ARUBA TECHNOLOGY PARTNER PROGRAMS

OVERVIEW

Information Technology (IT), Operations Technology (OT), and Internet of Things (IoT) solutions are composed of hardware, software, cloud and professional services that must work in concert to deliver a business outcome and user experience. Interoperability between the components, unified by validated reference designs, are foundational to ensure that everything works the first time, every time.

The Aruba's Technology Partner Programs comprise an ecosystem of hundreds of technology vendors with which Aruba has worked to ensure interoperability with Aruba's networking, security, cloud, and location-based infrastructure. The objective is to accelerate the deployment of trouble-free installations, and to provide a vendor-to-vendor escalation path if trouble arises so customers aren't caught negotiating between vendors.

THREE PROGRAMS, ONE GOAL

Customer satisfaction is the watchword of the Aruba's three partner programs, each of which has been tailored to the interoperability requirements of the underlying technology:

- The ArubaEdge program targets partners whose products integrate with Aruba's wired, wireless, analytics, locationing, cloud, network management, and IoT solutions
- The 360 Security Exchange program addresses security partners that integrate with ClearPass or other Aruba security solutions
- The Engage program is centered on application vendors that integrate with the Meridian Locations Services platform

Partners can participate in more than one program if their products cut across product boundaries.

* Acceptance into, and participation in, the programs is at the sole discretion of Aruba, a Hewlett Packard Enterprise company. Aruba retains the right, at its sole discretion, to modify, amend or discontinue any of the benefits listed herein without advanced notice.

WHY ARUBA TECHNOLOGY PARTNER PROGRAMS ARE GOOD FOR YOUR BUSINESS

- Validated interoperability minimizes integration issues
- Vendor prequalification lowers risk for end customers
- Integration documentation speeds bring-ups and troubleshooting
- TAC-to-TAC support escalation provides faster problem resolution

HOW IT WORKS

The three invitation-only programs are free to qualified participating vendors*, which are selected based on requests from Aruba customers that are using, or plan to use, their products. After signing non-disclosure and partner program agreements, Aruba and the vendor exchange technical information to determine the best method of interfacing. Aruba provides the partner with Aruba network equipment, or access to Aruba cloud or streaming data services – as appropriate – to expedite integration. Interoperability validation may be self-certified or based on demonstrated functionality, depending on the product or service.

Once integration has been completed and validated, Aruba and the partner create a solution overview outlining the integration, and a solution guide explaining to resellers and customers how to integrate the solutions. Additionally, Aruba establishes a TAC-to-TAC escalation path so the partner can reached directly into Aruba Global Services for troubleshooting assistance. Working together on field issues expedites root cause analysis and arrival at a recommended resolution without friction or finger-pointing.

Solution overviews and guides are posted on Aruba's program Web site together with the partner's logo and description. Certified partners are allowed the sponsor Atmosphere events, participate in customer-focused press releases, and, schedule permitting, participate in joint Webinars.

MORE INFORMATION

For more information on Aruba's technology partners please go to https://www.arubanetworks.com/partners/programs/

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