

HPE GreenLake for Aruba

Delivering on Agile NaaS from HPE Aruba Networking.
For what comes next.





Features and Benefits

• **Subscription-Based Model.**

Achieve greater financial flexibility and predictability with no capital expenditure surprises through a single monthly payment.

• **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 HPE Aruba Networking experts.

• **Delivering Agile NaaS.** Combine the above capabilities into a solution that meets your objectives and provides a foundation for a successful NaaS implementation.

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 sudden post-pandemic repositioning of office space may not necessarily align well with traditional networking deployment cycles, triggering the need for unexpected network investments and use cases. 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 new flexibility provided by a Network-as-a-service (NaaS) subscription is well suited to increase deployment agility, however many NaaS offerings force you into a single, restrictive deployment and financial model. Organizations need as-a-service solutions that provide broad flexibility across a wide variety of financial, operational and management priorities which can change over time. We know that most organization demand to underpin their connectivity services with a consistent user and operator experience based on proven technology. HPE Aruba Networking delivers these capabilities to our customers with Agile NaaS.

Deliver on the promise Agile NaaS by consuming ESP in a cloud-like manner through a single monthly subscription payment

With Agile NaaS from HPE Aruba Networking, customers can deliver business outcomes faster with the ability to mix and match acquisition, deployment and operational models with a consistent and proven unified architecture in Aruba ESP (Edge Services Platform).

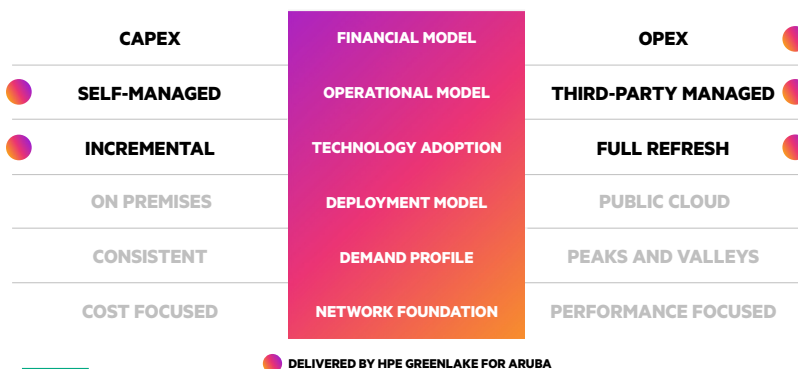


Figure 1. The six dimensions of Agile NaaS



Delivering Agile NaaS with HPE GreenLake for Aruba

NaaS is a new approach to consuming enterprise network infrastructure designed to fuel innovation at every step while lowering your risk, accelerating your ROI, and enabling you to achieve your desired outcomes with greater agility and flexibility. HPE GreenLake for Aruba is a comprehensive NaaS offering that delivers on the promise of Agile NaaS by allowing you to consume Aruba ESP in a cloud-like manner, through a single monthly subscription payment and with options for flexible consumption. Leveraging the vast financial resources of HPE and geographic reach of HPE Aruba Networking's channel partner network, your HPE GreenLake 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 HPE Aruba Networking's mature and proven hardware, software, and services in a single, all-inclusive monthly subscription with no upfront capital investments required.

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, the 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 adding new devices/locations as needed or leveraging "flex down" options to more closely align spend with usage. Your equipment refresh, upcycle, and recycle timeframes can be changed at the time of renewal.

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 management¹. 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 HPE Aruba Networking or through an authorized HPE Aruba Networking 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 NaaS deployments may include additional HPE resources who help manage the lifecycle of the deployment throughout the subscription term, such as answering deployment-related questions, prioritizing support cases, managing escalations, as well as providing 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 NaaS 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.

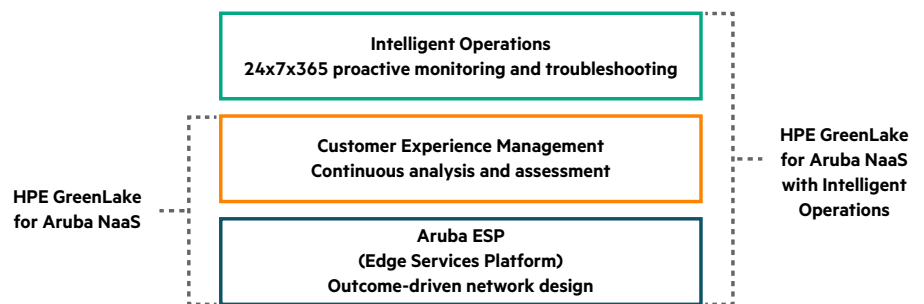


Figure 2. HPE GreenLake for Aruba offerings



Conclusion

While a cloud-like experience for networking is possible, it's not enough to meet rapidly changing business priorities. Agile NaaS, delivered by HPE GreenLake for Aruba, enables you to address emerging business requirements by moving from a large upfront capital expenditure to predictable monthly payments, stretching your budget and achieving faster time to value for your Aruba network. With our Intelligent Operations option, 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/naas>

**Make the right purchase decision.
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