

HPE GREENLAKE FOR NETWORKING

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, and recycle.** Ensure the right technology is being utilized to meet service levels while also supporting environmental and sustainability initiatives.
- **Third-party management option.** Remove the management burden from IT staff and optimize user experiences through proactive 24x7 remote management and monitoring handled by 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 organizations 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.

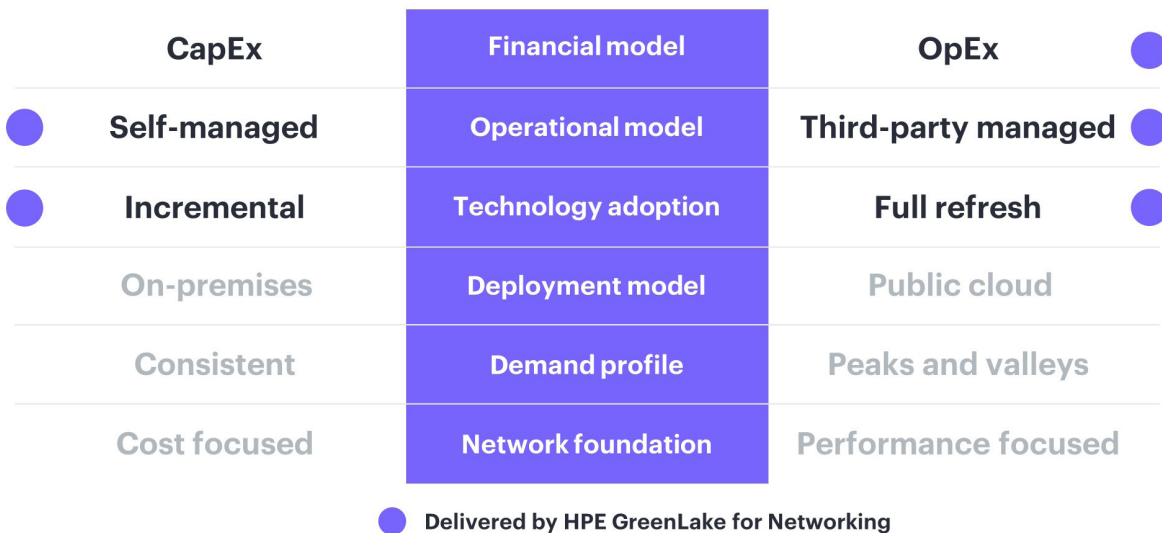


Figure 1. The six dimensions of Agile NaaS

Delivering Agile NaaS with HPE GreenLake for Networking

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 Networking is a comprehensive NaaS offering that delivers on the promise of Agile NaaS by allowing you to consume Networking 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 Networking solution will be delivered where and how you need it.

HPE GreenLake for Networking alleviates the burdensome process of network lifecycle 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 up-front capital investments required.

With HPE GreenLake for Networking 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 Networking subscription as things change, including adding new devices/locations as needed through a simple change order. Your equipment refresh, upcycle, and recycle timeframes can be changed at the time of renewal.

In addition to the subscription, HPE GreenLake for Networking 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 ongoing capacity and availability management.¹ The specific CEM deliverables may vary based on your deployment, but can include the following:

- Lifecycle assessment of HPE GreenLake for Networking through digital access to 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 Networking 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.

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.



HPE GreenLake for Networking 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 HPE Aruba Networking has created standardized HPE GreenLake for Networking 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 Networking as easy to transact as a traditional up-front, CapEx-based purchase, while providing all the benefits of as-a-service consumption.

Third-party management options

Short on network expertise? Looking to free up your staff to focus on more strategic projects? In addition to the technology subscription and Customer Experience Management, HPE GreenLake for Networking provides the option to offload your network monitoring, administration, and operations to HPE Aruba Networking or one of our partners. Leveraging the industry-leading AIOps capabilities of HPE Aruba Networking, your network will be proactively monitored 24x7x365 and issues will be resolved before end users are impacted, ensuring your network is operating optimally to meet your business needs.

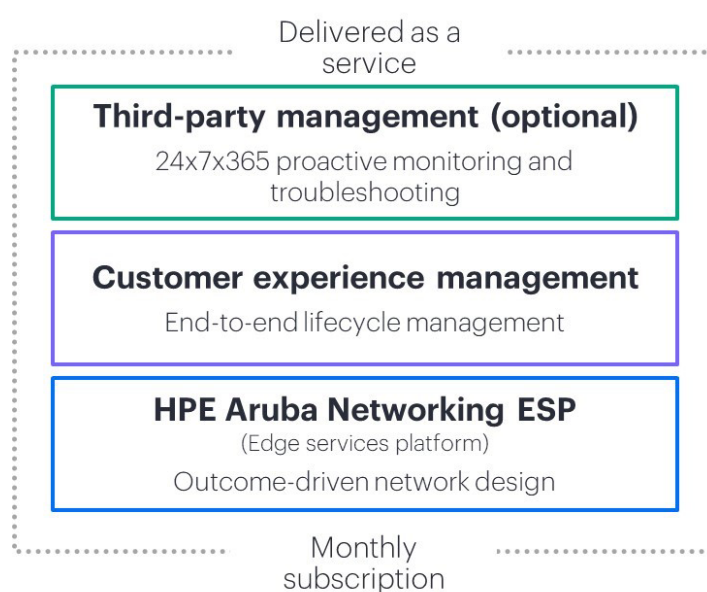


Figure 2. HPE GreenLake for Networking

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 Networking enables you to address emerging business requirements by moving from a large up-front capital expenditure to predictable monthly payments, stretching your budget and achieving faster time to value for your HPE Aruba Networking. With our third-party management options, you can rest assured that all software upgrades, monitoring and troubleshooting, as well as decommissioning and end-of-life support are handled by HPE Aruba Networking experts, easing the burden on IT staff and enabling you to deploy more strategic and innovative use cases.

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