

Oct, 2021

aruba

a Hewlett Packard
Enterprise company

Aruba EdgeConnect 파트너 가이드

HPE Aruba 이한민 부장

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SD-WAN 개념 이해

Control Plane: Controller / Manager / Orchestrator

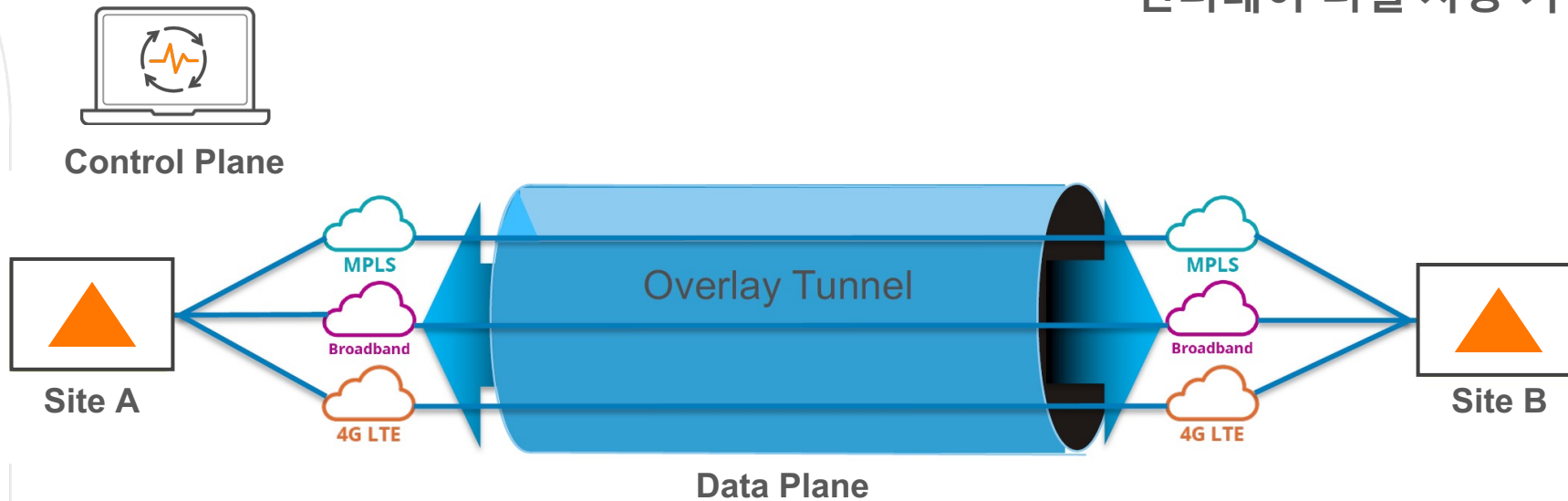
Data Plane:

Underlay Tunnel

- 물리적인 네트워크 전송 구간
- MPLS, Internet, LTE 등
- 각 사이트를 IPsec 터널로 연결

Overlay Tunnel

- 논리적인 연결 경로
- Control Plane 설정에 따라 하나 또는 다수의 언더레이 터널 사용 가능



SD-WAN을 통한 IT 인프라의 기대 효과



클라우드 애플리케이션 성능에 대한 다양한 요구 사항
지속성이 부족한 애플리케이션 성능, 백홀에 따른 회선 비용 낭비



WAN 아키텍처의 단순화
라우터, 방화벽, WAN가속, 운영 체제 등 구성 단순화



지사 인프라의 지속적인 확장
폭넓은 업무 범위, 장소의 다양화, 비즈니스 확장

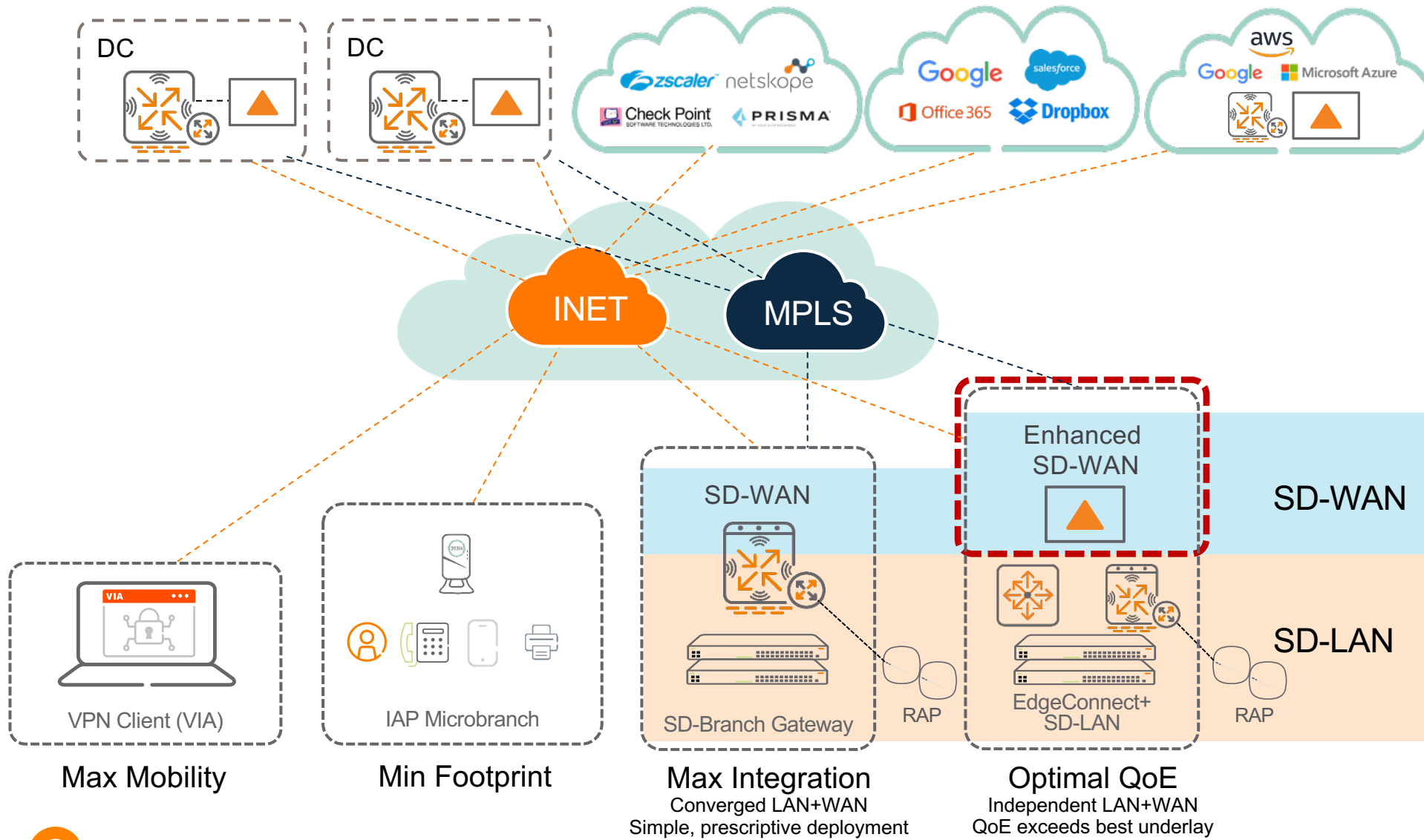


전반적인 운영 자동화 기능 필요
각 장비마다 개별 설정 및 수작업에 대한 번거로움



인프라 구축 및 회선 비용 절감
인프라, 기술지원, 인력, 회선 속도 증설

Aruba Secure Edge 포트폴리오



시스템 및 보안 통합 전략

시스템 관리 통합

Aruba Central
w/EdgeConnect site view

Aruba Orchestrator
w/Aruba WAN view

보안 관리 통합

Clear Pass: Role based policy

Dynamic segmentation

Unified threat management

Cloud security partners



Aruba EdgeConnect 핵심 제안 포인트

본사 및 지점 간 네트워크(WAN) 인프라 현황과 개선 사항 파악

WAN 인프라가 라우터, VPN, 방화벽, 가속기 등으로 복잡하게 구성되어 있나요?

속도 저하, 장애 등의 트러블슈팅이 어렵고 복잡한가요?

저가형 장비와 회선 운영 서비스가 만족스러우신가요?

회선 대역폭은 여유가 있는데 속도가 느린가요?

WAN 구간에 클라우드 기반의 보안 서비스 도입(SASE)을 고려중이신가요?

애플리케이션별로 세분화된 트래픽 제어가 필요한가요?

현재 Aruba Central을 이용 중이거나
본사 및 지점 유무선 네트워크를 통합 운영할 계획이 있나요?

2021 가트너 매직 쿼드런트

WAN Edge 인프라스트럭처

- HPE(Aruba and Silver Peak)가 4년째 리더 그룹에 포함
- 가트너가 아래와 같이 분석함

지점간 WAN Edge 시장은 전용 라우팅, 보안 및 WAN 최적화 어플라이언스에서 기능이 풍부한 소프트웨어 정의 WAN(SD-WAN)으로 빠르게 이동하고 있습니다.

SD-WAN은 다중 회선에서의 애플리케이션 인식에 기반한 경로 선택 기능과 중앙 집중식 오케스트레이션, 보안 기능, 애플리케이션 성능 최적화 기능을 통해 기존 라우터를 대체하고 있습니다.



Gartner Magic Quadrant for WAN Edge Infrastructure, Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng, 20 September 2021. HPE acquired Silver Peak in 2020. Silver Peak was recognized as a Leader in 2018, 2019, 2020. Gartner and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.

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Silver Peak 파트너 에지 프로그램

- Industry Leading Partner Portal

- Deal 등록
- 온라인 트레이닝 및 자격 과정
- Sales Tools: 이용 사례, 경쟁사 비교, 마케팅 자료
- 온라인 & 전화 지원
- 파트너 뉴스레터 & 웨비나

- Top Tier Benefits (Gold & Platinum Only)

- 로컬 채널 지원
- 프로모션 & 인센티브 프로그램 참여
- 마케팅 지원
- 리베이트
- NFR 장비 & 라이선스 지원

	Silver	Gold	Platinum
Portal Access	✓	✓	✓
Deal Registration	✓	✓	✓
Online Sales Training (no cost)	✓	✓	✓
Online Technical Training (no cost)	✓	✓	✓
Online Support	✓	✓	✓
Technical Phone Support	✓	✓	✓
Online Sales Tools & Kits	✓	✓	✓
Partner Program Level Logo	✓	✓	✓
Partner Account Manager		✓	✓
Sales Engineer		✓	✓
Seeds and NFR Discounts		✓	✓
Partner Profile on Partner Locator		✓	✓
Marketing Development Funds		✓	✓
Promotions and Incentives		✓	✓
Rebate Potential		✓	✓
Highest Discount			✓
Field Marketing Resources			✓
Priority for Silver Peak Generated Leads			✓
Services "CDP" (Deployment) Eligible – By invitation only			✓
Tech Accelerator Access			✓

NFR kit

파트너 엔지니어 기술 교육 및 자체 테스트에 활용

	EdgeConnect US	EdgeConnect XS	EdgeConnect S*	EdgeConnect M*	EdgeConnect L*	EdgeConnect XL*
Model	EC-US	EC-XS	EC-S-P	EC-M	EC-L	EC-XL
Typical Deployment	Small Branch/ Home Office	Small Branch	Large Branch	Head Office Small Hub	Data Center Large Hub	Data Center Large Hub
Typical WAN Bandwidth	1-100 Mbps	2-200 Mbps	10-1000 Mbps	50-2000 Mbps	1-5 Gbps	2-10 Gbps
Simultaneous Connections	256,000	256,000	256,000	2,000,000	2,000,000	2,000,000
Recommended Boost up to	25 Mbps	50 Mbps	500 Mbps	500 Mbps	1 Gbps	5 Gbps
Redundancy/ FRUs	No	No	Power (option)	Power and SSD	Power and SSD	Power and SSD
Data Path Interfaces	3 x RJ45 10/100/1000	4 x RJ45 10/100/1000	8 x RJ45 4 x 1/10G Optical (option)	4 x RJ45 2 x 1/10G Optical	4 x RJ45 2 x 1/10G Optical	6 x 1/10G SFP+ or 10/25G SFP28 (Pluggable)
		3EA	1EA			

※ Aruba 채널팀과 Silver Peak 총판사(Westcon Korea)를 통해 교육 지원 등 장비 운영 예정

Silver Peak 자격증(New)

<https://partners.silver-peak.com/partnerhub/s/certifications>

The screenshot shows the Silver Peak Partner Portal interface. At the top, there is a navigation bar with the Silver Peak logo, a user profile icon labeled 'My Company', and a menu with options: Partner Portal, Sales, Marketing, Support, Training, Resources, Partner Newsroom, and Getting Started. Below the navigation bar is a dark blue banner with the title 'Certifications and Courses' and a sub-header: 'Enhance your Silver Peak knowledge and expertise. Role-based certifications and courses are available for sales and technical professionals to hone your skills and realize a deeper knowledge of the Silver Peak SD-WAN products. View the course catalog to see all certifications and courses for all roles.'

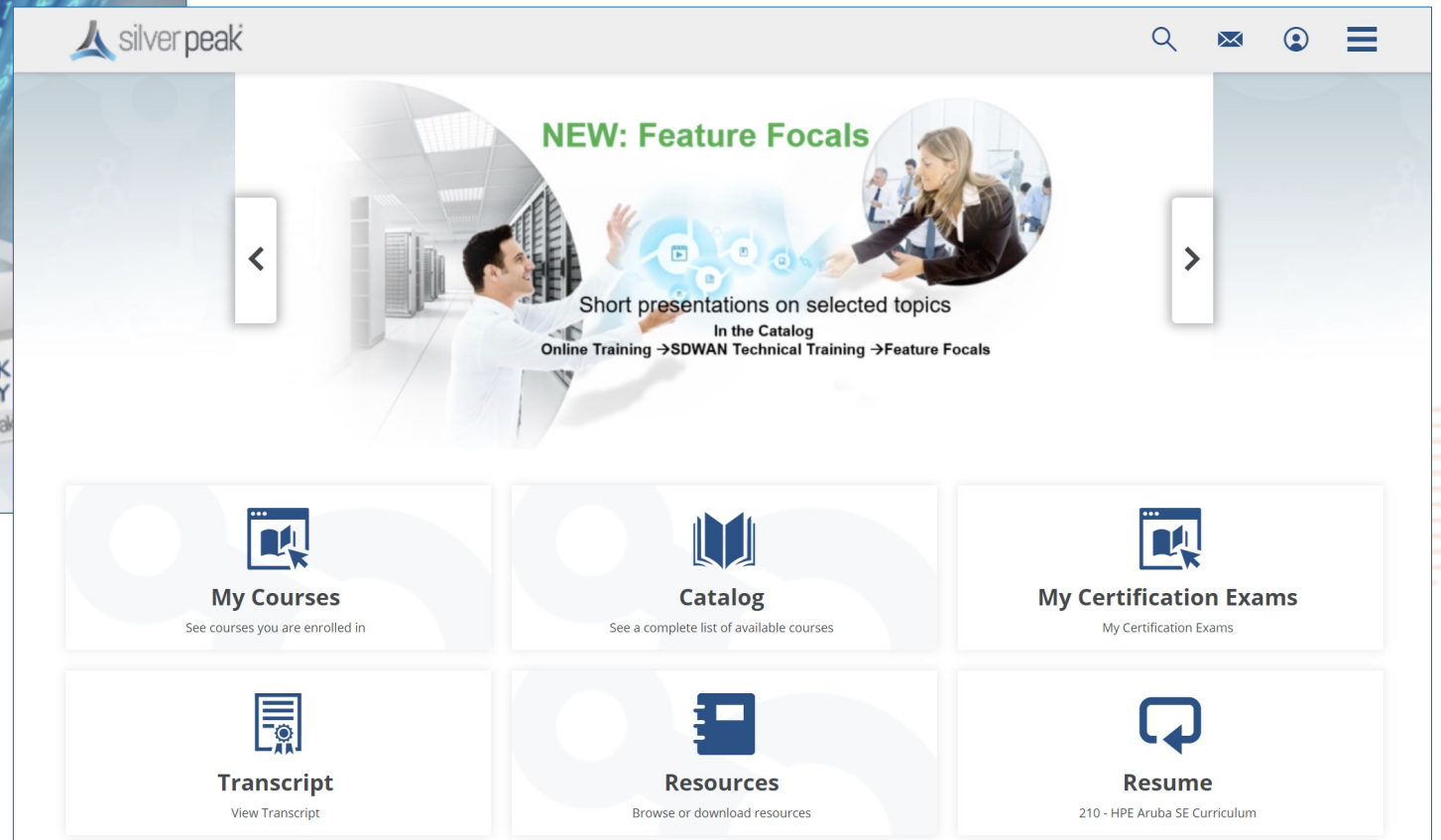
Below the banner is a section titled 'Available Certifications' containing five certification cards:

- 1 ECSSPA**
EdgeConnect Solution Sales Professional Accredited
Enroll
- 2 ECSXA**
EdgeConnect Sales Expert, Accredited
Enroll
- 3 ECSPA**
EdgeConnect Sales Professional, Accredited
Enroll
- 4 SPSP**
Deploying Silver Peak SD-WAN Technologies
Enroll
- 5 SPSX**
Advanced SD-WAN Deployments (ASD)
Enroll



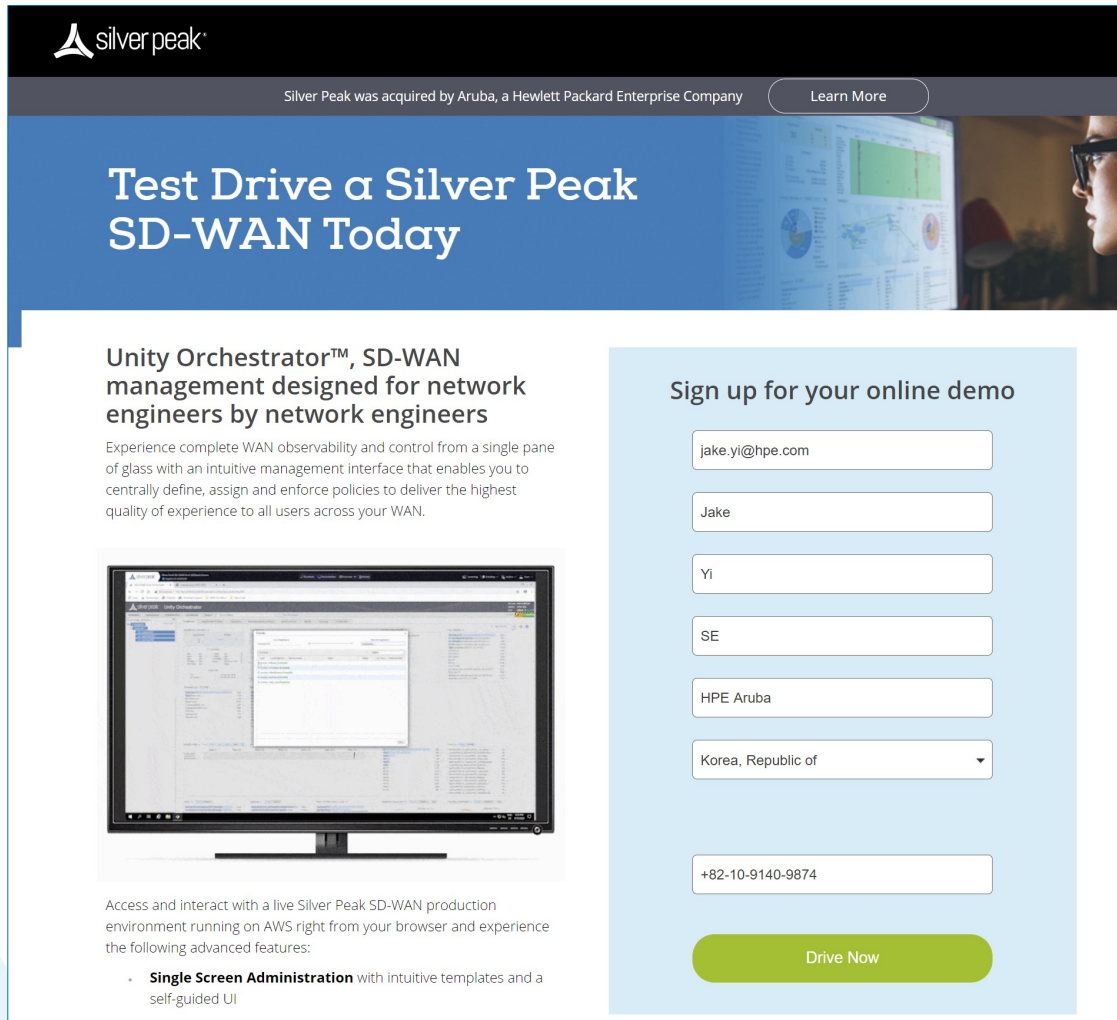
Silver Peak 트레이닝 코스

<https://training.silver-peak.com/>



테스트 드라이브(Demo)

<https://www.silver-peak.com/test-drive-the-silver-peak-sd-wan>



silver peak

Silver Peak was acquired by Aruba, a Hewlett Packard Enterprise Company [Learn More](#)

Test Drive a Silver Peak SD-WAN Today

Unity Orchestrator™, SD-WAN management designed for network engineers by network engineers

Experience complete WAN observability and control from a single pane of glass with an intuitive management interface that enables you to centrally define, assign and enforce policies to deliver the highest quality of experience to all users across your WAN.

Access and interact with a live Silver Peak SD-WAN production environment running on AWS right from your browser and experience the following advanced features:

- **Single Screen Administration** with intuitive templates and a self-guided UI

Sign up for your online demo

[Drive Now](#)

- 신청 정보 입력 후 즉시 시작
- 읽기 전용 권한

Arubapedia for Partners

Silver Peak Enablement Kit:

https://afp.arubanetworks.com/afp/index.php/Silver_Peak_Enablement_Kit

AFP

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Silver Peak Enablement Kit

This is a CLASS-3 Article - PARTNER APPROVED CONTENT

Hewlett Packard Enterprise completed the acquisition of Silver Peak on September 21st and Silver Peak is now part of Aruba.

Silver Peak advanced SD-WAN offerings strengthen Aruba ESP (Edge Services Platform) allowing our customers to simplify branch office and WAN deployments to empower remote workforces, enable cloud-connected distributed enterprises, and transform business operations without compromising quality or reliability.

Partners: Check out the PRFN [Silver Peak Information Center](#) for additional information.

Selling Aruba SD-WAN Solutions Interactive Sales Playbook (2021)

- Interactive Sales Playbook:** Selling Aruba SD-WAN Solutions. Hands-on, interactive sales playbook: Discover, Qualify, Win!
- Playbook Explainer Tutorial** (video, 4 mins). Maximize your value from the SD-WAN Interactive Sales Playbook: playbook purpose and how to navigate.

Customer Resources

Resources and collateral to share with your customers during the sales cycle. The table below provides guidance as to where in the sales cycle a certain resource may be most useful. Feel free to share these links with your customers.

Identify	Qualify	Validate	Quote
Silver Peak public website	Data Sheets	Customer Case Studies	
Silver Peak Partner Locator			

Partner & Internal Resources

Learning and enablement focused resources/collateral for Partner and internal use only.

Fundamentals	Deep Dive	Selling Motions	Competitive
Aruba and Silver Peak Partner FAQ	Silver Peak Test Drive Online Demo	Positioning Silver Peak and SD-Branch Sales Playbook	
Silver Peak Partner Program Overview		Expert Presenters: Selling the Silver Peak SD-WAN Solution	
Lightboard presentation video series (30 videos)		Playcards - Identifying and Qualifying an Aruba EdgeConnect Opportunity: <ul style="list-style-type: none"> Introduction Intermediate Advanced 	
Demo Video series (76 videos)		Partner Webinar Series: Accelerate Your SD-WAN Practice with Silver Peak	

SE Focused

Sell	Design	Deploy	Support
Product and Technology self-paced trainings			
SD-WAN vs SASE (general)		SD-WAN from Silver Peak and the realities of deploying into your network	



Aruba 파트너 커뮤니티

EdgeConnect 한글 자료 업로드: Microsoft Teams

The screenshot shows the Microsoft Teams interface. The left sidebar contains navigation icons for Activity, Chat, Teams, Calendar, Meeting, Call, File, and App. The main area displays a channel named '5 Sales 업데이트 및 자료' (5 Sales Update and Materials) within the 'Aruba 파트너 커뮤니티' (Aruba Partner Community) team. The channel content shows a breadcrumb path: 'Sales 자료실 > 04 마케팅, 대외 홍보 자료 > Aruba EdgeConnect(Silver Peak)'. Below this, a list of files is displayed, all uploaded on June 28th by Yi, Jake (Hanmin). The files include eBooks, whitepapers, and guides related to SD-WAN and EdgeConnect.

이름	수정된 날짜	수정한 사람
ARUBA eBook_2021 SD-WAN 에지 주요 트렌드.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 데이터시트_Aruba Boost WAN 최적화.PDF	6월 28일	Yi, Jake (Hanmin)
ARUBA 데이터시트_Aruba EdgeConnect SD-WAN 에지 플랫폼.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 데이터시트_Aruba Orchestrator SD-WAN 오케스트레이터.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 솔루션 개요_기업 우선 네트워킹 모델로 전환.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 솔루션 개요_모든 SD-WAN이 동일하게 구성되는 것은 아닙니다.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 솔루션 개요_브랜치와 멀티 클라우드의 직접 연결.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA 솔루션 개요_우수한 가시성으로 SD-WAN 운영 간소화.pdf	6월 28일	Yi, Jake (Hanmin)
ARUBA_개요_SD-WAN의 사업 가치 및 재정 영향 파악.pdf	6월 28일	Yi, Jake (Hanmin)



The Aruba logo consists of the word "aruba" in a lowercase, bold, orange sans-serif font. The letters are closely spaced, and the 'a' and 'u' have a distinctive shape with a small gap at the top.

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The text "Thank you" is written in a large, bold, orange sans-serif font, centered horizontally on the page. The background behind the text is a light blue grid of small dots that fades out towards the right.