



Meet the Demands of a Mobile World

Compete More Effectively with a Mobile-First Approach

We are in the midst of a massive transition away from networking technologies that were designed for the 20th century when mobile, the Internet of Things (IoT), and cloud did not exist. In today's environment, mobile changes the way people work and learn. Mobility has become a lifestyle, not just a tool. Bring your own device (BYOD) has become mainstream. Last year, 39% of devices used in the workplace were BYOD, and that number is expected to increase to 44% this year.¹

With the prevalence of BYOD and Internet of Things IoT devices on the network, security concerns are top of mind. A recent study published by Aruba, a Hewlett Packard Enterprise company, highlighted that 84% of companies have experienced an IoT-related security breach.²

So how does an IT manager keep the network safe while

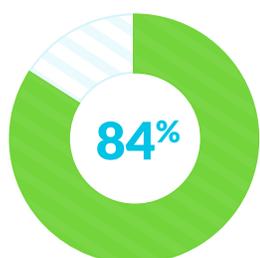
allowing employees to work from anywhere? With an integrated wired and wireless portfolio, Tech Data and Aruba, offer software-powered innovation for best-in-class IT.

PERFORMANCE AND RESILIENCY

The Aruba 2930M Switch Series, offered through Tech Data, provides the right software-defined networking for organizations seeking high performance and scalability. With HPE Smart Rate multi-gigabit ports for high-speed 802.11ac devices, this advanced Layer 3 switch provides an optimized application experience with low latency, virtualization with resilient stacking technology, and 40GbE line rate for solid back haul capacity. Easy to deploy and manage, the Aruba 2910M Switch series features advanced security and network management tools like Aruba ClearPass Policy Manager and Aruba AirWave.

SCALE TO A MULTI-GIG EDGE

Aruba access points, including the Aruba 330 Series access point (AP), provide the fastest gigabit data speeds and superb user experience for mobile devices and applications in today's digital workplaces. Designed with an integrated HPE Smart Rate port to scale up to 5Gbps Ethernet, the 330 Series AP'S enables companies to leverage their Ethernet wired network infrastructures and eliminate bottlenecks.



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PROACTIVELY SOLVE CONNECTIVITY ISSUES

Aruba AirWave was designed with mobile, BYOD, and IoT in mind, as it offers granular visibility into both wired and wireless networks. By proactively monitoring the network health and performance of all things connected, Aruba AirWave lets IT administrators gain the insights they need to support the digital workplace.

SET UP WIFI IN MINUTES

Aruba Instant is the only controller-less WiFi solution that delivers superior performance, high-level security, resiliency, and flexibility—all with the simplicity of zero-touch deployment. One dynamically elected Instant Access Point (AP) automatically distributes the network configuration to the other Instant APs in the network. Simply power-up one Instant AP, configure it over the air or in the cloud, and plug in the other APs—the entire process takes about five minutes. Aruba Instant's business-grade network performance delivers speeds up to 10-times faster than other solutions in environments with high densities of devices.

WHAT'S ON THE NETWORK?

Once a company has fully transformed to a digital workplace with the help of the Aruba access points, switches, network management, and WiFi, the next step is to make sure the network is secure. To do that, one needs to know exactly what is connected to the network at any time. With the help of the Aruba ClearPass family of solutions, IT administrators can identify what's on their wired and wireless networks in a simple and cost-effective manner, and then take steps to secure it all.

Aruba's ClearPass Universal Profiler provides at-a-glance visibility into all the devices that are connected to a network. A customizable dashboard lets you see categories and families of devices along with individual attributes for everything connected. Once you know exactly what is on your network, then you can use Aruba ClearPass to create a network policy to protect everything that is connected.

MAKE MOBILE EASY WITH TECH DATA

We help companies like HPE bring their products to market, and we offer a wide range of technical and business support services.

We certify, train, instruct, and support our reseller customers, and help configure, install, and finance their purchases. Many of the hardware devices and software applications that you use in your daily life have passed through our

logistics centers on their way to market.

We provide tools and resources to assist you in building skills to sell and support solutions. Our goal is to help you solve complex training roadmaps so you achieve higher levels of authorization and increase revenue.

Call us today at (727) 539-7429 to learn more about partnering with Tech Data.

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¹ HIS Markit, "WLAN Strategies and Vendor Leadership North American Enterprise Survey," Oct. 2016.

² Aruba, "IoT Heading for Mass Adoption by 2019 Driven by Better-than-Expected Business Results," Feb. 2017.

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