Elissa McCormick

Solution Advocacy Lead - APJ

Elissa has worked in HPE's networks business unit from ProCurve through to Aruba. During her time at ProCurve Elissa was a senior solution architect. Recognising a need to to develop her business skills Elissa moved into a role as a Regional Product Manager.
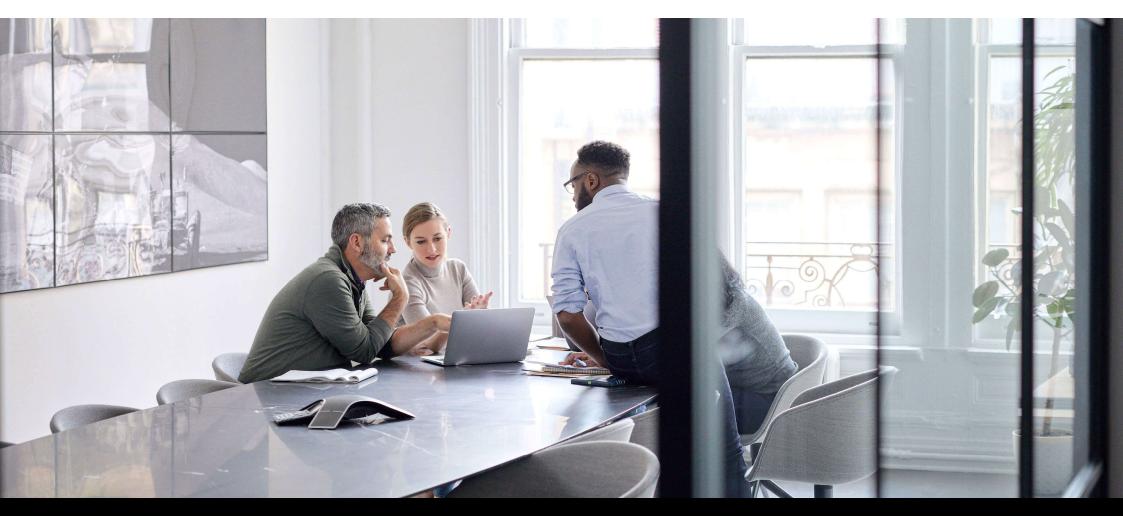
During this time she was responsible for growing Aruba's software business comprising of Aruba's cloud applications such as Aruba Central, User Experience Insights and SD Branch and was instrumental in the expansion of Central instances across the region.

Today Elissa is focussed on developing pan-Aruba solutions for customers and working with key technology partners to offer customers and partners integrated and supported best of breed solutions.

Having recently completed her MBA Elissa is enjoying endeavouring to master the art of cooking Dosa.
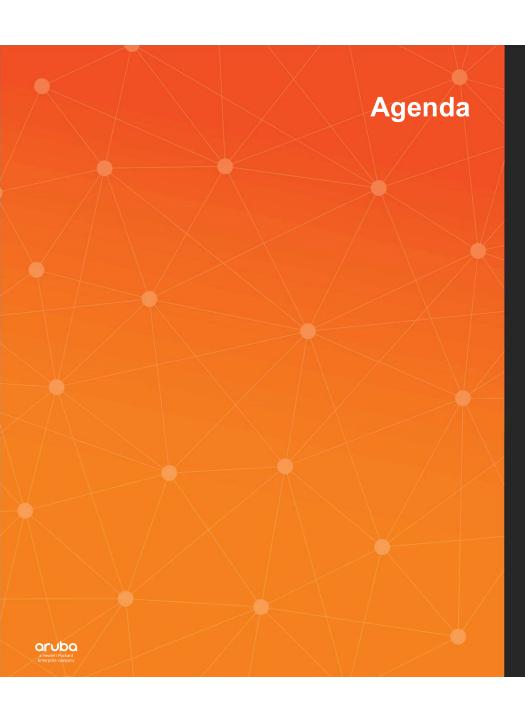
Aruba Central

Elissa McCormick

Agenda

01
Aruba Central Platform

02
Aruba Central Workflow

03
Live Demo

04
Q&A

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INFRASTRUCTURE MANAGEMENT HAS CHANGED

External Factors

Mobility & IoT

Growing number of users, devices & things

Geography

Multiple business locations, sites or locales

Performance

Anywhere access via non-traditional devices

Organizational Challenges

Manpower & Budget

Leaner teams driven to do more with less

Insight

Limited understanding resulting in fire drills

Flexibility

Inability to grow with emerging business needs

COMMON INFRASTRUCTURE
CHALLENGES & REQUIREMENTS*

Simplicity
6 in 10
have no on-staff
networking expertise

Affordability
50%
are very cost
conscious

Assurance
7 in 10
get complaints
about poor Wi-Fi

Flexibility
50%
prefer Cloud
Managed Wi-Fi

Visibility
95%
want application
visibility & control

Guest Access
85%
give access
to guests

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Why **Cloud-Managed** Networks?

Simple

No management hardware and software to maintain

Anytime, anywhere access to all networks

Intelligent

Built-in capabilities to ensure network performance and visibility

AI Insights identify trends

Customizable network access

Reliable

Guaranteed uptime

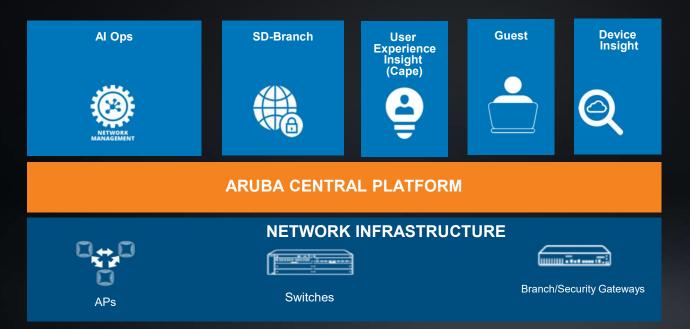Local management if cloud connectivity fails – **Unique to Aruba**

Flexible

Easy to scale network up and down to meet business requirements

Subscription options

ARUBA CENTRAL – CLOUD NATIVE
NETWORK OPERATIONS & ASSURANCE

Experience-First Management

Wired and Wireless

Aruba-OS Switches

Branch Gateways

Instant Access Points

Value Added Services

Guest Wi-Fi

Presence Analytics

Aruba AirGroup

Unified Communications

Extensibility via REST APIs

(Configuration, Monitoring, Alerts and Secure Access)

ARUBA CENTRAL

NETWORK MANAGEMENT

ANALYTICS & ASSURANCE

SECURITY

API

EDGE SOFTWARE PLATFORM

API

Wired Access

Wireless

SD-WAN

ACCESS

SIMPLE
Best-in-class, unified platform for amazing experiences

SMART
Intelligent assistance to optimize performance
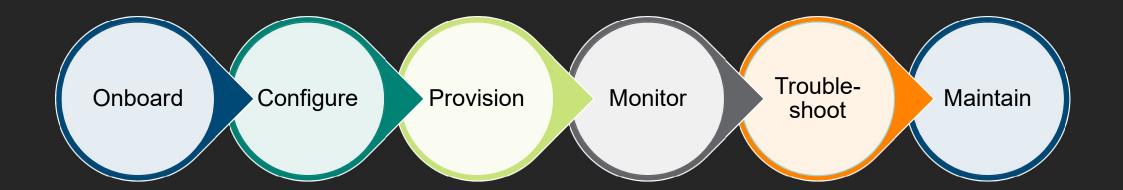
SECURE
Dynamic micro policy and embedded security

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Aruba Central Workflow

Onboard → Configure → Provision → Monitor → Trouble-shoot → Maintain

Provisioning –ZTP Workflow – *Day 0*

- ***I want* Zero-touch Provisioning!**
- ***#sayNOtoStaging!***
- **Faster roll-out**
- **Saving $$$ on logistics!**

Admin:
Adds Devices to Inventory, Creates Groups, Sites

Admin:Sends devices to site
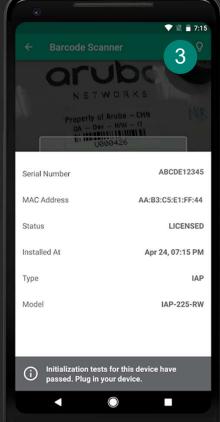
Installer:Connects devices

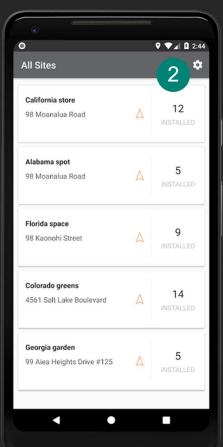Admin:Sees devices coming on line and installer connects to network
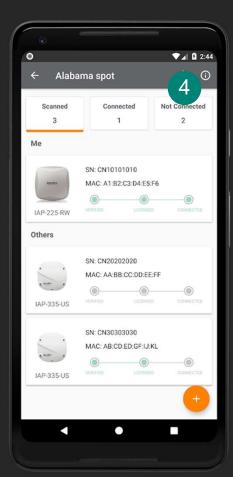
Provisioning – Installer Workflow – *Day 0*

Aruba Central Demo

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Try Aruba Central *-Today!*

Aruba Central is cloud network management with all the benefits.
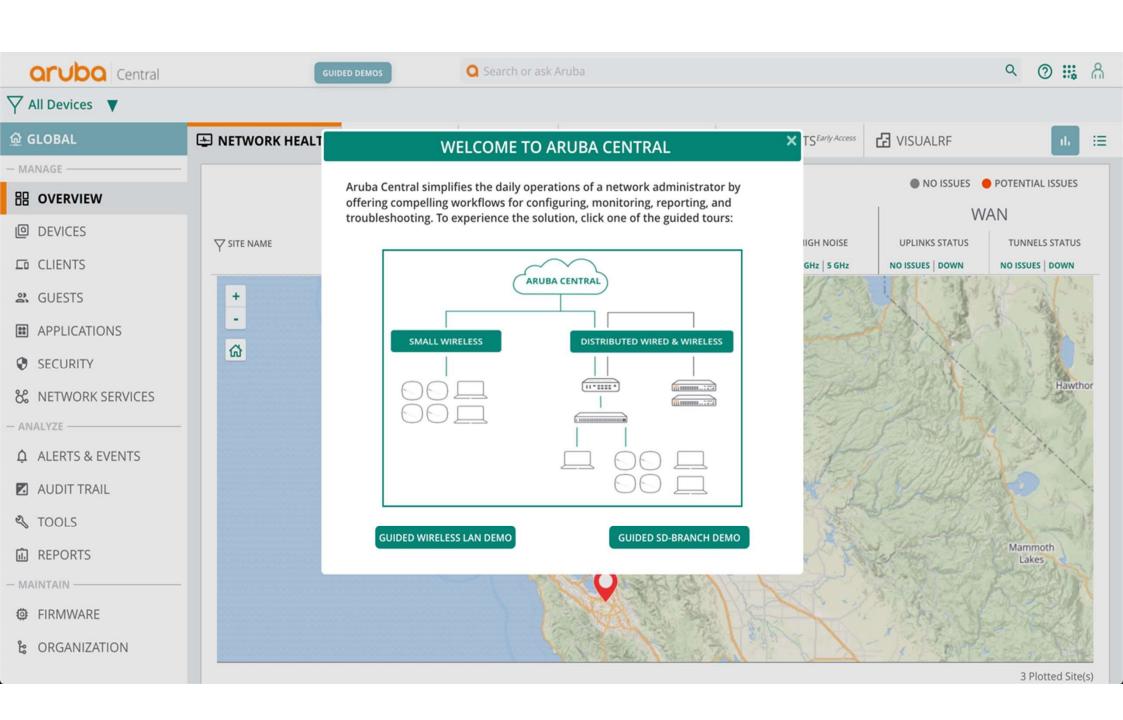Streamline operations. Automate grunt work. See problems before users do.

Learn how it works.

Witness the power of Aruba Central on a simulated network.
Experience a fully interactive demo—right from your browser.

⊙ Start demo

Resources

Test Drive Aruba Central   https://www.arubanetworks.com/products/networking/management/central/?geoforce=0

Aruba Central How To Videos   https://www.youtube.com/playlist?list=PLsYGHuNuBZcZkgZeJFI6kNWDn_n6O4cHK

AirHeads - Aruba Central Discussion   https://community.arubanetworks.com/t5/Cloud-Managed-Networks/bd-p/CloudManagedNetworks

Aruba Central Security Questionnaire   https://cloudsecurityalliance.org/star/registry/aruba-a-hpe-company

Aruba Central 90day FREE Trial Offer   Contact the Aruba Team for Trial Access and Loan Equipment

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THANK YOU

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