



Remote Networking for Half the Cost

The traditional approach to remote networking is to duplicate corporate network services in all of your remote offices. With each office getting a router, a firewall, a VPN gateway, and other security services, the cost, complexity, and manageability issues of each remote office rival those of your corporate data center.

Aruba Networks delivers a revolutionary new approach for remote networking that shatters cost and complexity barriers of deploying secure remote network services. This solution, called the virtual branch network (VBN), takes a much simpler approach: Extend your datacenter footprint wherever users need it, through low-cost access devices and low-cost commodity network transport.

VBN works by placing a low-cost Remote Access Point (RAP) at each site. The RAP is responsible for virtualizing network services from your corporate datacenter into each branch location. These RAPs can operate anywhere a network connection is available - public Internet, leased line, DSL, cable, or cellular. This flexibility makes remote network setup a plug-and-play event.

Aruba's VBN lets you leverage existing investments in network and security infrastructure rather than repurchasing and rebuilding those services at every site. The VBN provides a secure LAN extension that gives full data center connectivity - including voice, video, and data applications - anywhere your users are working.

In today's economic times, network engineering staff is too valuable to waste on low-level tasks. Aruba's VBN allows IT staff to refocus their efforts from low-level element configuration and management to high-value service definitions and policies that support your business requirements.

Aruba's virtual branch network provides a solution that delivers remote networking at half the cost of what you are doing today in a package that's easier to deploy and manage. The system allows you to leverage your data center services by extending them to your users instead of recreating them at every site. Your IT staff can focus on providing high value services, not managing network devices, connections, and subnets. The result? Users have better access to applications and services, IT staff can focus on delivering services, and the business dramatically cuts costs.

Our Expertise

We're experts in remote wired and wireless solutions. Ask today how we can give you:

- True zero touch deployment
- An at HQ native network service at your remote locations over any WAN connection
- A more productive and responsive workforce with instant access to information
- Reduced CAPEX by leveraging the services you have in your data center
- Policy based forwarding and enforcement based on user or device role, not VLANs and subnets
- Green IT - fewer boxes, less power, fewer resources, more productive telecommuting



Remote Networking

How We Do It

Our solution overlays on top of existing networks, with no changes required. The existing network can be your cable or DSL connection, a leased WAN to a branch office, or 3G cellular connection.

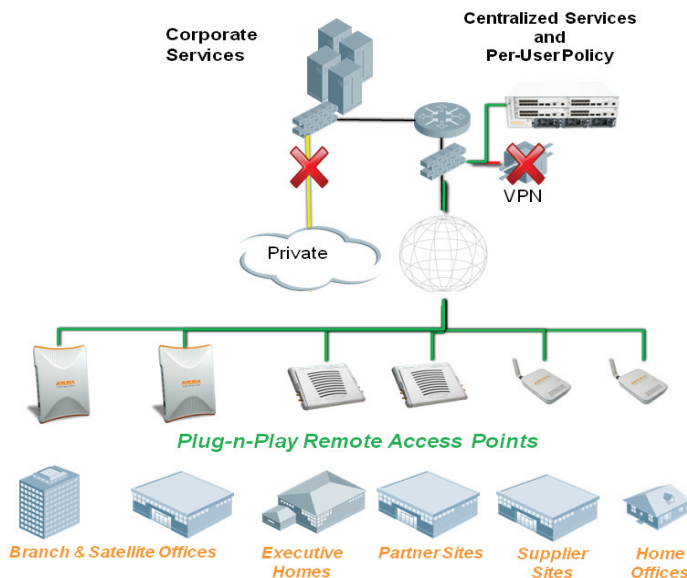
Where users need access, they connect to one of our **Remote Access Points (RAP)**. This connection can be wired or wireless. The wireless is self-configuring and self-tuning – no site surveys, no RF mysteries.

The RAP is plugged into any commodity, untrusted, wired network that is available. The access point transports traffic over encrypted tunnels back to your datacenter, where it is received by one of our **Remote Access Controllers**.

The Remote Access Controller is the heart of the system – it is used to configure global policy which is then sent out to the RAPs at the remote site. Each user can be authenticated, and individual roles and rights assigned.

This is the ultimate in network security: authentication, encryption, and policy enforcement all at a single point of control. Want additional security services like IDS or web filtering? Deploy them in the datacenter, and they are instantly available network-wide.

All of this is managed, monitored, and controlled from a central point, and it all integrates into your existing operations management systems.



About Aruba Networks

Aruba is the world's second largest supplier of enterprise wireless LANs, and the premier provider of identity-based security, client-free remote 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.

The Bottom Line

This would all be “just technology” if it didn’t solve real business problems. Here are some stories from our customers – we think the numbers speak for themselves. Talk with us today and see how we can impact your bottom line.

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| “We wanted to expand our teleworker program, but our help desk was already spending around 30 hours per month dealing with VPN problems. After deploying remote solutions from Aruba, that number dropped by 93% and we expanded teleworkers by 45%.” | Financial services firm |
| “I used to think SSL was the greatest thing since sliced bread. But Aruba’s RAP solution now takes that honor.” | Global consulting firm |
| “Aruba has fundamentally allowed us to solve our need for secure remote network delivery regardless of WAN or local LAN. This has yielded huge savings in allowing us to plug in bandwidth as a commodity.” | Large software firm |
| “Aruba has completely changed the way we think about branches. We used to buy routers, lease lines, send out IT support, and pull cables which could take weeks. Now we can deploy a branch for 1/10 the cost in a single day with no on site IT.” | Regional health care organization |



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