aruba

a Hewlett Packard
Enterprise company

SERVICE BRIEF
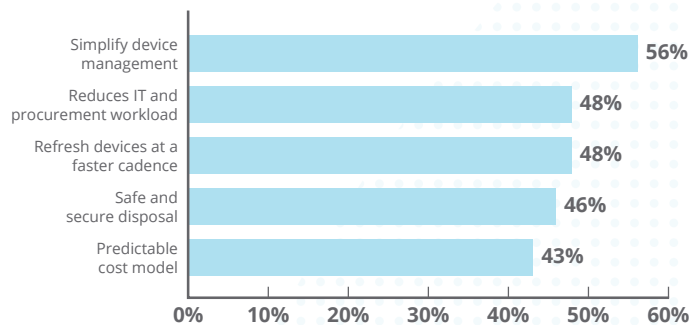
HPE GREENLAKE FOR ARUBA

Accelerate Your Network with as-a-Service Outcomes and Financial Flexibility

THE CHALLENGE

Network investments don't always produce expected business objectives: equipment can take too long to fully deploy, daily operations can overwhelm the network team, and budget challenges can delay critical projects.

HPE GreenLake for Aruba provides a new approach designed to accelerate your network lifecycle at every step, while lowering your burdens and risks by sharing responsibility to reach expected business outcomes with financial flexibility.

Organizations are adopting consumption services to gain these key benefits

Simplify device management	56%
Reduces IT and procurement workload	48%
Refresh devices at a faster cadence	48%
Safe and secure disposal	46%
Predictable cost model	43%

0%   10%   20%   30%   40%   50%   60%

Source: IDC Market Analysis Perspective: Worldwide Flexible Consumption and Financing Strategies for IT Infrastructure, 2019

ACCELERATE ON YOUR TERMS

HPE GreenLake for Aruba is a comprehensive Network as-a-Service solution combining Aruba products and essential services into a single monthly payment. It is delivered using a data-driven Service Management approach that automates workflows and other key capabilities, making our service scalable and flexible to fit your requirements.

Managed Connectivity Services under HPE GreenLake for Aruba include:

- **Customer Experience Management** program for expert guidance
- **Aruba Service Manager** portal for insights and visibility to your network
- **Equipment Refresh** which can be planned mid-cycle and at time of renewal

- **Intelligent Operations** with live 24x7 monitoring and remote daily operations
- **Flexibility** to avoid major CAPEX purchase spikes, gaps in provisioning, and to accelerate the purchasing power of your future budget

INTELLIGENT INSIGHTS ON NETWORK USAGE

Aruba Service Manager portal provides on-demand insights on the use of your network, software, and needed updates. Save time otherwise required to assess the current status of your network equipment and software, and to identify exposures. Our team proactively provides expert guidance on which software versions will best fit your needs, and takes on the burden of carrying out those updates on your behalf.

BENEFITS

- **Accelerated On-Boarding Experience** working with our Customer Success Manager and your selected Aruba partner
- **Reduce IT Workload** with our expert team and data-driven automation
- **Avoid Network Slowdowns and Outages** with advanced prep for needed service expansions and simplified renewals
- **Stretch Your Budget** with predictable subscription payments
- **Obtain Proven Value** of HPE GreenLake projects for our customers

40%
Increased IT team productivity by reducing the support load on IT

75%
Shortened time to market for deploying global IT projects

Source: The Total Economic Impact™ Of HPE GreenLake, 2020, Forrester Research, Inc.

Learn more at arubanetworks.com/NaaS

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