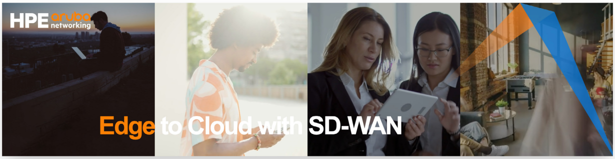

Edge to Cloud with SD-WAN

As one of the hottest topics in IT today, it's critical to understand the Edge-to-Cloud strategy, to help uncover new sales opportunities and grow your HPE Aruba business with Ingram Micro.

Unlike other solutions on the market, Aruba's SD-WAN Solution Portfolio is designed to make SD-WAN accessible and affordable for enterprises of all sizes.

By partnering with **Ingram Micro**, we'll help you identify and develop new revenue streams while building long-term customer relationships with customers - all to guarantee your future business success.

Because SD-WAN is now within your customer's reach

TurnLearn

Opportunities into sales

Networking technology innovation

SASE

Secure Access Service Edge

An architecture that combines necessary branch WAN edge functions including SD-WAN, routing, segmentation, zone-based firewall and WAN optimisation with comprehensive cloud-delivered security services, delivered and managed in the cloud. **Understand the SASE to help uncover new sales opportunities and grow your HPE Aruba Networking business**

SD-WAN

Software-Defined Wide Area Network

A virtual software-based foundational component of SASE architecture that allows enterprises to leverage any combination of transport services – including MPLS, LTE and broadband internet services – to securely connect users to applications.

SSE

Security Service Edge

Security Service Edge, or SSE, as defined by Gartner in the Hype Cycle for Cloud Security in 2021, is the security component of SASE that secures access to the web, SaaS applications, and private applications. It includes advanced security capabilities such as Secure Web Gateway (SWG), Cloud Access Security Broker (CASB), Zero Trust Network Access (ZTNA) and Firewall as a Service (FWaaS).

Find out more

Edge to Cloud SD-WAN Opportunity

what's in it for me?

Having acquired **Silverpeak in 2020**, Aruba are now able to help empower remote workforces, enable seamless and secure edge-to-cloud connectivity, and optimise IT operations with Aruba's SD-WAN Solution Portfolio.

HPE (Aruba) named an SD-WAN Magic Quadrant™ Leader 5 years in a row

For the fifth year in a row, HPE (Aruba) has been named a Leader in the 2022 Gartner® Magic Quadrant™ for SD-WAN. By joining forces, they believe that they are in the best position to enable WAN, security and branch transformation for enterprises of all sizes.

*Gartner, Magic Quadrant for SD-WAN report - Published 12 September 2022 - ID G00759390

72%

of enterprises plan to migrate to SD-WAN in the next two years

*Source: IDC, Enterprise Communications Survey, June 2021

$1301B

Worldwide 'whole cloud' spending predicted increase by 2025

*Source: IDC.com, September 14, 2021

Edge Challenges

of adopting SD-WAN

What makes Aruba's SD-WAN Solution Portfolio stand out from the competition

Aruba is the first SD-WAN vendor to attain **ICSA Labs Secure SD-WAN Certification**

Win deals that require the highest level of security without compromise

Read Blog

Ingram Micro – supporting your HPE Aruba journey

We have the support capabilities to help develop PoC test, project plan, setup and deploy PoC, and provide ongoing support and advice.

Let's Talk

Aruba's SD-WAN Solution Portfolio **simplifies branch deployments with a single management interface** for administering, managing and monitoring branch networks and provides a unified policy enforcement framework with operational ease.

Life with & without
Aruba's SD-WAN solution portfolio

CLICK HERE

HPE aruba networking

Edge Aruba SD-WAN

understand the opportunity

Delivers outstanding user experience & performance through continuous **adaptation, always-on security** and **agility** required by the most demanding wide area networks, for today and tomorrow.

Edge Approach

accelerate IT transformation with Aruba

Adaptability & Automation

Increasing App Availability & Users Quality of Experience (QoEX)

Seamless connectivity and continuous application and network performance monitoring scales and adapts to changing network conditions including new locations and cloud *PoPs*.

Always-On Security

Complete and Certified Security

Layered security offers flexibility to deploy security services as required both on-premises and integrated with leading cloud security solutions for advanced *UTM* security capabilities such as *SWG*, *FWaaS*, *CASB*, *DLP* and *DDoS*.

Agility & Flexibility

Boost Application and Reduce IaaS Costs

Zero touch provisioning and streamlined configurations for cloud *IaaS* and *SaaS* make it easy to adjust to rapidly changing business requirements today and in the future.

Know your terminology

Adaptability & Automation

QoEX	Quality of Experience
PoPs	Points of Presence

Always-On Security

UTM	Unified Threat Management
SWG	Secure Web Gateway
FWaaS	Firewall-as-a-Service
CASB	Cloud Access Security Broker
DLP	Data Loss Prevention
DDoS	Distributed Denial-of-Service

Agility & Flexibility

IaaS	Infrastructure-as-a-Service
SaaS	Software-as-a-Service

Edge to Cloud with Aruba SD-WAN

in summary

Start here – Aruba Customer Value Assessment Tool

- Understand your customers current business challenges impacting network performance and stakeholders
- Core metrics and KPIs linked with financial data
- Align business capabilities with the impact of adopting SD-WAN

Try it Now

1. Automating the WAN Edge

Move toward automating current and future network tasks such as adding new sites, updating apps, configuring and managing changes of network and security policies

Read Use Case

2. Running High Quality Voice and Video over Broadband

Improve performance to deliver high quality voice and video over any transport without compromise

Read Use Case

3. Leveraging Cloud Security

Gain complete benefit of next-generation cloud security by automating configuration and management of the WAN Edge

Read Use Case

4. Improving SaaS/IaaS Performance

Improve app performance and end-user productivity based on business intent and security policies

Read Use Case

5. Mergers and Acquisitions

Faster integration of new acquisitions by incorporating users and branches to the WAN by leveraging broadband, centralised provisioning and management of the WAN Edge

Read Use Case

6. WAN Modernisation

Retire legacy network infrastructure while leveraging public or private cloud, best-in-class security solution with complete automation, visibility and control

Read Use Case

7. Secure Segmentation

Segment various types of applications and network traffic to ensure compliance and reduced risk

Read Use Case

8. Optimised Cloud On-Ramp

Automate cloud connectivity and extend SD-WAN to services such as Azure vWAN and AWS Transit Gateway Network Manager or via IPSec tunnels to Public Cloud VPN services

Read Use Case

Aruba SD-WAN Solution Portfolio

Aruba EdgeConnect™ SD-WAN

Physical or virtual SD-WAN appliances deployed in branch offices to create a secure, virtual network overlay. One single appliance or VNF provides with routing, security, SD-Wan and WAN Optimisation (Unified Platform)

- ✓ **SaaS Express**
- ✓ **Broadband Internet QoS**
- ✓ **Advanced Routing**
- ✓ **Secure IPsec Connectivity**
- ✓ **Stateful and Zone Based Firewall**
- ✓ **IDPS**
- ✓ **Zero-touch provisioning**

DOWNLOAD DATASHEET

Aruba WAN Orchestrator

Provides unprecedented visibility of both legacy and cloud applications with the unique ability to centrally assign policies based on business intent, to secure, manage and control all WAN traffic.

- ✓ **Streamline operations**
- ✓ **Simplify change management**
- ✓ **Minimie configuration errors**
- ✓ **Expedite troubleshooting**
- ✓ **Enforce consistent policies across the WAN**

DOWNLOAD DATASHEET

Aruba WAN Boost

An optional WAN Optimisation performance pack that combines Silver Peak WAN optimisation technologies with EdgeConnect™ to create a unified high-performance SD-WAN solution that boosts WAN optimisation.

- ✓ **Allows 'one-click' WAN optimisation**
- ✓ **Latency mitigation**
- ✓ **Data deduplication**
- ✓ **Data compression**
- ✓ **Apply where needed**

DOWNLOAD DATASHEET

Aruba SD-WAN in-Action

See how **Aruba's SD-WAN Solution Portfolio** has helped transform performance by enhancing employee productivity and delivering exciting new business outcomes.

CUSHMAN & WAKEFIELD

- ✓ Connect global branches securely and directly to the cloud
- ✓ Deliver predictable and consistent application performance worldwide
- ✓ Enable consistent security policy enforcement
- ✓ Provide application-aware traffic prioritisation based on business need

Nuffield Health

- ✓ Improve network performance to support a cloud-first IT strategy
- ✓ Intelligently route WAN traffic over the internet based on application-driven policies
- ✓ Enhance security by service chaining cloud-based, next-generation firewalls

In Extenso

- ✓ Consistently meet application SLAs to deliver high quality of experience
- ✓ Ensure high reliability and quality for VoIP calls and Teams meetings
- ✓ Simplify network management and troubleshooting

InterBank

- ✓ Mitigate network downtime in 40-plus remote, rural branches
- ✓ Efficiently, securely connect to critical applications in central data centers
- ✓ Improve operational efficiency to deliver higher-quality services to customers

READ NOW READ NOW READ NOW READ NOW

Grow your HPE Aruba business with Ingram Micro

Ingram Micro. Global Reach. Local Touch.

Ingram Micro can support with configuration, deployment and management of all the Aruba SD-WAN Solution Portfolio.

- ✓ Competency rebates
- ✓ Access to Ingram Micro's Network Operations Centre (NOC)
- ✓ Ingram Micro Professional Services ecosystem to help navigate the complex IT solutioning
- ✓ Supported by both HPE Aruba and Ingram Micro experts
- ✓ Product related training & certification available
- ✓ Pre and post-sales marketing and sales support
- ✓ Deal registration & preferential pricing offers to protect investment
- ✓ Access to HPE & Aruba demo programs
- ✓ Partner based Account Manager (selected regions)
- ✓ Develop long term revenue

Let's Talk

Ingram Micro. Global Reach. Local Touch.

Solution Architecture

We work with a range of Vendors and Partners to coordinate the development of technology solutions that solve real world problems.

Sales Enablement

Our enablement program is focused on Partners who understand rapidly growing opportunities and are ready to get started on the HPE journey.

Technical Support

We'll work with your sales and technical teams to understand the technology, identify opportunities and guide you through the first deployments.

Business Intelligence-as-a-Service

We're continually onboarding technology Partners to help extract and get better value from data collected by our team.

Build, Deploy, Maintain & Support

By working closely with our deployment Partners, we aim to provide the latest knowledge and expertise.

Marketing Enablement

As well as our 1:1 enablement program, our internal marketing agency can support with white labelled collateral, webinars, case studies, campaigns and more.

Cloud Services

Our cloud teams can offer a range of support around cloud infrastructure and services for any given use case.

Financing

Our partners can leverage Ingram Micro's established financing capabilities to provide any technology solution, helping turn CAPEX to OPEX costs for customers.

HPE aruba networking

INGRAM MICRO®

Capture your share of this opportunity and grow your HPE Aruba business with Ingram Micro

Let's Talk