

# Understanding NaaS, the new networking paradigm

Keeping up with the demands placed on today's network can be overwhelming. It's why many enterprises are looking for dynamic, flexible options to consume network infrastructure to give them the cloud agility, security, scale, and compliance they need. NaaS provides an evergreen, efficient and secure network without the customer having to own, provision or manage the associated overhead.

## What is Networking as a Service (NaaS)?

NaaS is enterprise network infrastructure – inclusive of integrated hardware, software, licensing and support services – delivered in a flexible consumption-based pricing model.

## NaaS could be the answer if you experience...



The complexity of a growing network footprint



Spikes in capital budget spending



Complex procurement and migration cycles



Limited visibility into network and application performance



A lack of resources needed to manage and troubleshoot your network



Challenges around over or under provisioning, or a highly variable environment

## Why NaaS?

**70%**

of IT's time is spent trying to diagnose and fix issues<sup>1</sup>.

**64%**

began accelerating the shift of spend from CapEx to OpEx after 2020<sup>2</sup>.

**86%**

believe advanced wireless will transform their organisation within three years<sup>3</sup>.

**75%**

of infrastructure in edge locations will be consumed in the 'as a Service' model by 2024<sup>4</sup>.

## Debunking the myths around NaaS

### The terms NaaS and SD-WAN can be used interchangeably

Not true. SD-WAN is just one component of NaaS and is about virtualising WAN links independently of the underlying hardware. NaaS includes hardware, software and licensing whilst also covering security, reporting, analytics, SLAs and bandwidth.

### NaaS isn't mature enough yet

Not true. NaaS has been around for more than 10 years with roots that are decades older than that<sup>5</sup> – and with networks growing at speed – it's now quickly gaining traction.

### The sole benefit of NaaS is cost

Not true. While savings are absolutely possible, the real benefits of NaaS are that you always have the latest networking technology which translates to improved responsiveness, security, performance and scalability.

### NaaS is just a fancy acronym for leasing a network

Not true. There's more to it than that. NaaS nestles everything into a holistic offering to include hardware, software, licensing, support, and even managed services.

## Aruba NaaS by Data#3

### An intelligent and agile network, with less effort and lower cost.

Data#3's NaaS solution combines decades of networking experience and innovation in Aruba products and essential services into a single monthly payment. These services include:

- ✓ Fast guided onboarding
- ✓ Optimised network operations
- ✓ Proactive, automated change management
- ✓ Frictionless equipment management and renewals
- ✓ Live 24x7 monitoring and proactive remediation
- ✓ Zero-ticket, zero downtime experience
- ✓ Expanded network utilisation to enable new apps and workloads
- ✓ Refresh cycle planning and execution
- ✓ A portal for insights and visibility into your network
- ✓ Expert support through Aruba's Service Manager

Aruba NaaS (also known as Aruba's HPE GreenLake service) has helped customers by

Reducing global IT project deployment time by

**75%**

upping IT productivity by

**40%<sup>6</sup>.**

## Why Data#3?

With a long, successful history in network management solutions, Data#3 has always had a strong focus on connecting business outcomes with technology investments. Achieving this starts with our unique customer success framework, meaning we are there to help you navigate through your entire NaaS journey with a fully customised, lifecycle approach.

## Interested in NaaS?

Let us help you bring cloud flexibility to your network with Aruba NaaS.

Contact a [Data#3 networking specialist](#) today to explore how NaaS aligns with your organisation's objectives.

<sup>1</sup> CIO (2021), Networking as-a-Service Promises Greater Flexibility, Control, and Security in the Hybrid Workplace Era.

<sup>2</sup> Forrester Consulting (2021), IT Leaders Leverage Outside Expertise to Achieve Business Outcomes: A Spotlight on IT Services Providers.

<sup>3</sup> Deloitte (2020), Enterprises building their future with 5G and Wi-Fi 6.

<sup>4</sup> IDC (2019), IDC FutureScape: Worldwide Datacenter 2020 Predictions.

<sup>5</sup> ARN (2021), Network-as-a-service is the future, but it's got challenges.

<sup>6</sup> Forrester Research (2020), The Total Economic Impact™ Of HPE GreenLake.