

Aug, 2021

aruba

a Hewlett Packard  
Enterprise company

# Silver Peak 파트너 가이드

HPE Aruba 이한민 부장

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# 2020 가트너 매직 쿼드런트

## WAN Edge 인프라스트럭처

- Silver Peak은 3년째 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.

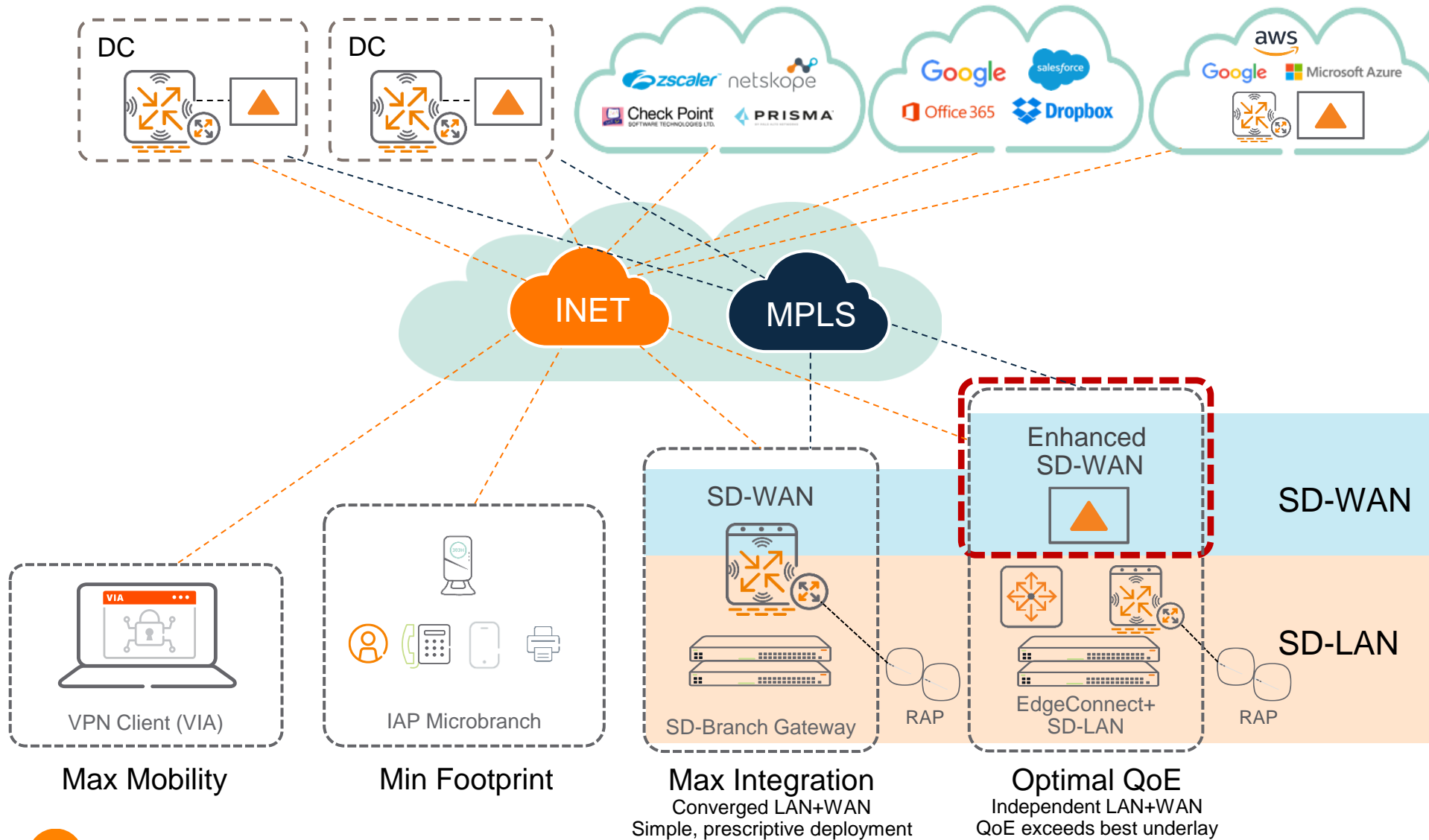
Figure 1. Magic Quadrant for WAN Edge Infrastructure



Source: Gartner (September 2020)

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Silver Peak Systems. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Gartner, Magic Quadrant for WAN Edge Infrastructure, 23 September 2020, Jonathan Forest | Andrew Lerner | Naresh Singh

# 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



# 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			✓



# Silver Peak 총판



동국시스템즈

인성정보

신세계아이앤씨



웨스트콘 코리아

- Silver Peak eDM
- Silver Peak 파트너 행사
- 솔루션 정기 교육



위버시스템즈

필라넷

랜오아시스

위덱스

이든티엔에스



에스넷시스템즈

오파스넷

비에이엔티

베이스코리아아이씨

콤텍시스템

애플씨

세종아이티엘

동덕씨앤씨

넷케이티아이

베이넥스

원츠넷



에이시스

어빌리티시스템즈

에임투지

티볼리씨앤씨

넷티어시스템즈

한국아이티진흥

이노피아테크놀로지스

리버네트워크

커넥트정보통신

넷솔테크

에스지

포어링크

피앤지텍

케이엠넷

넥스트티엔

씨엠티통신

이원시스템

포스아이

케이투시스템즈

대흥정보기술

싸이버테크



# NFR kit

## 파트너 엔지니어 기술 교육 및 자체 테스트에 활용

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

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



# Silver Peak 파트너 포탈

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

The screenshot shows the Silver Peak Partner Portal home page. At the top, there is a navigation bar with the Silver Peak logo and a 'My Company' dropdown. Below the navigation bar, there are dropdown menus for Partner Portal, Sales, Marketing, Support, Training, Resources, Partner Newsroom, and Getting Started. The main content area features a 'Welcome to Silver Peak' message, a 'Cases' section with 2 Open Cases, 0 Pending Customer Feedback Cases, 0 Open RMA Cases, and 134 Closed Cases, and a 'Certifications' section. A banner for 'You're Invited! Atmosphere 2021 - Your Journey. Your Edge.' is also visible. At the bottom, there is a section titled 'Across the Portal' with icons for Submit a Case, Download Software, Documentation, Knowledge, Get Certified, and Events.

The screenshot shows the Resource Library page. The header reads 'Resource Library' with a sub-header: 'Stay up to date with the latest Silver Peak announcements. View all currently available Silver Peak sales, technical and marketing resources. Visit the resources often to ensure you have the most current and up to date information.' Below this, there is a 'Featured Resources' section with eight cards: Aruba Programs and Solutions, Sales Enablement, Case Studies, Knowledge Base, Analyst Reports, Data Sheets, eBooks, and Newsletters. Each card provides a brief description of the resource.

The screenshot shows the User Documentation page. The header reads 'User Documentation' with a sub-header: 'What would you like to see:'. Below this, there are four buttons with 'Select' labels: User Documentation, Security Advisories, Tech Tips, and Technical White Papers.

# Silver Peak 자격증

<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 large blue banner with the title 'Certifications and Courses' and a sub-headline: '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' which displays five certification cards in a grid:

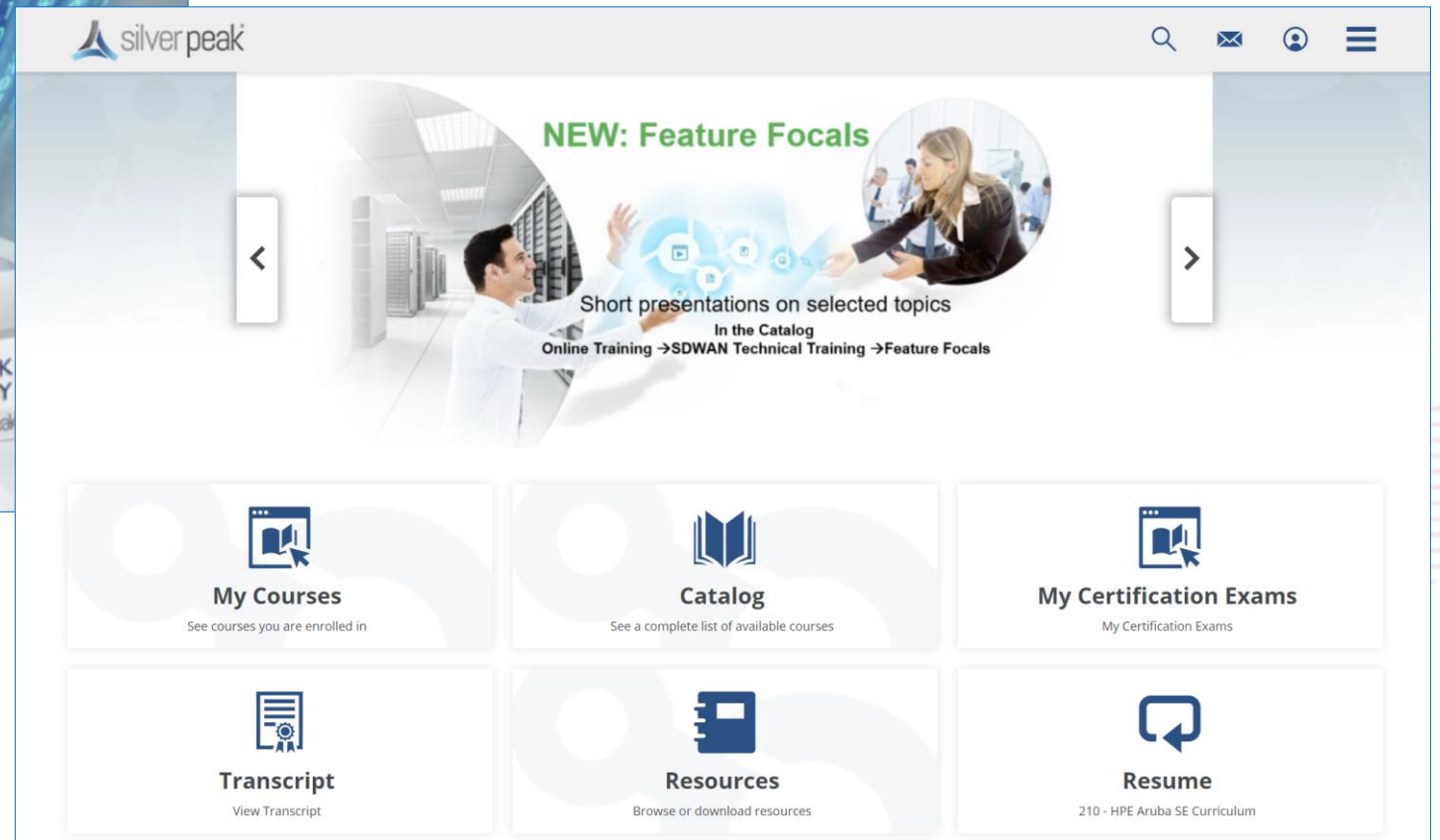
- 1 SSP-SDWAN**  
Silver Peak Sales Professional (SSP) Certification Training  
Enroll
- 2 SSX-SDWAN**  
Silver Peak Sales eXpert (SSX) Certification Training  
Enroll
- 3 STSP-SDWAN**  
Silver Peak Technical Sales Professional - SDWAN (STSP-SDWAN) Certification Curriculum  
Enroll
- 4 SPSP**  
Deploying Silver Peak SD-WAN Technologies  
Enroll
- 5 SPSX**  
Advanced SD-WAN Deployments (ASD)  
Enroll





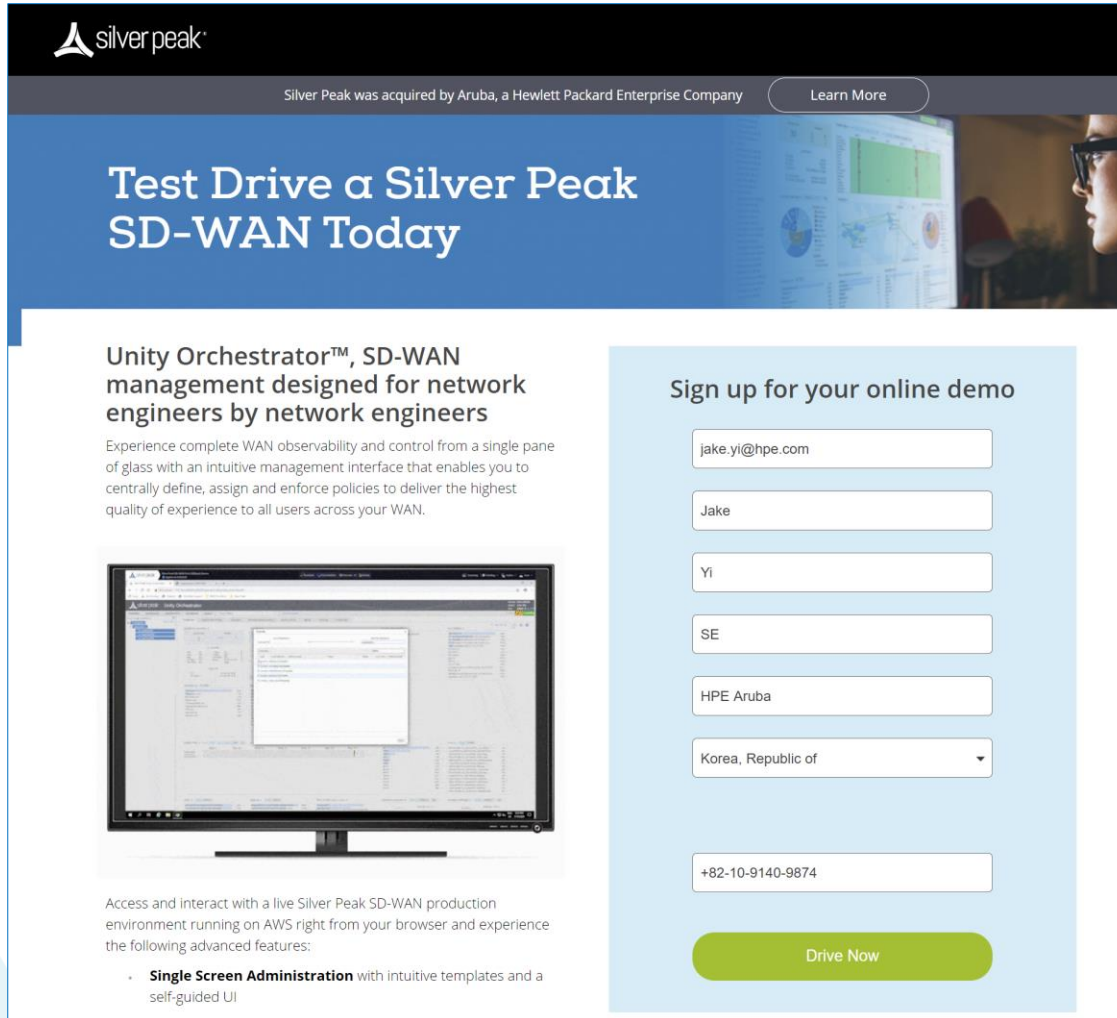
# Silver Peak 트레이닝 코스

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



# 테스트 드라이브(Demo)

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



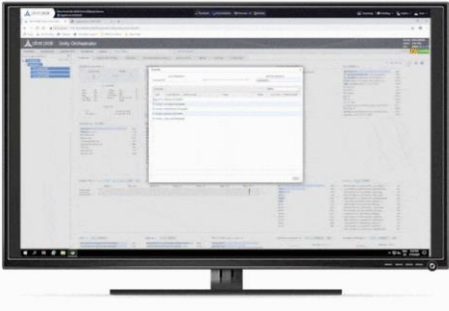
silver peak

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](https://afp.arubanetworks.com/afp/index.php/Silver_Peak_Enablement_Kit)

AFP

All material on this site is CONFIDENTIAL And for Aruba Partners only.

### Silver Peak Enablement Kit

This is a CLASS-3 Article - PARTNER APPROVED CONTENT

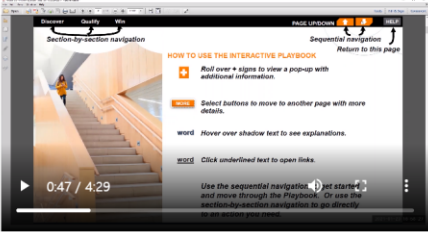
Hewlett Packard Enterprise completed the acquisition of Silver Peak on September 21st and Silver Peak is now part of Aruba.

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
<a href="#">Silver Peak public website</a>	<a href="#">Data Sheets</a>	<a href="#">Customer Case Studies</a>	
<a href="#">Silver Peak Partner Locator</a>			

### Partner & Internal Resources

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

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

### SE Focused

Sell	Design	Deploy	Support
Product and Technology self-paced trainings			
<a href="#">SD-WAN vs SASE</a> (general)		<a href="#">SD-WAN from Silver Peak and the realities of deploying into your network</a>	



# Aruba 파트너 커뮤니티

## EdgeConnect 한글 자료 업로드: Microsoft Teams

The screenshot shows the Microsoft Teams interface. On the left, the navigation pane includes '활동', '채팅', '팀', '일정', '통화', and '파일'. The '팀' section is expanded to show '내 팀' with 'Aruba 파트너 커뮤니티' selected. Below it, a list of channels is visible: '일반', '1 공지 사항', '2 파트너 데이', '3 질문과 답변', '4 교육 및 자격 시험', '5 Sales 업데이트 및 자료' (highlighted), and '6 Engineer 업데이트 및 기술 자...'. The main area shows the '5 Sales 업데이트 및 자료' channel with a file list. The file list has columns for '이름', '수정된 날짜', and '수정한 사람'. The files listed are:

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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Enterprise company

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.