

# atmosphere'22

## FINLAND

Business keynote

# MAKING CONNECTIONS, ANYWHERE

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**aruba**  
a Hewlett Packard  
Enterprise company



**WE ARE ALL CONNECTED**

# Can I get tested for COVID-19?

St Vincent's COVID-19 Clinic will **ONLY** test you if:

You have symptoms, such as fever and/or acute respiratory illness (cough and/or sore throat)

**AND**

- You have returned from overseas in the last 14 days; OR
- You have been notified by a public health unit that you have been in close contact with a confirmed case of COVID-19

If you are a health care worker, speak directly to the Clinic Triage Nurse:

**The COVID-19 Clinic is not able to:**

- Test people without symptoms
- Test people who have symptoms of upper respiratory illness without overseas travel or close contact with a person who has COVID-19









# 61%

of office workers are  
actively choosing not to  
go back to the office

Source: Pew Research  
Center



A woman with glasses and a red sweater is sitting at a wooden desk in a cozy, decorated living room. She is looking at a laptop screen and holding a pen. The room has a warm, orange-toned lamp, a window with plants, and various framed pictures and decorations on the walls and shelves.

# 80%

of **HPE** employees will permanently work from home 4 days a week

Aruba has over **7,600** employees

We have potentially created **6,326** new branch offices!





**CONNECTION IS EVERYTHING**





**CAN WE PREDICT WHAT CUSTOMERS  
WILL WANT IN THE FUTURE?**

**CAN WE THEN DELIVER PRODUCTS  
THAT MEET THOSE NEEDS?**

# CUSTOMERS TELL US THEY **WANT**

A broad portfolio  
managed through  
**one common platform**

A secure network that can  
**predict and fix problems**  
BEFORE they happen.

A more adaptive  
model that can **flex**  
**with their business.**



# ARUBA ESP SOLUTIONS



## ARUBA CENTRAL

### ANALYZE AND ACT



### PROTECT



### CONNECT



### AS-A-SERVICE



# WE ARE WELL POSITIONED

TO SOLVE CUSTOMERS CHALLENGES AND MEET CUSTOMERS NEEDS



Edge Connect



1<sup>st</sup> in market

PENSANDO

CX10000 series

**120,000**  
Central customers

**1.9M**  
Connected devices



A man in a green sweater and glasses stands in a server room, holding a laptop and pointing at a server rack. The room is dimly lit with blue and purple ambient lighting. The server racks are filled with various components, and the man appears to be working on or inspecting one of them.

# NaaS

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## NETWORK **AS A SERVICE**





# 69%

of customers have already  
deployed NaaS or are  
looking to buy this way  
within the next two years

Source: IDC



# HPE GREENLAKE FOR ARUBA

## 8 NEW EDGE CONNECTIVITY SERVICE OFFERINGS

HPE GreenLake for Aruba	Indoor Wireless aaS	Wired Aggregation aaS	Monthly payments
	Outdoor Wireless aaS	Wired Core aaS	
	Remote Wireless aaS	SD-Branch aaS	
	Wired Access aaS	UXI aaS	

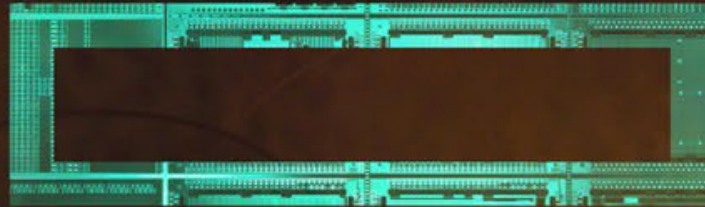
Descriptive,  
streamlined NaaS  
service offerings

Optimized for sale  
through channel

Speed up  
deployments



# HPE EDGE TO CLOUD STRATEGY



aruba  
NETWORKING

COMPUTE

STORAGE

HPE GREENLAKE CLOUD PLATFORM





**WE CAN PREDICT WHAT CUSTOMERS  
WILL WANT IN THE FUTURE.**

**WE WILL DELIVER PRODUCTS  
THAT MEET THOSE CUSTOMER NEEDS.**



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Thank you