

## SOLUTION OVERVIEW

# HPE GreenLake for Aruba

### THE CHALLENGE

Technology investments don't always produce expected business outcomes: solutions can take too long to fully deploy, daily operations can overwhelm infrastructure teams, and budget challenges can delay critical projects.

In addition, new strategic initiatives such as hybrid work/learning, inter-branch WAN connectivity, and connected retail can trigger the need for unexpected network investments, hindering IT's ability to quickly shift in order to meet business demands.

More importantly, recent global events such as the Covid-19 pandemic have heightened the need for agility and flexibility, both financially and technologically, to keep pace with rapidly changing business and user requirements.

The as-a-service model addresses these challenges by enabling organizations to quickly and easily procure, deploy, manage, and optimize technology resources as well as make changes on the fly as their needs evolve. However, a cloud-like consumption experience for network equipment has lagged behind other IT infrastructure domains like servers and storage. Until now.

### THE SOLUTION

Network-as-a-Service (NaaS) is a new approach to consuming network infrastructure designed to fuel innovation at every step while lowering your risk, accelerating your ROI, and enabling you to achieve your desired business outcomes with financial flexibility.

HPE GreenLake for Aruba is a comprehensive NaaS offering that allows you to consume Aruba ESP (Edge Services Platform) in a cloud-like manner, through a single monthly subscription payment. Leveraging the vast financial resources of Hewlett Packard Enterprise (HPE) and geographic reach of Aruba's channel partner network, your HPE GreenLake Aruba solution will be delivered where and how you need it.

### SOLUTION FEATURES AND BENEFITS

#### Subscription-Based Consumption 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 designated customer success manager*

#### Hardware Refresh & 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 Aruba experts*

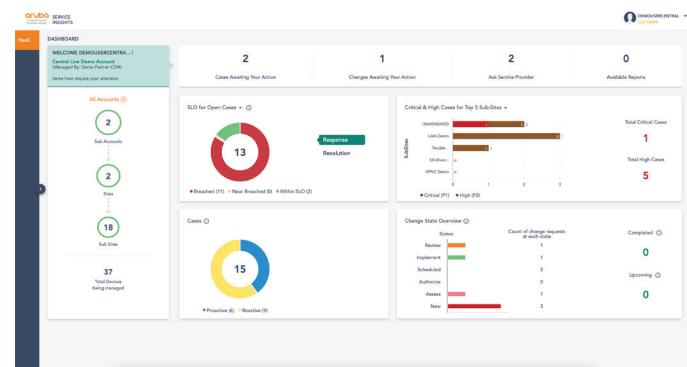


Figure 1: Aruba Service Manager



### 'Pay-As-You-Go' Financial Flexibility

HPE GreenLake for Aruba alleviates the burden of long-term network life cycle planning and budgeting by combining all required hardware, software, and services (e.g. Aruba Foundation Care Support) in a single, all-inclusive monthly subscription with no upfront capital investments required. You only pay for the NaaS solution provisioned for active locations; unlike a traditional lease, additional locations can be easily added to the HPE GreenLake for Aruba subscription as needed. You can pause the subscription during the course of the contract and your equipment refresh, upcycle, and recycle timeframes can be changed and planned mid-cycle or at the time of renewal.

### Customer Experience Management

HPE GreenLake for Aruba includes Customer Experience Management (CEM), which accelerates your ROI by providing insights into how you're consuming through the Aruba Service Manager (ASM), Aruba's service management portal, and a designated Customer Success Manager (CSM) who acts as your single point-of-contact for your Aruba NaaS engagement.

Supplementing your IT service management (ITSM) operations, Aruba Service Manager allows you to do incident tracking, observe device availability and trends, receive frequent detailed reports, contact your CSM, and more. It allows you to maintain complete visibility to network operations, viewing your environment and recognizing trends that could influence environment changes.

Aruba designates a CSM who guides you through the Aruba service experience and coordinates the service delivery resources required to deliver the Aruba solution throughout the service term. This includes a recurring operational policy management review, ensuring you have the latest information on how the service has been performing, along with recommendations for improvements.

### Intelligent Operations

Short on network expertise? Intelligent Operations is an optional service for HPE GreenLake for Aruba customers that enables you to 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, Aruba experts provide a proactive service, ensuring your Aruba technology is operating optimally to meet your business needs.

For example, while it's common to install every new release that becomes available, there are situations when adjustments are required first to avoid issues. Intelligent Operations includes the knowledge required to make those proactive adjustments, upgrading software and device firmware only when necessary, which helps your organization benefit from new features quickly.





## CONCLUSION

A cloud-like experience for networking is possible. By addressing emerging business requirements with HPE GreenLake for Aruba, you not only move from a large upfront capital expenditure to predictable monthly payments, allowing you to stretch your budget, you also achieve faster time to value for your Aruba network.

With Intelligent Operations, 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/solutions/naas/>