

Aerohive Networks Announces Agreement with Dell to Resell Aerohive's Industry-Leading Cloud Managed Wi-Fi and Mobility Solutions

Companies to Work Together to Execute a Shared Vision of Cloud-Managed IT

Sunnyvale, Calif. – April 27, 2015 – Aerohive Networks (<http://www.aerohive.com/>) ® (NYSE: HIVE) today announced that Dell will resell Aerohive's solutions worldwide, offering Dell's customers the powerful combination of Aerohive's Wi-Fi and cloud services, and Dell's broad set of solutions from the data center all the way to endpoint devices. Dell and Aerohive expect to work together to execute their shared vision of cloud-managed IT to provide simplified and streamlined operations, configuration, monitoring and troubleshooting for all elements of customers' networks.

News Facts

- Mobile technologies offer organizations and institutions new opportunities to engage customers, improve productivity, promote collaboration, and ultimately grow their business. This requires the foundation of a robust, scalable, and easy to manage Wi-Fi and mobility infrastructure.
- Under the agreement and relationship announced today Dell is reselling Aerohive's award-winning cloud-managed Wi-Fi solutions alongside other Dell products. This provides customers access to comprehensive solutions from the data center all the way to endpoint devices.
- Dell will offer Aerohive's 802.11ac access points and HiveManager® NG, Aerohive's next-generation cloud platform. HiveManager NG centralizes the management, provisioning, and monitoring of mobility networks, setting a new standard for simplicity and flexibility. With HiveManager NG, a customer can completely deploy and configure an enterprise-class network in less than 15 minutes, and can seamlessly scale from a small, basic network to larger, complex network.
- Aerohive and Dell have a shared vision of using "cloud managed IT" to deliver an elegant and cost-effective approach to otherwise complex networking and enterprise IT needs.

Resources

- HiveManager Next Generation (<http://www.aerohive.com/cloud/>)

Comments

"Our customers want a simpler, more scalable, and cost-effective wireless network solution," said Tom Burns, vice president and general manager, Dell Networking & Enterprise Infrastructure. "As IT moves to the cloud, we think the combination of Dell's ability to connect to customers combined with Aerohive's cloud Wi-Fi solutions will deliver a next-generation solution to our customers."

"Cloud management has the power to bring simplicity and scalability to enterprise networks, something we have seen over and over again across our over 19,000 customers," said David Flynn, chief executive officer,

working with them to deliver the benefits of mobility and the cloud from endpoint devices all the way to the data center.”

Safe Harbor Statements

This press release contains forward-looking statements, including statements regarding new Aerohive product and service offerings and channel partnerships, and statements regarding their expected performance, market receptiveness and competitive advantage. These forward-looking statements are based on current expectations and are subject to inherent uncertainties, risks and changes in circumstances that are difficult or impossible to predict. The actual outcomes and results may differ materially from those contemplated by these forward-looking statements as a result of these uncertainties, risk and changes in circumstances, including, but not limited to, risks and uncertainties related to: our ability to continue to attract, integrate, retain and train skilled personnel, general demand for wireless networking in the industry verticals targeted or demand for Aerohive products in particular, unpredictable and changing market conditions, risks associated with the deployment, performance and adoption of new products and services, and our ability to develop productivity and efficiency of channel partnerships, risks associated with our growth, competitive pressures from existing and new companies, technological change, product development delays, our inability to protect Aerohive intellectual property or to predict or limit exposure to third party claims relating to its or Aerohive's intellectual property, and general market, political, regulatory, economic and business conditions in the United States and internationally.

Additional risks and uncertainties that could affect Aerohive's financial and operating results are included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in the Company's recent annual report on Form 10-K. Aerohive's SEC filings are available on the Investor Relations section of the Company's website at <http://ir.aerohive.com>

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on the SEC's website at www.sec.gov ([http://cts.businesswire.com/ct/CT?](http://cts.businesswire.com/ct/CT?id=smartlink&url=http%3A%2F%2Fwww.sec.gov&esheet=51022307&newsitemid=20150120005260&lan=en-US&anchor=www.sec.gov&index=10&md5=7a3c85efb679c1c0a6df8e6f927bb3)

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statements in this press release are based on information available to the Company as of the date hereof, and Aerohive Networks disclaims any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made, except as required by law.

About Aerohive Networks

Aerohive (NYSE: HIVE) enables our customers to simply and confidently connect to the information, applications, and insights they need to thrive. Our simple, scalable, and secure platform delivers mobility without limitations. For our over 19,000 customers worldwide, every access point is a starting point.

Aerohive was founded in 2006 and is headquartered in Sunnyvale, CA. For more information, please visit www.aerohive.com (<http://www.aerohive.com/>), call us at 408-510-6100, follow us on

Twitter @Aerohive (<https://twitter.com/Aerohive>), subscribe to our blog (<http://blogs.aerohive.com/>), join our community (<https://community.aerohive.com/aerohive>) or become a fan on our Facebook page

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