WHAT CAN YOUR NETWORK DO FOR YOU?

MOVING AT THE SPEED OF MOBILE AND IOT

We are in the midst of a massive transition away from networking technologies that were designed for the 20th century when mobile, IoT and cloud did not exist. In today's environment, mobile changes the way people work and learn. Mobile and IoT change the way people purchase and design real estate. And mobile, IoT and cloud are creating the perfect storm of risks and opportunities, disrupting traditional businesses and declaring new winners.

These new technologies are forcing business and IT leaders to rethink how they invest in IT infrastructure to take advantage of the speed of innovation. While they aim to improve GenMobile's experience and enable operational efficiencies, they can't control the following market trends—driven by mobile and IoT—that have a big impact on everything from corporate real estate planning to enterprise network design.

- Fixed real-estate investments are shifting towards digital technologies to make better use of the existing space – IoT for building automation, analytics for real-time insights into space and energy utilization, mobile for improved productivity and seamless connectivity.
- Traditional fixed investments on voice over IP infrastructure is shifting towards support and maintenance of a wide variety of mobile voice and video solutions, many introduced to the environment by the end users, and enable business continuity on the go.
- Investments for print and online channels for visitor and employee engagement are shifting to the delivery of rich smartphone applications. As the number one source of Internet traffic today, mobile grabs the highest attention of connected workforces across any industry.
- Investments for traditionally fixed and expensive dedicated private MPLS links for wide area network (WAN) connectivity are moving towards use of broadband links that are much faster to set-up, and much more affordable to acquire. Accordingly, expensive branch routing infrastructure investments are moving towards cloud-powered software-defined WAN solutions.

- End user computing itself is moving away from being a fixed cost for IT departments, as employees and guests carry their own devices – smartphones, laptops, tablets, watches – and use private and public cloud-based security platforms to self-register them onto enterprise networks.

THE PERFECT STORM BRINGS CHALLENGES

Mobile and IoT technologies create the potential for tremendous business opportunities, but also present challenges for IT and business leaders.

Balancing opportunity with risk

The largest adopter of IoT ecosystems will be businesses, not consumers. Enterprises are projected to have 11.2 billion IoT devices installed by 2020. This sheer number of devices creates obvious challenges for IT as they balance the benefits of smarter workplaces with the risk of onboarding unknown devices to their environment without having the right set of support tools and a predictable, reliable network infrastructure in place.

Speed of innovation drives faster refresh cycles

Traditionally, IT decision makers made significant capital investments to acquire networking hardware, and when it was time to support new business applications, they were expected to provide another large capital outlay. Those days are long gone. Recent innovations in private and public cloud infrastructures have disrupted consumption models for networking technology. IT and business leaders now need flexible purchasing and deployment options for their network infrastructures, so that they can keep up with the speed of innovation, without breaking their IT budgets.

Leaders need insights into GenMobile's experience

As leaders from different lines of business attack the problem of improving end user experience, they invest in a variety of digital platforms and applications. They need rich contextual data to measure employee productivity, utilization of workplace resources, guest engagement, and the potential business impact of IoT devices in smart buildings. Without fully understanding the success or failure metrics for GenMobile's experience at work, businesses are flying blind as they try to improve their operations and invest in additional IT services.

Today's network infrastructures must deliver more than just connectivity. It must provide actionable insights about the use of mobile and IoT to justify future investments, so that businesses can adopt cutting edge technology, serve the needs of GenMobile, and move to smart buildings – while keeping the budget in check and without fear of security risks.

A SMARTER NETWORK — INFRASTRUCTURE AS A PLATFORM

Aruba's Mobile First Platform is designed to address these business and IT challenges, acting as the intelligent software layer between the network infrastructure and third party IT services and business and end user-facing applications.

It is developer-ready to enable innovation at the speed of the ecosystem – instead of a single vendor – with industry leading technology partners and app developers working together to create innovative solutions that elevate the customer experience. With easy to consume software components, the Mobile First Platform and its ecosystem partners offer everything from wireless connectivity to secure device onboarding, to mobile engagement.

Flexible consumption models for our platform components address the need to procure new Aruba solutions without breaking the budget. A variety of network-as-a-service options help minimize the total up-front cost, convert capital expenditures to OpEx, and rely on our partners' expertise to perform design, installation, monitoring, and support.

CONCLUSION

This surge in mobile and IoT means that the wired and wireless network must deliver more than just connectivity – the network is expected to provide actionable insights about the use of mobile and IoT to justify future investments, so that businesses can adopt new technologies and serve the needs of GenMobile – while keeping the network secure and the budget under control.

The Aruba Mobile First Platform gives IT the tools they need to dynamically adapt to real-time business needs by taking advantage of the rich context the Aruba infrastructure collects about mobile and IoT devices. The insights gathered from the network allow for richer experiences for GenMobile, and predictable and secure operations for IT. Together with our technology partners, we are helping our customers transform the overall digital experience and optimize their business operations at the speed of mobile and IoT innovation.

To find out more about the Aruba Mobile First Platform, read the solution overview.

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