

# Networking in the Age of Mobility

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# #GenMobile Breaks Static Wi-Fi



New app  
for every  
new task



Wi-Fi  
at every  
pause



Frequent  
device  
refresh

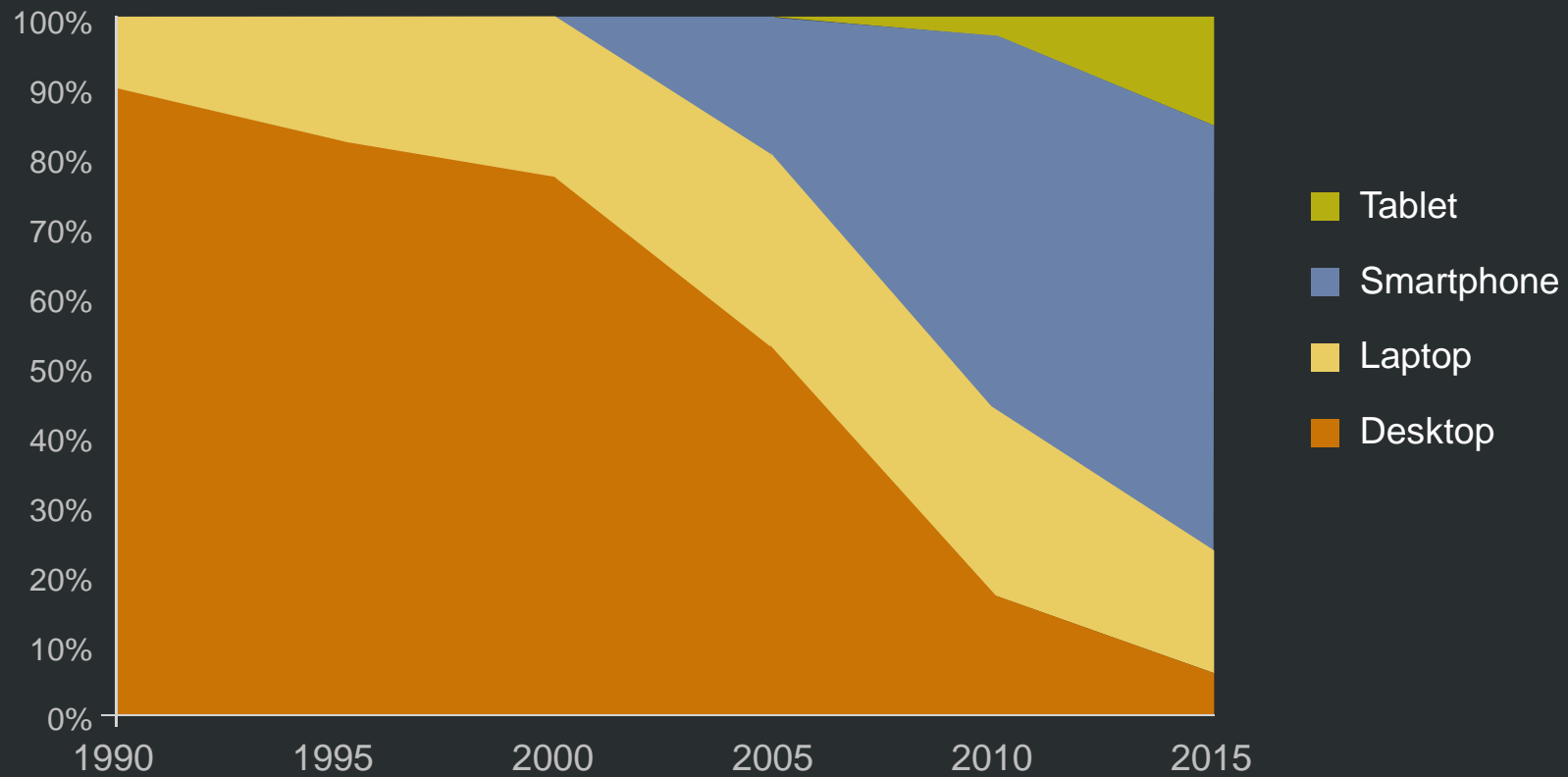


**Poor User  
Experience**

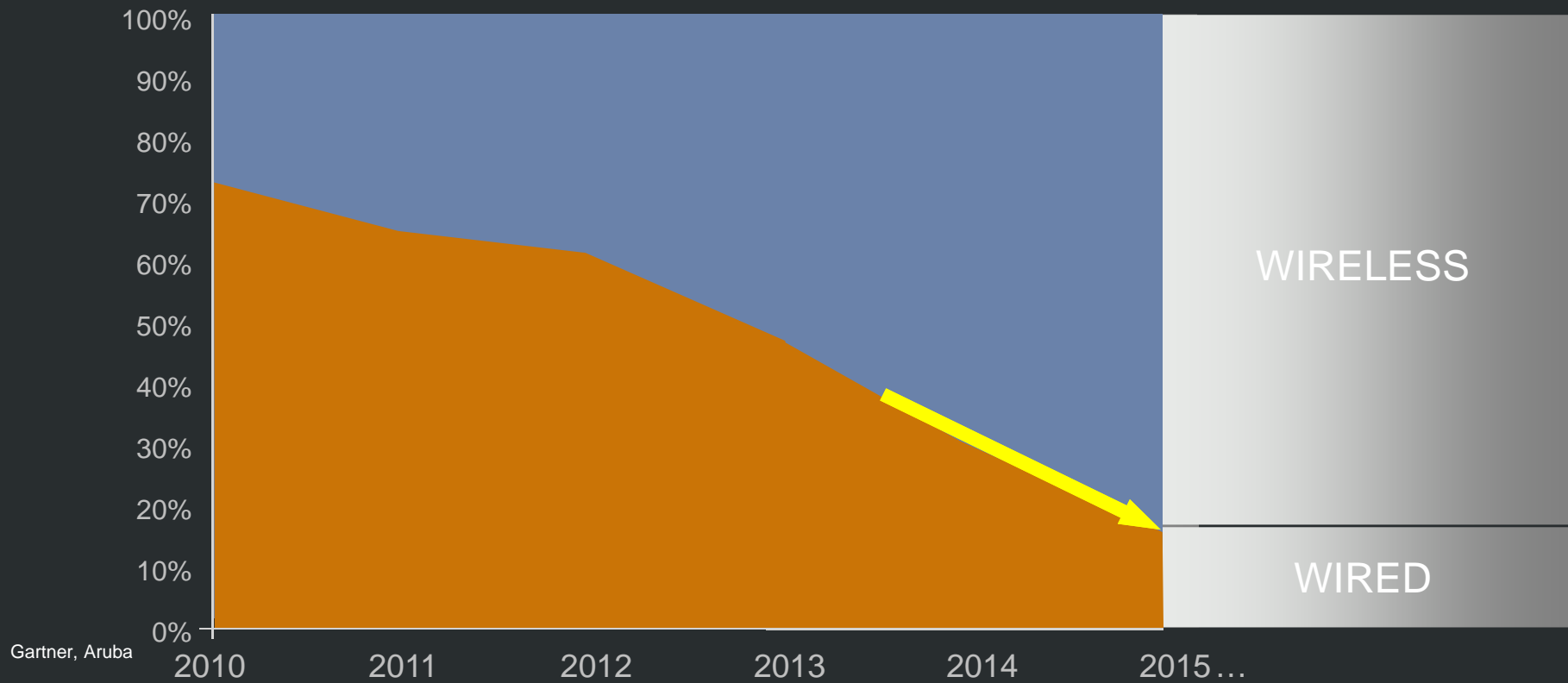
**Manual  
Configuration**



# A Client Revolution...



# ...Leads to an Access Network Revolution



Gartner, Aruba



**PC  
VLAN**

**Guest  
VLAN**

**Quarantine  
VLAN**

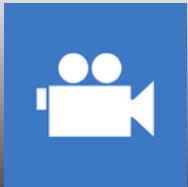
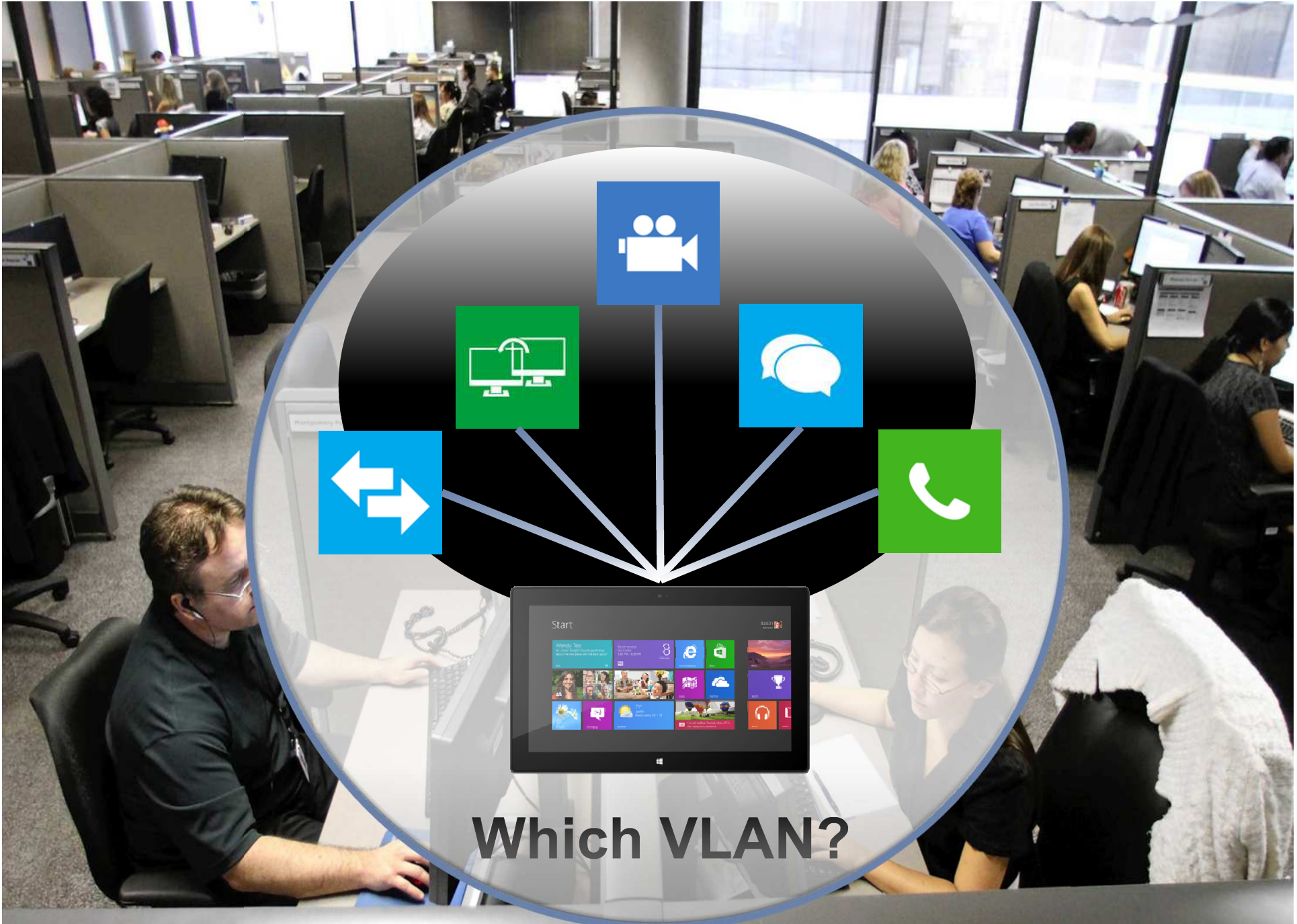
**Wireless  
VLAN**

**BYOD  
VLAN**

**VoIP  
VLAN**

**Contractor  
VLAN**

**Printer  
VLAN**



**Which VLAN?**

# What is Cloud WI FI?

- **Access points**
- **No controller appliance**
- **Some functions are cloud service**



# Why Cloud WI FI?

## **Many remote sites**

- Zero-touch deployment

## **No/low onsite IT**

- Simple to use and manage

## **Budget pressure**

- Reduce up front hardware and software investment

## **Virtualization/Cloud initiative**

- No servers onsite, accessible anywhere





# Aruba Central Services Platform

## Public cloud subscription

### One interface

- Multiple Instant wireless LANs
- Multiple sites

### Enterprise management

- Remote monitoring & troubleshooting
- Central configuration & firmware management
- Compliance records and historical data
- True zero-touch provisioning

### Comprehensive e-Support and community





# Today's Secure Mobility Challenges

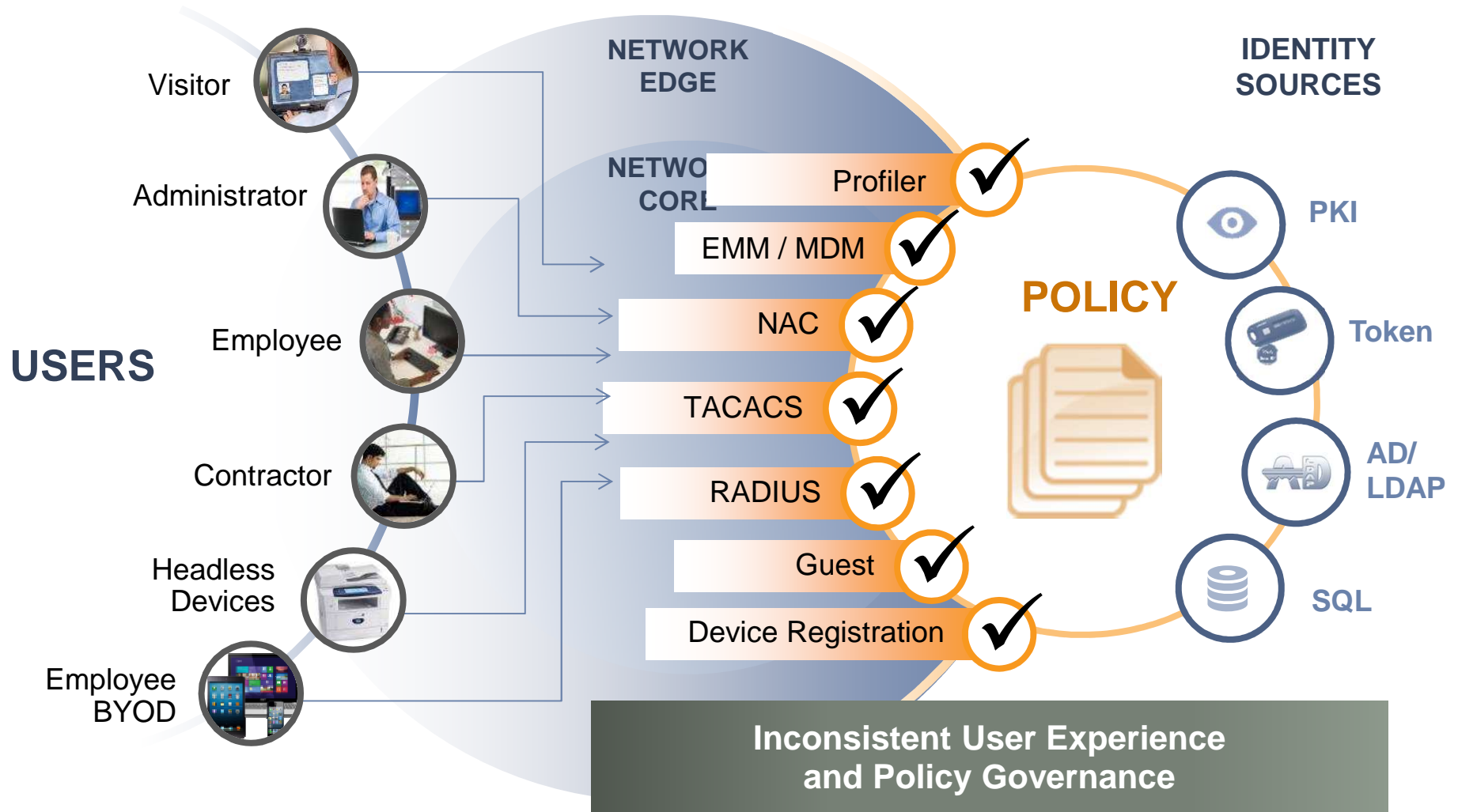


**Lack of Policy Solution,  
Access from Anywhere**

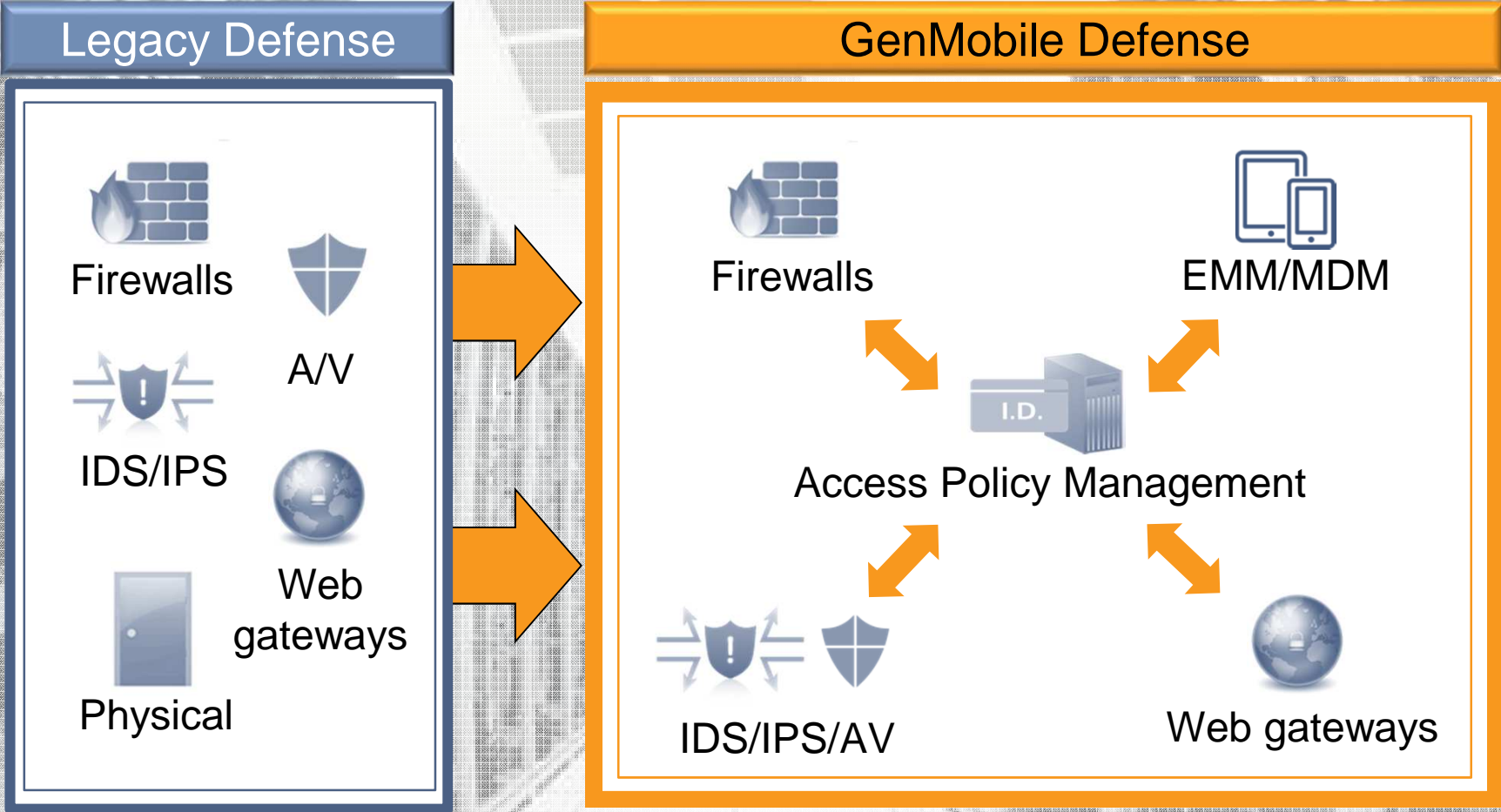
**Unmanaged BYOD use**

**Open Guest Wi-Fi**

# IT's Legacy Approach




# GenMobile Changes the Game



**Policy needed for central point of control**

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**Legacy AAA Solutions Have Limited Policy Management and Integrated Feature Support**

# FACT: Policy Management is the Foundation

- **Policy with built-in AAA Services**  
Enables context-based enforcement regardless of access method, user, device status or location
- **Comprehensive Feature Set**  
Use and manage all security services from a single platform
- **Granular Authentication Methods**  
Leverage multiple identity stores and auth methods to fit any use case – Login/password, certificates

# Automated Configuration of Personal Devices

## Authentication With Unique Device Certificates

1

User's device detected & redirected to portal



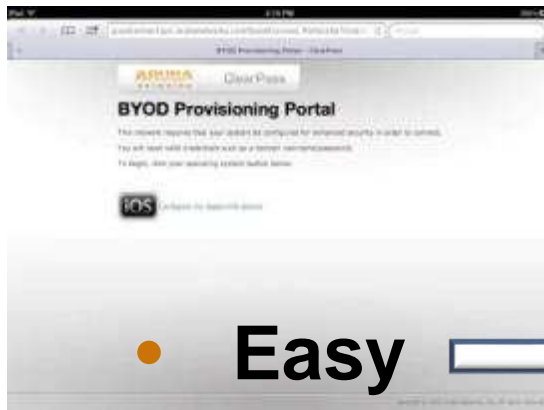
2

Settings & certificate configured after credentials entered



3

Automatically places user on proper network segment



• **Secure**

• **Flexible**



# AAA to Policy Examples

vmware®



**Employees** receive access to resources **from anywhere** based on **ClearPass defined policy**

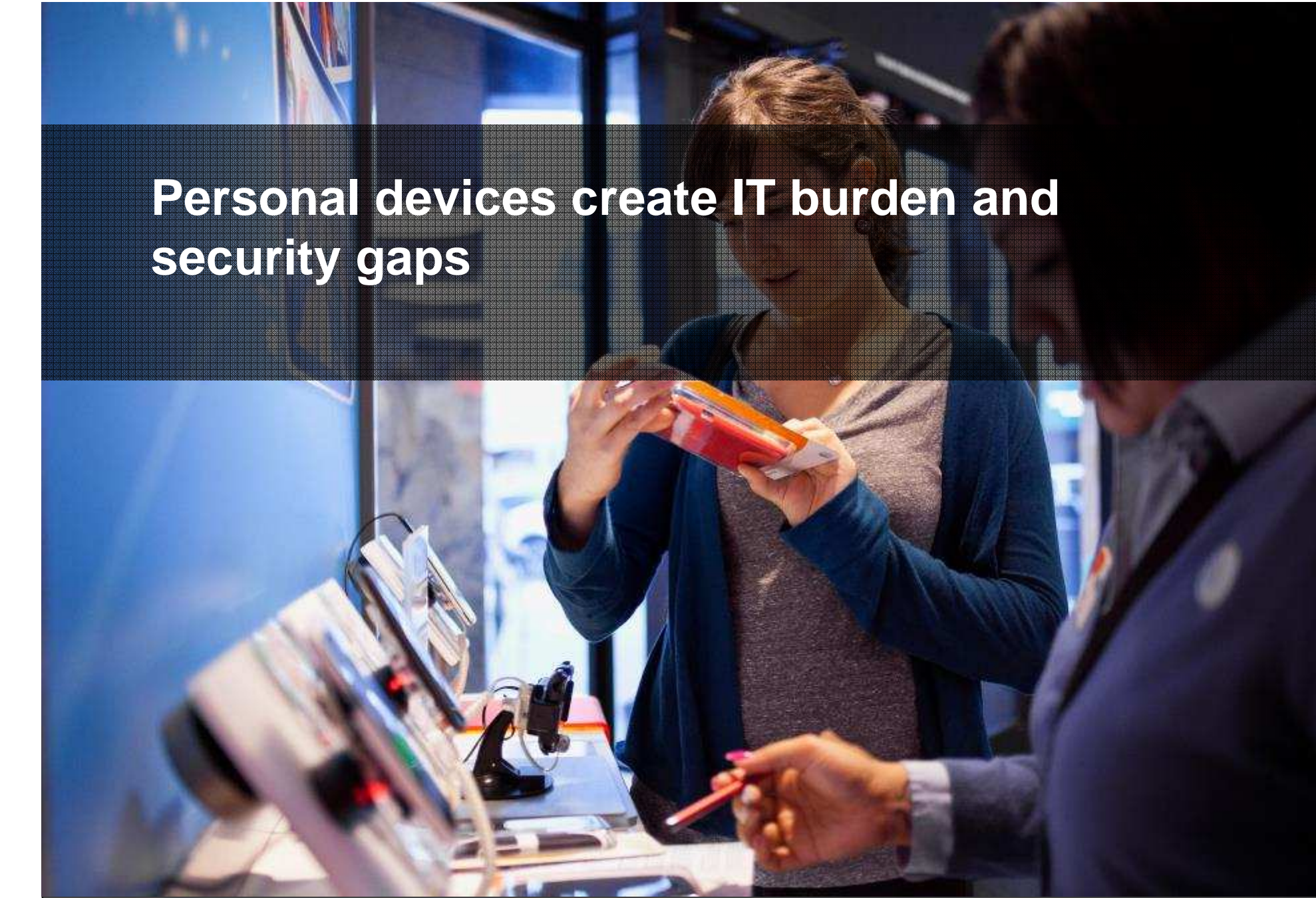
14K+ Personnel in 100+ Offices

Lowell General Hospital



**Staff** no longer uses **pre-shared keys** for Wi-Fi as **ClearPass** delivers **secure login services per user**

Multi-site Magnet Hospital, Northeast U.S.



# Personal devices create IT burden and security gaps

# FACT: Secure Automated Workflows

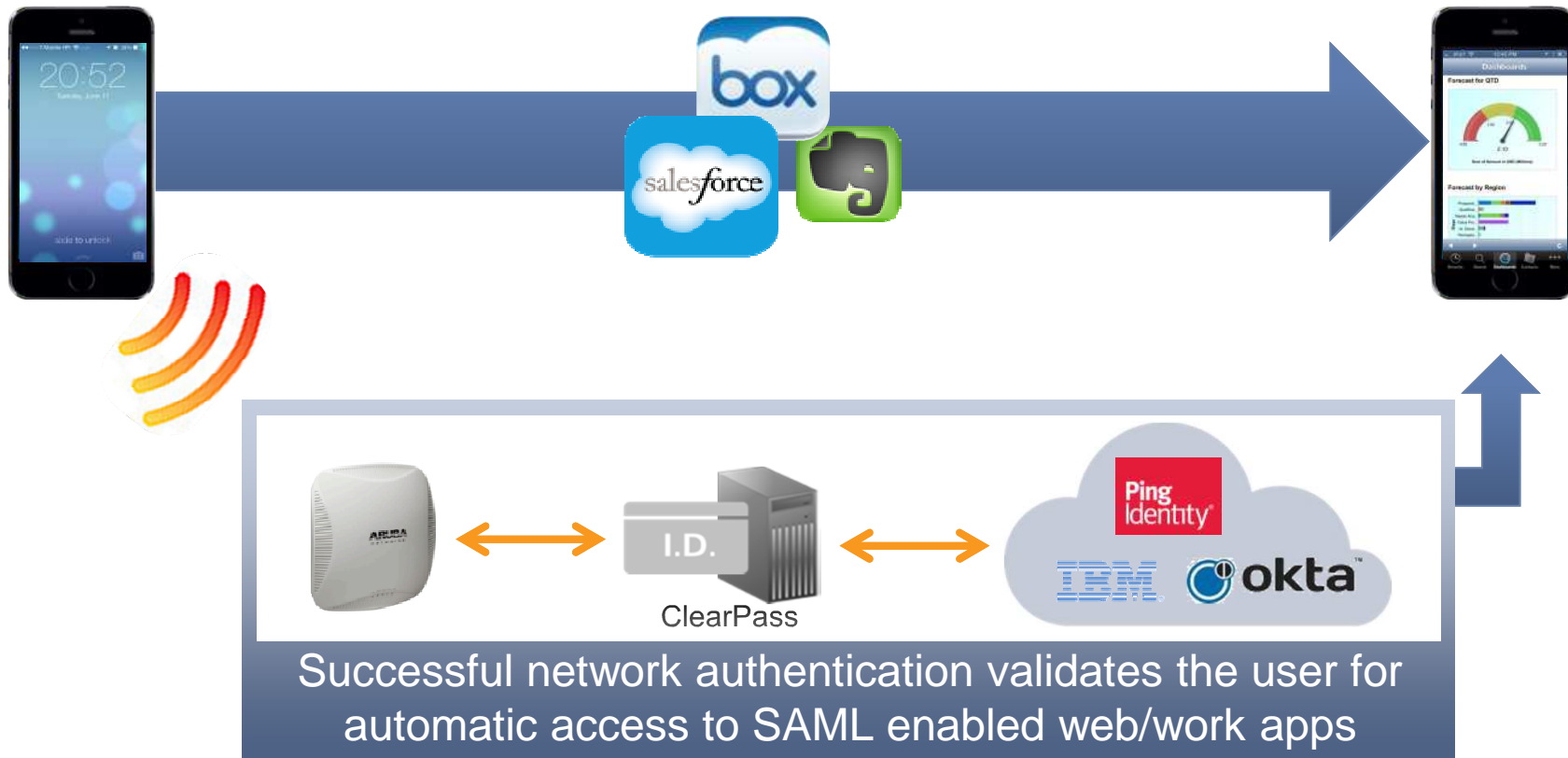
- **Employee Self-Service Configuration**  
Allow users to self-configure network settings and certificates to secure BYOD without IT involvement
- **Built-in Certificate Authority**  
Automatically create and distribute device certificates without using internal PKI. Simple for users
- **Device Management**  
Integration with MDM/EMM solutions extends network controls to include device and app mgmt

# Auto Sign On for Work Apps

1. Authenticate to Wi-Fi

2. Open a work app

3. Start working: No manual sign-in





**Open guest networks leave security gaps  
and provide no visibility**

# FACT: Captive Portals, Per User Registration

## PUBLIC WI-FI™

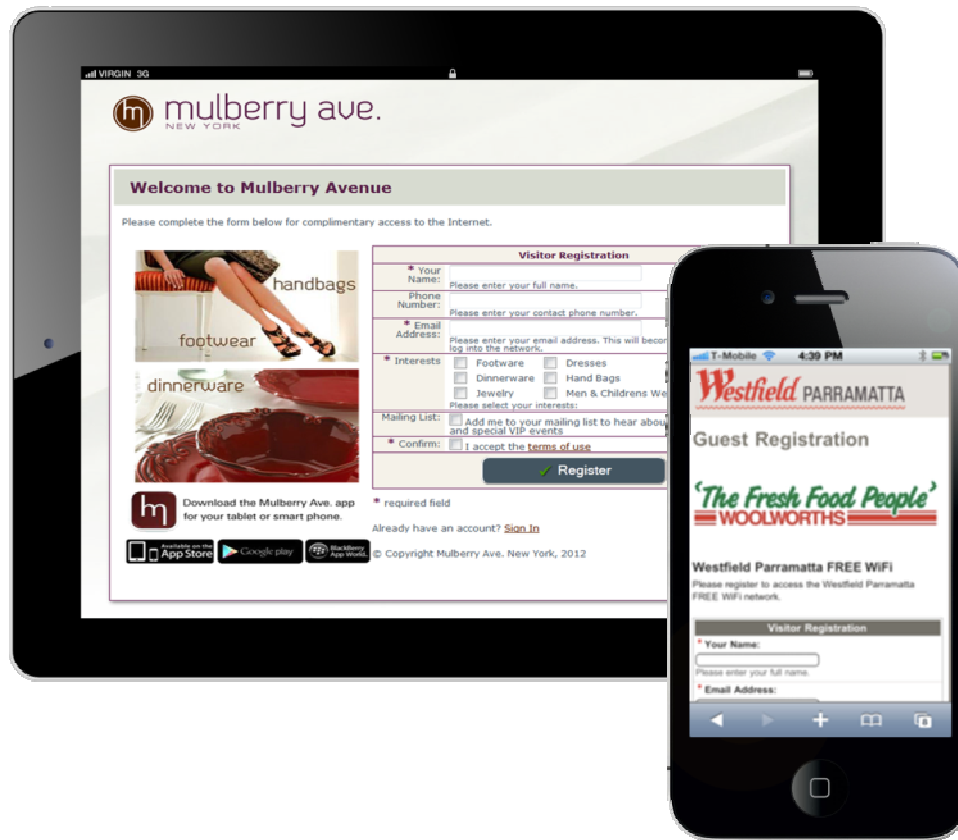
- **Guest Login Portal Workflows**  
Forces visitors to register for personalized credentials or acknowledge “acceptance of use”
- **Self or Sponsor Approved Registration**  
Authorized visitor access with full reporting and session controls for Wi-Fi / Wired
- **Complete Customization**  
IT can capture visitor information, cache MAC addresses, display ads, alter access privileges

Login

[Forgot Password?](#)

# Built-in Guest Advertising

## Revenue and Loyalty Opportunities



- **Strategic Placement**
  - Images, videos
- **Context Driven Ads**
  - Location
  - Season
  - Gender
  - Interests
  - News

# FACT: Security and Mobility in Harmony



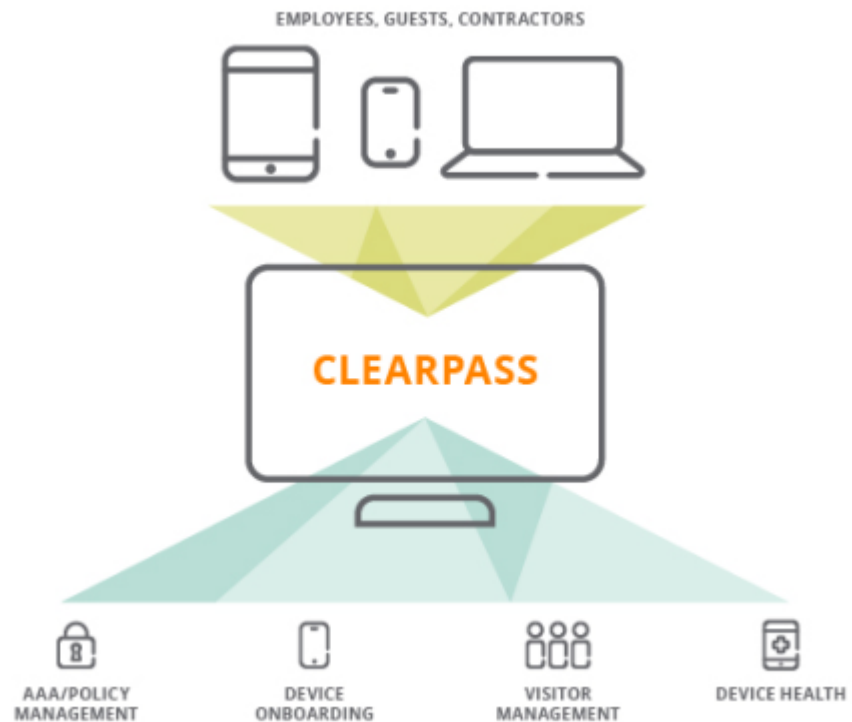
Security for wireless and wired access



Single point of management for multivendor networks



Simplified IT and user experience





The background is a solid orange color with several geometric shapes and lines. A large, semi-transparent, lighter orange triangle is positioned in the lower right quadrant. A thin, light-colored line runs diagonally from the bottom left towards the top right. Another thin, light-colored line runs vertically from the top right towards the bottom right. The text "THANK YOU" is centered in the upper left area of the image.

THANK YOU