| **Hewlett Packard Enterprise**

Transform Your Network Approach With **Network as a Service (NaaS)**

Focus more on what matters with predictable, flexible networking consumption.

HPE aruba networking

Introduction

In today's business environment, organizations are faced with tighter IT budgets, shorter network planning cycles and insufficient resources to operate the network. From maintenance and troubleshooting to growing CapEx commitments, **many organizations are finding traditional network approaches inefficient, unsustainable and unable to keep pace with changing business requirements.**

As the need for agility intensifies, Network as a Service (NaaS) models offer a new approach to networking consumption. Like all as-a-service solutions, NaaS provides the benefits of predictable spend, flexibility and risk mitigation. **But what makes NaaS unique — and the reason it's coming to the market later than other as-a-service solutions — is its hardware component.**

Subscription-based NaaS models leverage a combination of hardware, software and managed services, so that organizations can leave day-to-day management of the network to their NaaS provider **while unlocking new levels of business agility and financial flexibility.**

What NaaS offers the business: 3 key benefits

1. Reduced spend

NaaS models provide agile, scalable infrastructure that meets business needs while increasing financial flexibility. This financial flexibility comes primarily from the fact that, unlike traditional network approaches, NaaS models require no upfront capital expenses that can be difficult for organizations to work into their budgets.

Instead, NaaS solutions are paid for via a predictable monthly subscription, allowing organizations to simplify budgets and capacity planning — while also creating the opportunity to reallocate some financial resources to other business priorities, such as paying down tech debt. Your NaaS subscription includes all infrastructure (hardware + software) needed for the network. Depending on your organization's business needs, this subscription can also include managed services for partial or complete management of the network.

2. Increased scale

Unlike traditional network approaches, NaaS scales easily. Bringing a new location onto the network is as simple as adding the additional switches, wireless access points and routers to that location — for a flat increase to your monthly subscription cost.

Because NaaS offerings typically use a cloud-based management platform, NaaS also provides users with quick access to new features and functions without the need for on-premises management. This empowers organizations to keep pace with changing technology by taking advantage of new software capabilities within platforms as well as reduce risk by keeping systems patched and up to date.

The scalability of NaaS also helps the refresh cycle. This is especially true when your NaaS subscription includes managed services. In this case, your Managed Service Provider (MSP) will ensure your organization is getting the most out of its network with the technology that's available by keeping tabs on new technologies that align with your business needs and making sure those get added to your network environment.

3. Reduced operational burden

By offering organizations the opportunity to outsource partial or complete management of the network to their NaaS provider, NaaS models allow organizations to offload the responsibility of network management and redirect internal resources to other business priorities.

Managed services for NaaS also position organizations to overcome skills gaps. If an organization does not have the necessary expertise in-house to manage the network environment, an MSP can compensate for those gaps and provide that expertise.

How to determine if NaaS is a good fit for your organization

If any of the following statements are **true** for your organization, then NaaS could be an impactful solution well suited to your business needs.

- [ ] Your organization needs a more flexible operating structure to help you quickly scale up or adapt to changing business dynamics.

- [ ] Your organization is bringing on new sites quickly (e.g., mergers & acquisitions).

- [ ] Your organization is looking for predictable spend and improved sustainability with costs that are right-sized for your environment.

- [ ] Your organization is expanding/looking to move to a new tech stack without the in-house expertise to do so.

- [ ] Your organization is experiencing outages, spotty connection or other similar network-related SLA issues.

- [ ] Your organization is challenged to keep up with modernization and refresh cycles.

Common network infrastructure challenges and how NaaS solves them

Tech debt

Tech debt caused by legacy technologies can make it difficult for organizations to keep up with modernization and refresh cycles. Because NaaS is delivered via cloud, organizations benefit from access to new features and product updates at the pace of the cloud.

Pace of deployment

NaaS models can scale rapidly up or down to accommodate fluctuations and provide quick access to new features/functions of the network management platform without the need for on-premises management. As a result, technology can be refreshed faster and more sustainably.

When paired with managed services from an MSP, you gain a dedicated team to manage your network with direct escalation paths and the advantage of scale — rather than relying on an internal team balancing other priorities.

Licensing issues

When managed services are included in your NaaS subscription, your MSP can help manage software licenses across your network environment to ensure all licensing is up to date and compliant.

Staffing

Offloading partial or complete network management to your NaaS provider reduces operational burden, solves the problem of any skills gaps and allows organizations to redirect internal IT resources to strategic projects.

Unpredictable spend and budget constraints

In a recent survey, 42% of IT executives cited budget constraints as their roadblock to innovation in 2023.[1] Fortunately, NaaS models offer predictable pay-as-you-go budgeting and reduce CapEx spending through an OpEx model. NaaS models also simplify capacity planning by removing added cost pressures.

Security

With managed services wrapped into your NaaS subscription, your MSP can manage potential risks to your network security and performance while eliminating any concern of rogue/shadow IT.

NaaS from Insight + HPE Aruba Networking

HPE GreenLake for Networking from Insight

Insight's HPE® GreenLake® for Networking offering leverages a combination of Aruba® Networking hardware and software products with Insight Managed Services for one monthly recurring cost — along with optional Professional Services from Insight to help you select, design, implement and support your network.
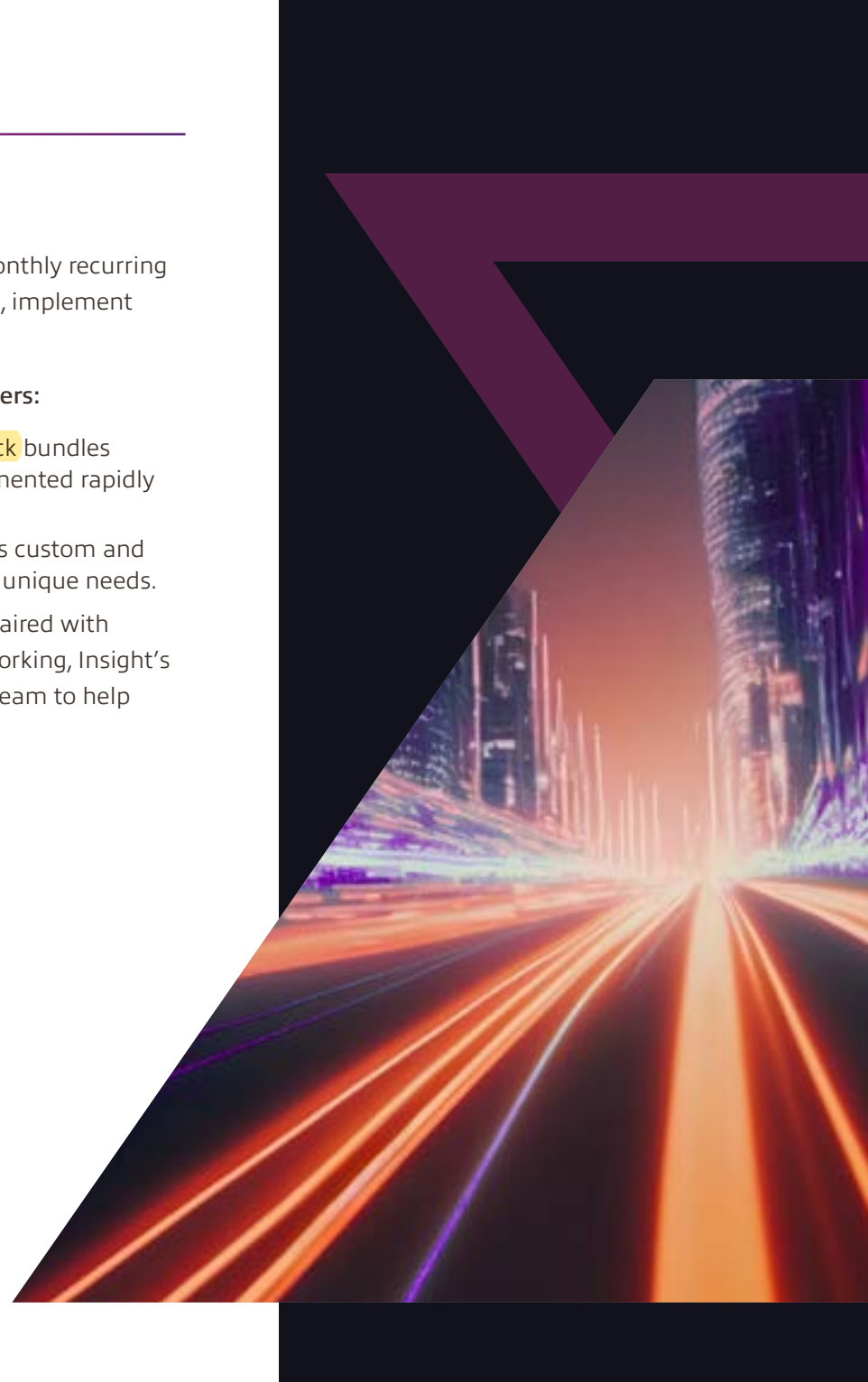
Insight-delivered HPE GreenLake for Networking is available via two service-level tiers:

1. **Essentials** provides 24/7 network support from Insight to your staff. This service pack bundles specific wireless access points, switches and routers to get designs built and implemented rapidly into your environment.
2. **Advanced** provides complete Insight Managed Services for your network. This tier is custom and SOW-based, offering more specific products and services catered to your business's unique needs.

Each of our service levels gives you industry-leading HPE Aruba Networking solutions paired with strategic and technical support from Insight. As a longtime partner of HPE Aruba Networking, Insight's deep expertise across the Aruba Networking portfolio positions our managed services team to help clients maximize their Aruba Networking hardware and software investments.

With HPE GreenLake for Networking from Insight, your organization can:

+ Reduce CapEx spending through an OpEx model.
+ Avoid overspending by paying only for the network elements on-site.
+ Accelerate time to value on your network investments.
+ Rapidly scale to accommodate growth and keep pace with business needs.
+ Simplify capacity planning with predictable budgeting.
+ Enhance on-premises performance while supporting a cloud approach.
+ Free up resources to be reallocated toward strategic efforts for business value.

Why Insight and HPE GreenLake for Networking

Together, Insight and HPE Aruba Networking are helping clients redefine boundaries around network management and consumption. Strategic, client-centric Managed Services from Insight paired with HPE Aruba Networking's best-in-breed hardware and software products come together in Insight-managed HPE GreenLake for Networking as a turnkey networking solution that helps clients optimize the network environment, collect data at the edge and realize high-performance networking capabilities.

Resources to learn more about HPE GreenLake for Networking from Insight:

Watch this video: Network as a Service With Insight + HPE Aruba Networking

View this infographic: Unlock Agility With Network as a Service

Read this solution brief: HPE GreenLake for Networking

Read this blog: How NaaS Helps You Scale, Lower Spend and Focus on Innovation

Conclusion

With NaaS, organizations can opt out of the day-to-day network management and take the unpredictability out of their network spend. NaaS offers a subscription-based strategy to reduce CapEx spending and deliver the flexibility your organization needs to unlock new levels of performance.

Delivered by Insight, HPE GreenLake for Networking can address and support your network needs holistically. Our tailored approach to network management enables organizations to manage costs, accelerate time to value and scale at speed — leaving you time to focus on what matters most to your business.

Transform your network approach with Insight-delivered HPE GreenLake for Networking.

About Insight

Insight Enterprises, Inc., is a Fortune 500 Solutions Integrator with 13,000 teammates worldwide helping organizations accelerate their digital journey to modernize their business and maximize the value of technology. We enable secure, end-to-end transformation and meet the needs of our clients through a comprehensive portfolio of solutions, far-reaching partnerships and 35 years of broad IT expertise. Rated as a Forbes World's Best Employer and certified as a Great Place to Work, we amplify our solutions and services with global scale, local expertise and a world-class eCommerce experience, realizing the digital ambitions of our clients at every opportunity.

Discover more at insight.com.

Source:
[1]MarketPulse Research by Foundry Research Services. (February 2023). The Path to Digital Transformation: Where Leaders Stand in 2023. Slide 9. Commissioned by Insight.