



An Introduction to Aruba Networks

People Move. Networks Must Follow.™

Aruba securely delivers networks to mobile users wherever they work or roam. With high-speed 802.11n wireless networks, military-grade security, application-aware quality of service, and complete network management, Aruba Networks enables the next-generation “All Wireless Workplace.”

- **Adaptive 802.11a/b/g/n Wi-Fi networks** automatically self-optimize to ensure maximum network performance, capacity, and reliability. Adaptive Radio Management (ARM) technology automates the installation and setup of wireless networks, eliminating the need for expensive site surveys. ARM constantly tunes the network for maximum wireless performance. ARM also controls client access to ensure that all wireless clients are treated fairly.
- **Identity-based security** assigns access control policies to *users* rather than *ports*, enforcing those policies whenever and wherever a network is accessed. Aruba’s unique centralized encryption, approved for military use and compliant with PCI and HIPAA requirements, keeps network traffic safe from the client all the way to the data center.
- **Remote solutions** extend a centrally controlled secure mobile network to branch offices or a mobile worker’s home to ensure uninterrupted access to applications, even when users are away from the head office.
- **Multi-vendor network management** provides a single point of visibility and control for wireless networks from Aruba and its competitors. The system integrates with existing IT management systems, including helpdesk solutions.

Aruba delivers a comprehensive mobility solution that serves applications including wireless LAN access, secure enterprise mesh, remote access, wireless intrusion prevention, network access control, voice over Wi-Fi and fixed-mobile convergence, video surveillance, real-time location services, and many more.

Certifications and Awards



Why Aruba Networks?

Best Security

- Only Aruba has a built-in firewall, providing unique security and QoS policies per user
- Only Aruba has centralized encryption—no exposure to eavesdropping
- Only Aruba offers a complete wireless IDS / IPS solution to secure the air
- Only Aruba has mobile NAC built-in to keep the entire network secure

Best Wireless

- Adaptive Radio Management (ARM) automates RF install and setup
- Airtime fairness equally divides airtime between multiple clients
- Band steering automatically moves clients to the best channel and RF band
- ARM automatically maximizes spectrum usage while minimizing interference

Best Management

- Central management system for Aruba and 17 other wireless vendors
- Operations management integrates with helpdesk and other existing IT systems

Simple Integration

- Overlay architecture integrates seamlessly with any wired network—no forklifts needed
- Single-box solution—WLAN, remote access, wired and wireless guest access, enterprise mesh, cellular+Wi-Fi (FMC), wired security, NAC—all from a single integrated system

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The Aruba Networks System Solution

Aruba has integrated all of the elements required to deliver enterprise mobility—security, application, network, and radio frequency (RF) management services—into a unified solution. The components of this solution include an award-winning portfolio of wireless LAN, security, diagnostic, network management, and integration products, backed by a worldwide support and training organization.

Multi-Service Mobility Controllers are deployed in data centers and wiring closets and serve as the central control and forwarding point for Aruba mobile networks.

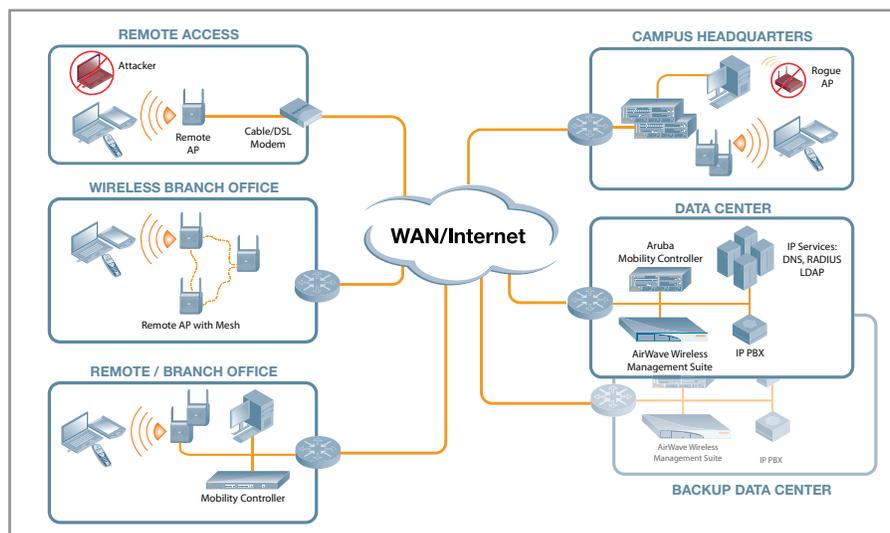
Thin Access Points (APs) are deployed wherever users need mobile access.

APs connect to mobility controllers over any standard IP network. APs are available in a variety of form factors, such as indoor, outdoor, single-radio, and dual-radio.

AirWave Wireless Management Suite provides a central point of visibility and control for wireless equipment from eighteen different vendors.

RFprotect Wireless Intrusion Prevention System secures all radio channels by protecting against misconfigurations, uncontrolled wireless devices, and wireless attacks.

Endpoint Compliance System (ECS) enables multi-vendor NAC by managing health checking and posture assessment of network clients.



Competition - How Aruba Stacks Up

Competing with Cisco

- Cisco requires a multi-box solution while Aruba can do it with one.
- Cisco's major profits come from *wired* network sales; they view all-wireless networks as a threat.
- Cisco relies on client software (CCX) to improve performance and roaming. Aruba requires no client software.

Competing with Meru

- Meru's Virtual Cell architecture wastes spectrum capacity and is incompatible with many clients. Aruba's ARM technology delivers the same benefits

while maximizing capacity and interoperability.

- Meru requires a multi-box solution while Aruba can do it with one.
- Aruba is the #2 WLAN vendor worldwide. Analysts track Meru's market share in the "Others" category.

Competing with Symbol/Motorola

- Motorola's products are not sufficiently feature-rich for today's enterprise wireless networks.
- Motorola requires a multi-box solution while Aruba can do it with one.
- Motorola is losing market share

Aruba Technology Alliance Solutions

The Aruba Technology Alliance Program provides validated multi-vendor solutions in key technology areas such as Voice-over-Wi-Fi, asset tracking and location services, video surveillance, multimedia classrooms, and more. Representative partners include:

- Aeroscout
- AirMagnet
- Ascom
- Avaya
- Dräger
- Ekahau
- Foundry
- InnerWireless
- Juniper
- Microsoft
- Milestone
- Polycom
- Riverbed
- Vocera
- Wavelink
- Welch Allyn
- Wildpackets
- Wren

For more information on Aruba Technology Partners, go to: www.arubanetworks.com/partners/solution_partners.php

About Aruba Networks

Aruba is the world's second largest supplier of enterprise wireless LANs, and the premiere provider of identity-based security, client-free remote management solutions, and multi-vendor network management systems. The cost, convenience, and security benefits of our secure mobility solutions are fundamentally changing how and where we work. Listed on the NASDAQ and Russell 2000[®] Index, Aruba is based in Sunnyvale, California and has offices worldwide. To learn more, visit Aruba at www.arubanetworks.com.



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