



GreenLake for Networking service packs

Overview

The as-a-service (aaS) model takes a different approach to traditional technology deployments in that it is driven by agility and flexibility, so the process of purchasing and deploying NaaS is not bogged down in long sales cycles or detailed statements of work (SOW). That's why HPE created GreenLake for Networking service packs. Service packs are the key fundamental building blocks for partners to design and deliver a NaaS solution for their customers to satisfy their wired, wireless, and SD-Branch requirements quickly and easily.

Key features

- Subscription-based offering with monthly billing
- SKU-based quoting and ordering
- Pre-defined, configurable components
- Customer Experience Management

Each service pack includes the required hardware, software, support, and service components for each specific use case, making it as simple to transact as traditional solutions.

Service packs are structured to help partners build and scale their NaaS business. It's a non-contractual, off-the-shelf solution, which partners can sell and deliver through preconfigured, standardized, repeatable solutions. More importantly, service packs enable partners to add value and differentiation with their own services, driving larger deals, stronger customer relationships, and faster time to revenue.

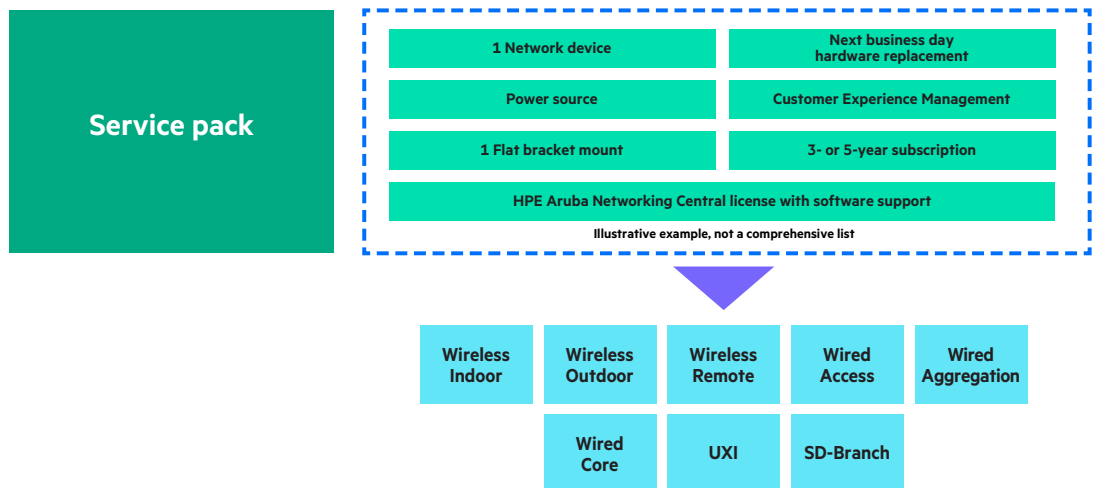


Figure 1. Service pack components and use cases

All-inclusive NaaS offering

Each GreenLake for Networking service pack comes predesigned with the necessary components to deliver the use case. It starts with industry leading technology, including hardware (down to the mounting bracket), software, and services. Service packs also include the monthly subscription as well as a standardized contract that's quick and easy to execute—all in a single SKU. Partners can easily design solutions by using service packs in different combinations, or building blocks, to address the most common wired, wireless, and SD-Branch use cases.

Subscription-based model

GreenLake for Networking service packs are a subscription, not a lease, requiring no up-front capital and are backed by the vast financial resources of HPE Financial Services. Neither partners nor customers sign a lease or a financing agreement; instead, they choose a subscription with a specific rate and term. Unlike a lease, service pack subscriptions do not show up as an asset or liability on the balance sheet.

Since service packs are subscription-based, partners are not constrained by the large up-front costs of traditional purchasing and leasing models.

Flexibility to meet customer needs

While each GreenLake for Networking service pack has been designed with predetermined components, each one is configurable so partners can design a NaaS solution based on customer requirements. For example, the Wireless Indoor service pack comes preconfigured with an HPE Aruba Networking AP-510 Series access point. However, if your customer requires higher-density coverage, that access point can be replaced with an HPE Aruba Networking AP-535 to satisfy their requirements.

Increased revenue opportunities

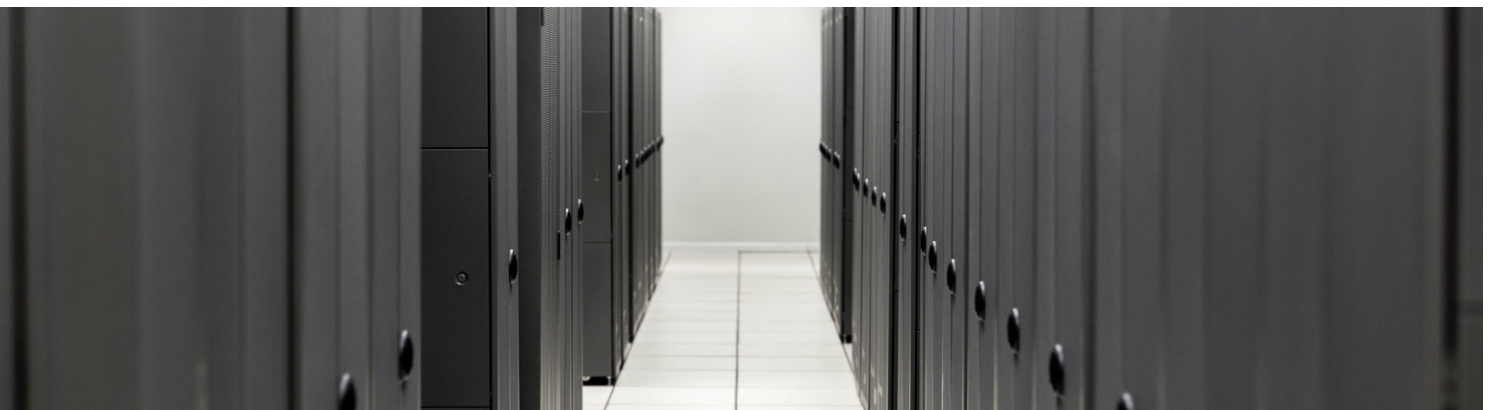
GreenLake for Networking service packs are designed to be sold and delivered by our partners. Partners provide a variety of services that complement service packs and increase the value for their customers, from design and installation through operations and customer success, and even additional high-value professional services such as white-glove hardware replacement, security services, and more. In addition, service packs enable partners to tap into new incentives and rebates to further increase their profitability.

Customer Experience Management

Customer Experience Management (CEM) is an additional service above and beyond support that delivers the digital insights and solution expertise to help customers continually analyze and assess a customer's network environment, lowering their risk and accelerating their ROI. CEM ensures a successful NaaS deployment through proactive guidance and notifications to support network optimization.

CEM is a digital experience that assists partners and customers in all phases of the service lifecycle. CEM includes:

- User and site onboarding support
- Relevant information to design and deploy service packs including a checklist of recommended activities
- Access to the HPE Networking Support Portal
- Access to the NaaS experience platform, which provides:
 - Asset management reporting
 - Hardware and software lifecycle reporting (including product advisories, end of life, end of development and end of support notifications)
 - Software adherence tools
 - License management reporting
 - Production support access
 - 'Ask CEM' which provides digital answers to service-related questions



Service pack feature summary

Core features	
Service pack components	Includes the required hardware/CPE and software for each use case as well as support and Customer Experience Management services. Some service pack components are configurable.
Service pack terms	Term duration: The subscription duration, or service pack term, is either 3- or 5-years with monthly billing. End of term: Approximately 12 months prior to the expiration of the service pack term, HPE will provide end of term options, which include the extension of the existing service on a month-to-month basis, a renewal of the contract (including technology refresh) or return of the equipment.
Customer Experience Management (CEM)	CEM assists in service delivery and provides relevant information to the designated partner throughout the service pack term.
Support	HPE Aruba Networking provides Next Business Day Exchange support level for all components included in the service packs.

For additional details about GreenLake for Networking service packs, see the [service description](#).

Ordering and invoicing information

- Individual SKUs for each GreenLake for Networking service pack are provided in the table below.
- Availability of GreenLake for Networking service packs may vary according to local resources and may be restricted to eligible products and geographic locations. To obtain further information or to order, contact your HPE Aruba Networking Channel Account Manager (CAM) or Partner Business Manager (PBM).
- Invoicing occurs monthly in advance immediately following the commencement of the first service pack term.

SKU	GreenLake for Networking service pack
JN036AAS	GreenLake for Networking Wired Access service pack
JN037AAS	GreenLake for Networking Wired Core service pack
JN038AAS	GreenLake for Networking Wired Aggregation service pack
JN039AAS	GreenLake for Networking Wireless Indoor service pack
JN040AAS	GreenLake for Networking Wireless Outdoor service pack
JN041AAS	GreenLake for Networking Wireless Remote service pack
JN042AAS	GreenLake for Networking User Experience Insight service pack
JN043AAS	GreenLake for Networking SD-Branch service pack

Partner information and support

For existing partners, visit:
[HPE Partner Ready Portal](#)

To become a partner, visit:
[HPE Partner Ready Vantage](#)

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