aruba

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, the future is very unpredictable. New strategic initiatives such as the post-pandemic repositioning of office space may not necessarily align well with traditional networking deployment cycles, triggering the need for unexpected network investments and approaches. These factors heighten the need for flexibility, both financially and technologically, to keep pace with rapidly changing business requirements.

THE SOLUTION

An as-a-service mindset can help organizations accelerate its procurement, deployment, management, and optimization of technology resources as their needs evolve. The flexibility provided by network as a service (NaaS) is well suited to increase deployment agility, however, many NaaS offerings force you into a single, restrictive deployment and financial model. Aruba believes that organizations need NaaS solutions that provide broad flexibility across financial, operational and management priorities which can change over time. We know that most organizations demand to underpin their connectivity services with a consistent user and operator experience based on proven technology. We're delivering these capabilities to our customers with HPE GreenLake for Aruba.

HPE GreenLake for Aruba is a comprehensive NaaS offering that enables you to consume Aruba ESP (Edge Services Platform) in a cloud-like manner – delivering business outcomes faster with the ability to mix and match acquisition, deployment and operational models with a consistent and proven unified architecture. Leveraging the vast financial resources of HPE and geographic reach of Aruba's channel partner network, your HPE GreenLake for Aruba solution will be delivered where and how you need it

HPE GREENLAKE FOR ARUBA NAAS

HPE GreenLake for Aruba NaaS alleviates the burdensome process of network life cycle planning and budgeting by combining Aruba's mature and proven hardware, software, and services in a single, all-inclusive monthly subscription with no upfront capital investments required.

FEATURES AND BENEFITS

Subscription-Based Model. Achieve greater financial flexibility and predictability with no capital expenditure surprises through a single monthly payment with options to flex up/down as needs change

Customer Experience Management. Lower operational risk and accelerate ROI through a purpose-built ITSM dashboard and customer success manager services.

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

With HPE GreenLake for Aruba NaaS you do not sign a lease or a financing agreement; instead, you sign up for a subscription with a specific rate and term. Unlike a lease, an HPE GreenLake for Aruba NaaS subscription does not appear as an asset or liability on your company's balance sheet. In addition, you have the flexibility to adjust your HPE GreenLake for Aruba subscription as things change, including easily adding new devices/locations as needed, leveraging "flex down" capabilities to more closely align spend with usage, and refreshing your equipment to keep pace with the latest and greatest technology.

In addition to the subscription, HPE GreenLake for Aruba NaaS includes Customer Experience Management (CEM), which is an additional service above and beyond support that delivers the digital insights and solution expertise to help you continually analyze and assess your environment, enabling you to optimize the performance and security of the network, lowering your risk and accelerating your ROI. CEM ensures a successful NaaS deployment via key functions such as service onboarding and on-going capacity and availability management[1]. The specific CEM deliverables may vary based on your deployment, but can include the following:

[1] **Depending on the terms of your deployment, CEM may be delivered to you directly by Aruba or through an authorized Aruba partner.**

- Lifecycle assessment of HPE GreenLake for Aruba NaaS through digital access to the Aruba Service Manager (ASM), a cloud-based, self-service dashboard that provides relevant, up-to-date information about your network environment including inventory, product/security advisories, incidents, etc.

- In addition to the digital experience described above, some HPE GreenLake for Aruba deployments may include a customer success manager who helps manage the lifecycle of the deployment throughout the subscription term. This provides a single point of contact for all deployment-related questions, prioritizing support cases, escalations, as well as regular reporting that includes recommendations for proactive lifecycle management.

HPE GreenLake for Aruba NaaS Service Packs

The as-a-service model takes a different approach to traditional technology deployments in that it's driven by outcomes. Therefore, the process of purchasing and deploying NaaS cannot be bogged down in understanding every feature or function of the underlying technology. That's why Aruba has created standardized HPE GreenLake for Aruba NaaS offerings designed around a set of common wired, wireless, and SD-WAN use cases. Each of these offerings, or "service packs," comes pre-designed with all the necessary components to deliver the use case – the technology, the subscription, and even a standardized contract that's quick and easy to execute. Put simply, we've made HPE GreenLake for Aruba NaaS as easy to transact as a traditional up-front, CAPEX-based purchase, while providing all the benefits of as-a-service consumption.

HPE GREENLAKE FOR ARUBA NAAS WITH INTELLIGENT OPERATIONS

Short on network expertise? Looking to free up your staff to focus on more strategic projects? In addition to the subscription and Customer Experience Management, HPE GreenLake for Aruba NaaS with Intelligent Operations enables you to also 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, HPE GreenLake for Aruba with Intelligent Operations leverages the industry-leading AIOps capabilities of Aruba to proactively monitor and remediate issues, avoiding customer impacting events before they occur and ensuring your Aruba technology is operating optimally to meet your business needs. HPE GreenLake for Aruba NaaS with Intelligent Operations also expands what's available to you in ASM, including tracking current/resolved incidents.
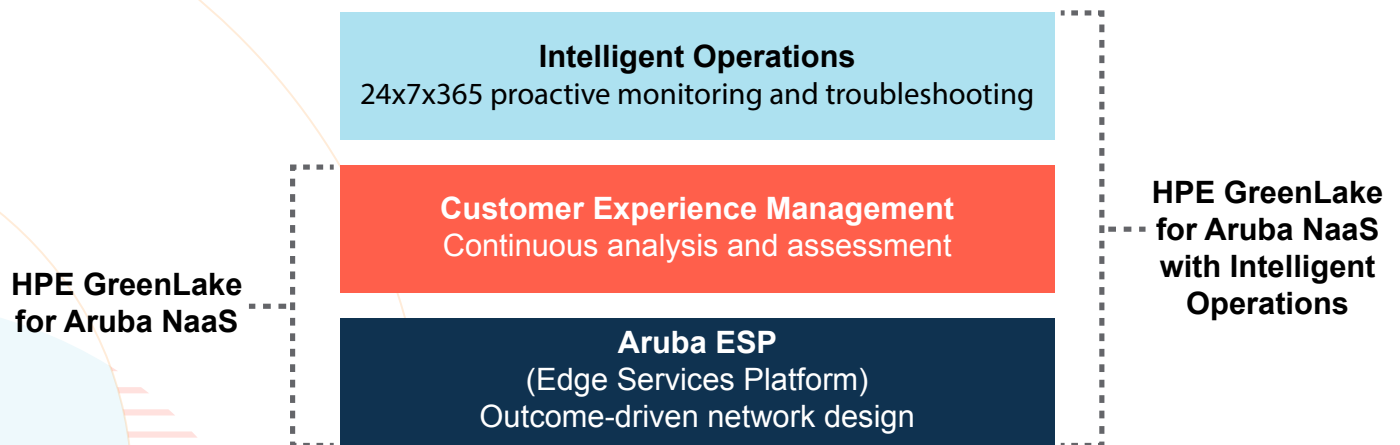
Intelligent Operations
24x7x365 proactive monitoring and troubleshooting

Customer Experience Management
Continuous analysis and assessment

Aruba ESP
(Edge Services Platform)
Outcome-driven network design

HPE GreenLake for Aruba NaaS

HPE GreenLake for Aruba NaaS with Intelligent Operations

Figure 1. HPE GreenLake for Aruba Offerings

CONCLUSION

While a cloud-like experience for networking is possible, it's not enough to meet rapidly changing business priorities. HPE GreenLake for Aruba enables you to address emerging business requirements so 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

Contact us at **www.arubanetworks.com/contact**