HPE GREENLAKE FOR ARUBA

OVERVIEW

HPE GreenLake for Aruba is a Network as-a-Service (NaaS) solution that is offered with pay-as-you-go flexibility and assured service delivery to address critical problems for organizations that need advanced network capabilities.

This service:

1. Provides a predictable monthly subscription covering all of the options you need for your Aruba network and surrounding software,

2. Offers financial flexibility, such as helping to accelerate networking benefits by utilizing your budget with better near-term advantage to your business,

3. Provides options for evergreen refresh of network equipment with renewal at the end of the cycle, and

4. Enables better customer experience and outcomes with continuous service delivery and engagement by Aruba experts.

HPE GREENLAKE FOR ARUBA SETS A NEW STANDARD

HPE GreenLake for Aruba is setting new standards to define a full NaaS experience for our customers. A full NaaS experience is characterized by:

- Going beyond basic Simple Network Management Protocol to more advanced data collection methods.
- Leveraging our strong cloud-based, centralized Aruba NMS with APIs along with on-prem management capabilities.
- Incorporating our breadth of Aruba software that include security, end-user analytics, end-user experience validation, and other tools.
- Ensuring active management and oversight provided by Aruba experts and supported by an automated platform architected with AI for responsive, proactive, scalable service delivery.
- Providing technical transparency and customer-fit business reviews to assure communications, transparency, and customer confidence.

KEY BENEFITS

Predictable Budgeting and Financial Flexibility

HPE GreenLake for Aruba is based on a subscription model that replaces large up-front capital outlays with a monthly fee based on your sized-to-fit networking infrastructure. Options for upcycle and recycle of your old technology, with evergreen refresh at time of program renewal eliminates challenges with equipment end-of-life and end-of-support.

Superior Customer Experience

Designed as an end-to-end service with expert guidance provided at every step in the network management lifecycle, to optimize network value and operations. A designated Customer Success Manager works in tandem with your selected Aruba partner to oversee your network onboarding, support and success.

Capabilities for Service Insights and Workflow Automation

Obtain predictable, responsive service delivery on global scale. Our service management platform includes inventory snapshots, automated alerting and service request track to closure for your team or ours.

Leverage Aruba's highly skilled Network Operations Center (NOC)

HPE GreenLake for Aruba includes manage, operate, and administer (MOA) services delivered by Aruba's highly skilled network management services team or our qualified partners. They keep your network infrastructure humming, and provide 24x7x365 L1–L4 support. Your staff is freed from MOA tasks so they can concentrate on business-critical activities. Foundation Care support services provide four-hour on-site or hardware exchange service levels depending on your needs.

Accelerate your Edge with HPE GreenLake for Aruba

Intelligence at the edge is driving us to create new mobile, IoT, and digital experiences which demand smarter operations. By 2021, there will be almost 25 billion IoT devices[1] in use worldwide and 6 billion smart phones.[2] By 2022, more than 50% of enterprise-generated data will be created and processed outside the data center or cloud.[3]

Working with HPE GreenLake for Aruba enables you to accelerate your edge with:

- Superb user experience – designed and operated for seamless roaming.
- Simplicity, speed and agility – Aruba Wi-Fi solution designed, installed, and configured by Aruba in collaboration with Aruba partners.

- Network security, end-user analytics – enabled leveraging Aruba's state of the art software.
- Managed, operated, and administered – Aruba-delivered NOC supported by an automated platform designed with AI for responsive, proactive, and scalable delivery.
- Financially accessible – predictable monthly invoice.

To find out more about how HPE GreenLake for Aruba can accelerate your business by defining a new standard for critical networking services, please contact Aruba Sales.
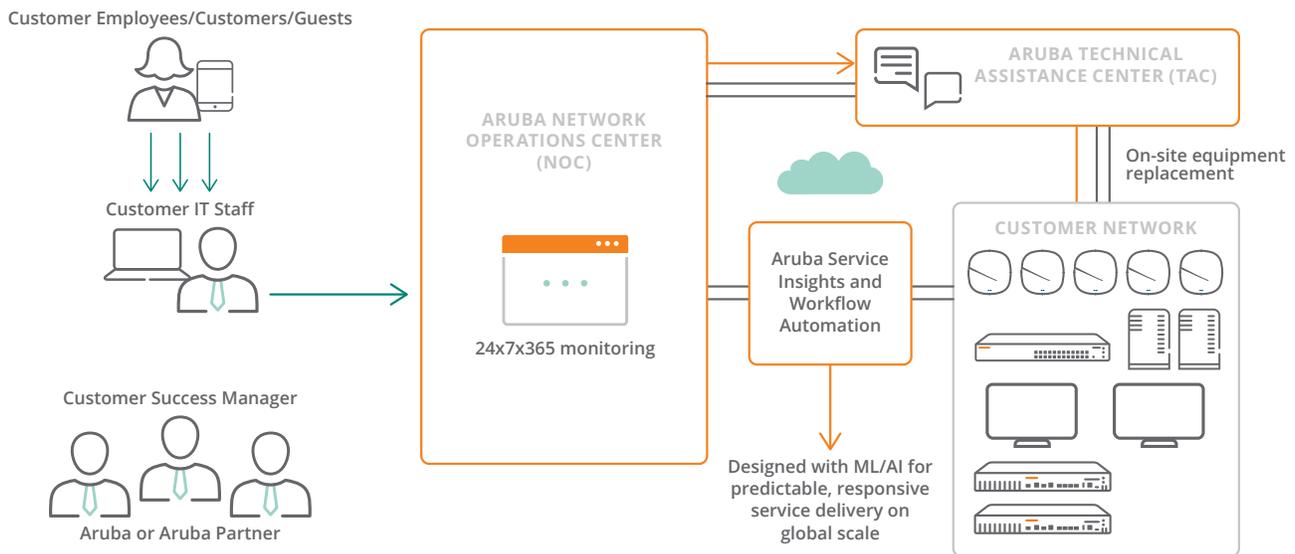
Figure 1. NOC service enables HPE GreenLake for Aruba for customers

[1] 121B: Gartner: Network Agility 2019
[2] 6B: Ericsson, Mobility Report Q4 Update 2018
[3] 75%: Technology Insight: Edge Computing in Support of the Internet of Things – Gartner 2018

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