

aruba

a Hewlett Packard
Enterprise company



SOLUTION OVERVIEW

HPE GreenLake for Aruba



THE CHALLENGE

Technology investments don't always produce expected business outcomes: budget challenges can delay critical projects, solutions can take too long to fully deploy, daily operations can overwhelm infrastructure teams.

In addition, new strategic initiatives such as hybrid work/ learning, inter-branch WAN connectivity, and connected retail can trigger the need for unexpected network investments, hindering IT's ability to quickly shift in order to meet business demands.

More importantly, recent global events such as the Covid-19 pandemic have heightened the need for agility and flexibility, both financially and technologically, to keep pace with rapidly changing business requirements.

The as-a-service model addresses these challenges by enabling organizations to quickly and easily procure, deploy, manage, and optimize technology resources as well as make changes on the fly as their needs evolve. However, a cloud-like consumption experience for enterprise networking has lagged behind other IT infrastructure domains like compute and storage. Until now.

THE SOLUTION

Network-as-a-Service (NaaS) is a new approach to consuming enterprise network infrastructure designed to fuel innovation at every step while lowering your risk, accelerating your ROI, and enabling you to achieve your desired business outcomes with financial flexibility.

"HPE GreenLake for Aruba is a comprehensive NaaS offering that allows you to consume Aruba's Edge Services Platform (ESP) in a cloud-like manner, through a single monthly subscription payment and with options for flexible consumption."

Leveraging the vast financial resources of Hewlett Packard Enterprise (HPE) and geographic reach of Aruba's channel partner network, your HPE GreenLake Aruba solution will be delivered where and how you need it.

FEATURES AND BENEFITS

Subscription-Based Model with Flex Up/Down Options

Achieve greater financial flexibility and predictability with no capital expenditure surprises through a single monthly payment; align network spend with usage

Customer Experience Management

Lower operational risk and accelerate ROI through a purpose-built ITSM dashboard and designated customer success manager

Hardware Refresh, Upcycle & Recycle

Ensure the right technology is being utilized to meet service levels while also supporting environmental and sustainability initiatives

Intelligent Operations Option

Remove the management burden from IT staff and optimize user experiences through proactive 24x7 remote management and monitoring handled by Aruba experts

Financial Flexibility

HPE GreenLake for Aruba alleviates the burdensome process of network life cycle planning and budgeting by combining all required hardware, software, and services (e.g., Aruba Foundation Care Support) in a single, all-inclusive monthly subscription with no upfront capital investments required. Unlike a traditional lease, you can easily adjust your HPE GreenLake for Aruba subscription as things change, including adding new devices/locations as needed or leveraging "flex down" options to more closely align spend with usage. Your equipment refresh, upcycle, and recycle timeframes can be changed and planned mid-cycle or at the time of renewal.

Customer Experience Management

HPE GreenLake for Aruba includes Customer Experience Management (CEM), which accelerates your ROI by providing insights into how you're consuming through the Aruba Service Manager (ASM), Aruba's service management portal, and a designated Customer Success Manager (CSM) who acts as your single point-of-contact for your Aruba NaaS engagement.



Supplementing your IT service management (ITSM) operations, Aruba Service Manager allows you to do incident tracking, observe device availability and trends, receive frequent detailed reports, contact your CSM, and more. It allows you to maintain complete visibility to network operations, viewing your environment and recognizing trends that could influence environment changes.

Aruba designates a CSM who guides you through the Aruba service experience and coordinates the service delivery resources required to deliver the Aruba solution throughout the service term. This includes a recurring operational policy management review, ensuring you have the latest information on how the service has been performing, along with recommendations for improvements.

Intelligent Operations

Short on network expertise? Intelligent Operations is an optional service for HPE GreenLake for Aruba customers that enables you to offload your network monitoring, administration, and operations to Aruba's 24x7 Network Operating Center (NOC) with flexible change management and reporting options. This service mitigates reactive processes that can negatively affect your network's performance. Instead, Aruba experts provide a proactive service, ensuring your Aruba technology is operating optimally to meet your business needs.

For example, while it's common to install every new release that becomes available, there are situations when adjustments are required first to avoid issues. Intelligent Operations includes the knowledge required to make those proactive adjustments, upgrading software and device firmware only when necessary, which helps your organization benefit from new features quickly.

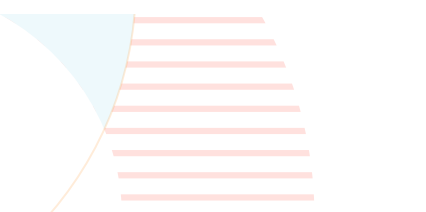


MONTHLY SUBSCRIPTION

ARUBA EDGE SERVICES PLATFORM (ESP)
Outcome-driven design, flex up/down capabilities

CUSTOMER EXPERIENCE MANAGEMENT
Service Management Dashboard, Customer Success Manager

INTELLIGENT OPERATIONS (OPTIONAL)
24x7x365 Network Management, Proactive Operations





HPE GREENLAKE FOR ARUBA SERVICE OFFERINGS

Aruba’s entire portfolio is available as-a-service with HPE GreenLake for Aruba. However, Aruba has created standardized HPE GreenLake for Aruba offerings, or “service packs” designed around the following popular networking use cases, which greatly simplifies the procurement and delivery process and accelerates time-to-value. Each service pack includes all required Aruba hardware, software, and support services components as well as access to the Aruba Central cloud management platform¹ and Customer Experience Management, all delivered via monthly subscription and with options for flexible consumption.

CONCLUSION

A cloud-like experience for networking is possible. By addressing emerging business requirements with HPE GreenLake for Aruba NaaS, you not only move from a large upfront capital expenditure to predictable monthly payments, allowing you to stretch your budget, you also achieve faster time to value for your Aruba network.

With Intelligent Operations, you can rest assured that all software upgrades, monitoring and troubleshooting, as well as decommissioning and end-of-life support are handled by Aruba experts, easing the burden on IT staff and enabling you to deploy more strategic and innovative use cases.

To learn more, contact your Aruba Sales Professional, Certified Aruba Resale Partner, or [reach out to us](#).

Learn more about HPE GreenLake for Aruba at: <https://www.arubanetworks.com/services/naas/>

USE CASE	DESCRIPTION
Wireless	<p>HPE GreenLake for Aruba Wireless as-a-service offerings are designed to enable key wireless use cases including hybrid work/learning, connected retail, IoT and “hyper-aware” facilities, 5G handover/extension and more. Deliver secure, reliable wireless connectivity in-store, at the office, or in the classroom; exceed customer and fan expectations at outdoor locations and venues; provide an in-office experience to employees working from home. All with the greater agility and flexibility that comes with as-a-service consumption.</p> <p>Wireless-as-a-service packs: <i>Indoor Wireless, Outdoor Wireless, Remote Wireless, User Experience Insight (UXI)</i></p>
Wired	<p>HPE GreenLake for Aruba Wired as-a-service offerings deliver the performance, scalability, and automation needed to support IoT, mobile, and cloud applications in the campus wired network. Spanning access, aggregation, and core use cases, HPE GreenLake for Aruba Wired as-a-service offerings will enable you to provide a best-in-class user and operator experience while avoiding large, up-front capital expenditures.</p> <p>Wired-as-a-service packs: <i>Wired Core, Wired Aggregation, Wired Access as-a-service, User Experience Insight (UXI)</i></p>
SD-Branch	<p>HPE GreenLake for Aruba SD-Branch as-a-service enables distributed organizations to drastically reduce deployment times and operational complexity while providing a consistent and secure user experience at each branch, regardless of their size. HPE GreenLake for Aruba SD-Branch as-a-service combines wireless, wired, WAN, and security technologies into one platform with unified management, enabling you to maximize performance and security and minimize costs at branch locations in a single monthly subscription payment.</p> <p>SD-Branch as-a-service packs: <i>SD-Branch Small / Medium / Large, User Experience Insight (UXI)</i></p>

¹ Access to Aruba Central is not part of the User Experience Insight (UXI) as-a-service pack.