

HPE GreenLake for Networking service packs for partners



Key features

- Subscription-based offering with monthly billing
- SKU-based quoting and ordering
- Pre-defined, configurable components
- Customer Experience Management

Overview

The as-a-service (aaS) model takes a different approach to traditional technology deployments in that it is driven by agility and flexibility, so the process of purchasing and deploying NaaS is not bogged down in long sales cycles or detailed SOWs. That's why HPE Aruba Networking created HPE GreenLake for Networking service packs. Service packs are the key fundamental building blocks for partners to design and deliver a NaaS solution for their customers to satisfy their wired, wireless, and SD-Branch requirements quickly and easily.

Each service pack includes the required hardware, software, support, and service components for each specific use case, making it as simple to transact as traditional solutions.

Service packs are structured to help partners build and scale their NaaS business. It's a non-contractual, off-the-shelf solution, which partners can sell and deliver through preconfigured, standardized, repeatable solutions. More importantly, service packs enable partners to add value and differentiation with their own services, driving larger deals, stronger customer relationships, and faster time to revenue.

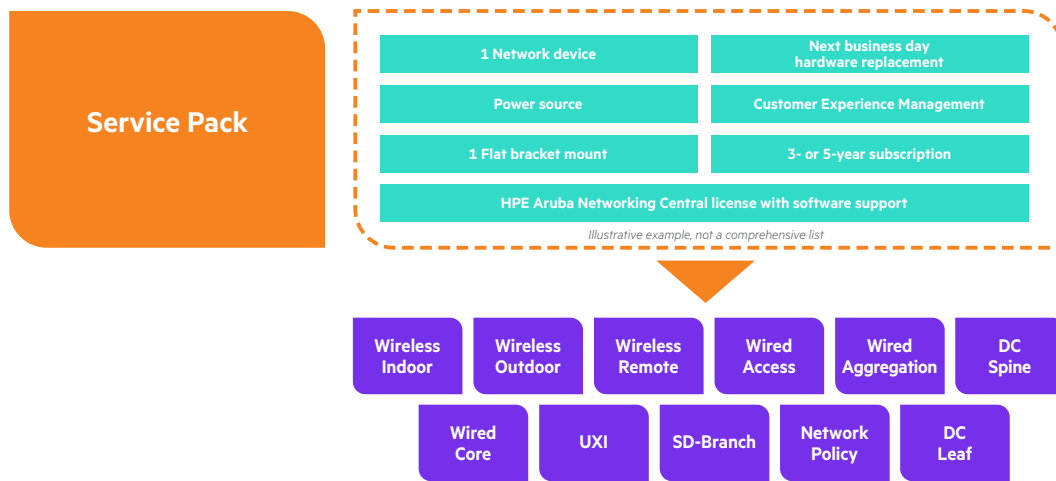


Figure 1. Service Pack Components and Use Cases

All-inclusive NaaS offering

Each HPE GreenLake for Networking service pack comes pre-designed with the necessary components to deliver the use case. It starts with industry-leading technology, including hardware (down to the mounting bracket), software and services. Service packs also include the monthly subscription as well as a standardized contract that's quick and easy to execute – all in a single SKU. Partners can easily design solutions by using service packs in different combinations, or building blocks, to address the most common wired, wireless, and SD-Branch use cases.

Subscription-based model

HPE GreenLake for Networking service packs are a subscription, not a lease, requiring no up-front capital and are backed by the vast financial resources of HPE Financial Services. Neither partners nor customers sign a lease or a financing agreement; instead, they choose a subscription with a specific rate and term. Unlike a lease, Service Pack subscriptions do not show up as an asset or liability on the balance sheet.

Since Service Packs are subscription-based, partners are not constrained by the large upfront costs of traditional purchasing and leasing models.

Flexibility to meet your customer needs

While each HPE GreenLake for Networking service pack has been designed with predetermined components, each one is configurable so partners can design a NaaS solution based on customer requirements. For example, the Wireless Indoor Service Pack comes pre-configured with an HPE Aruba Networking AP-510 Series access point. However, if your customer requires higher-density coverage, that access point can be replaced with an HPE Aruba Networking AP-535 to satisfy their requirements.

Increased revenue opportunities

HPE GreenLake for Networking service packs are designed to be sold and delivered by our partners. Partners provide a variety of services that complement Service Packs and increase the value for their customers, from design and installation through operations and customer success, and even additional high-value professional services such as white-glove hardware replacement, security services, and more. In addition, Service Packs enable partners to tap into new incentives and rebates to further increase their profitability.

Customer Experience Management

Customer Experience Management (CEM) is an additional service above and beyond support that delivers the digital insights and solution expertise to help customers continually analyze and assess a customer's network environment, lowering their risk and accelerating their ROI. CEM ensures a successful NaaS deployment through proactive guidance and notifications to support network optimization.

CEM starts with our NaaS experience platform, a cloud-based platform that provides relevant, up-to-date information about a customer's network infrastructure, such as device inventory of deployed equipment, relevant security vulnerabilities, product advisories and more. In addition to NaaS experience platform, Service Pack deployments may include customer success manager services that can assist with deployment-related questions, prioritizing support cases, escalations, as well as ongoing reporting that includes recommendations for proactive lifecycle management.

CEM provides partners the ability to leverage practices and expertise they may not currently have, while still owning the relationship with the customer.



Service Pack feature summary

Core features

Service Pack components	Includes the required hardware/CPE and software for each use case as well as support and Customer Experience Management services. Some Service Pack components are configurable.
Service Pack terms	<p>Term duration: The subscription duration, or Service Pack Term, is either 3- or 5-years with monthly billing.</p> <p>Flex up: Customers can add capacity, or “flex up,” by placing additional Service Pack orders that have their own respective 3- or 5-year terms.</p> <p>End of term: Approximately 12 months prior to the expiration of the Service Pack term, HPE will provide end of term options, which include the extension of the existing service on a month-to-month basis, a renewal of the contract (including technology refresh) or return of the equipment.</p>
Customer Experience Management (CEM) Control panel	<p>CEM assists in service delivery and provides relevant information to the designated partner throughout the Service Pack term. Specific CEM deliverables are based on the total contract value (TCV) and are as follows:</p> <ol style="list-style-type: none"> 1.Lifecycle assessment of HPE GreenLake for Networking service through digital access to NaaS experience platform, a cloud-based, self-service dashboard that provides relevant, up-to-date information about the customer network environment including inventory, product/security advisories, incidents, etc. Access to expert resources is available through the “Ask CEM” function. 2.In addition to the digital experience described above, contracts exceeding \$1M in total contract value may include an assigned 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.
Support	HPE Aruba Networking provides a standard support level for all components included in the Service Packs.



Service Pack specifications

Wireless

	Wireless indoor	Wireless outdoor	Wireless remote
Use case	Provides indoor wireless connectivity across mid, high, and ultra-high performance and density use cases	Provides outdoor wireless connectivity in high-density environments	Provides remote wireless connectivity for connecting remote sites—ideal for hospitality, branch, and teleworker deployments
Environment	Indoor	Outdoor	Indoor
Performance density	Mid, high, and ultra-high density	High-density	Low-density
Wireless standard	Wi-Fi 6/6E	Wi-Fi 6	Wi-Fi 6/6E
Speed	7.8 Gbps maximum	3 Gbps maximum	1.5 Gbps maximum

Hardware defaults

Access Point	510 Series	570 Series	500H Series
Power	Default—PoE	Default—PoE	Default—PoE
Mounting bracket	Included	Included	Included

Software

Operating system	Included	Included	Included
Central license	Foundational	Foundational	Foundational

Services

Product support	NBD exchange parts only	NBD exchange parts only	NBD exchange parts only
CEM	Included	Included	Included

Subscription

Subscription Term	3- or 5-years	3- or 5-years	3- or 5-years
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Wired

	Wired access	Wired aggregation	Wired core
Use case	Provides wired connectivity for network access layer connections	Provides wired connectivity for network access, aggregation, and core deployments	Provides wired connectivity for high performance, scale, and bandwidth deployments
Environment	Indoor	Indoor	Indoor
Switching	Layer 3	Layer 3	Layer 3
Hardware defaults			
Switch	CX 6200 Switch Series	CX 6300 Switch Series	CX 6400 Switch Series
Form factor	Fixed	Fixed	Modular chassis
Access port count speed	24 100M/1GbE	24 100M/1GbE/2.5GbE/5GbE	240 1GbE/2.5GbE/5GbE
Uplink port count speed	4 1GbE/10GbE SFP+	4 1GbE/10GbE to 25GbE (SFP+)	4 10GbE/25GbE
Power	AC	AC	AC
Transceivers	2 x 100m MMF	2 x 100m MMF	None included
Mounting bracket	Included	Included	Included
Software			
Operating system	Included	Included	Included
Central license	Foundational	Foundational	Foundational
Services			
Product support	NBD exchange parts only	NBD exchange parts only	NBD exchange parts only
CEM	Included	Included	Included
Subscription			
Subscription Term	3- or 5-years	3- or 5-years	3- or 5-years



SD-Branch

Use case	Provides software-defined, enterprise-grade network services, including management, forwarding, security, and configuration. The controller integrates policy enforcement for WLAN, LAN, and WAN.
Environment	Indoor
Firewall throughput	12 Gbps minimum
Port count speed	2 x SFP+ 1G

Hardware defaults

Gateway	7200 Series
Power	AC
Mounting bracket	Included
Transceivers	2 x 1G SFP

Software

Operating system	Included
Central license	Foundational

Services

Product support	NBD exchange parts only
CEM	Included

Subscription

Subscription Term	3- or 5-years
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User Experience Insight (UXI)

Use case	Provides network service testing (AP association, network authentication, DHCP, DNS, captive portal) and internal and external service testing of applications using synthetic test templates that measure latency, jitter, packet loss, throughput, VoIP mean opinion scores or web application transactions.
Environment	Indoor

Hardware defaults

Sensor	UXI G6 sensor
Gigabit Ethernet	10/100/1,000 Gigabit Ethernet
Power	Power over Ethernet (PoE)
Mounting bracket	Included

Software

UXI Cloud subscription	Included
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Services

Product support	NBD exchange parts only
CEM	Included

Subscription

Subscription Term	3- or 5-years
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Network policy

Use case	Role- and device-based secure network access control for IoT, BYOD, corporate devices, as well as employees, contractors, and guests across any multivendor wired, wireless and VPN infrastructure.
Environment	On premises
Framework and Protocol Support	RADIUS, RADIUS Dynamic Authorization, TACACS+, web authentication, SAML v2.0 RadSec (TLS encoded RADIUS)

Hardware defaults

Virtual Appliance (hardware not included)	Virtual appliances are supported on VMware vSphere Hypervisor (ESXi), Microsoft Hyper-V, CentOS not included) KW, Amazon EC2 & Microsoft Azure.
Power	N/A
Mounting bracket	N/A

Software

Operating System	Included
Other Software	ClearPass Access, ClearPass Entry, ClearPass Onboard, ClearPass OnGuard

Services

Product support	Foundational Care
CEM	Included

Subscription

Subscription Term	3- or 5-years
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Wired Data Center

	DC Leaf	DC Spine
Use case	Provides 10Gbps+ top-of-rack switching in data center environment, with optional Distributed Services	Provides 100Gbps+ switching between leaf switches
Environment	Indoor	Indoor
Switching	Layer 3	Layer 3
Switching capacity	Up to 4.8Tbps	6.4Tbps up to 25.6 Tbps (9300)
Hardware upgrades/options		
Airflow options	Port to power or power to power	Port to power or power to power
License		
License upgrade option	Yes	Yes
Services		
Product support	NBD exchange parts only	NBD exchange parts only
CEM	Included	Included
NaaS experience platform	Access included	Access included
Installation and operations	Not included	Not included
Subscription		
Subscription Term	3- or 5-years	3- or 5-years



Ordering and invoicing information

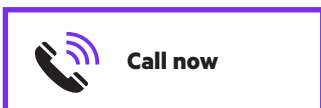
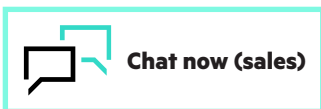
- Individual SKUs for each HPE GreenLake for Networking service pack are provided in the table below.
- Availability of HPE GreenLake for Networking service packs may vary according to local resources and may be restricted to eligible products and geographic locations. To obtain further information or to order, contact your HPE Aruba Networking Channel Account Manager (CAM) or Partner Business Manager (PBM).
- Invoicing occurs monthly in advance immediately following the commencement of the first Service Pack Term.

SKU	HPE GreenLake for Networking service pack
JN036AAS	HPE GreenLake for Networking Wired Access Service Pack
JN037AAS	HPE GreenLake for Networking Wired Core Service Pack
JN038AAS	HPE GreenLake for Networking Wired Aggregation Service Pack
JN039AAS	HPE GreenLake for Networking Wireless Indoor Service Pack
JN040AAS	HPE GreenLake for Networking Wireless Outdoor Service Pack
JN041AAS	HPE GreenLake for Networking Wireless Remote Service Pack
JN042AAS	HPE GreenLake for Networking User Experience Insight Service Pack
JN043AAS	HPE GreenLake for Networking SD-Branch Service Pack
S1F99AAS	HPE GreenLake for Networking Network Policy Service Pack

Partner information and support

- For existing HPE/HPE Aruba Networking partners, visit the [HPE Partner Ready Portal](#)
- To become a partner, visit arubanetworks.com/partners/become-a-partner/

Make the right purchase decision.
Contact our presales specialists.



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