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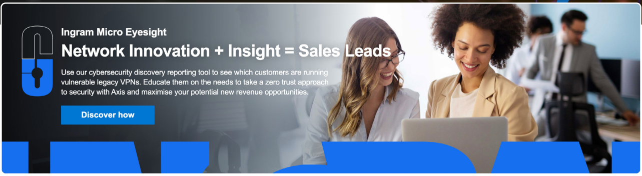
SD-WAN + SSE = SASE

In the fast-paced world of technology, take a front row seat with Ingram Micro and discover the opportunities that cutting edge innovation in emerging areas of networking and security brings to your bottom line… Security Service Edge (SSE) is here.

With all these moving parts, the risk of cyber attackers exploiting this new work environment are hugely increased. **HPE Aruba Networking SSE** solves the challenges of **securing complex hybrid environments** through a unified approach to network access.

Because cyber-security should have no boundaries



Ingram Micro Eyesight

Network Innovation + Insight = Sales Leads

Use our cybersecurity discovery reporting tool to see which customers are running vulnerable legacy VPNs. Educate them on the needs to take a zero trust approach to security with Axis and maximise your potential new revenue opportunities.

What does SSE mean to your business?

67%	65%	48%
of organisations plan to **start their SASE strategy** with an SSE platform rather than WAN Edge Service	of businesses want to **adopt an SSE platform within the next 24 months**	say their primary SSE use case is **securing access for their remote and hybrid employees**

What does SSE & SASE mean to you and your customers?

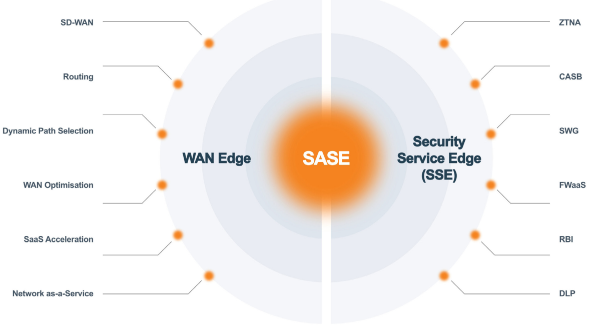
Customer Benefits

- Secure infrastructure access for hybrid workforces
- Simplicity of adopting SASE through a single-vendor
- Zero-trust security approach
- Helps remove legacy systems to reduced cost
- Natively-built on public cloud infrastructure
- Every session secured, from the cloud
- Single platform & single UI delivers a seamless user experience
- Simplified network integration & troubleshooting
- Little to no agent involvement required
- HPE Aruba Networking brand you can depend on

Partner Benefits

- Accelerate third-party legacy systems and VPN replacement
- Target customers ready for upgrade or renewal of existing infrastructure
- Speak to customers with remote hybrid workforces
- Grow your secure networking marketshare
- Introduce benefits of cutting-edge networking combined with security
- Up-sell security as means to prioritise cloud-first adoption
- Single-vendor offering creates stickiness with customer relationships

Complexity is opportunity



SD-WAN

Routing

Dynamic Path Selection

WAN Optimisation

SaaS Acceleration

Network as-a-Service

WAN Edge

SASE

Security Service Edge (SSE)

ZTNA

CASB

SWG

FWaaS

RBI

DLP

What have been the main drivers?

Hybrid Working

Secure and seamless access to your network

Any Device, Anywhere

Enable IT ecosystem access without risk

Infrastructure Innovation

Secure and cost-effective networking, from edge to cloud

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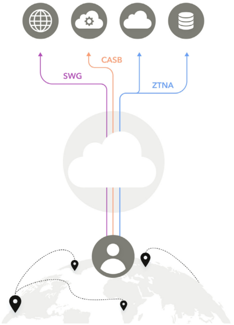
With a now hybrid workforce, and applications that are hosted in the cloud, architects are unable to rely on technologies built for securing network-bound users and applications.



Secure Web Gateway – Secure Gateway
Monitor the access to internet (Advanced SSL inspection, URL filtering, malware scanning, DNS filtering, etc)

CASB – Cloud Access Security Broker
Secure connectivity to SaaS apps (Salesforce, Workday, Office365, etc)

ZTNA – ZeroTrust Network Access
Zero trust access to the customer's private applications (regardless of whether they are sitting in a private datacenter or in the cloud: AWS, Azure)

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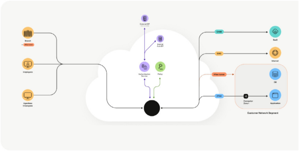
What connecting to applications looks like.



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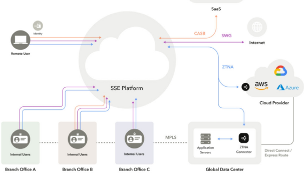
workday
salesforce
Office 365

As organisations allow employees to return to the office, or work in a hybrid context, it is important that users receive the same zero trust standard and consistent access experience. Consider reevaluating policies if traditionally you have blocked access to streaming audio, streaming video, and social media sites.



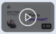
Understand the zero trust strategy

Postcast Series

Jaye Tillson

Director of Strategy, Field CTO, and Co-Host of the SSE Forum

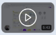
Jaye Tillson has been in your shoes and wants to help provide clarity on what zero trust is and how you build a holistic strategy around it.



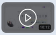
What is Zero Trust?

Mergers & Acquisitions

Securing Third Party & Contractor Access



Understanding the Internet-Connected Branch



Securing Remote & Hybrid Access

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The HPE Aruba Networking SSE solution securely connects any user to any business application or resource, wherever they are in minutes through a single, centrally managed service. Axis Atmos Cloud provides continuous, application-centric visibility and Zero Trust controls to enable and secure organisations in today's age of digital transformation, work-from-anywhere.

- ✓ **Reduces attack surface and bad actor lateral movement across a network**
- ✓ **Eliminates network scans and attacks on infrastructure**
- ✓ **Minimises the potential for credential-based compromise**
- ✓ **Enables secure and easy access to apps and data from any device**
- ✓ **Improves remote worker productivity and overall user experience**
- ✓ **Provides true user session visibility, enabling greater access and user behaviour control, business-ready analytics and full session recording**
- ✓ **Delivers a flexible approach to rapidly detect and respond to malicious events**
- ✓ **Uses an agent-less approach to streamline implementation and maintenance efforts, allowing for quick value realisation**

Find out more

HPE Networking SSE in action – Case Studies

Zero Trust User Network Access

Avoid over-exposing the networks, customer data and vulnerable legacy applications when users with different levels of access, need to access the network

Find out more

Legacy VPN Technologies – PART I

Move away from legacy VPN technology that increase the risk of security breaches, complex to implement and costly to license and upgrade

Find out more

Legacy VPN Technologies – PART II

When time is of the essence, agentless deployment for edge security means that VPNs can be shut down overnight, and adoption is instant

Find out more

Mergers & Acquisitions

Securely migrating acquisition applications from on-premises to the cloud on an easy to implement, purpose-built, zero trust security platform

Find out more

Seamless & Secure UX

Deploy agentless security and tightly manage private application access to anyone, anywhere and on any browser-enabled device

Find out more

Hewlett Packard
Enterprise

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Legacy solutions such as traditional VPNs are no longer good enough

Navigate the complexities of securing remote workforces with ZTNA (Zero Trust Network Access) with HPE Aruba Networking Security Service Edge (SSE) – an alternative to address the limitations of traditional VPNs.

Security

Minimise risk from internet-based attacks by only granting access based on dynamic user identity, device, and data context.

Productivity

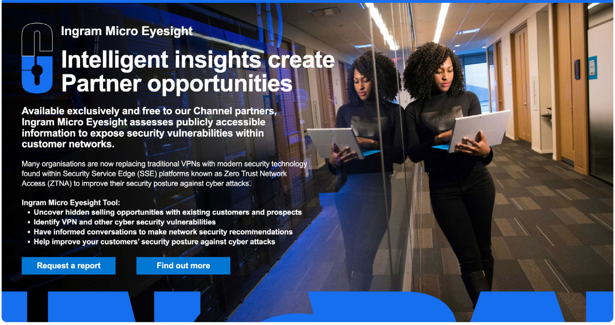
Automatically route traffic via the fastest user-access path and eliminate VPN-related slowdowns, disconnections, and login hassles while integrating seamlessly with SSO and identity management systems.

Scale & Flexibility

HPE Aruba Networking SSE architecture allows for easy scaling and centralised remote access management through tailored Zero Trust policies.

Cost

DDoS protection, and firewalls and simplified monitoring eliminates the costs associated with traditional VPN hardware and frees up resources for other critical tasks.



Ingram Micro Eyesight

Intelligent insights create Partner opportunities

Available exclusively and free to our Channel partners, Ingram Micro Eyesight assesses publicly accessible information to expose security vulnerabilities within customer networks.

Many organisations are now replacing traditional VPNs with modern security technology found within Security Service Edge (SSE) platforms known as Zero Trust Network Access (ZTNA) to improve their security posture against cyber attacks.

Ingram Micro Eyesight Tool:

- **Uncover hidden selling opportunities with existing customers and prospects**
- **Identify VPN and other cyber security vulnerabilities**
- **Have informed conversations to make network security recommendations**
- **Help improve your customers' security posture against cyber attacks**

Request a report

Find out more

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.

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.

Understand the Edge-to-Cloud strategy, to help uncover new sales opportunities and grow your HPE Aruba Networking business

Find out more

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).

Grow your HPE Aruba business with Ingram Micro

Ingram Micro can support with configuration, deployment and management of all the HPE 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.

Compute represents a profitable opportunity for our Partners, to accelerate their HPE business and **grow long-term revenue**

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.

INGRAM MICRO®

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

Let's Talk

Because cyber-security should have no boundaries

Become an **Aruba Business Partner** in 3 simple steps and unlock the value of partnering with **Aruba** and **Ingram Micro**

FIND OUT MORE