

HPE Aruba Networking 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 networks 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.

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

The key components of the HPE Aruba Networking MSP solution are:

HPE Aruba Networking 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.

HPE Aruba Networking Instant APs for wireless connectivity. HPE Aruba Networking 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. HPE Aruba Networking 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: HPE Aruba Central subscription includes access to the latest firmware releases, cloud software upgrades and 24x7 phone support.

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

Cloud based network management

MSPs can simplify customer network operations using HPE Aruba Networking Cloud Platform capabilities of zero-touch setup, centralized management of HPE Aruba Networking APs and switches, historical data reporting, PCI compliance monitoring, and troubleshooting for hundreds of customers. HPE Aruba Networking 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 Instant APs and HPE Aruba Networking 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 HPE Aruba Networking 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 HPE Aruba Networking, 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 customers by the MSP without any intervention from HPE Aruba Networking support. HPE Aruba Networking 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

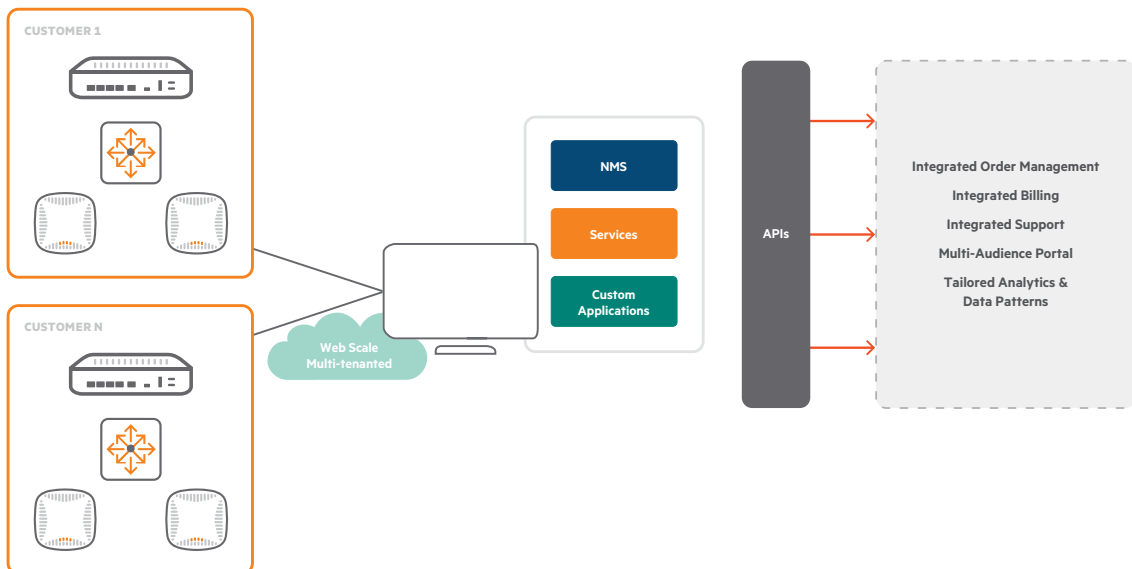
- Custom captive portals—logo, background, color, ads
- Registration choices—anonymous, self-registration, social login, Facebook Wi-Fi
- Control options—duration, usage, landing page

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



HPE Aruba Networking product families

HPE Aruba Networking Central

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

- HPE Aruba Networking 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

HPE Aruba Networking Instant APs

HPE Aruba Networking Instant is one of the most cost-effective business-grade Wi-Fi solutions available today. Some solution benefits of HPE Aruba Networking Instant APs are listed below, for more details see 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

HPE Aruba Networking Access switches

HPE Aruba Networking'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 HPE Aruba Networking Switches are listed below, for more details see arubanetworks.com/resource/campus-switching-quickstart-service/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 HPE Aruba Networking ProVision ASICs and HPE Aruba Networking Operating System—Switch software enable fast wireless aggregation and simplicity
- Simple to deploy, secure and centrally manage, using HPE Aruba Networking's advanced security and network management tools

Support and services

HPE Aruba Networking Central has everything an MSP needs to maintain a fully operational enterprise network, including full technical support. Your HPE Aruba Networking 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 arubanetworks.com/support-services/.

Custom services include SOW based integration support.

Training

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



Simplify the way you acquire and pay for your MSP solution

Take the simplicity of the HPE Aruba Networking 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 HPE Aruba Networking MSP solution consists of HPE Aruba Networking Central and Instant APs, with optional add-ons of HPE Aruba Networking Access Switches, Advanced Support services and training. The following SKUs are available for MSPs to begin a service offering using HPE Aruba Networking products.

Ordering information

Part number	Description
HPE Aruba Networking Central subscription	
JY925AAE	HPE Aruba Networking Central Device Management Subscription for 1-Year
JY926AAE	HPE Aruba Networking Central Device Management Subscription for 3-Years
JY927AAE	HPE Aruba Networking Central Device Management Subscription for 5-Years
JY928AAE	HPE Aruba Networking Central Services Subscription for 1-Year
JY929AAE	HPE Aruba Networking Central Services Subscription for 3-Years
JY930AAE	HPE Aruba Networking Central Services Subscription for 5-Years
HPE Aruba Networking 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



Ordering information

HPE Aruba Networking Instant AP (see ordering guides)

AP-244/345

IAP-334/335

IAP-314/315

IAP-324/325

IAP-275/277

IAP-228

IAP-274/275

AP-374/375/377

HPE Aruba Networking Access Switches (see ordering guides)

HPE Aruba Networking 2930M

HPE Aruba Networking 2930F

HPE Aruba Networking 3810

HPE Aruba Networking 5400R

HPE Aruba Networking 2530

HPE Aruba Networking 2540

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Contact our presales specialists.**



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