

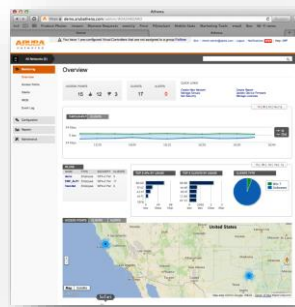
REAL CLOUD WI-FI FOR REAL BUSINESS

Aruba Networks introduces a new 2nd Generation Cloud-managed Wi-Fi solution that delivers performance and reliability stemming of an enterprise solution with the convenience and simplicity of cloud-based network management.

With Aruba Cloud Wi-Fi, organizations no longer need separate Wi-Fi architecture for corporate, branch and home installations. Unlike competing options, any Aruba AP hardware can be cloud-managed for branch locations or controller-managed in larger sites. Common management and policy infrastructure can be used for all installations.

SOLUTION COMPONENTS

- **Aruba Central:** network management service hosted in the Cloud, for managing multiple Instant Wi-Fi networks. Includes very simple dashboard alert with drill-down to configuration and firmware management, historical reporting and client information.
- **Instant Access Points:** the same access points that run with controllers in large enterprises, but with the controller functions packaged right inside the AP. A range of performance and price options.



Aruba Instant Model	Spatial Streams	Radios	Max Data Rate Per radio
Wireless Ceiling-Mounted Models			
Instant 134/135	3x3 MIMO	Two (2.4 and 5 GHz)	450 Mbps
Instant 104/105	2x2 MIMO	Two (2.4 and 5 GHz)	300 Mbps
Wired + Wireless Desktop Models			
Instant 155	3x3 MIMO	Two (2.4 and 5 GHz)	450 Mbps
Instant 108/109	2x2 MIMO	Two (2.4 and 5 GHz)	300 Mbps
Instant RAP-3	2x2 MIMO	One (2.4 GHz)	300 Mbps
Outdoor			
Instant 175	2x2 MIMO	Two (2.4 and 5 GHz)	300 Mbps

FEATURES AND BENEFITS

Unbelievable Speed

- Up to 10x faster than competition at high density
- Web-scale cloud service for responsive performance
- True zero-touch WLAN setup
- Airtime fairness allows more clients to move faster on the network
- Always-on scanning avoids performance-slowng interference
- AP optimizes Wi-Fi channel use and power to speed clients

Unsurpassed Uptime

- Modern cloud infrastructure with multiple data centers
- 100% functional without Cloud link
- Redundant ISP uplink
- 3G/4G uplink option
- Fast failover VPN connection to central site

Unparalleled Affordability

- Single architecture across headquarters, branch and home eliminates maintenance and training burden required to maintain multiple solutions.
- No appliances needed for roaming, management or controller
- 100% investment protection to convert to controller-based APs
- Cloud-based and on-premises management options
- Free value-added services from LanSchool and OpenDNS



TARGET MARKET AND CUSTOMER EXAMPLES

Aruba Cloud Wi-Fi is an ideal solution for:

Distributed enterprises with many remote sites that need a reliable, secure and easy-to-use WLAN. Flexible VPN options allow many different architectures that connect to a central data center.

Mid-market customers without a dedicated on-site IT staff or wireless expert, because it has enterprise functionality with consumer simplicity. Plus, without the cost of a separate controller, the capital expense is very low.

VERTICAL	USE CASE
Retail	Mobile point of sale (POS), "line-busting" PCI compliance Independent stores, Local or regional chains
Hospitality	Guest Internet access Mobile services: wayfinding, food service orders, check in/out
Healthcare	Mobile, secure access to patient files Patient internet access Clinics, doctor offices, non-urgent care, retirement communities
K-12 schools	Video over wireless for enhanced teaching and learning 1:1 computing initiatives CIPA compliance
Offices	BYOD access for mobile devices Automatic voice/video optimization Guest access for visitors

QUALIFYING QUESTIONS

- Are your users complaining about unpredictable Wi-Fi connections?
- Do you need to deploy new services like Video over Wireless or mobile Point of Sale?
- How many sites do you need to manage centrally?
- Are you required to comply with regulatory initiatives such as PCI or the Children's Internet Protection Act (CIPA)?
- Are you struggling to support 1:1 computing initiatives with current resources?
- Are there local IT services available at each location?

FEATURE COMPARISON – ARUBA VS. CLOUD-MANAGED COMPETITORS

Feature	Aerohive	Meraki	Aruba
Speed			
• Performance at high density	Good	Poor	Excellent
• Band steering	Yes	No	Yes
• Airtime fairness	No	No	Yes
• Spectrum scanning with client traffic	No	No	Yes
• Multicast video optimization	Yes	No	Yes
• Auto prioritization of voice traffic	No	No	Yes
• True zero touch provisioning	No	No	Yes
Uptime			
• Multiple cloud providers/ data centers	No	No	Yes
• 100% functional without WAN	No	No	Yes
• Fast failover VPN	No	No	Yes
• Redundant ISP links	No	No	Yes
Affordability			
• Investment protection for adding controller	No	No	Yes
• Choice of architectures	No	No	Yes
• High performance L3 roaming included	No	No	Yes
• Free firmware upgrades	No	No	Yes

ARUBA AIRWAVE VS ARUBA CENTRAL

Aruba Central isn't the only way to manage your Instant networks – you can also use Aruba Airwave, our server-based software solution.

Airwave	Central
- On-premises software	- Software-as-a-service
- Manage controllers, switches, Instant	- Manage multiple Instant WLANs
- Multi-vendor support	- Entirely Cloud-based
- Heatmaps and custom reports	- Streamlined workflows