

July 2020

aruba

a Hewlett Packard
Enterprise company

Green Lake for Aruba Tech-Talk

Ravindar Kumar
Leader Services Sales, APJ.

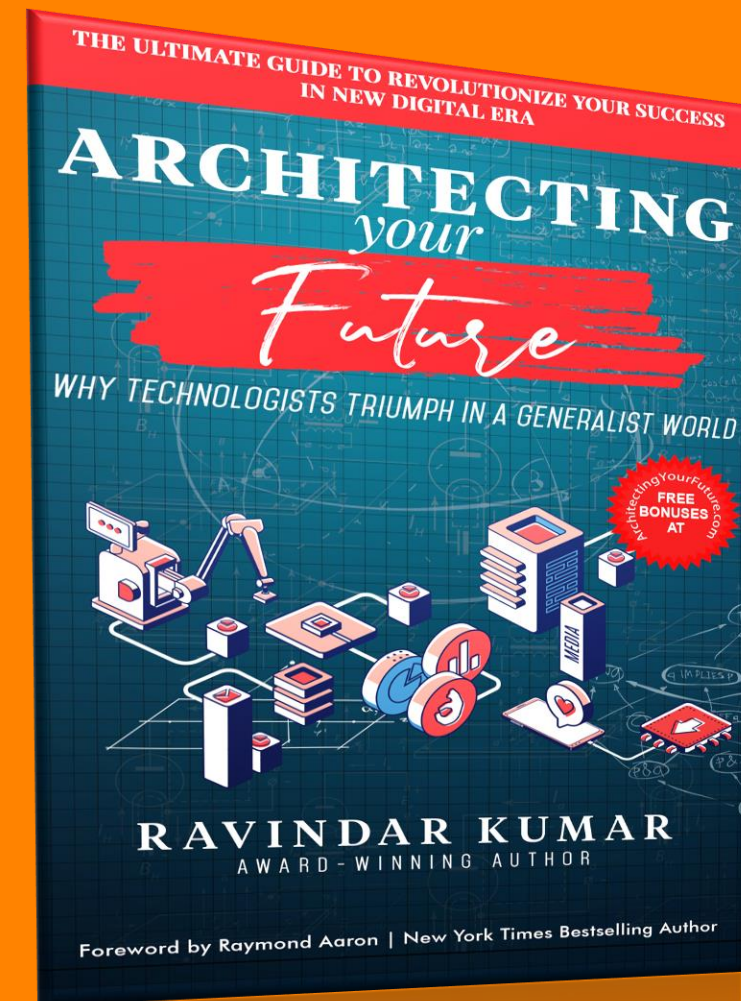


Self Introduction



Optimist and Award Winning Author of “Architecting Your Future. Books available in USA, EMEA and APJ.

**20 + Years of
Networking Services,
Architecting,
Consulting Selling**

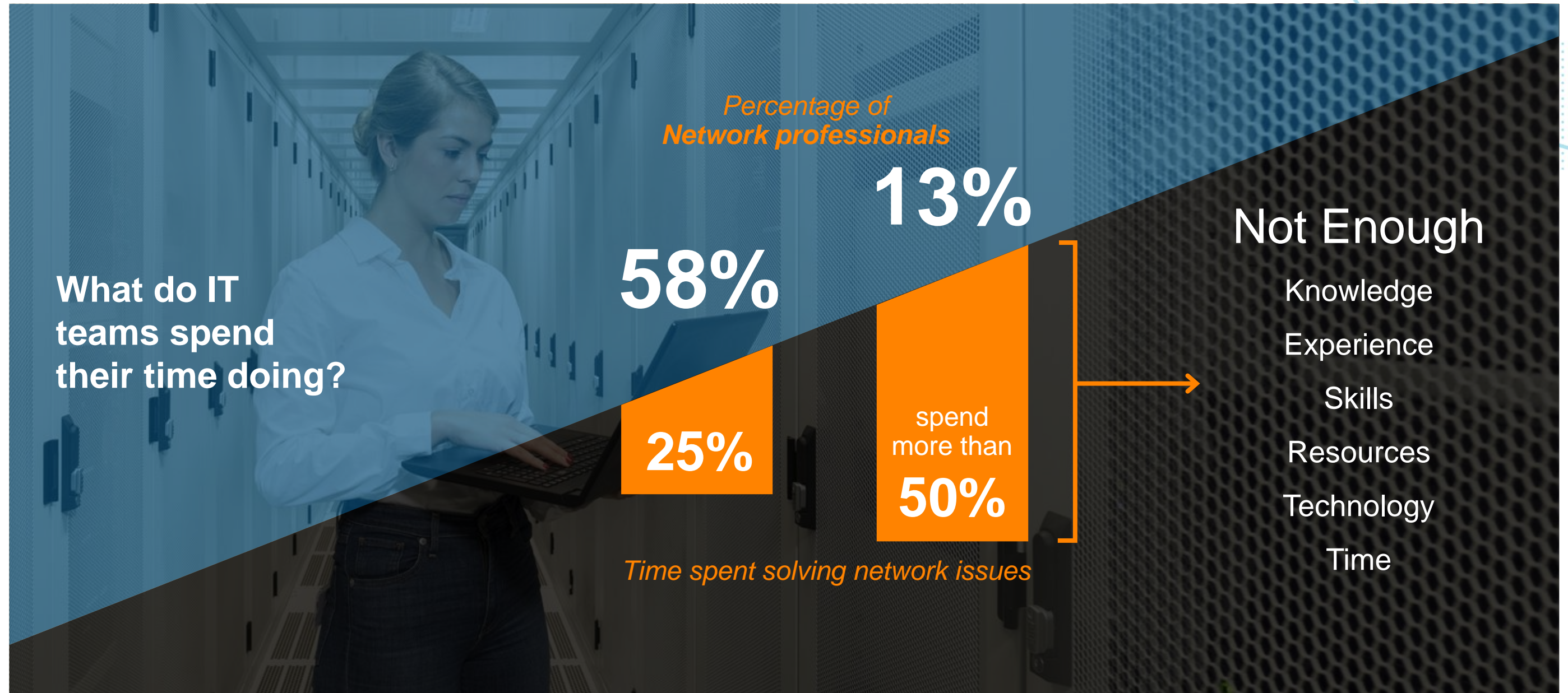


My passion Project

**In a digital economy,
businesses are making
new demands of IT**



IT Teams are Distracted by Unnecessary Network Tasks



Why Organizations Pick Flexible Consumption

56%

Simplify
device
management

48%

Reduce IT
and
procurement
workload

48%

Refresh
devices at a
faster
cadence

46%

Safe and
secure
disposal

43%

Predictable
cost model

DEFINE YOUR EDGE

61%

**of companies are accelerating
innovation with XaaS¹**

Delivering the as-a-Service Experience from Edge to Cloud

HPE GreenLake

Workloads delivered
as a service

Pay per use services¹ in your
data center, at the edge, or in a
co-location facility

HPE GreenLake Hybrid Cloud

Multicloud, on and off premises

A complete managed
cloud with continuous cost
and compliance based
controls

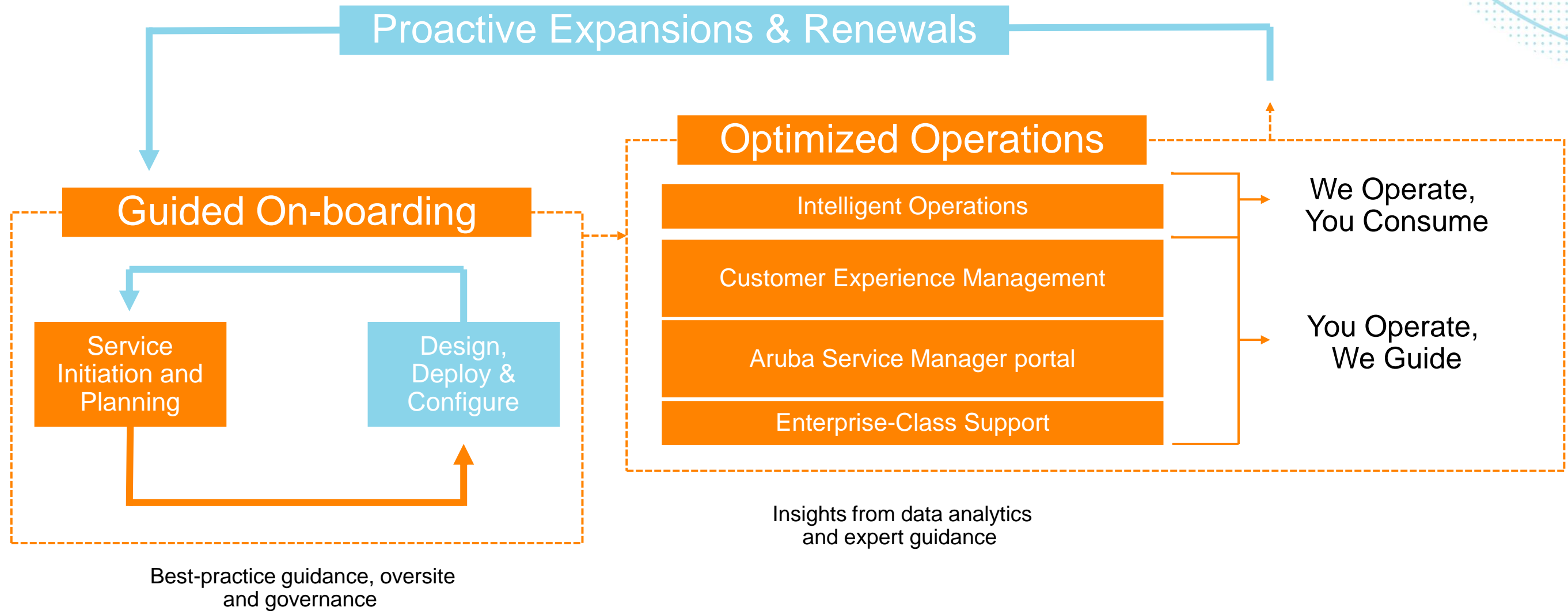
HPE GreenLake for Aruba

For Edge / IoT solutions

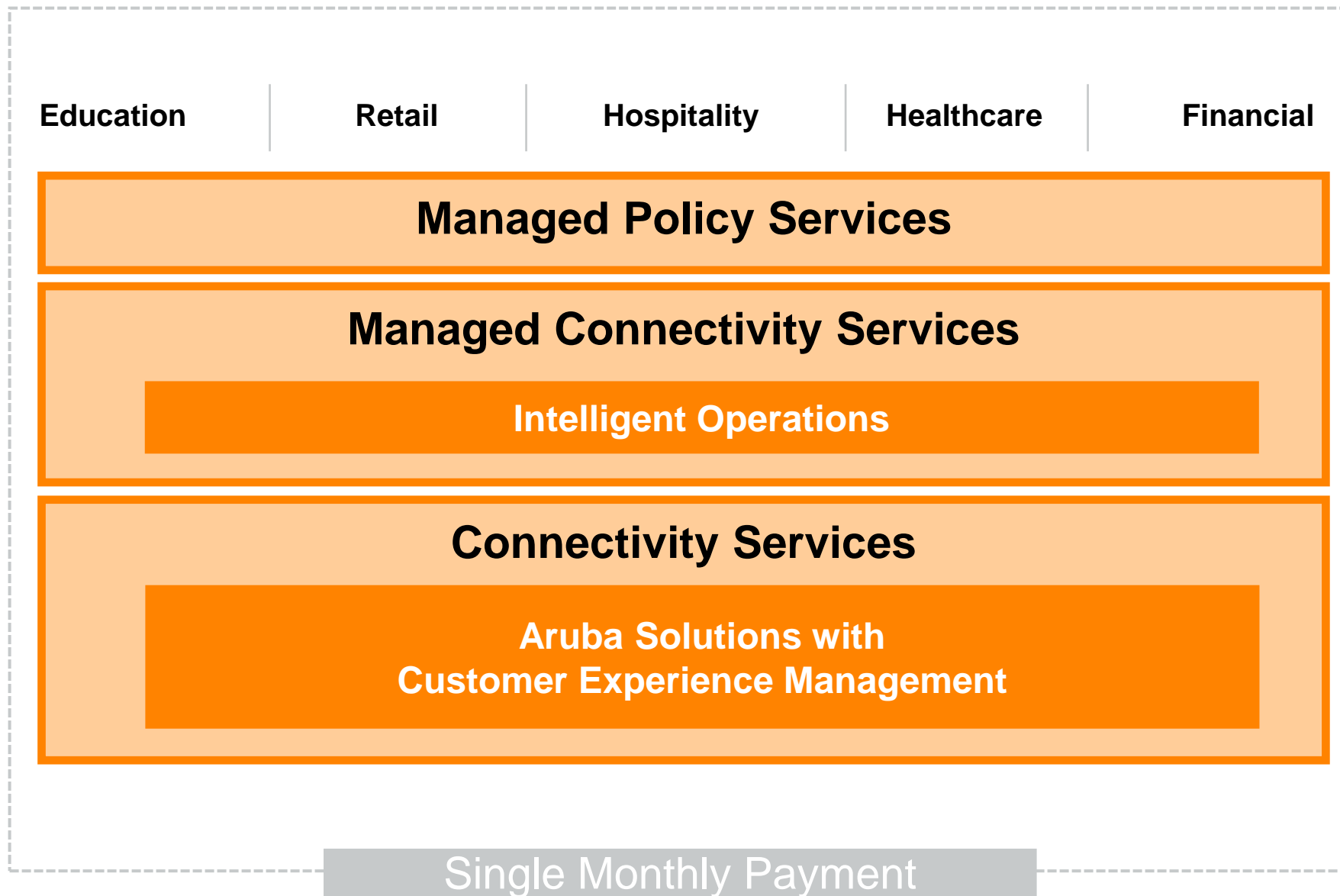
Aruba networking, with
flexible options to accelerate
value with reduced burdens
and risks

¹ minimum commitment may apply

Accelerate Your Network Journey with GreenLake for Aruba



GreenLake for Aruba Service Options



Accelerate On-boarding

Faster, better-tailored on-boarding that avoids problems from the start

Reduce IT Workload

Expert guidance and AI-driven service delivery helps you use more, with better precision and less overhead

Simplify Expansion and Renewal

Our Customer Experience Management program guides you at every step

Intelligent Alerting & Insights

Benefit from automation and data analytics tuned to your goals and usage

Stretch Your Budget

Obtain predictable, standard monthly subscription charges over contract term

Managed Connectivity Services

Optimized Operations
Lowered IT Burdens

Intelligent Operations

- Live monitoring and intelligent operations of the network
- Intelligent alerting and workflow automation

Customer Experience Management

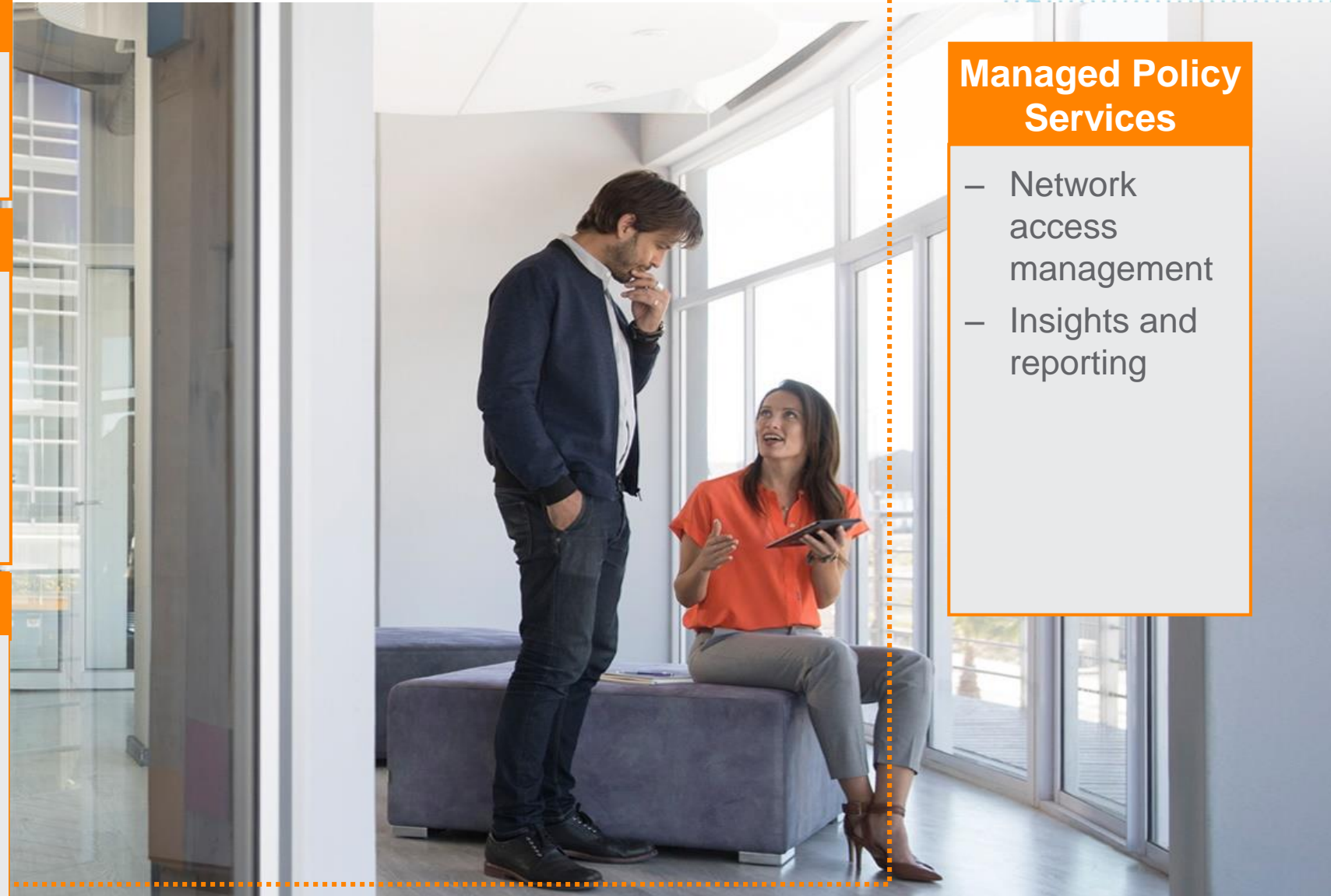
- Enhanced support experience with a designated Customer Success Manager
- Guided onboarding, enhanced support and success management working with your selected Aruba partner
- Inventory and service management reporting via the Aruba Service Manager portal

Aruba Solutions

- Hardware / Software procurement with 36, 48 or 60 month terms
- On-prem and cloud-hosted
- Flexible financing options with equipment upcycle/recycle at purchase, and evergreen refresh at time of renewal

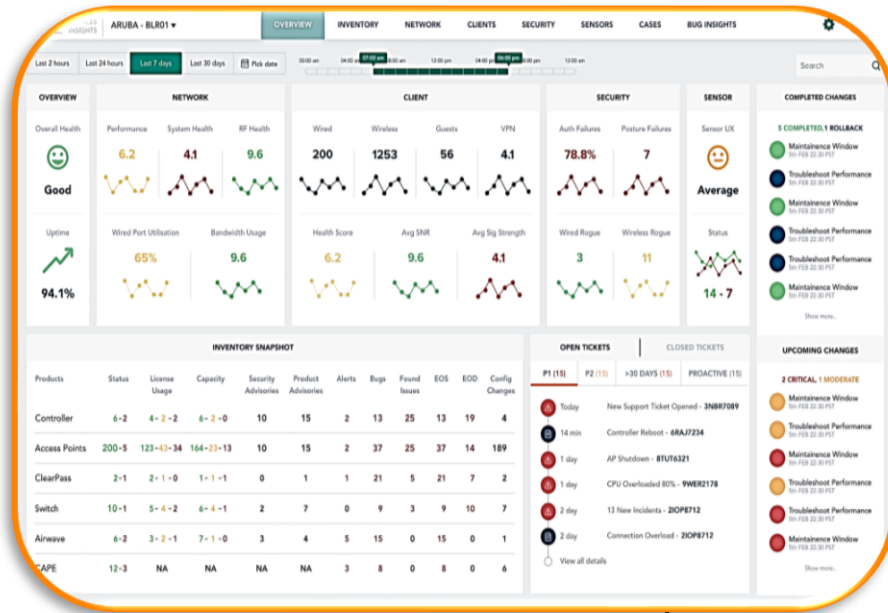
Managed Policy Services

- Network access management
- Insights and reporting



Benefits from Customer Experience Management

ARUBA Service Manager console



ARUBA Customer Success Manager

Inventory Insights

Speed your monthly deployment assessment and identify needed changes

Receive Change Management Prompts

Expert planning and automated change management tracking to closure

Make Change Requests Easily

Open new cases quickly with automated tracking

Intelligent Alerting

Receive alerts that apply to the network equipment and software that you have in use, with automated case creation

Service Insights

Our team finds alerted conditions and discovers root problems, with on-going communication and reporting to your team

Watch the demos!

Welcome to Aruba Service Manager



Customer Documentation | ⓘ
Network design and deployment documents



Download Collector | ⓘ
Download collector for collecting inventory information



Upload Inventory | ⓘ
Upload the inventory file from Collector



Inventory Insights | ⓘ
Visualize inventory trends and advisories



My Cases | ⓘ
View Case Details



Ask CSM | ⓘ
Contact the Customer Success Manager



Key Performance Indicators | ⓘ
Key Performance Indicators



Changes | ⓘ
View Change Details



Service Insights | ⓘ
Service Insights



Reports | ⓘ
Download Reports



Sample Project Documentation | ⓘ
Use this template for Onboarding purpose



Catalog | ⓘ
Aruba service offers



ASP | ⓘ
Connect to Aruba support portal for product and software support

Inventory Insights



ArubaDemo

CONTROLLERS

P 16 I 14

ACCESSPOINTS

P 125 I 125

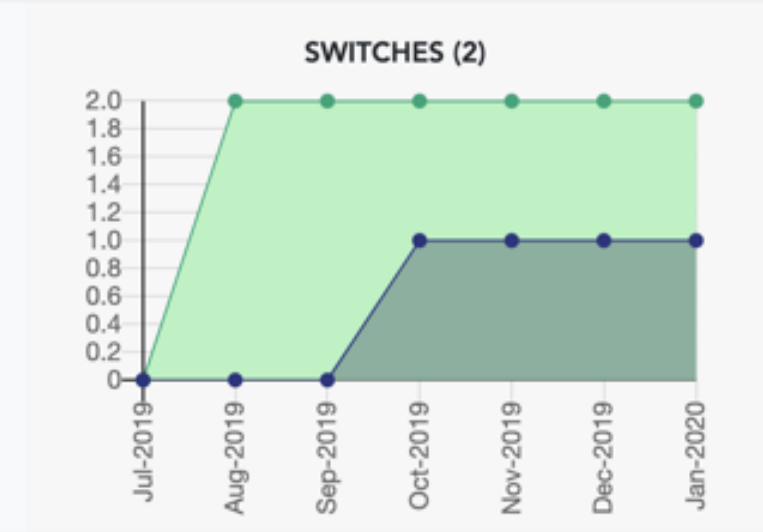
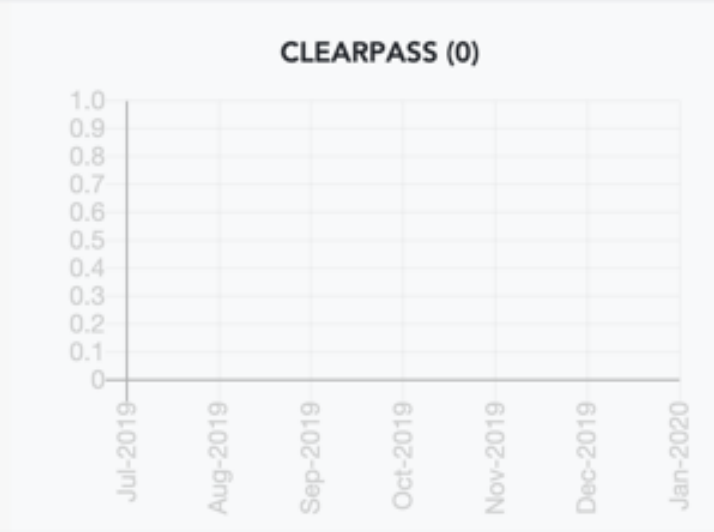
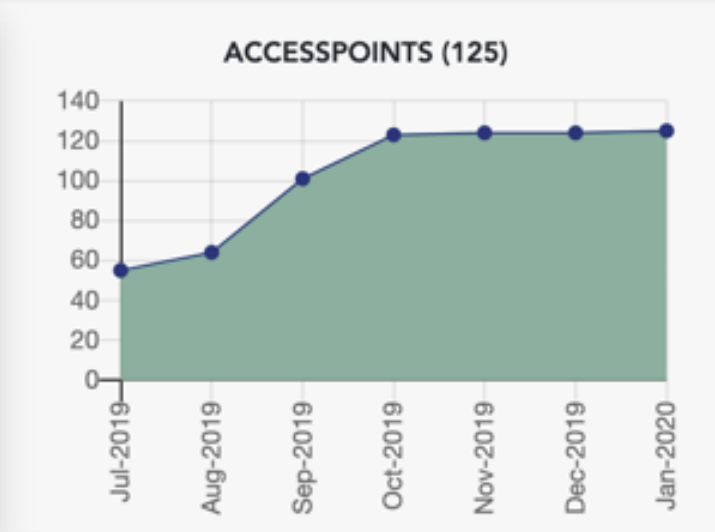
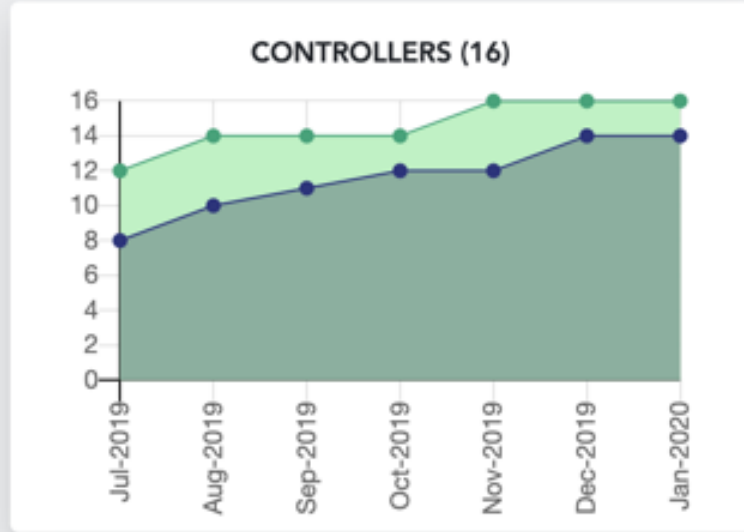
CLEARPASS

P 0 I 0

SWITCHES

P 2 I 1

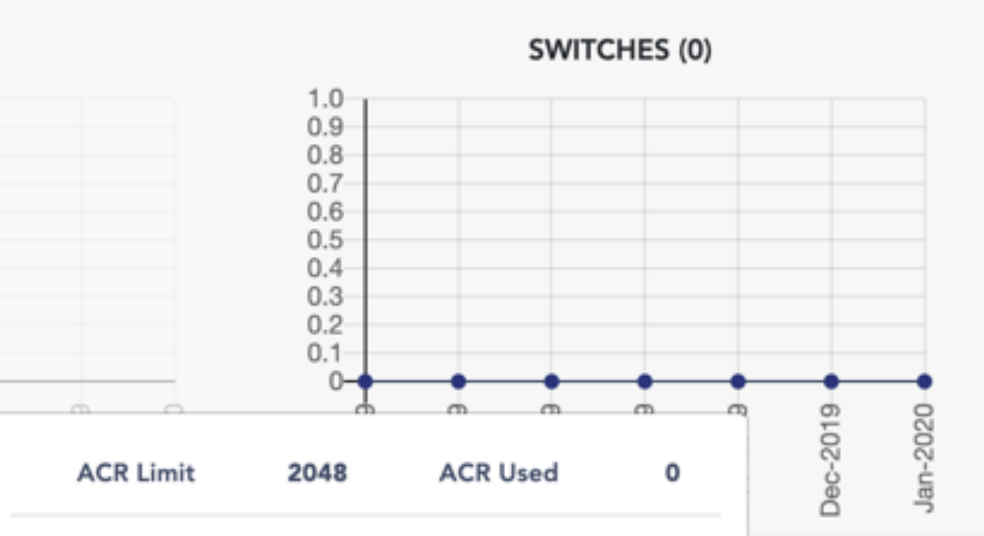
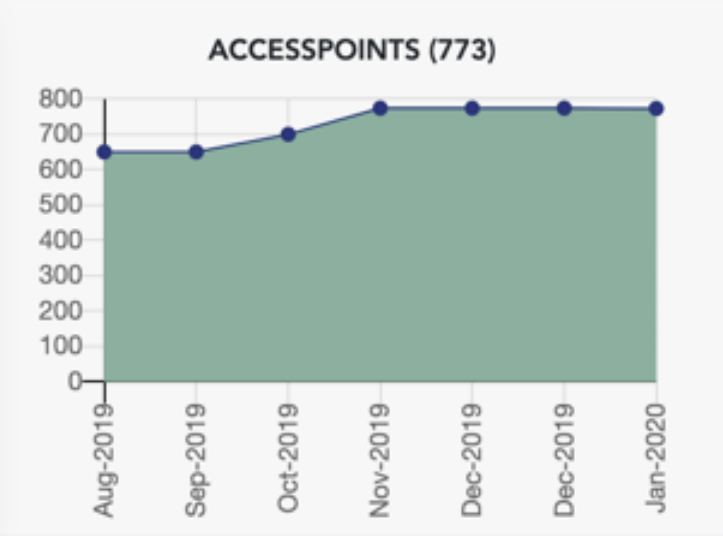
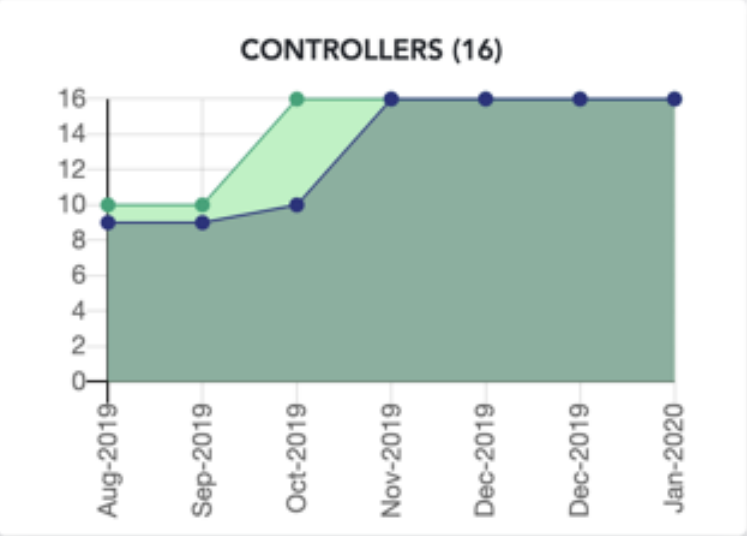
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Inventory		Product Advisories		Security Advisories		End of Support		Release Noted Bugs			
SERIAL NUMBER	HOST NAME	MODEL NAME	SW VERSION	IP ADDRESS	MAC ADDRESS	PRODUCT DETAILS	BUILD	ROLE	CLUSTER NAME	AP COUNT	LICENSE DETAILS
	ArubaMM-VAXXXXXXXXXXX	ArubaMM-VA	8.5.0.2	10.163.XX.XX	00:XX:29:XX:BB:XX	JZ395AAE	71711	master	NA	0	Available
CW000XXXX	SLR01-WXXXXXXXXXX	Aruba7220-US	8.6.0.0	10.5.XX.XX	00:XX:1e:XX:f7:XX to 00:XX:1e:XX:f7:XX	JW752A	73143	MD	NA	20	NA
CW000XXXX	Hallmark-XXQXXXXXX	Aruba7220	8.3.0.10	10.20.XX.XX	00:XX:1e:XX:73:XX to 00:XX:1e:XX:73:XX	JW752A	72776	MD	NA	10	NA
CP005XXXX	VMXX	Aruba7005-US	8.5.0.2	10.163.XX.XX	20:XX:03:XX:64:XX to 20:XX:03:XX:64:XX	JW634A	71711	MD	NA	0	NA
	VMMXXX	ArubaMM-VA	8.5.0.4	10.163.XX.XX	00:XX:29:XX:76:XX	JZ395AAE	72900	master	NA	0	Available



Inventory Insights



Inventory		Product Advisories		Security Advisories		End of Support	
SERIAL NUMBER	HOST NAME	MODEL NAME	SW VERSION	IP ADDRESS	MAC ADDRESS	PRODUCT DETAILS	
CW000XXXX	SLR01-WXXXXXX	Aruba7220-US	8.6.0.1	10.5.XX.XX	00:XX:1e:XX:f7:XX to 00:XX:1e:XX:f7:XX	JW752A	
CW000XXXX	SLR01-WXXXXXXX	Aruba7220-US	8.6.0.0	10.5.XX.XX	00:XX:1e:XX:f5:XX to 00:XX:1e:XX:f5:XX	JW752A	
TWDLKXXXXX	Aruba-MM-XXXXXXX	ArubaMM-HW-5K	8.5.0.4	10.44.XX.XX	20:XX:03:XX:d9:XX to 20:XX:03:XX:d9:XX	NA	
CW000XXXX	SLR01-WIXXXXXXX	Aruba7220-US	6.5.3.3	10.5.XX.XX	00:XX:1e:XX:f8:XX to 00:XX:1e:XX:f8:XX	JW752A	
CW000XXXX	SLR01-WXXXXXXX	Aruba7220-US	8.6.0.1	10.5.XX.XX	00:XX:1e:XX:f4:XX to 00:XX:1e:XX:f4:XX	JW752A	

ACR Limit	2048	ACR Used	0
AP Limit	5000	AP Used	190
MC-VA-EG Limit	0	MC-VA-EG Used	0
MC-VA-IL Limit	0	MC-VA-IL Used	0
MC-VA-JP Limit	0	MC-VA-JP Used	0
MC-VA-RW Limit	0	MC-VA-RW Used	0
MC-VA-US Limit	0	MC-VA-US Used	0
MM Limit	5000	MM Used	195
Perf Limit	5000	Perf Used	190
RF-Protect Limit	5000	RF-Protect Used	190
VIA Limit	5000	VIA Used	0
WEB-CC Limit	500	WEB-CC Used	190

LICENSE DETAILS	
NA	
NA	
Available	
Available	
NA	



Inventory Insights



ArubaDemo

CONTROLLERS

P 16 I 14

ACCESSPOINTS

P 125 I 125

CLEARPASS

P 0 I 0

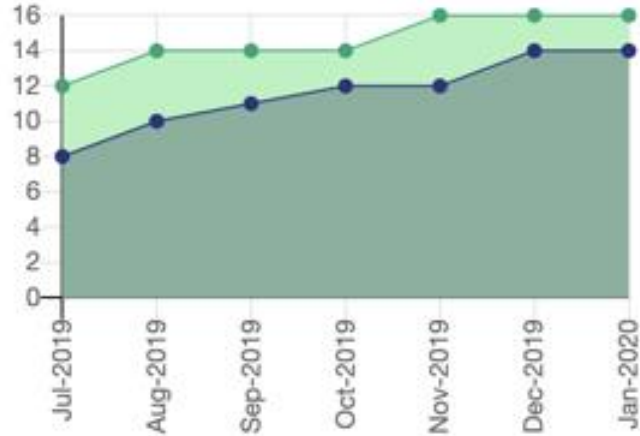
SWITCHES

P 2 I 1

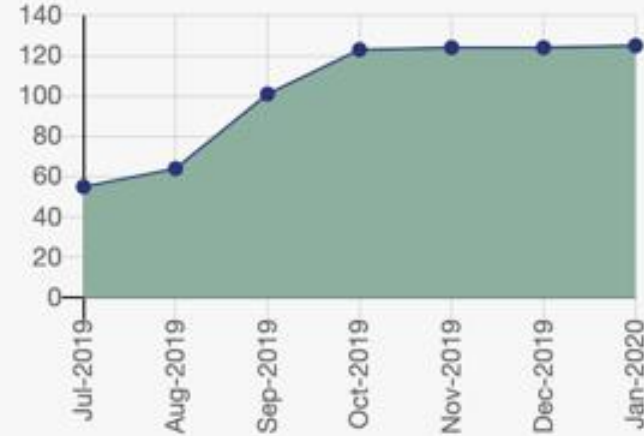
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CONTROLLERS (16)



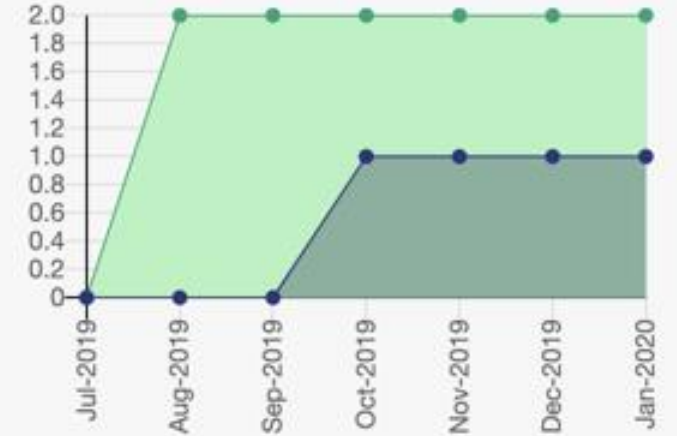
ACCESSPOINTS (125)



CLEARPASS (0)



SWITCHES (2)



Inventory

Product Advisories

Security Advisories

End of Support

Release Noted Bugs



HOST NAME	MODEL NAME	SW VERSION	ANNOUNCEMENT ID	TITLE	PUBLICATION DATE	TYPE OF ANNOUNCEMENT	REV HISTORY	AFFECTED DEVICES
ECN05-XXXXXX	Aruba7205	8.4.0.6	ARUBA-SA-20160908-01	ArubaOS Default Certificate Revocation	2016-09-08	Support Advisory	Rev-1	Mobility Controllers, Mobility Access Switches - S1500, S2500 and S3500, Instant APs (Captive Portal and 802.1x authentication with EAP termination),
ECN05-XXXXXX	Aruba7205	8.4.0.6	ARUBA-SA-20160908-01	ArubaOS Default Certificate Revocation	2016-09-08	Support Advisory	Rev-1	Mobility Controllers, Mobility Access Switches - S1500, S2500 and S3500, Instant APs (Captive Portal and 802.1x authentication with EAP termination),

Inventory Insights

Inventory		Product Advisories	Security Advisories	End of Support	Release Noted Bugs			
MODEL NAME	DEPLOYED VR	FEATURE/COMPONENT	BUG ID	PLATFORM	SYMPTOMS & SCENARIOS	WORKAROUND	REPORTED VERSION	RESOLVED VERSION
*	6.5.3.3	VRRP	154625 155709 155894 156383 158536 161789	ArubaOS			6.5.0.3	6.5.3.3
*	6.5.3.3	Mesh	162011	ArubaOS			6.5.1.2	6.5.3.3
*	6.5.3.3	Base OS Security	163973	ArubaOS			6.5.1.7	6.5.3.3
*	6.5.4.0	PPTP	162971	ArubaOS			6.5.4.0	6.5.4.0

Accelerating Outcomes with GreenLake for Aruba



LEADING HEALTHCARE SYSTEM

Opened a new research facility on time without impact to NOC workloads



MAJOR PUBLIC UNIVERSITY SYSTEM

Integrated network streaming into classroom instruction, student collaboration and campus life



PRECISION MANUFACTURING

Reduced IT burdens enabling adoption of HA network clusters in all locations



MAJOR RETAIL FIRM

Standardized network services as part of an enhanced in-store experience

TEXAS A&M UNIVERSITY

Enabling high-performance networking for a major public university system

Challenge

Students and professors at a major public university demand high-performance networking as part of campus life.

Network performance in and out of the classroom is a daily requirement for 1000's of connections and streaming.

Aruba solution

- HPE GreenLake for Aruba provides NaaS with Connectivity and Insight services
- Aruba supports 2.8TB/day, satisfying students and professors along with campus IT staff and administrators



Leading with customer experience to win



Create Support Case

Support

Notification 1

Jason Wade



Cases

Dashboard representing Cases details



Incidents

Dashboard representing Incidents details



TAC Cases

Incidents promoted to Technical Assistance Center



Changes

Dashboard representing Changes details



KPIs

Key Performance Indicators for your Account Coming Soon!



Service Insights

Service Insight details for your account Coming Soon!



Knowledge

Browse and search for articles, rate or submit feedback.



Reports

SharePoint report links for your Account

Most Viewed Articles

No records found

Recent Discussion Topics

No records found

Popular Support Questions

No records found

Aruba Service Insights

aruba
TAMU_BCP_001
SUMMARY
INVENTORY
CLIENTS
SECURITY
TRAFFIC
PERFORMANCE
INCIDENTS & SR
SOFTWARE & BUGS

Last 24 hours
Last 7 days
Last 30 days

OVERALL HEALTH

Network

😊

Good

Uptime

↗

94.1%

NETWORK

Network performance

9.6

System Health

4.1

Wired Port Utilisation

65%

RF Health

7.5

CLIENT

Wired

200

Wireless

1253

Guests

59

Health Score

6.2

Avg SNR

15

Avg Signal Strength

-68 dbm

SECURITY

Auth Failures

21

Posture Failures

7

Wired Rogue

0

Wireless Rogue

0

COMPLETED CHANGES

5 COMPLETED, 1 ROLLBACK

- Maintenance Window 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Maintenance Window 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Maintenance Window 5th FEB 22:30 PST

Show more..

INVENTORY SNAPSHOT

Products	Status	License Usage	Capacity	Security Advisories	Product Advisories	Alerts	Bugs
Controller	6 2	30 12 9	30 12 9	10	15	2	25
ClearPass	2 1	2 1 0	40 32 11	0	1	1	5
Access Points	200 5	123 43 34	15 7 5	10	15	2	25
Switch	10 1	8 2 1	12 12 9	2	7	0	3
Gateway	6 2	3 2 1	30 12 9	3	4	5	0

OPEN TICKETS

P1 (15)
P2 (15)
>30 DAYS (15)
PROACTIVE (15)

- New Support Ticket Opened Today
- Controller Reboot 14 min
- AP Shutdown 1 day
- CPU Overloaded 80% 1 day
- 13 New Incidents 2 day
- View all

UPCOMING CHANGES

2 CRITICAL, 1 MODERATE

- Maintenance Window 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Maintenance Window 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Troubleshoot Performance 5th FEB 22:30 PST
- Maintenance Window 5th FEB 22:30 PST

Show more..

Customer Benefits by Offer Package-Summary

Feature	Benefit	Product as-a-Service	Connectivity Services	Assured Services
Personalized capabilities	subscription service options cover all Aruba hardware, software and services in deployments which are designed, configured, and managed to your needs	X	X	X
Flexible managed service delivery	operate and manage your network with guided expert assistance	X	X	X
	add our NOC with monitor/operation/administer (MOA) at your choice to elevate your team		X	X
	add our Assured services at your choice to elevate your team			X
Designated Customer Success Manager	one point of contact designated to guide your team, provide periodic reports and quarterly business reviews to assure communication, transparency and customer confidence	X	X	X
Simplified network operations	spend less time on break-fix, problem resolution, software version and change management complexities	X	X	X
Predictable, scalable network operations	stabilize your network operations with our automated service delivery platform, designed with ML/AI continuous evolution		X	X
Advanced data collection methods and dashboard	gain improved service management delivery using advanced data collection like AMON, Syslog, and Webhook based event and alert capabilities		X	X
Best-in-class network solutions	secured and insightful network solutions designed utilizing the best network capabilities, which are put within your reach			X
Exceptional end-user experience	validated, monitored and sustained with seamless roaming for your end-users			X
Frictionless lifecycle	less time wasted on problem solving and budget management, with evergreen and evolving capabilities built into your continuous engagement	X	X	X
Financial flexibility	convenient, predictable monthly subscription charges	X	X	X

GreenLake: Proven value FOR our customers

Pay only for what you consume with the technology you want on premises

Get the most from your Hybrid Cloud

Faster value

Accelerate network deployment

65%

shorter time to deploy global IT projects¹

Simplified IT

Free up your people to do their best work

44%

Less time spent “keeping the lights on”²

Proper control

Manage performance, latency, risk & cost

40%

Increased IT team productivity by reducing the support load on IT¹

¹ A commissioned study conducted by Forrester Consulting, The Total Economic Impact™ of HPE GreenLake, May 2018

² IDC White Paper, sponsored by HPE, Business Value Enabled by HPE Datacenter Care Service, September 2017

BROUGHT TO YOU BY ARUBA GLOBAL SERVICES

We enable networking to be available for more people and organizations, with less effort and friction



1000+

service professionals



30+

support centers,
24x7x365

300,000+

cases per year

9.2+ / 76+

CSAT

NPS



2K+

Partner Branded Support and delivery partners



THANK YOU



Q&A

Thank you