ARUBA MSP

Deliver customized managed services at scale

Enterprises of today are looking for a more efficient alternative to buying, maintaining and upgrading hardware appliances at dozens or hundreds of locations that have little or no on-site IT presence. Cloud-managed network satisfies this growing need for customers who lack the resources to do a traditional implementation everywhere. Cloud managed networks allow end customers to treat their network as a utility and enhances MSPs scale and operational capabilities

Aruba enables its partners to deliver complete network infrastructure and services to their clients making them the one stop shop for their clients networking needs. Aruba Central capabilities like Remote Configuration and Zero Touch Provisioning result in faster deployment and satisfied customers. Aruba's solutions portfolio further enables MSPs to create a differentiated value-add service offerings for their customers like Advanced Guest, Retail Analytics, etc.

The key components of the Aruba MSP solution are:

Aruba Central offers a simple, secure and cost-effective way to manage a customer's wireless and wired infrastructure. The intuitive dashboards along with reporting, maintenance, and firmware management make monitoring and troubleshooting easy across multiple customers.

Aruba Instant APs for wireless connectivity. Aruba Instant is the only controllerless Wi-Fi solution that delivers superior Wi-Fi performance, business-grade security, resiliency and flexibility with the simplicity of zero-touch deployment.

Access Switches for wired connectivity. Aruba Access Switches are designed to meet the challenges of the mobile-cloud and IoT era where visibility, automation, and security have become critical

Support and Services: Aruba Central subscription includes access to latest firmware releases, cloud software upgrades and 24/7 phone support.

Training: Aruba provides comprehensive training and certificate programs for MSPs to arm them with all the tools required to design, manage and support Aruba's solutions.

CLOUD BASED NETWORK MANAGEMENT

MSPs can simplify customer network operations using Aruba Cloud Platform capabilities of zero-touch setup, centralized management of Aruba APs and switches, historical data reporting, PCI compliance monitoring, and troubleshooting for hundreds of customers. Aruba Cloud Platform is scalable and reliable with geographic data center redundancy, thus eliminating the need for MSPs to maintain a dedicated network monitoring and data center infrastructure to service their customers.

Network Overview and Reporting

Using a single dashboard, MSPs can monitor and observe trends on customer networks. This allows for faster reactive support by quickly isolating problems through simple workflows, granular detail and extensive search. MSPs can store management data to create reports containing historical data if needed, which enables them to schedule and send automated email reports to their customers or export them to a PDF for low-effort monitoring.

Simplified Provisioning

MSPs can simplify network set up and offload IT resources by directly shipping Aruba Instant APs and Aruba Switches to remote sites where a non-technical person can simply unpack, power up and get them configured automatically. MSPs can take advantage of mobile applications to automate and operationalize device installations and inventory management thus reducing time and cost.

Maintenance and Firmware Management

MSPs can streamline and automate their customer's network management while maintaining complete control. They can perform one-click firmware updates or schedule specific updates, manage user accounts across customer with different levels of access and tag devices with labels to simplify firmware management and configuration.

Customization

MSPs can customize their portal and guest splash pages by uploading their own logo which can help them maintain and promote their brand with end customers. There are also options to localize various pages to support a diverse customer market. Along with this Central's RESTful APIs are available for MSPs to build their own custom applications with rich network context – Group Management, Monitoring, Configuration and more.

Flexible Network Consumption

With Aruba, MSPs can purchase a set of management licenses and distribute them in parts across multiple end-customers. Devices and licenses can be independently moved across multiple customer by the MSP without any intervention from Aruba support. Aruba Central provides network management for access points and switches in 1, 3, or 5-year subscription offerings.

Value Add Services

MSPs can leverage the cloud platform advanced capabilities to offer services beyond basic network management, they include the following below:
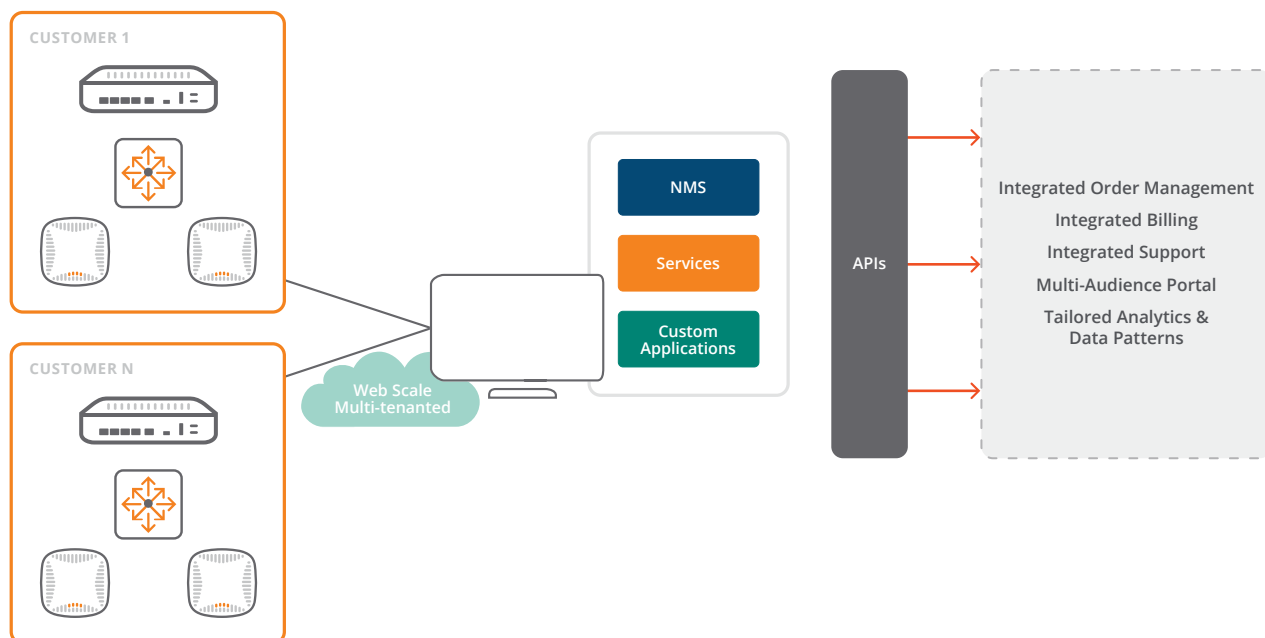
Guest Wi-Fi Services
- Custom captive portals – logo, background, color, ads
- Registration choices – anonymous, self-registration, social login, Facebook Wi-Fi
- Control options – duration, usage, landing page

Retail Analytics
- Customer traffic & engagement based on device presence & RSSI
- Customizable conversion metrics
- Insight across stores & times
- No device connection required!

Connectivity Analytics
- Live user connectivity monitoring across Wi-Fi, authentication, DHCP & DNS services
- Health score trending
- Analytics to identify & automatically root cause issues that truly impact users

CUSTOMER 1

CUSTOMER N

Web Scale
Multi-tenanted

NMS

Services

Custom Applications

APIs

Integrated Order Management

Integrated Billing

Integrated Support

Multi-Audience Portal

Tailored Analytics &
Data Patterns

ARUBA PRODUCT FAMILIES

Aruba Central

Aruba Central is a robust cloud-based network management platform used to manage and monitor Aruba Instant APs and switches. Some solution benefits of Aruba Central are listed below, for more details see http://www.arubanetworks.com/assets/ds/DS_ArubaCentral.pdf

- Central provides anytime, anywhere access to all your customer networks for remote monitoring and management
- Simplified UI designed for varied levels of expertise with wizards and one click updates
- Secure and easy access to the management application with tiered user admin rights and multi-factor authentication
- High availability with redundancy across multiple datacenters
- Technical support included for any technical issues with managed network devices and services and access to the latest managed devices firmware releases

Aruba Instant APs

Aruba Instant is one of the most cost-effective business-grade Wi-Fi solutions available today. Some solution benefits of Aruba Instant APs are listed below, for more details see http://www.arubanetworks.com/assets/so/SO_ArubaInstantWiFi.pdf

- Single controllerless architecture across headquarters, branch and home that is simple and easy to setup
- AppRF technology performs deep packet inspection and web content filtering
- Deep Packet Inspection (DPI) monitors mobile app usage and performance while optimizing bandwidth, priority and network paths in real time
- Airtime fairness allows more clients to move faster on the network
- Network survivability to the last AP, dual Ethernet uplinks leverage already-strong uplink resiliency options

Aruba Access Switches

Aruba's campus switch portfolio provides a truly integrated wired-wireless foundation for the digital workplace. Scalable, innovative platforms deliver power and performance with security, policy and application optimization for enterprise, small and medium businesses, and branch office networks. Some solution benefits of Aruba Switches are listed below, for more details see http://www.arubanetworks.com/assets/so/SB_CampusSwitching.pdf

- Industry leading performance, scalability and resiliency deliver high performance wireless aggregation for a superb user experience
- High density PoE+ and HPE Smart Rate multi-gigabit Ethernet provide plenty of PoE+ for access points and IoT devices
- Programmable Aruba ProVision ASICs and ArubaOS-Switch software enable fast wireless aggregation and simplicity
- Simple to deploy, secure and centrally manage, using Aruba's advanced security and network management tools

SUPPORT AND SERVICES

Aruba Central has everything an MSP needs to maintain a fully operational enterprise network, including full technical support. Your Aruba Central subscriptions include phone and online support for any technical issues with managed network devices and services and access to the latest managed devices firmware releases. For more details see http://www.arubanetworks.com/support-services/.

Custom services includes SOW based integration support.

TRAINING

Aruba's comprehensive training and certification coursework are available for MSPs to get acquainted with the Aruba hardware and software products. Aruba's lab intensive onsite course on Instant AP and Aruba switches will provide you the knowledge, skills and practical experience required to set up Aruba hardware. Exclusively for MSPs, Aruba offers a 1-day bootcamp that will enable you to build a managed services solution using our cloud platform and hardware products. Additionally, Aruba e-learning courses for Instant APs and Aruba Central give you the flexibility to study at your own pace. For more details about Aruba training services see http://www.arubanetworks.com/support-services/training-services/.

SIMPLIFY THE WAY YOU ACQUIRE AND PAY FOR YOUR MSP SOLUTION

Take the simplicity of the Aruba MSP solution even further. MSPs can choose their preferred configuration of infrastructure, software and services. Complete a short, easy subscription agreement and pay a predictable monthly subscription fee for a complete solution. MSPs too can avoid the hassle of ownership that their customers seek to avoid. MSPs choose the term and at the end, return it and subscribe to a new solution. MSPs can acquire their network solution with an ease similar to what they provide their customers.

ORDERING INFORMATION

The Aruba MSP solution consists of Aruba Central and Instant APs, with optional add-ons of Aruba Access Switches, Advanced Support services and training. The following SKU's are available for MSPs to begin a service offering using Aruba products.

ORDERING INFORMATION	
Part Number	**Description**
Aruba Central Subscription	
JY925AAE	Aruba Central Device Management Subscription for 1 Year
JY926AAE	Aruba Central Device Management Subscription for 3 Years
JY927AAE	Aruba Central Device Management Subscription for 5 Years
JY928AAE	Aruba Central Services Subscription for 1 Year
JY929AAE	Aruba Central Services Subscription for 3 Years
JY930AAE	Aruba Central Services Subscription for 5 Years
Aruba Instant AP (see ordering guides)	
	AP-303H
	AP-203H
	AP-203R/AP-203RP
	AP-365
	AP-367
	AP-374/375/377
	AP-377
	IAP-304/305
	IAP-207
	AP-303
	AP-244/345
	IAP-334/335
	IAP-314/315
	IAP-324/325
	IAP-275/277
	IAP-228
	IAP-274/275
	AP-374/375/377

ORDERING INFORMATION

Part Number	Description
Aruba Access Switches (see ordering guides)	
	Aruba 2930M
	Aruba 2930F
	Aruba 3810
	Aruba 5400R
	Aruba 2530
	Aruba 2540

a Hewlett Packard
Enterprise company

www.arubanetworks.com

3333 SCOTT BLVD | SANTA CLARA, CA 95054
1.844.473.2782 | T: 1.408.227.4500 | FAX: 1.408.227.4550 | INFO@ARUBANETWORKS.COM