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Leveraging your Network and CARES to address the transformation of the workplace



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Agenda

- * State and Local Government Challenges
- * CARES Act Overview
- * Reimagined Workplace
 - * Phase 1: Securing Remote Work
 - * Phase 2: Return to Office
 - * Phase 3: Hybrid Workplace
- * Driving innovation: Designing the hyper-aware smart building
 - * Connect, Protect, Locate, Compute, Manage
- * Resources and Call to Action



STATE & LOCAL GOVERNMENT CHALLENGES



Funding Cuts

Securing Data & Users

Adapting to New Workforce Models

Addressing Retention & Productivity

Reducing Operation Costs

Coronavirus Aid, Relief, & Economic Security Act

(CARES Act) – Total funding \$2 Trillion

Various Eligible Entities

- Direct payments to individuals
- Hospital Investments
- Loans for Small Businesses
- Industries, States, Localities

Industries, States, Localities

- Higher Education
- Secondary Education
- Hospitals
- Cities
- States
- Tribal governments
- Rural Communities

REMOTE WORK AND LEARNING | CONNECTIVITY | TELEHEALTH

REIMAGINED WORKPLACE

A Three-phase Journey

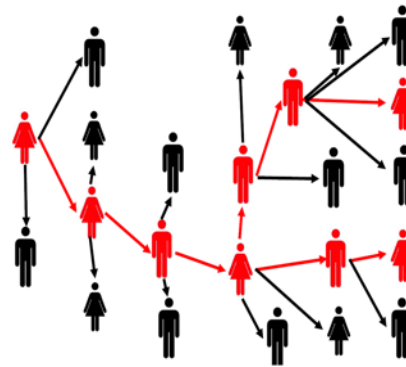
Phase 1 Secure Work Remote

Business Continuity



Phase 2 Return to Office

Employee Health and Safety



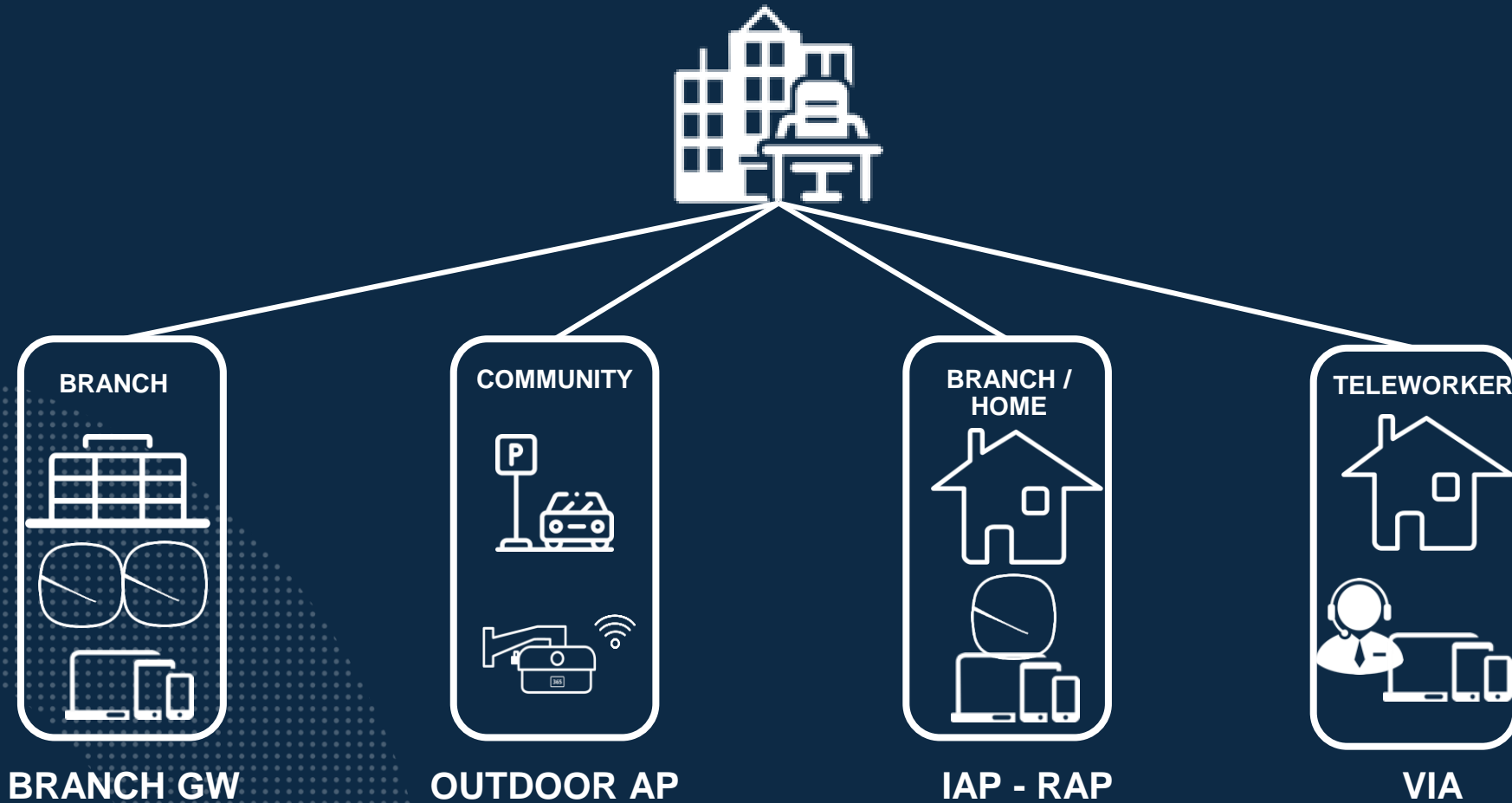
Phase 3 The Hybrid Workplace

The New Normal



PHASE 1: SECURE REMOTE WORK

FROM OFFICE TO REMOTE LOCATION TO HOME



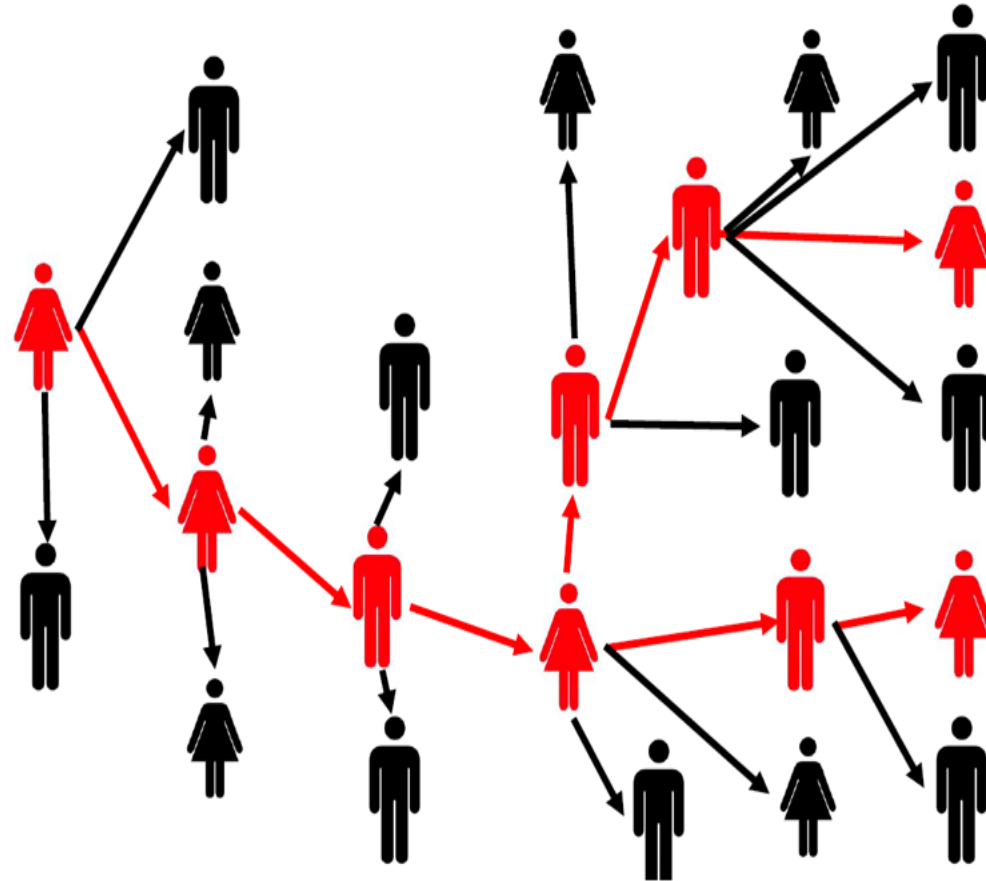
PHASE 2: Return To Office

Priorities and Pain Points

Establish employee confidence through enhanced health and safety processes

Leverage current infrastructure; limited budgets

Security and privacy



DESIGNING A HYPER-AWARE BUILDINGS

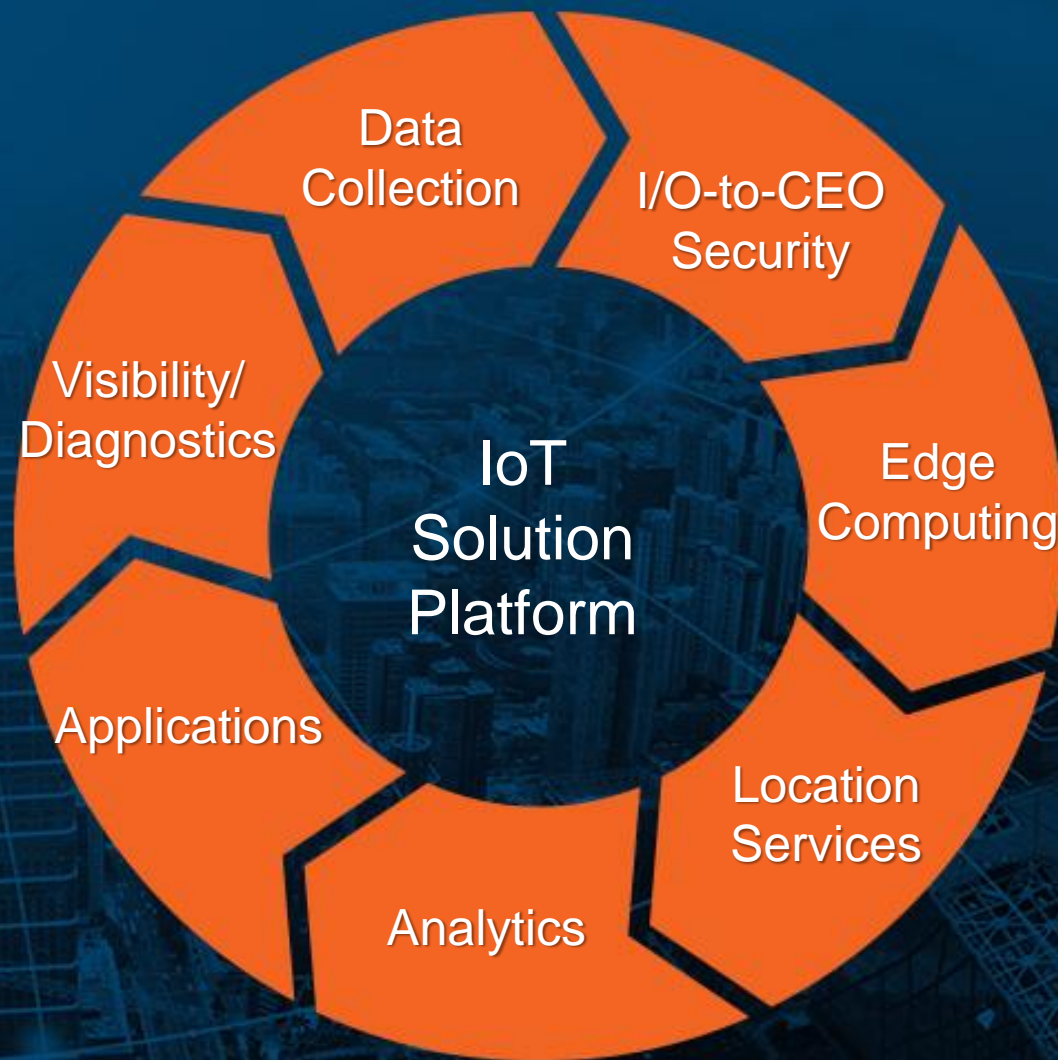
- A workplace that is in tune with the environment
 - Network infrastructure/IoT
 - Contextual Data
- Benefits
 - Energy Efficiency
 - Productivity
 - Security
 - Future Proof for future use cases
 - Social distancing policies

THE FIVE PILLARS OF ARUBA'S IOT PLATFORM

CONNECT
PROTECT
LOCATE
COMPUTE
MANAGE

OPERATING PARADIGM

EXISTING ARUBA INFRASTRUCTURE
ZERO TRUST FRAMEWORK
COLLABORATE WITH TECHNOLOGY PARTNERS
WI-FI 6 AND 5G COEXISTENCE



ARUBA TECHNOLOGY PARTNER ECOSYSTEM

Best in Class Community

Aruba Ecosystem

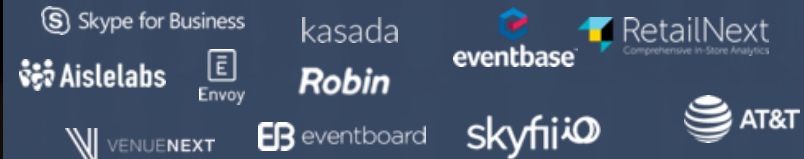
IT SERVICES



Technology
Partners

GTM
Partners

BUSINESS AND USER FACING APPLICATIONS



Alliances

Airheads and
Developers

Partnering Across IT, Security, Apps, Business Solutions, and Services

CONTEXT THAT WE 'ALREADY' HAVE

Connectivity And Location



Aruba 300/500 Series Access Points

Platform for both WI-FI and BLE-based contact tracing and location analytics

Enables customized solutions via Aruba's partner ecosystem using USB expandability

CONTACT AND LOCATION TRACING

with Wi-Fi Location Data



HR informed of potential sick person

Contacts traced
(sorted by total contact minutes) with each infected person



Locations traced
listing dwell time at various AP/building locations for sick person.

COHU HD THERMOGRAPHICS + AI FACIAL RECOGNITION



**A Non-contact Measurement Solution
based on AI - Face capture, suitable for
crowd temperature screening (30 people max)**

PROTECT CLEARPASS POLICY MANAGER & DEVICE INSIGHT

Aruba 360 Secure Fabric

ClearPass
Integrated Attack Response

Aruba Secure Core

Secure Boot | Encryption | DPI | VPN | IPS | Firewall

**Aruba
360 Secure
Exchange**

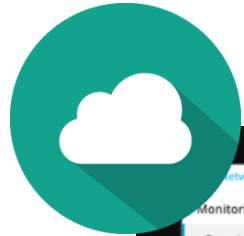
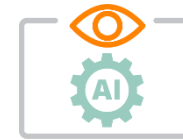


McAfee



360° active cyber protection and secure access
from the edge, to the core, to the cloud—for any network

EDGE SERVICES PLATFORM



CLOUD MANAGEMENT



NETWORK INFRASTRUCTURE



ACCESS POINTS



ARUBA SWITCHES



BRANCH GATEWAY

SERVICES

GUEST WI-FI

NETWORK ANALYTICS

PRESENCE ANALYTICS

SD-WAN

SECURITY



VISIBILITY | CENTRALIZED MONITORING AND MANAGEMENT



Aruba ESP: Flexible Consumption



Cloud Services

Simplify your adoption of network software

Cloud-based network management & administration



On-Prem Services

Bring the flexibility of cloud on premises

On-premises cloud experience for network management & administration



Managed Services

Let us do the heavy lifting with improved network efficiency, refresh, and utilization

Flexible service options and service intelligence automation to guide and assist your team

Provided with Flexible Financing and Asset Management



Key Ingredients of Flexible Consumption

Single monthly
payment

Price/unit

Delivered with:

Maintenance service contracts

Complete lifecycle service options &
Service Intelligence automation

Structured upgrade options

CAPEX to OPEX procurement models

Sale and leaseback options

Secure equipment recycle & upcycle,
accelerated refresh and renewals

Payment deferrals & 2020 payment
relief program

Aruba ESP

Hardware
Software
Services





ARUBA: THE PLATFORM OF CHOICE FOR HYPER-AWARE SMART BUILDINGS

- Unified infrastructure connects everything and everyone
- Zero trust security from I/O to CEO
- Location services for contextual meta data
- Compute at the edge and the cloud
- AIOps for RUN excellence
- Open APIs at all layers
- Partner ecosystem second to none

Resources/Call to Action



STAY SAFE.
STAY CONNECTED.

Thank You

