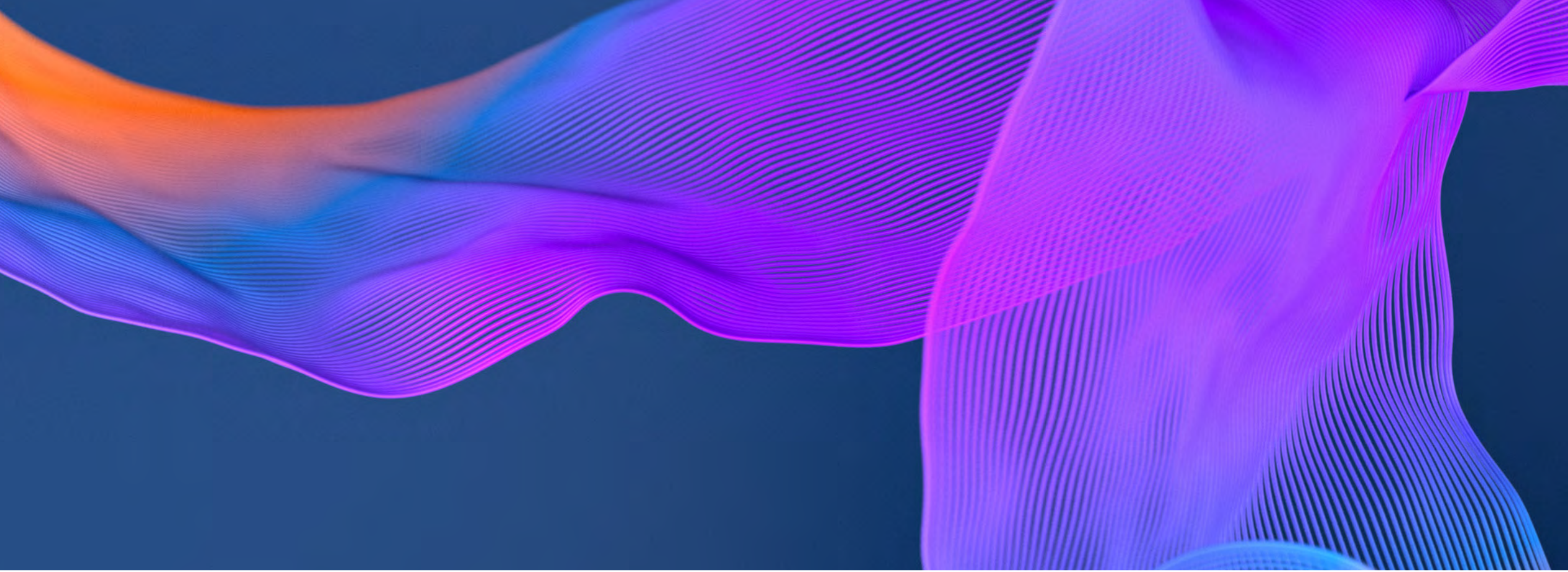
Given the rapid pace of change and constant advances in technology, organisations need to invest in agile network solutions that can continually flex to meet changing needs and incorporate innovation such as AI. It is important to look for vendors and partners that have a progressive approach and deliver scalable solutions designed to support future-ready technology. Replacing costly and disruptive upgrades with an iterative approach that reflects clear business priorities is transformational.

With a network infrastructure that can seamlessly adapt to new demands and expectations, CIOs can rapidly respond to the organisation’s expansion plans whilst reinforcing security and remaining confident that existing systems will experience little if any disruption.



Worldwide Stages required a scalable, cloud-managed network that supported growth and expansion. With Extreme Platform ONE, Worldwide Stages has the flexibility to expand at its own pace and can take advantage of Extreme’s simplified licensing to streamline planning while scaling the network to meet business growth. Extreme’s model gave their IT team predictable costs and enabled the organisation to focus on expansion rather than administrative complexities.





The Logicalis and Extreme Networks partnership helps organisations to build the future-proof networks required to accelerate innovation and improve security. With the ability to cost-effectively and seamlessly embrace emerging technologies, businesses can expand and adapt at pace to reflect changing market conditions and operational demands.



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Platform ONE represents a significant step forward in the platform era of enterprise networking, offering a unified solution that simplifies network management and enhances operational efficiency.

**IDC report**



# The conclusion: Accelerating innovation for operational advantage

## Networking has changed

Networking has changed, and organisations now have the chance to quickly and flexibly enhance operational performance and accelerate digital strategies. Networks can optimise the business, improving sustainability and agility.

- ▶ With a single management platform and one licensing model covering every aspect of the intelligent connectivity solution, networks are simpler to deploy, easier to manage and more cost-effective to run.
- ▶ By prioritising ease of deployment, Extreme Networks reduces the demands on in-house IT teams to invest heavily in specific skillsets. Intuitive tools allow network engineers to become rapidly confident, making it simple to spin up new equipment.
- ▶ With the ability to combine products from multiple vendors, Extreme Networks enables organisations to flex and scale as required while still providing a single view of the entire network infrastructure.
- ▶ Flexible approach enables organisations to keep using their current devices while gradually switching to cloud management when they are ready.

Logicalis has a proven track record with expertise in converged innovation. Our customer-centric model ensures networks are both aligned with business priorities and built for long-term scalability and simplicity. Companies can not only transform the use of networks to support digital transformation goals but, critically, look ahead.

For any CIO facing growing pressure from management to accelerate AI innovation, address cybersecurity risks and improve end-user experience, it's time to explore intelligent connectivity.

[Click here](#) for more information about the flexibility of Extreme Networks and the personalised, industry-aligned service delivery and support of Logicalis.

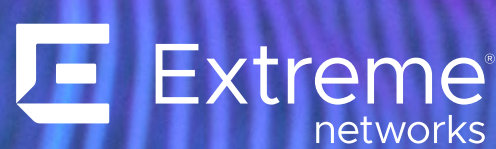


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Extreme has ushered in a new era of networking, where complexity is no longer the cost of progress. Extreme Platform ONE eliminates mundane, repetitive tasks that have long burdened network teams and helps customers move faster and smarter. Extreme is the first to deliver AI agents purpose-built for networking; they learn, adapt, and act with intent. It's like having a built-in network engineer, always on and always optimising, freeing up the time of your IT team to focus on more innovative and critical tasks.

**Extreme Networks**





## **We are Architects of Change™.**

We help organisations succeed in a digital-first world. At Logicalis, we harness our collective technology expertise to help our clients build a blueprint for success, so they can deliver sustainable outcomes that matter.

Our lifecycle services across cloud, connectivity, collaboration and security are designed to help optimise operations, reduce risk and empower employees. As a global technology service provider, we deliver next-generation digital managed services, to provide our clients with real-time visibility and actionable insights across the performance of their digital ecosystem including reliability, user experience, security, economic performance and sustainability.

Our 7000+ 'Architects of Change' are based in 30 territories around the globe, helping our 10,000+ clients across a range of industry sectors, create sustainable outcomes through technology.

Logicalis has annualised revenues of \$1.63 billion, from operations in Europe, North America, Latin America, Asia Pacific, and Africa. It is a division of Datatec Limited, listed on the Johannesburg Stock Exchange, with revenues of over \$3.6 billion.