

A man and a woman in business attire are sitting at a desk, looking at a tablet together. The man is wearing glasses and a blue suit, and the woman is wearing a dark blue blazer. They are both smiling. In the background, there is a laptop and a glass of water on the desk. The scene is brightly lit, suggesting a window nearby.

**aruba**

a Hewlett Packard  
Enterprise company

# Aruba Instant and Office 365

# Agenda

1

Introduction

2

Trends and challenges

3

Better Office 365 experience

4

Aruba Instant O365 visibility

5

Partner Opportunity



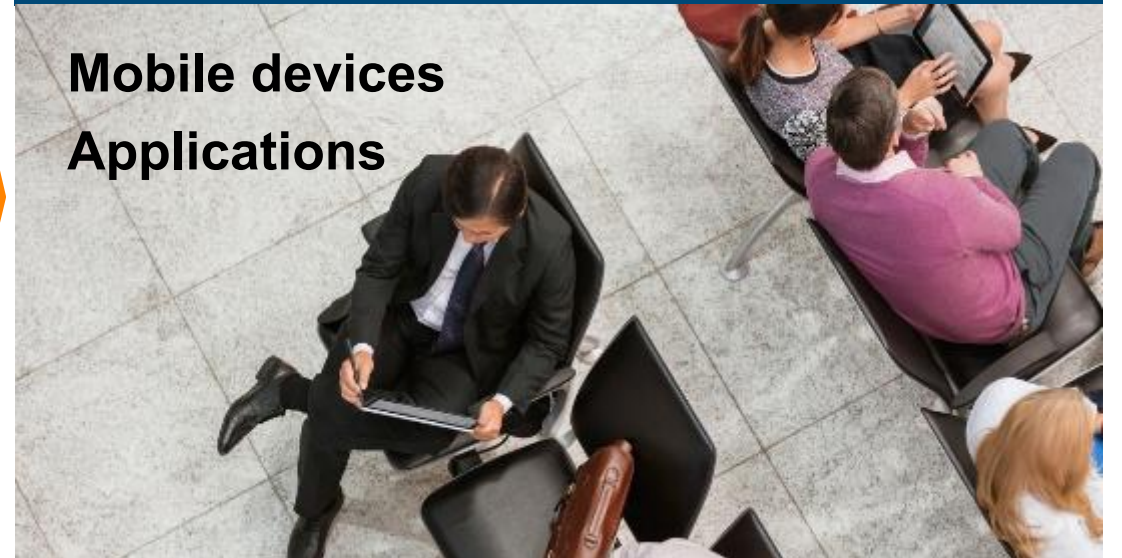
# Business opportunities are increasingly mobile...

From cubes and conference rooms....



To any location....

Mobile devices  
Applications



Workplaces are  
**transforming**

<sup>1</sup> Source: *Are you ready for #GenMobile?*, Jan 2014

# Growing demand but is your network ready?

**>20%**  
Annual growth rate of  
network mobile devices<sup>1</sup>

**>28%**  
CAGR of enterprise  
network traffic through  
2017<sup>1</sup>

**≥3**  
Devices Per User Needing  
5Mbps of Shared Network  
Access



**80%**  
Wi-Fi Networks need  
upgrading to meet the  
surge of mobile users

Can you accommodate the speed and connectivity  
they need?

# Growing demand for UC but is your network ready?

**66%**

SMB plan to implement or upgrade UCC solutions in next 3yrs<sup>1</sup>

**>23%**

CAGR Of UCsaaS<sup>2</sup>

**75%**

In 3 years half of their apps will be deployed in the cloud<sup>3</sup>



**89%**

Execs top challenge is poor app performance<sup>4</sup>

Office 365 has multiple applications on one encrypted stream.

**How do you prioritize traffic for different media?**

# Aruba supports rising UCC usage

- All Office 365 plans include **Skype for Business** Online Meetings, Meetings Broadcast, voice and video calls
- **Aruba Instant** is UCC ready out of the box



**Simple**



**Secure**



**Stable**



**Smart**

# Aruba Instant Wi-Fi

## Easy deployment

Controllerless, fast set-up

**Enterprise grade & all inclusive**



- ✓ SIMPLE
- ✓ POWERFUL
- ✓ COST EFFECTIVE

## BUILT-IN RF MANAGEMENT

Adaptive Radio Management™

ClientMatch™

## BUILT-IN SECURITY

Firewall/Role-based Access

Intrusion Prevention/Detection

App Visibility, Compliance

## BUILT-IN RESILIENCY

Site Survivability

Uplink Redundancy

# Enable high quality experience for cloud-based collaboration apps

**Auto-classify Office 365,SfB**

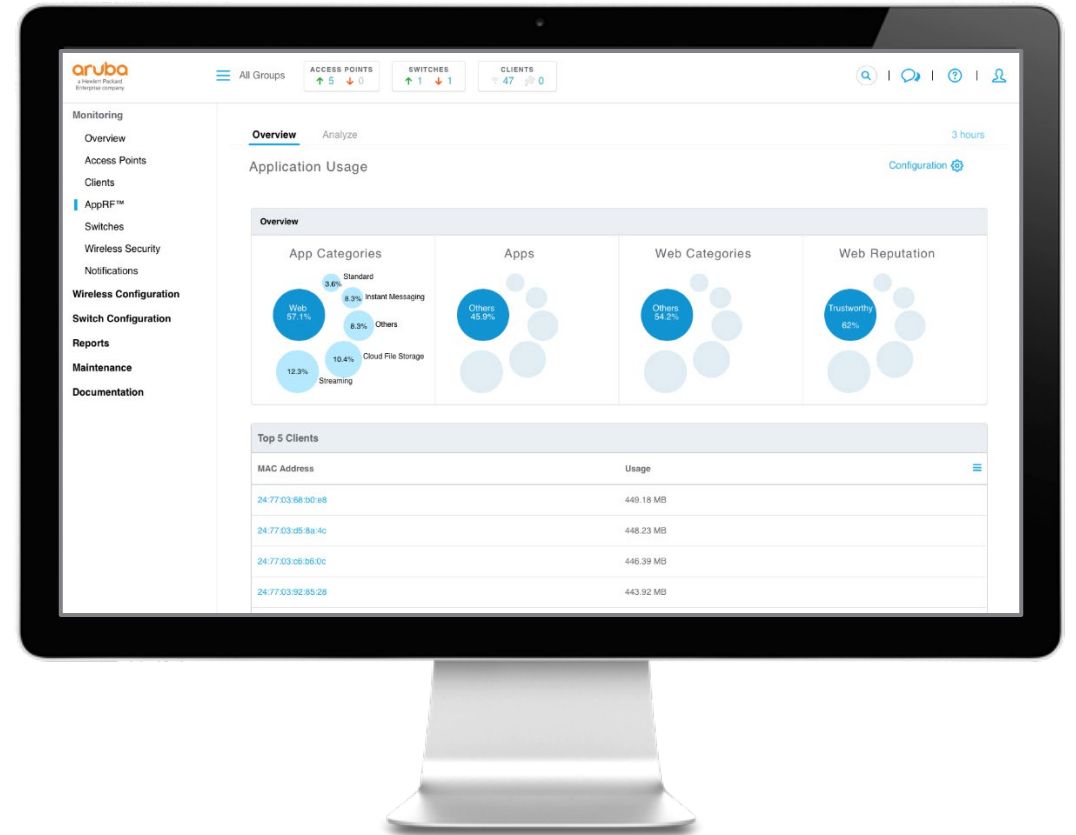
Aruba AppRF™

**Seamless Roaming**

ClientMatch®

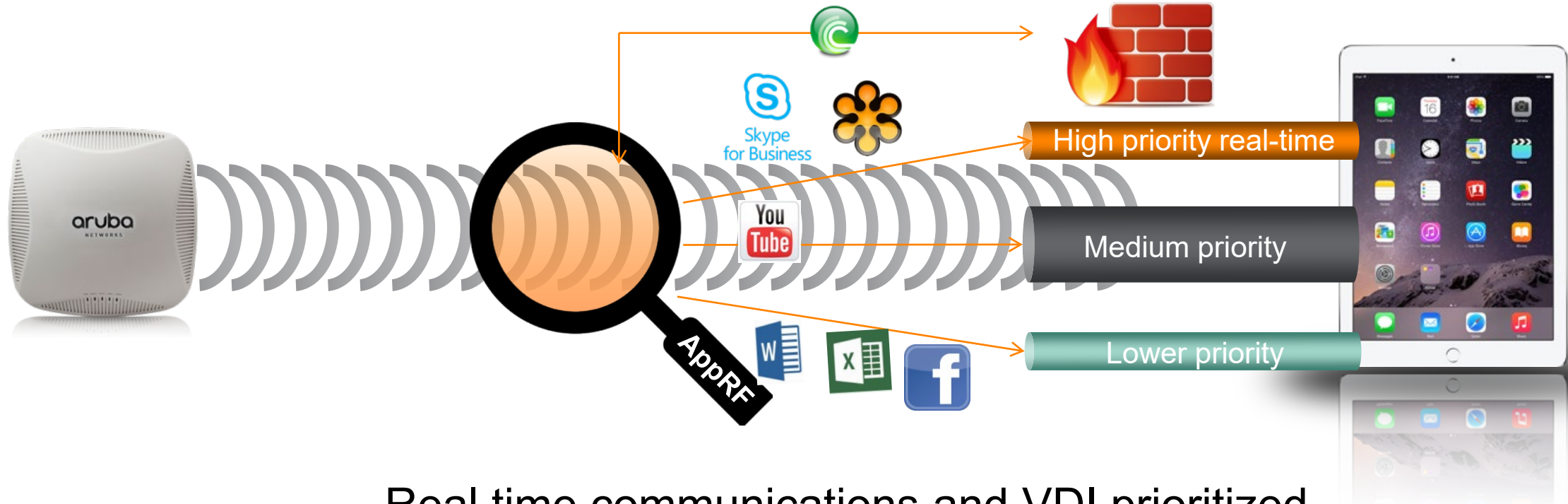
**Offer App visibility**

Local & Aruba Central & On-premise





# Intelligent Traffic Control with AppRF™



Real time communications and VDI prioritized bandwidth can be allocated by app type

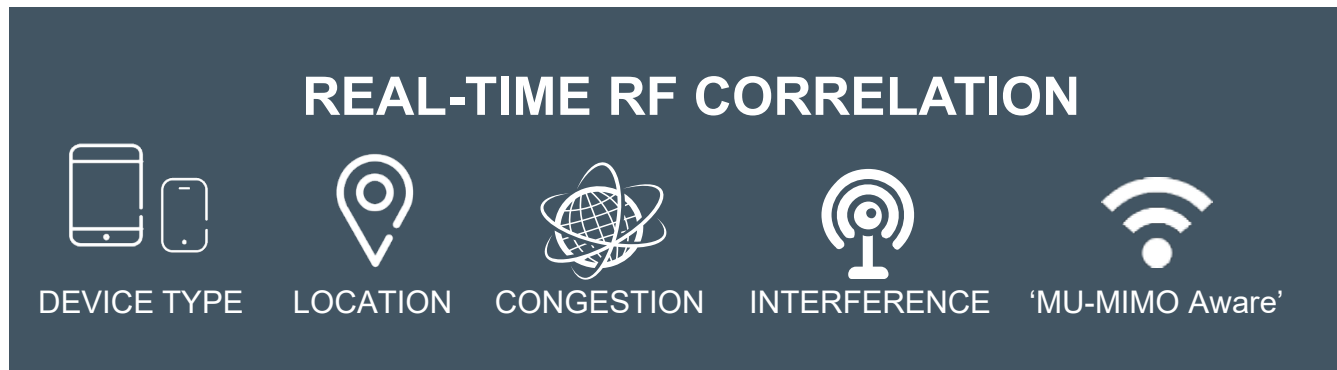
# Reliable performance with Aruba ClientMatch™

## Predictable Wi-Fi performance across the network

Intelligently steers devices to the best AP

Reduces “sticky” clients issues => fewer helpdesk tickets

No client-side software required



# How Aruba Instant works



First Access Point configured

**Ready ...**

It becomes the “master” & performs firewall and controller functions

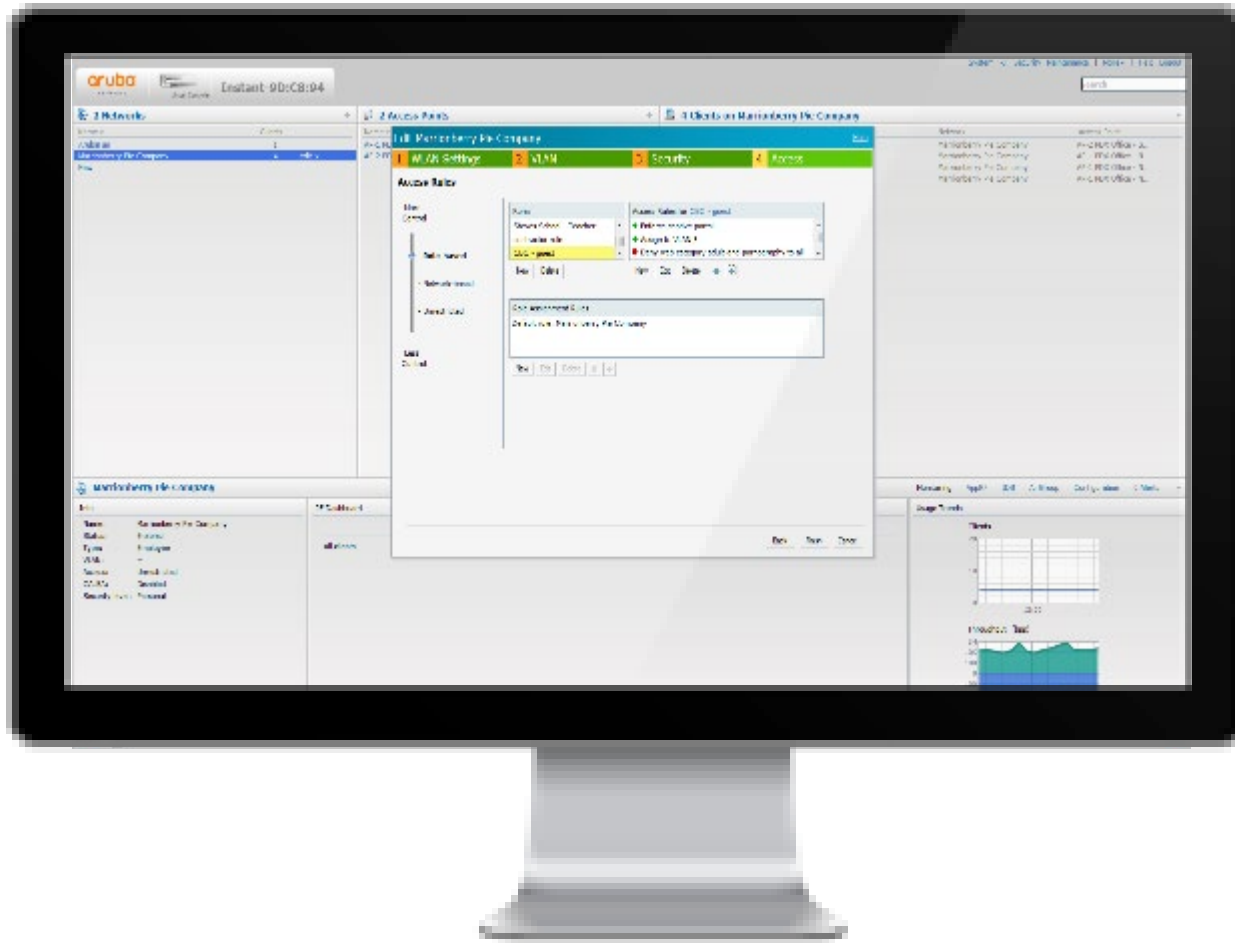
**Set ...**

New APs automatically connect to the “master” & download configuration

**Go!!**

- ✓ NO ONSITE IT NEEDED
- ✓ NETWORK SURVIVABILITY

# Free built-in management interface with guest access



- Network management
- Single site/cluster
- Guest access management
- Free

# Zero-Touch Provisioning management options



## Activate cloud configuration

- Zero-touch set-up, no IT required
- Local management always available if Cloud connectivity is lost

## Central public cloud management

- Management as a service remote management
- Clarity Live for RF and non-RF issues
- Local management always enabled

## AirWave for on-premises management

- UCC dashboard with call quality visibility
- Clarity Live and synthetic monitors RF and non-RF issues
- Applications performance testing

# Flexible WLAN Architecture for Investment Protection

## Remote APs & Aruba Instant controller-less WLAN



Remote office and SMB deployments

## Distributed Cloud Managed WLAN with Aruba Instant



Simplified branch deployment with Instant clusters

## Controller-based WLAN with ArubaOS



Centralized encryption with advanced services at scale

**SAME AP HARDWARE, SAME ENTERPRISE-GRADE PERFORMANCE & FEATURES**

# Why Attach Wi-Fi To Office 365?



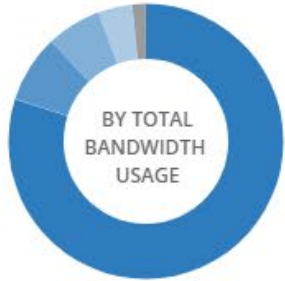
## Higher Office 365 use with more reliable service delivery

- AppRF technology automatically prioritizes Office 365
- Heuristics voice/video QoS future-proofs Office 365 voice investment
- Gateway to new business opportunities by selling a complete solution

## Zero-touch provisioning means more installs per day

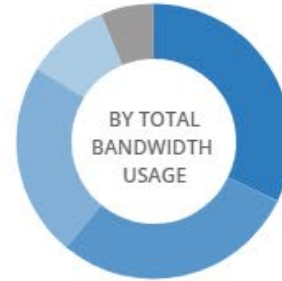
- Aruba cloud configuration and management save time
- Remote diagnostics and updates means fewer truck rolls

### APPLICATION CATEGORIES



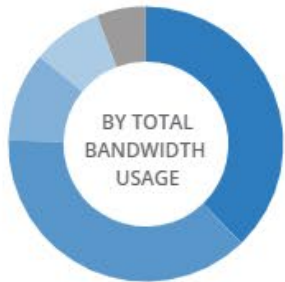
WEB	77.11%
UNCLASSIFIED	7.62%
STANDARD	6.26%
MOBILE APP STORE	3.89%
STREAMING	1.54%

### APPLICATIONS



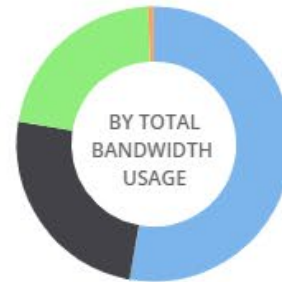
UNCLASSIFIED	26.08%
AMAZON WEB SER...	23.32%
OFFICE 365	18.56%
HTTPS	8.01%
MICROSOFT OFFIC...	5.07%

### WEB CATEGORIES



BUSINESS AND EC...	33.74%
COMPUTER AND I...	33.6%
UNCLASSIFIED	9.38%
WEB ADVERTISEM...	7.38%
CONTENT DELIVER...	5.16%

### WEB REPUTATION



TRUSTWORTHY	52.84%
MODERATE RISK	24.81%
SUSPICIOUS	21.67%
LOW RISK	0.68%



# Opportunity: Aruba Instant + Microsoft Office365



Over 50,000 SMBs per month are signing up for Microsoft Office 365



- Minimal training means quick ramp up
- Zero Touch Provisioning translates to more installs per day

# Start Small and reach for the Clouds

- Upsell opportunities abound,
- Aruba solution scales with customer growth

## SMB - Getting Started

### Small Office

O365 + Instant AP + SBN Switch



## SMB - Building Momentum

### Branch office

O365 + Multiple IAPs + Cloud Activation + POE Switch



## Mid-Sized - Expanding the Business

### Multiple Branch offices

O365 + Multiple IAPs + Cloud Management + POE Switches



SfB, Outlook Web, SharePoint, ppt, doc,xls, One Drive, Yammer

## Future Growth

- Host
- Managed
- Controller
- BYOD

# ARUBA SERVICE ASSURANCE ML-POWERED **USER ANALYTICS**



SOFTWARE AS  
A SERVICE



SENSOR

## **SIMPLE**

to deploy solution  
that directly  
measures the user  
experience

## **PROACTIVE**

and ongoing  
validation of access  
and app  
responsiveness

## **AGNOSTIC**

Wi-Fi and wired  
testing capabilities  
for any environment

## **SYNTHETIC TESTING**

24/7 Remote Visibility

For SaaS Applications, and Internal  
Network Services

## **AUTOMATED INSIGHTS**

Easy to Configure Tests and Alerts

Aruba and Multi-vendor Network  
Support

Enabled by application testing and machine learning

# SERVICE ASSURANCE SOLUTION OVERVIEW

Proactive troubleshooting and support

Intelligent network & app performance analysis

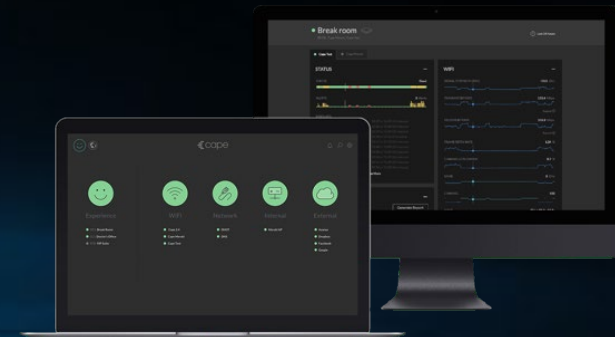
Visual Setup and Validation from anywhere



**1** Easy to setup sensors where users are most active



**2** Simple way to test the network and apps from user perspective

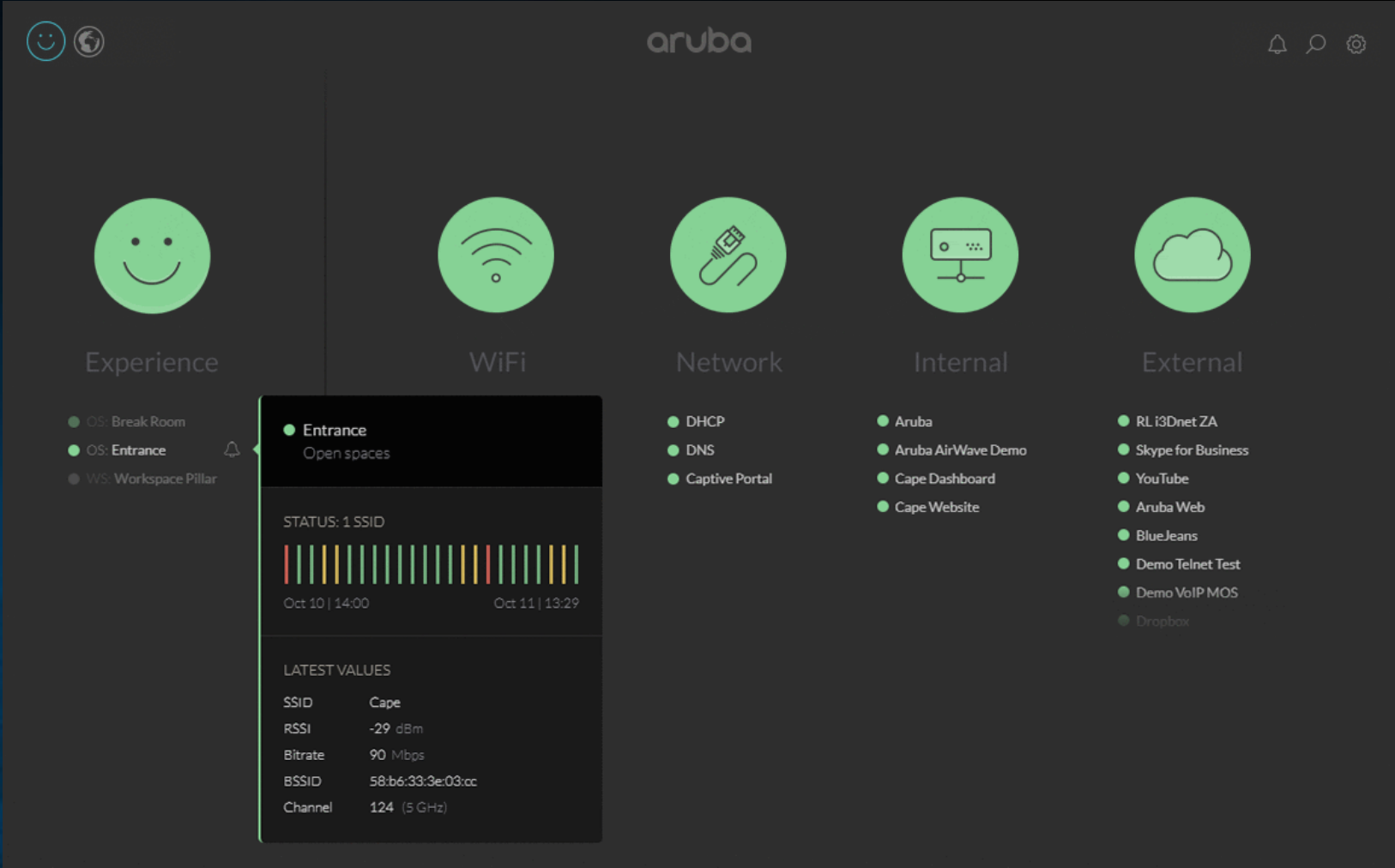


**3** Proactive alerts and troubleshooting help

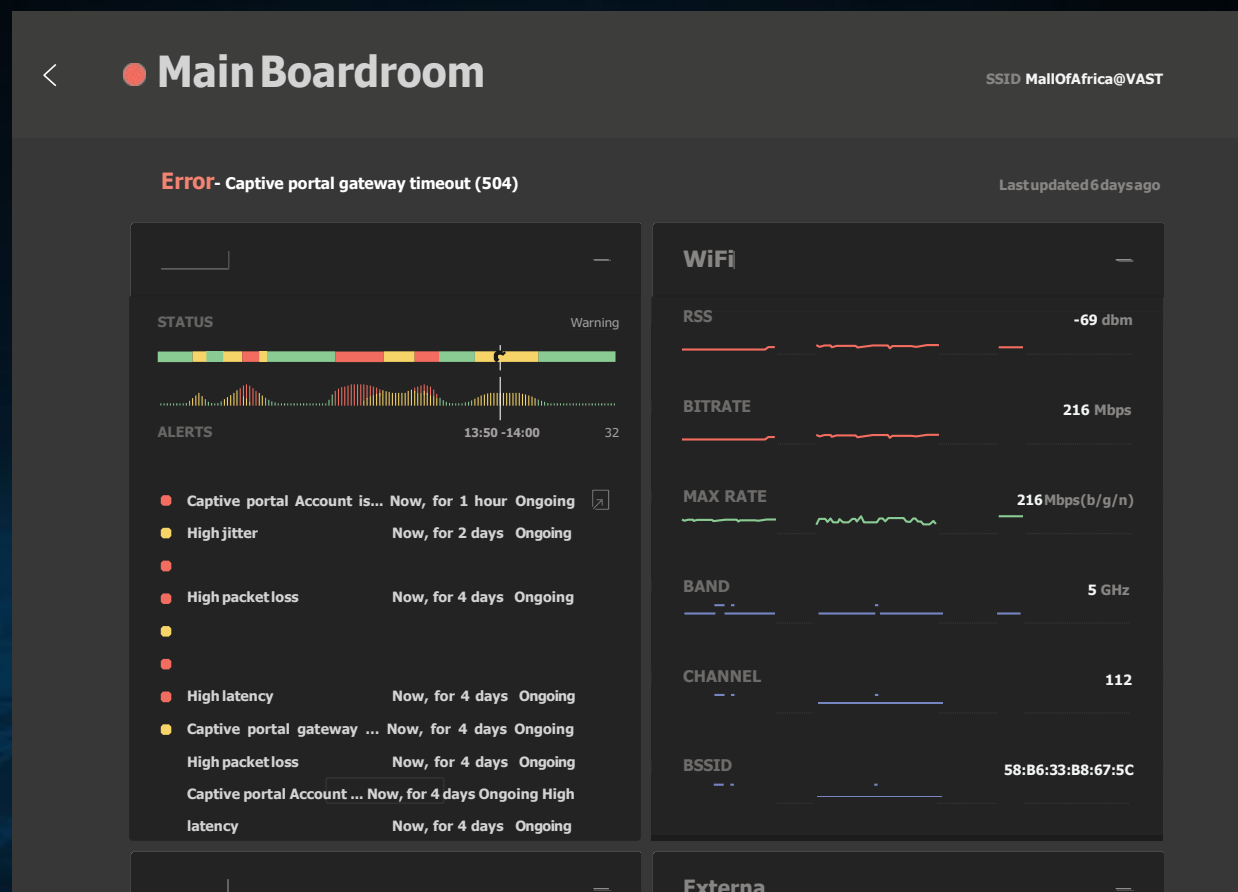
# INTUITIVE DASHBOARD & DETAILED VISIBILITY



# INTUITIVE DASHBOARD & DETAILED VISIBILITY



# ARUBA SERVICE ASSURANCE ML-POWERED USER ANALYTICS



User Experience Status, Warning and Issue Details and Signal Strength

Band, Channel, BSSID, DHCP Response and DNS Lookup Times

Latency, Jitter, Packet Loss and Throughput

Authentication, Captive Portal, Application and Service Status

# ARUBA SERVICE ASSURANCE

Delivering A Great Guest Experience @ the Open!

## Guests Want:

- Connectivity
- View tournament info
- Access to email, mobile apps, etc.
- Take pictures/video, send to friends

## Results:

2017	2018
8 Sensors	83 Sensors
On-site Management	Remote Management (from St. Louis, MO)

1. Captive Portal – Continuously run captive portal tests and ID improperly configured AP. **WIN**
2. Custom Script – Sensor detected and notified that SP's custom script worked on the captive portal configuration, but improperly configured short guard. **WIN**
3. Known Cisco Bug – APs were sporadically stopping DHCP due to known Cisco bug. Sensor helped pinpoint source.- **WIN**





# ARUBA'S SOFTWARE DEFINED BRANCH

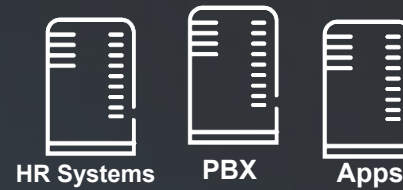


# TODAY'S BRANCH COMPLEXITIES

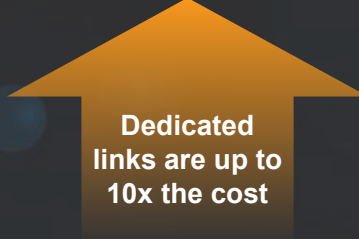
INCREASED CLOUD ADOPTION

**85%**

of IT will commit to multi-cloud architecture by 2018



SaaS applications are backhauled to the data center



Dedicated links are up to 10x the cost

Private WAN is complex and expensive

INCREASED SECURITY RISK

**20B+**

IoT devices will be deployed by 2020



Device sprawl, operations in silo, and static configuration

# THE POWER OF ARUBA'S SD-BRANCH SOLUTION



**Simplicity at  
Enterprise Scale**



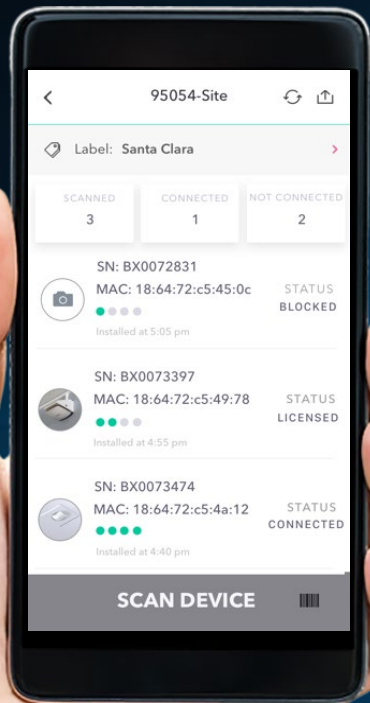
**Optimized Branch  
Experience**



**Integrated, Best-in-  
class Security**

# SIMPLICITY AT ENTERPRISE SCALE

## Installer App



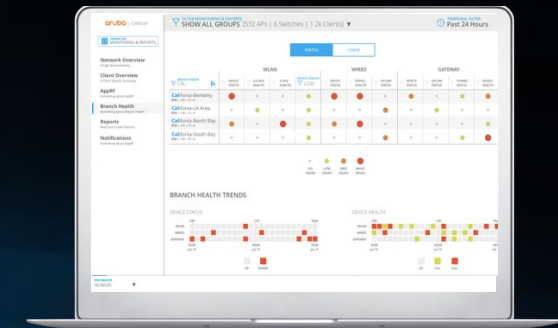
Zero-touch provisioning

Seamless onboarding with a mobile app

Single pane of glass

Central point for policy definition  
and branch enforcement

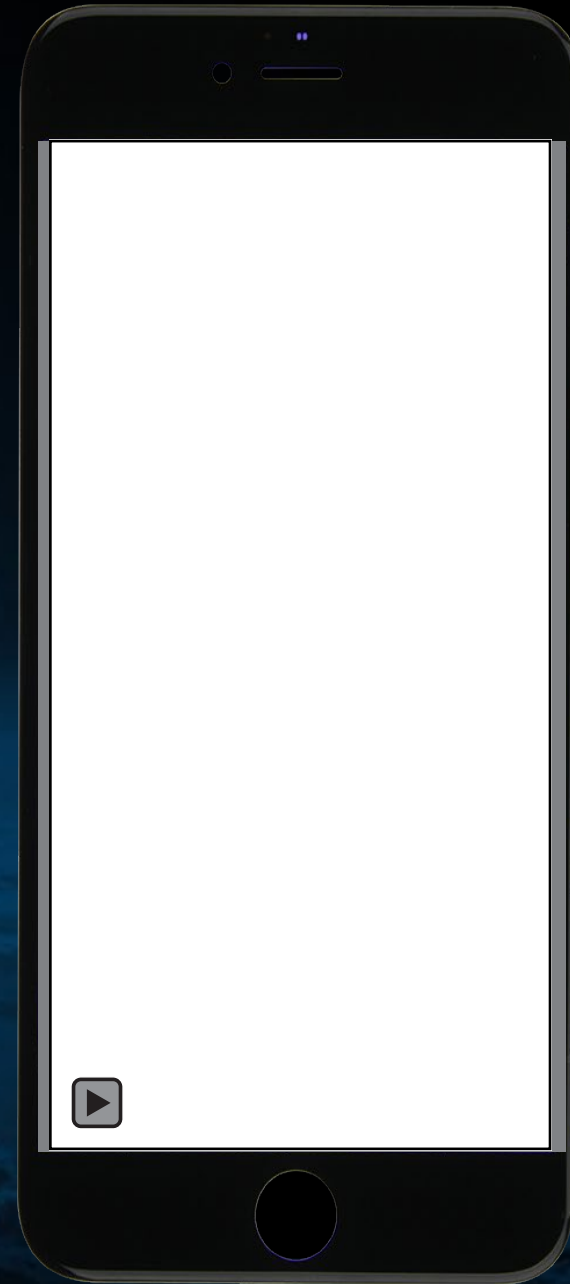
## Aruba Central



## Gateway



# DEMO 1: INSTALLER APP



# OPTIMIZED BRANCH EXPERIENCE

## Contextual Policy for LAN and WAN

Users



Devices



Applications



Location



Meet or exceed SLAs with fine-grained context awareness

Real-time insight into application responsiveness

DPS provides intelligent path selection and automatic failover



Real-Time Dynamic  
Path Steering

# INTEGRATED, BEST-IN-CLASS SECURITY

## Branch Gateway



Single Point of  
Policy  
Enforcement

- Application and user aware firewall
- Web content filtering
- Dynamic Segmentation
- Unified WAN and LAN policy architecture



140+  
ecosystem  
partnerships

Check Point®  
SOFTWARE TECHNOLOGIES LTD.

paloalto  
NETWORKS

zscaler

ENHANCED

ENHANCED

NEW

# CLOUD MANAGED 7000 SERIES BRANCH GATEWAYS

## INTEGRATED SD-WAN, LAN, WLAN, AND SECURITY



**ENTERPRISE-CLASS SD-WAN**

Up to  
**10X**

Better performance  
than full-stack vendors

- 2.4Gbps of encrypted throughput
- App visibility and analytics
- Web content filtering

Up to  
**5**

WAN ports for  
flexible HA options

- Dynamic Path Selection, WAN QoS
- Policy-based routing, compression
- Active-Active hardware redundancy

Up to  
**64K**

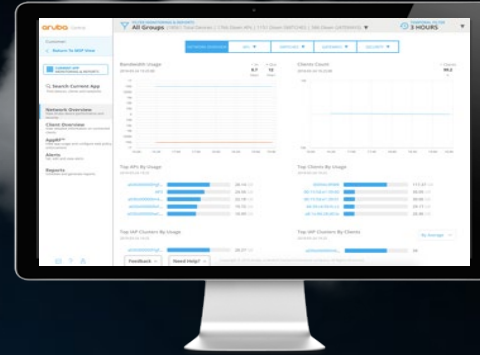
active firewall sessions

- L4-L7 Firewall CC EAL4+
- Wide area NAC/AAA Survivability
- Crypto Engine (IPsec VPN)



# MULTICLOUD USE CASES

ARUBA CENTRAL



SaaS

Office365  
Salesforce

Branch



Direct to Internet

SD-WAN overlay

SD-WAN overlay

IaaS

AWS  
Azure

Private Data Center

CLEARPASS  
ACCESS  
MANAGEMENT



Headend Gateway



# aruba

a Hewlett Packard  
Enterprise company