

# Managed Network Services

**Wired, wireless, and SD WAN network solutions powered by Verizon & Aruba**

## Industry issues/trends

The recent pandemic accelerated technology advancements. Today, more employers have adopted remote work environments. Revenue and budget impacts along with the challenge of supporting cloud-hosted applications and IoT on legacy networks have IT teams stretched thin. While companies plan for growth, the demand for resources to keep up with day-to-day operations is slowing down their ability to execute.

Companies are struggling with:

- Lack of visibility or control over performance and security of remote connections
- Internal IT resources consumed with networking troubleshooting instead of strategic initiatives
- Ensuring consistent and high-quality user experience for all cloud-hosted applications
- Mixed IT skill sets
- Access to last-mile service in remote areas

## Key Services

- Corporate Network Extension
- Premium Managed Network Services
- Remote Wireless Services
- Secure Cloud Interconnect (MPLS & Internet-based)
- Government Network Services (FedRAMP)
- Premium Secure SD WAN Services for Cloud-based Application

## How Verizon & Aruba can help your digital transformation

Many organizations are realizing that acquiring technology as-a-service can yield benefits across multiple areas.

Verizon and Aruba help organizations improve their network and application performance, supporting more agile and predictable outcomes without burdening in-house IT resources.

Verizon brings 30+ years of network management experience, a suite of integrated and managed wired, wireless and SD WAN solutions, and network expertise in 5G and multi-edge computing.

Aruba brings 17+ years of secure wired and Wi-Fi networking technology solutions for Wi-Fi, WAN Edge and campus environments, and upcycling programs and flexible financing models that Verizon can extend to customers.

Combined, we leverage deep industry and application insight with the latest patented technology advancements to inspire innovation and enable your digital transformation. We also manage complex distributed hybrid work environments to provide secure, AI-driven solutions to deliver a superior quality of service and user experience across your enterprise.

Together, Verizon and Aruba help customers boost workforce productivity and support next-generation cloud-hosted business applications using Verizon's Managed Network Services (MNS) leveraging the industry-leading Aruba Edge Services Platform (Aruba ESP).

Verizon's MNS can help free your organization's IT resources from routine troubleshooting and maintenance activities and enable them to focus on strategic projects that will move the organization forward.

### Corporate network extension

Verizon's MNS combined with Aruba's remote work solution delivers an office-like connectivity experience at remote locations without burdening customer IT resources.

### Premium managed network services

Verizon's MNS combined with Aruba's expertise and purpose-built network hardware, AI cloud management and SD WAN is a powerful multiplier for consistent, secure high-performance connectivity across the enterprise.

### Remote wireless services

Verizon can extend its MNS to remote areas via 4G/5G connectivity in combination with Aruba's hardware and AI-driven cloud management.

### Secure cloud interconnect

Verizon's MNS WAN supports Verizon's SCI and simplifies multi-cloud connectivity to Verizon's Equinix facilities.

### Government network services (FedRAMP)

Verizon's MNS combined with Aruba's ESP, the only FedRAMP approved cloud-managed tool on the market, provides consistent secure high-performance connectivity across the customer's organization.

### Premium secure SD WAN services for cloud-based applications

Verizon's MNS combined with Aruba's EdgeConnect automates the granular steering of apps to the correct destination based on security policies and automation.



of technology industry revenue was sold as a service in 2020, compared to 36% in 2010.

The trend from product to services has evolved over time, with the tipping point occurring in 2013-2014.

Technology & Services Industry Association, financial reports, March 2021

### Verizon/Aruba Differentiation

#### Increased business momentum

Verizon's MNS combined with Aruba's AI-driven intelligence can proactively identify, troubleshoot, respond and optimize network and application performance in near real time enabling the best QoS and reliable connectivity.

#### Improved IT efficiency

Verizon's MNS combined with Aruba's Purpose-built, secure, high-performance network connectivity delivered by Verizon MNS using Aruba ESP enables customers to focus in-house IT resources on strategic initiatives

#### Superior application performance

Verizon's MNS combined with the Aruba's granular path steering and security offer customers best-in-class user experiences for all cloud-based applications.

#### Ease of deployment

Verizon's MNS combined with Aruba's plug-and-play network hardware eliminates the need for on-site technicians at small remote sites.

#### Broadband expansion

Verizon's MNS combined with Aruba's remote work and LTE-enabled solutions for remote areas, enable business-grade wireless broadband services at remote locations

#### Value to clients

- Maximize impact of IT resources
- No upfront cost to get the needed network
- Best-in-class connectivity experience
- Potential to decrease help desk tickets – happier users
- Increased business agility
- Support green initiatives with cash back incentive

#### Thought leadership

- Aruba sponsored IDC paper on Network as a Service (NaaS)
- ESG Economic Value of ESP
- Aruba WAN & Security Transformation white paper