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EXPERIENCE THE
EDGE

THE DIGITAL
ERA

WORKPLACE
PRODUCTIVITY

EDUCATIONAL
EXCELLENCE

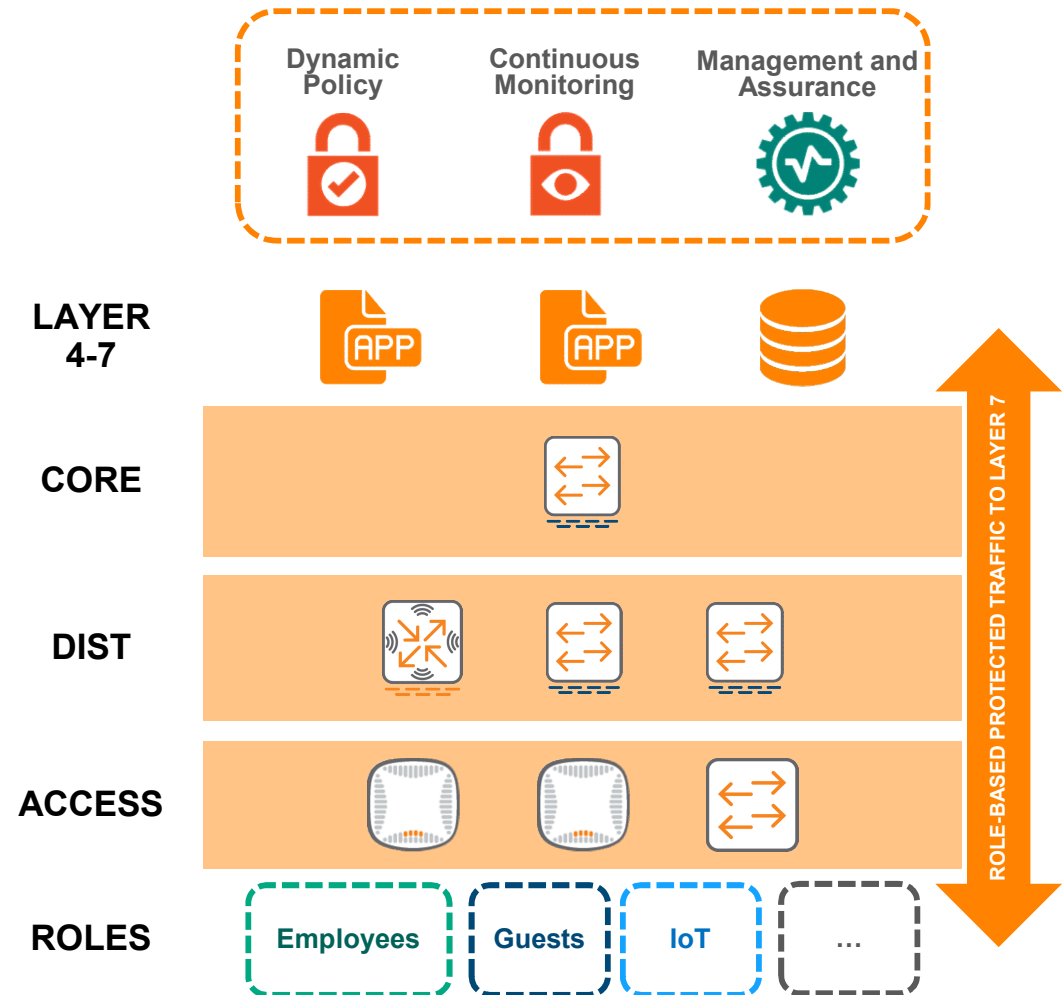**RETAIL**
ENGAGEMENT

HOTEL
PERSONALIZATION

PATIENT
SATISFACTION

Where people work, learn and roam…
And experiences delivered at the edge.

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ARUBA'S EDGE

THE ARUBA ACHITECTURE

SECURE. SIMPLE. SMART.

Dynamic Policy

Continuous Monitoring

Management and Assurance

LAYER 4-7

CORE

DIST

ACCESS

ROLES

| Employees | Guests | IoT | ... |

ROLE-BASED PROTECTED TRAFFIC TO LAYER 7

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ARUBA'S INDUSTRY LEADING
PLATFORM

POWERING THE DIGITAL EXPERIENCE

	TECHNOLOGY PARTNERS	GTM PARTNERS	ALLIANCES	AIRHEADS AND DEVELOPERS	BEST-IN-CLASS ECOSYSTEM
API	ARUBAOS	NETWORK MANAGEMENT	SECURITY	LOCATION SERVICES	ANALYTICS & ASSURANCE	SOFTWARE PLATFORM
API	WI-FI | BEACONS | TAGS	REMOTE ACCESS / VIA CLIENT	WIRED ACCESS	WIRED CORE/AGG	WAN	EDGE COMPUTE	SECURE INFRASTRUCTURE

SECURE | SMART | SIMPLE

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OPEN MULTI-VENDOR
OPERATIONS SOFTWARE

AUTOMATION WITH CONTROL

Provision | Set Policy| Tune | Authenticate| Sense | Learn | Locate

AIRWAVE	CENTRAL	CLEARPASS	INTROSPECT	NETINSIGHT	UXI	MERIDIAN

NETWORK OPERATIONS	SECURITY OPERATIONS	ANALYTICS

Open, API-First | Standards-Based | AI-Powered

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ARUBA 360 SECURE FABRIC

DYNAMIC SEGMENTATION |
AI-POWERED | IOT READY

Aruba 360 Secure Fabric
Edge-to-Cloud Security

McAfee | paloalto NETWORKS | ArcSight | zscaler | Check Point SOFTWARE TECHNOLOGIES LTD. | 100+ Others

ClearPass ↔ IntroSpect

Aruba Secure Infrastructure
Secure Boot | Encryption | DPI | VPN | IPS | Firewall

Other Infrastructure

ADAPTIVE TRUST

CISO

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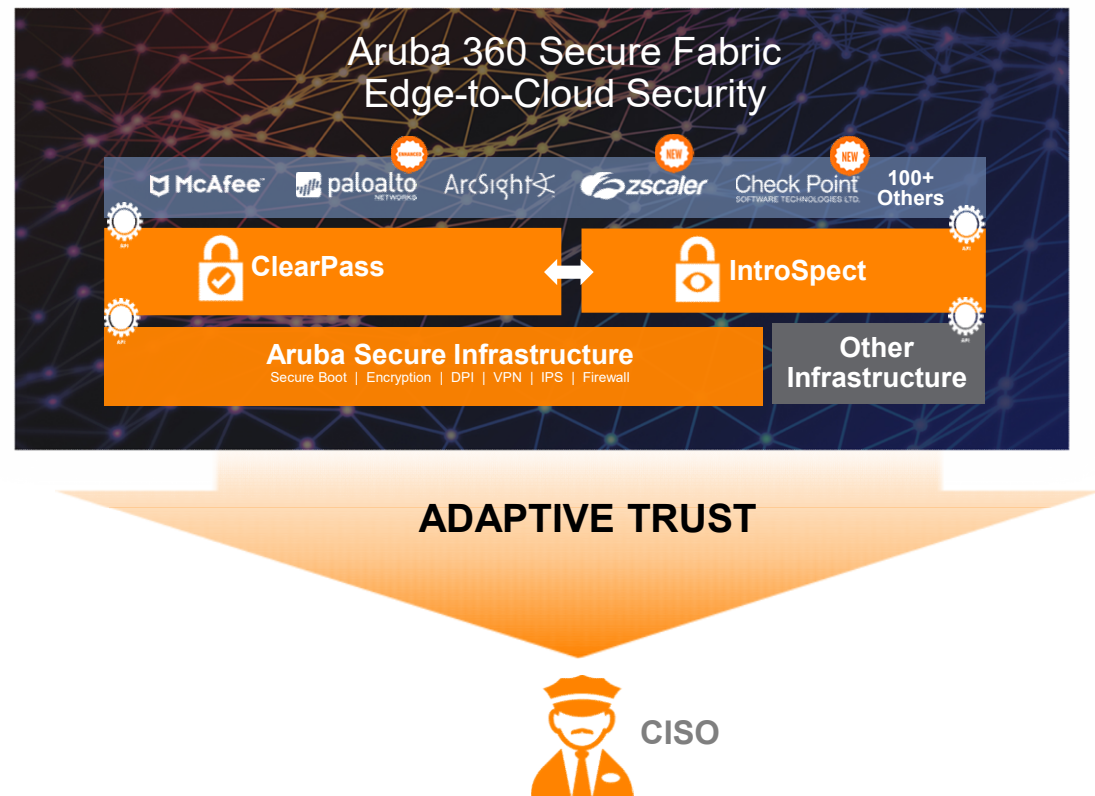
ARUBA VALUE
PROVEN OVER 16 YEARS

Built for Mobility and BYOD → **Extended to Multi-Vendor Networks** → **Extended to Wired Access and Core** → **Extended to WAN/Cloud** → **Extended to IoT**

ONE UNIFIED NETWORK. BUILT TO ADAPT.

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OPEN ECOSYSTEM

FROM ACCESS. TO ANALYTICS.

LEADERS IN THE EMERGING EDGE TRANSFORMATION

850 Million
Switch Ports Sold

15 Million
Access Points Sold

500,000
Customers

300
FORTUNE 500

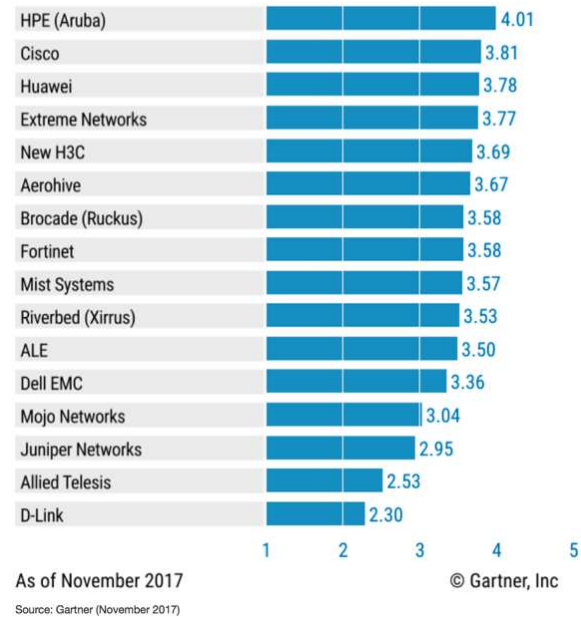**50%**
Top 20 Universities in the World

MARKET LEADERS

13 YEARS RUNNING

Gartner Magic Quadrant
Wired and Wireless LAN Access

Figure 1. Magic Quadrant for the Wired and Wireless LAN Access Infrastructure

CHALLENGERS — LEADERS

Cisco — HPE (Aruba)

Extreme Networks

Fortinet
Dell EMC — ALE
Aerohive — New H3C
Huawei
Allied Telesis
LANCOM Systems
Juniper Networks — Mist Systems
D-Link — ARRIS (Ruckus) — Mojo Networks
Riverbed

ABILITY TO EXECUTE

NICHE PLAYERS — VISIONARIES

COMPLETENESS OF VISION →

As of June 2018   © Gartner, Inc

Source: Gartner (July 2018)
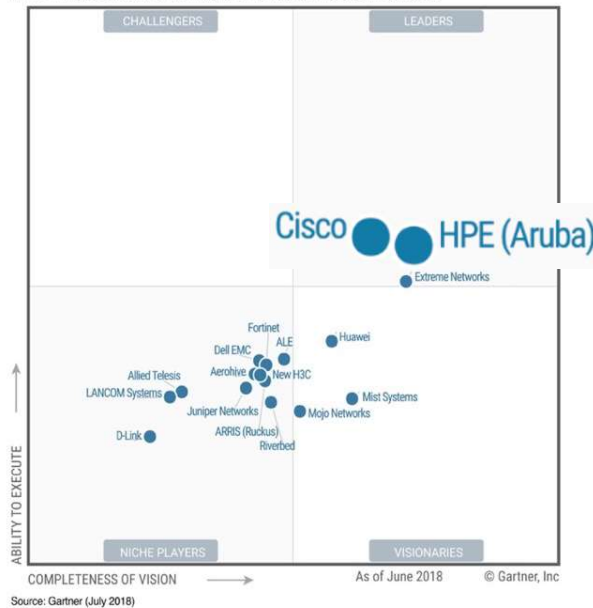
Gartner Critical Capabilities
Wired and Wireless LAN Access

HPE (Aruba)	4.01
Cisco	3.81
Huawei	3.78
Extreme Networks	3.77
New H3C	3.69
Aerohive	3.67
Brocade (Ruckus)	3.58
Fortinet	3.58
Mist Systems	3.57
Riverbed (Xirrus)	3.53
ALE	3.50
Dell EMC	3.36
Mojo Networks	3.04
Juniper Networks	2.95
Allied Telesis	2.53
D-Link	2.30

1   2   3   4   5

As of November 2017   © Gartner, Inc

Source: Gartner (November 2017)

#1

In 5/6 CATEGORIES

NETWORK & SECURITY SOLUTIONS YOU CAN TRUST

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THE FUTURE IS THE
EDGE
INVESTING $4B
IN NEXT 4 YEARS

EXPERIENCE LED

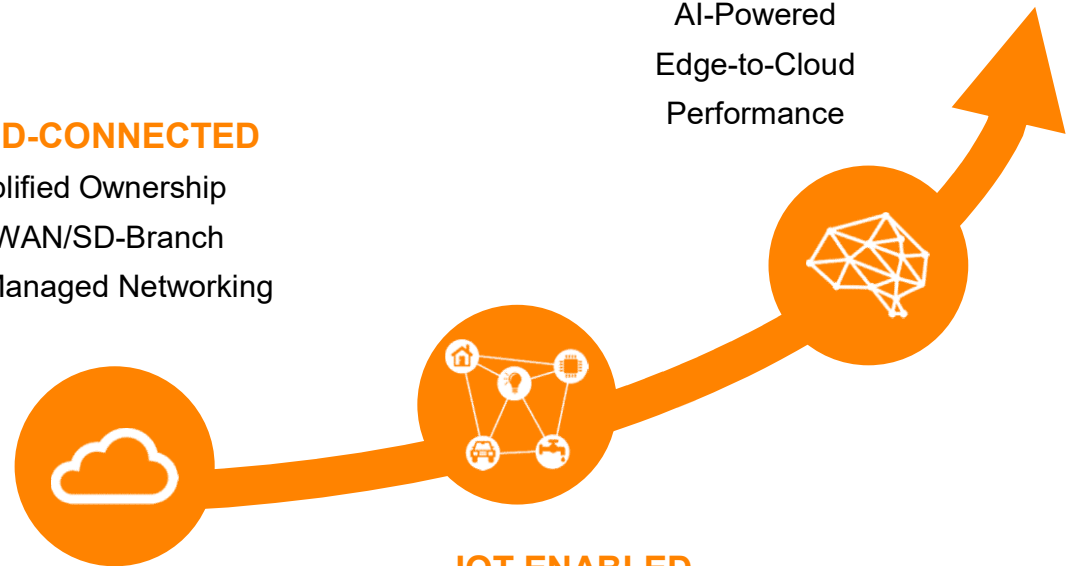AI-Powered

Edge-to-Cloud

Performance

CLOUD-CONNECTED

Simplified Ownership

SD-WAN/SD-Branch

Cloud-Managed Networking

IOT ENABLED

Dynamic Segmentation
Security and Analytics

Edge Data Centers

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