

The image features a large, diagonal orange overlay on the right side. In the background, a man in a dark suit and glasses is looking at a tablet. The overall scene is a professional office setting.

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Discover how
Aruba Networks
is empowering
Australian
businesses.

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TODAY'S BUSINESSES RUN ON MOBILE AND CLOUD APPS WITH WIRELESS CONNECTIVITY EXPECTED ANYWHERE, ANYTIME AND ARUBA NETWORKS HAS THE BACKBONE TO SUPPORT THEM.

The insatiable demand for wireless bandwidth and speed continues unabated with the growth of #GenMobile, a tech-savvy cohort of users for whom mobility is a way of life.

#GenMobile's quest to be constantly connected has called out a variety of important points for businesses to consider. This includes building a stable and scalable wireless and wired network infrastructure capable of withstanding the heavy demands placed on it. Also how do you strike the right balance between adequate security controls and embracing the mobility movement?

As a leading provider of next generation network access solutions for the mobile enterprise, Aruba Networks is equipped with the right mix of expertise, hardware & software to design and deliver a Mobility-Defined Network that both #GenMobile & IT departments can rely on.

From implementing a secure network capable of handling 65,000 users per day at the 2015 Australian Open to, facilitating the delivery of targeted proximity marketing interactions at all company-owned KFC stores in Australia, Aruba Networks is truly changing the face of wireless networking.

This collection of case studies provides a snapshot of how enterprises all across Australia are being empowered to reach new heights - one access point at a time.

We hope you find them useful.

A handwritten signature in black ink, appearing to read "Steve Coad".

STEVE COAD

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ARUBA NETWORKS CUSTOMER STORY | PUBLIC FACING WI-FI

TENNIS AUSTRALIA – AUSTRALIAN OPEN 2015

Setting up Melbourne Park for the ultimate match



Tennis Australia is the governing body for tennis in Australia, which facilitates player development, stages local and international events and invests in tennis facilities around Australia. The organisation promotes and assists with participation in tennis at all levels, and also conducts national and international tournaments. The most widely recognised of these include Davis Cup, Fed Cup, the Australian Open and Emirates Australian Open Series, as well as the Australian Pro Tour.

The largest event for Tennis Australia each year is the Australian Open, which is one of the Grand Slam® tennis events around the world and is held in Melbourne every January. Attracting the best players from around the world, the tournament runs for two weeks and in 2015 a record 703,899 fans flocked through the gates. It broadcast 15,000 hours of footage to 300 million viewers in 200 countries.

In the lead-up to Australian Open 2015, Samir Mahir, Chief Information Officer at Tennis Australia made the decision to upgrade to Aruba's 802.11ac solution, seeing clear benefits in embracing the latest, highest performing Wi-Fi standard available.

"Aruba Networks has partnered with the Australian Open since 2010, and together we have progressively delivered Wi-Fi at each tournament. For 2015, we wanted to step up our connectivity and really boost the experience for everyone involved in the tournament, and we understood Wi-Fi would play a big part in this.

BENEFITS:

- A high-performance 802.11ac mobility network to support approximately 65,000 daily guests across a two week period, providing efficient and constantly reliable Wi-Fi that spans Melbourne Park
- Operates Aruba Networks ClearPass Access Management, allowing simple, secure and relevant guest Wi-Fi access for players, coaches, administration and medical staff, as well as spectators



"The Aruba Networks Wi-Fi solution is the conduit for delivering high-speed access to compelling content onsite. The Wi-Fi network needed to be securely managed and stable enough to handle 65,000 people connecting to the network every single day – that's a big ask."

Samir Mahir,

Chief Information Officer at Tennis Australia.

"Each year, we see more fans, players and coaches bringing smart phones and tablets into our venues. They want to track live scores, follow matches on other courts, watch video replays, review player statistics, look at player photos and engage on social media. The Aruba Networks Wi-Fi solution is the conduit for delivering high-speed access to compelling content onsite. The Wi-Fi network needed to be securely managed and stable enough to handle 65,000 people connecting to the network every single day – that's a big ask," Mahir continued.



SCALING UP FOR THE MAIN EVENT

At Australian Open 2014, there was approximately a 600 per cent increase in traffic handled by the wireless infrastructure across a two-week period. Similarly, Australian Open 2015 drew a three-fold increase in connectivity compared to 2014. Fortunately, Mahir's team and Aruba Networks had deployed 802.11ac access points across the entirety of Melbourne Park. This ensured the delivery of consistent access to real-time multimedia streaming, mobile apps and information to the fingertips of all involved in the Grand Slam® tournament.

"We operate as a lean team for most of the year, but when it comes to the Australian Open, there is a need for us to bolster this to support the infrastructure. Thanks to support from Aruba, we scaled up our 24-person technology team to 170 for Australian Open 2015. It is fantastic to have Aruba Engineers sitting side-by-side with my team to ensure it all runs smoothly and offer a wide range of solutions that complement our team," Mahir said.

At the core of Australian Open's wireless network is the Aruba ClearPass Access Management solution, allowing simple and secure guest Wi-Fi access, ensuring seamless connectivity with real-time monitoring capabilities available to the technology team.

"We use ClearPass as our single platform to track all mobile devices and users, and give them the proper access privileges. It's one of the best products we have seen in the market because it gives us the security to manage access, but also the flexibility to roll out policies across the platform," Mahir said.

"One key differentiator for Aruba is that they not only provide the hardware solution that allows us to connect, but they also provide the software solution that allows us to manage the infrastructure. It's this robust approach to networking that sets Aruba apart," Mahir continued.

A WI-FI GRAND SLAM

Catering for a broad range of stakeholders required a smart solution that tailors access to different groups. According to Mahir, the 700 players at Australian Open 2015 relied on wireless to maintain communication with their home country and stay informed throughout the tournament.

"The players use Wi-Fi for many applications. Importantly, they want to be connected to email and browse the Internet whenever they want. They also need to be on top of their schedule of play – this is critical and they need access to this at all times," Mahir said.

Additionally, more than 1,000 media representatives covered Australian Open 2015. And in addition to offering access to dedicated groups, Mahir also sees guest access as a critical element.

"Most photographers use cameras with digital capabilities and in-built Wi-Fi technology, and they want to take a photo and send it direct to their server. We provide Wi-Fi by the photo pit so they can capture a photo and have it to their team within 30 seconds," Mahir said.

"Simple and secure guest access is important because you want to allow access to users that may not be part of any

particular category, like players or media, without involving IT. With the Aruba Networks solution, visitors and guests that come to Melbourne Park can also connect to the Wi-Fi and enjoy the event.”

The Australian Open Wi-Fi infrastructure handled 52 terabytes of data traffic within the precinct in 2015, not including mobile data traffic. This figure is approximately two and a half times greater than in 2014, which was six times greater than in 2013. Additionally, the total Internet traffic handled by the entire network in 2015 was 23 terabytes, with seven terabytes handled through the wireless infrastructure. Other key statistics include:

- 77,000 smart devices connected to the network in total
- More than 60 per cent of devices were Apple iOS devices (iPhone and iPad) with Android at 19.2 per cent
- The top three destinations included Facebook, Amazon Cloud Drive and Tennis Australia Local
- On the opening day of Australian Open 2015, 45 per cent of users accessed the tournament’s provided Wi-Fi via Facebook logins and 55 per cent accessed via email logins.

As the usage peaked throughout the tournament, Mahir was impressed with the stability and performance of the Aruba Networks solution.

“At Australian Open 2015, I am pleased to report the Aruba Networks solution performed smoothly throughout the entire event and successfully managed the level of demand from players, coaches, fans, media, staff and guests. An independent speed test at one of the arenas revealed a 61mbps download speed and 48mbps upload speed, both remarkable top speeds capable of delivering high-res video on the go,” Mahir said.

“The process in the lead-up to and during the Australian Open gets better every year - that’s the beauty of working with a trusted partner like Aruba. Like any doubles partnership, you have to prepare, you have to train. And that’s how I see our partnership with Aruba, you have to get ready for the big event.”

“Wi-Fi is going to play a bigger role in connected stadiums because it is the main conduit to the content – be that digital signage or content used by the fans. Public facing Wi-Fi is no longer a luxury, demand from spectators means it is now a necessity. Moving forward, you will see the deployment of high-density wireless technology across more venues, and this is where Aruba truly excels,” Mahir continued.

ARUBA NETWORKS CUSTOMER STORY | HEALTHCARE

EPWORTH HEALTHCARE

Wireless technology a vital need for Epworth



Epworth HealthCare is Victoria's largest not-for-profit healthcare group, and is renowned for its cutting edge healthcare, as well as its embrace of evidence-based medicine and pioneering treatment for patients. Every year, more than 122,000 patients are admitted to one of Epworth's seven hospitals in Victoria.

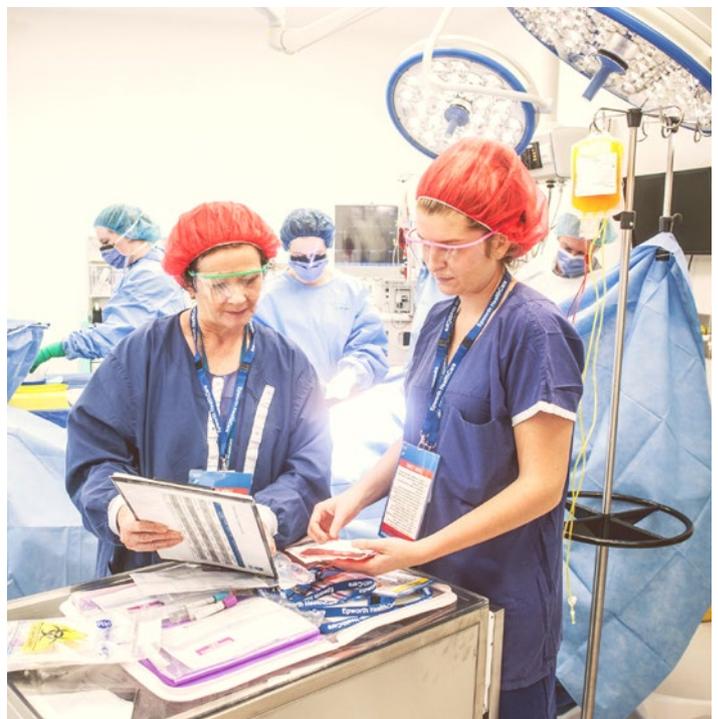
Epworth invests all surplus funds back into the training of its staff, developing its facilities and purchasing latest technology to keep the organisation at the forefront of medical treatment. According to Epworth's infrastructure manager, Nicholas Hobbs, the company looked to Aruba Networks when it sought a high performing enterprise mobility infrastructure that incorporated the next generation networking standard 802.11ac.

"We required a faster, more reliable wireless network for our doctors and patients as well as a solution that streamlined the management of people accessing our fixed and wireless systems. We wanted a single, highly secure platform that protected our investment in wired infrastructure," said Mr Hobbs.

Over 78,000 operations are performed across the group's seven facilities, and the emergency department is attended in excess of 27,000 times during the year. Along with the high volume of operations and emergency department attendances, close to 3,500 babies are delivered every year by Epworth doctors.

BENEFITS:

- A fast, high performing wireless network to support over 750 patients per day, more than 150 doctors and over 300 hospital devices on a 24x7 basis, across seven healthcare facilities
- Leverages next-generation 802.11ac Aruba Networks technology including approximately 490 indoors access points, with 135 to be added
- Utilises the Aruba Networks ClearPass Access Management solution to centrally manage Epworth's wired and wireless systems through one single, highly secure platform
- Stable and constantly reliable wireless access to support a high density of users at any one time, without slowing down



"We've been very happy with the Aruba Networks solution. It's snappy and it's reliable. We've never had any issues, and Clearpass is fantastic at diagnosing authentication issues."

Nicholas Hobbs
Infrastructure Manager, Epworth



With technology a vital part of the experience for both doctors and patients at Epworth's seven facilities, the Group embarked on a two-year long program to upgrade its enterprise mobility infrastructure across the Group from older generation 802.11n and 11g wireless technology to the latest networking standard 802.11ac.

According to Epworth's infrastructure manager, Nicholas Hobbs, the Group made the decision to deploy Aruba 802.11ac mobility infrastructure in mid-2013. They sought a higher performing wireless network, with the capability and bandwidth to support a larger density of users, at any one time.

"Overall it's several kilometres worth of floor space that is covered by the entire roll out. And the upgrade included installing access points into areas that had previously had no coverage at all," said Mr Hobbs.

RELIABLE, STABLE WIRELESS FOR PATIENTS TO SURF ACROSS MULTIPLE DEVICES

The 802.11ac deployment covers all of Epworth's facilities, and will include its new teaching hospital, in partnership with Deakin University in Geelong. The new teaching facility is set to come on stream in 2016, and will join the Group's other facilities in locations such as Box Hill, Camberwell, Brighton and Hawthorn in Victoria.

Much of Epworth's floor space is situated in highly urban or high-rise developments. This has necessitated the installation of approximately 450 wireless access points to provide the full coverage required by both patients and doctors. This number includes a further 135 access

points set to be deployed into the newly renovated site at Richmond, Epworth's largest hospital.

According to Mr Hobbs, the wireless network is primarily accessed by doctors and patients. For instance, more than 150 doctors of the 2050 doctors and specialists currently working with Epworth, will use the wireless every day. In addition to this, around 750 patients per day will access the network on a 24x7 basis and 300 corporate and medical devices are also connected via the wireless network.

"With patients, there's an expectation that Wi-Fi will be there," he says. "Wireless is akin to electricity now, with access a basic requirement. People just expect that it will be there."

According to Mr Hobbs, most patients will bring in a device in order to complete work or browse the Web, while they're recovering from an operation or illness. Most commonly it's a smartphone, however, tablets are also extremely popular among the patients coming into an Epworth facility.

"We get a significant amount of professional people coming in who might need surgery. They want to continue working while recovering, while other patients will just want to surf the Web. They're accessing social media networks to downloading rich media files such as video," explained Mr Hobbs.

While patients will generally bring only a single device into an Epworth facility, doctors regularly carry up to three devices, depending on their role and their personal need for connectivity.

According to Mr Hobbs, doctors primarily use the wireless network to access their office and practice systems outside the hospital.

“Doctors utilise the network to maintain their businesses. They are accessing their own systems more often than not,” said Mr Hobbs.

CLEARING THE WAY FOR A SECURE AND SEAMLESS SOLUTION ACROSS WIRED AND WIRELESS

The deployment was implemented by just two people in conjunction with support from an IT infrastructure partner and the team at Aruba Networks. Support for the network is handled in-house by Epworth’s IT department, managed from a single platform.

The team uses Aruba’s ClearPass Access Management solution to administer both the wired and wireless systems. Two ClearPass controllers are used to manage all of the Epworth facilities, and the solution was chosen due to its enterprise-grade security capabilities.

“Security is a factor in everything that we do in the healthcare space, and there aren’t a lot of choices when it comes to high quality security. That’s why we chose a system that we can rely on, and ClearPass plays a major role in the complete solution,” said Mr Hobbs.

According to Mr Hobbs, the entire system has also been highly reliable since installation, with high speeds and no failures reported from either access points or controllers.

“It’s centrally managed and has been designed to be highly available so if we did ever experience an issue there’s no impact to the sites,” continued Mr Hobbs.

He also notes that reliability was an absolutely essential part of the consideration when choosing Aruba because a lack of reliability generates calls to the service desk.

“If it’s not reliable, doctors can’t do their work as effectively as they could otherwise. The patients are also less satisfied. You don’t like giving unreliable service to anybody,” said Mr Hobbs.

ON THE PATH TOWARDS MORE MOBILITY IN HEALTHCARE

One area where Epworth stands apart is that it’s never considered charging for use of Wi-Fi. Hobbs says that it’s because Wi-Fi is such an expectation now.

“We’ve always had wireless in the doctors’ areas, and we’re just expanding that in line with expectation. We’ve never charged for it,” said Mr Hobbs.

Overall, Epworth – and its patients and doctors – are highly satisfied with the Aruba technology. “We’ve been very happy with the Aruba Networks solution. It’s snappy and it’s reliable. We’ve never had any issues, it’s never broken,” he continued.

According to Mr Hobbs, while healthcare is a cautious industry, Wi-Fi will play a major role in hospitals moving forward.

“I think that the reality is, wireless is a staple requirement for all businesses these days. Wi-Fi will be built into new hospitals and healthcare buildings more and more. It’s part of the IT vision because it’s just part of patient expectation,” said Mr Hobbs.

ARUBA NETWORKS CUSTOMER STORY | RETAIL

KFC

Free Wi-Fi for all



KFC, a subsidiary of Yum! Brands, is the world's most popular chicken restaurant chain. With more than 600 stores across Australia and New Zealand, the chain employs over 25,000 employees in Australia alone.

In a highly competitive environment, KFC was looking for a solution that promoted engagement with customers and increased the time customers spent in-store. The organisation was also looking for a new avenue to deliver tailored marketing and promotional offers. Witnessing a rise in the number of mobile devices in-store, KFC realised a stable and high-performing Wi-Fi network needed to be at the core of its solution.

According to Saqib Hussnain, Enterprise Systems Manager at KFC, "KFC is a contemporary brand, that aims to please and satisfy customers. With the increased desire from customers to use handheld devices such as their smartphone, anytime, anywhere, we knew it was essential to provide an effective Wi-Fi service in store."

Research conducted by Aruba Networks into the area of mobility supports this observation. The global research uncovered a new generation of digitally savvy employees and customers. Dubbed #GenMobile, this new generation prefers to connect via Wi-Fi (60 percent) at the expense of other connections, at every opportunity.

The study also found that #GenMobile is comfortable carrying and connecting multiple devices at once. The research revealed 86 per cent of respondents own two plus connected devices, 64 per cent own three plus and 39 per cent own four plus.

BENEFITS:

- Leverages Aruba Networks access points for secure, high performance wireless that supports on boarding customer devices in store
- Efficient and constantly reliable Wi-Fi
- Fluid remote management of the network via the Aruba Networks Virtual Controller
- Enables the ability to onboard any device type used by customers including iPads, iPods, Android phones, tablets and laptops
- The ability for customers to access secure Wi-Fi
- The ability to control and limit access
- The ability to implement proximity mobile marketing
- Utilize ClearPass with AirWave Management Software 7.7
- A new channel to connect and engage with customers

"KFC is a contemporary brand, that aims to please and satisfy customers. With the increased desire from customers to use handheld devices such as their smartphone, anytime, anywhere, we knew it was essential to provide an effective Wi-Fi service in store."

Saqib Hussnain,

Enterprise Systems Manager at KFC

ROLLING OUT A MEMORABLE WI-FI ENABLED BRAND EXPERIENCE FOR CUSTOMERS

KFC's IT department required a solution that provided strong security for customers and allowed an enhanced user experience. To deliver this, KFC implemented Aruba's ClearPass solution that not only enabled KFC Wi-Fi access branding, yet also ensured users and devices are granted the right data access privileges.

With an access point in each store, deploying and onboarding devices has been a simple process. ClearPass traffic is securely tunneled via the in-store remote access point to a centralised Aruba management controller, which is scanned by KFC's content filter.

According to Mr Hussnain, Aruba's ClearPass solution has enabled his IT department to ensure only secure data can be accessed via its in-store Wi-Fi, managed centrally by a content filter.



“It is important the family-friendly environment in our restaurants is extended in the free Wi-Fi offered. With Aruba Networks, we have been able to incorporate a filter that works seamlessly with the advanced technology ensuring unsafe content is not accessible to user devices.”

Underpinning the Wi-Fi on premise is the Aruba Networks AirWave solution that provides KFC with centralised monitoring and reporting through a single pane of glass. It offers KFC's IT team the ability to set alerts in the event of device failure and gives transparency into the number of user's connecting, popular locations, data usage and device types.

KFC implemented the Aruba Wi-Fi network in 2011, initially powering ten pilot stores to test the uptake and use of the Wi-Fi. During an initial trial, on average, a total of 45,000 sessions were recorded on the KFC free Wi-Fi network over a four-week period. These sessions consumed 1,711,132 minutes of browsing and 139,197.35 megabytes of data transferred. The trial phase also identified the types of devices accessing the network, including Phones, iPads, Android phones, tablets and laptops.

As expected, the desire for the Wi-Fi was evident and the Aruba Networks solution was rolled out to all the company owned stores across Australia at the beginning of 2012.

The result is a secure and stable wireless network. KFC provides customers with free, no obligation Wi-Fi for 15 minutes, with 50 megabytes of download when they visit the store. If they wish to obtain 100 megabytes of download and have access to one hour of free Wi-Fi, customers need to simply enter their email address.

“The technology allows us to monitor usage and report on the uptake of Wi-Fi in our stores. Feedback from store owners and customers has been very positive as they can now easily access a fast and high-performance Wi-Fi network,” said Mr Hussnain.

MORE THAN JUST A NETWORK

The Aruba Networks solution not only facilitates the secure onboarding of guests, but also provides the capability for proximity marketing. This allows KFC to extend its specials and deals to customers' mobile devices when they are connected in-store. When customers access the Wi-Fi network after accepting the terms and conditions, they are immediately directed to a page featuring a KFC special offer.

According to Mr Hussnain, this marketing capability has enhanced customer engagement with special offerings.

“We conducted an analysis and found the uptake of deals in Wi-Fi stores was much higher compared to the non-Wi-Fi stores. The ability to deliver marketing through video advertisements or discount offers was a key driver in KFC choosing Aruba's solution. With links to a CRM system, these messages could be a personalised and unique offering.”

The Wi-Fi value-add for consumers has been a huge success for KFC, with Aruba's solution providing a point of differentiation against competitors. By offering a reliable digital experience to consumers, KFC is at the forefront of a highly competitive retail market, meeting growing needs for connectedness and brand engagement.

The Wi-Fi network has been such a success that KFC corporate and franchise stores are now implementing Aruba's solution nation-wide.

KFC franchise stores are excited to offer Wi-Fi throughout their stores because by doing so, franchisees gain visibility into their locally registered users, further pushing marketing initiatives to interact with local customers on a deeper level. Along with these business benefits, brand standardisation is another driver for rolling out the Aruba Wi-Fi across all stores.

When choosing Aruba Networks, Hussnain states, "Aruba was absolutely co-operative price wise and solution wise, providing a customisable solution which met specific configurations of the KFC environment. Following an extensive international vendor review, we approached Aruba Networks in Australia and were impressed by the technology and complete package offered. The solution has been tailor made to minimise operational impact in our stores and we don't require any additional cabling or wiring because the access point runs over the network."

Aruba Networks has changed the way in which KFC is perceived in an aggressive retail landscape, allowing the food outlet to grow and further engage with customers.

Hussnain states, "Aruba Networks is an easy to use Wi-Fi provider that has changed the way KFC conducts business. Aruba has provided a solution to drive in-store engagement and deliver highly tailored interactions with consumers via a guest access wireless network."

Looking ahead, KFC is exploring opportunities to greater integrate Wi-Fi with its CRM system, and on-board all stores in Australia.

"The uptake of the wireless network by both store owners and customers has been impressive. We see significant opportunities to extend this further and engage with

customers to provide tailored offerings and connectivity in-store to enhance the dining experience," added Hussnain.

According to Steve Coad, Aruba Networks Managing Director for Australia and New Zealand, retailers need to respond to the needs of #GenMobile customers who demand free and secure Wi-Fi when in-store.

"Here at Aruba Networks, we're rolling out the new generation Wi-Fi networking standard, 802.11ac, combined with ClearPass to allow Australian retail companies to securely onboard and manage customer guest Wi-Fi access in-store, enabling the capability for proximity marketing. The latter being a true value-add for retailers," said Mr Coad.

enables an all-wireless workplace and customer environment. This is being driven across all sectors, led by the increasing demand by businesses and consumers for Wi-Fi that's fast, secure, reliable and stable enough to withstand significant demand at any one time," said Mr Coad.

ARUBA NETWORKS CUSTOMER STORY | NOT FOR PROFIT / SOCIAL SERVICES

MTC AUSTRALIA

MTC deploys Aruba Networks across 30 locations Australia wide, delivering fast, reliable Wi-Fi.



MTC Australia is a not-for-profit organisation that has been helping people to gain employment, skills training, work experience and greater self-confidence for over 20 years. As an integrated service provider, the company offers support through training courses, employment services, youth programs and community initiatives. MTC employs over 500 staff across 30 locations in Australia and trains more than 35,000 people annually.

In 2013, MTC Australia conducted a comprehensive review of its IT infrastructure resulting in a decision to embrace a Cloud focused strategy, which required a robust and secure network to facilitate a more nimble, agile culture. As the organisation increasingly utilises notebooks, tablets and smartphones, this has created greater demand on the IT network. MTC Australia's management team knew that it was time to take a wireless, entirely mobile approach across its operations.

Imperative to introducing an all-wireless office to a new generation of mobile staff, MTC Australia required a high performance Wi-Fi network that ensured secure access for any device, reliability in areas with high density traffic and smart enough to allocate necessary bandwidth to Wi-Fi enabled activities. Additionally, logging on to the network had to be automated, simple and hassle-free.

"We already had Aruba's 802.11n network in place across some of our sites, and it was performing flawlessly, however,

BENEFITS

- Leverages Aruba Networks access points for secure, high performance wireless that supports the working environment at MTC Australia
- Efficient and constantly reliable Wi-Fi for over 500 staff in 30 locations
- Leverages Aruba Networks AirWave network management allowing IT to centrally manage wired and wireless multivendor networks, through a single pane of glass
- Enables the ability to onboard any device type used by staff; including computers, notebooks, tablets and smartphones
- Support for Microsoft Lync



"With Aruba, many of our staff are now more collaborative, going out to sites and taking their equipment with them - maximising the use of their tablets, smartphones and notebooks throughout the sites. It's fantastic to see them working in a mobile fashion and not being tied down to their desks,"

Ash Kumar,
Chief Information Officer, MTC Australia.

we required a more organisation-wide deployment. We selected Aruba primarily based on reputation, our past experience, and because its 802.11ac offering met our full requirements. Aruba was a natural fit for us," said Ash Kumar, Chief Information Officer, MTC Australia.

EFFICIENT DEPLOYMENT SOLIDIFIES A WISE INVESTMENT, ENHANCING ORGANISATIONAL SERVICES

According to Mr Kumar, Aruba's 802.11ac solution was a smart investment option for the community-focused organisation that must ensure its funds are spent wisely. It was important the rollout of the new standard delivered valuable ROI for the company.

MTC Australia called upon AKCS consultants to determine new and improved technology that enabled a scalable, effective yet cost efficient deployment for both its current IT services and future needs, including seamless use of Microsoft Lync services. Following this, Aruba's 802.11ac network was progressively deployed across its sites.

"In 2013 MTC expanded nationally, adding two sites in Victoria and another in Adelaide. These new branches were immediately moved onto Aruba's 802.11ac platform. This new Wi-Fi standard was then progressively migrated across all existing branches, the college and head office," said Mr Kumar.

Aruba's 802.11ac wireless network was deployed across all 30 offices spanning across Australia in a remarkably short period of time.

POWERFUL, SEAMLESS WI-FI LEAVES NO NEED FOR HUMAN INTERVENTION

Since deploying the new 802.11ac solution, the staff at MTC Australia have been positive about the high-speed and reliable wireless they've experienced.

Aruba's automated authentication functionality is just one feature that's drawn glowing reviews, enabling seamless and secure access to the network across their various devices and removing the need for laborious, manual logins.

"Staff are delighted they no longer need to enter their login details for every device they use, each is automatically recognised following its on-boarding. They can go from site-to-site, securely, and it just works," said Mr Kumar.

MTC also required a centralised management system that protected the company's pre-existing investment in third party wired networks, and ensured a seamless mobility experience for users at all times.

The organisation drew on Aruba's Airwave network management solution, which allows IT to monitor both wired and wireless multivendor networks centrally, through a single viewpoint. The solution has enabled an improved device and user experience for those accessing the network, showing IT a visual overview of how coverage and devices are performing.

"With Aruba's Airwave, IT can proactively plan for capacity and troubleshoot any issues before the user is even aware of any problem," said Mr Kumar.

AN ALL-WIRELESS ENVIRONMENT ENHANCES PRODUCTIVITY

According to Mr Kumar, the staff at MTC Australia have now been empowered to work together more closely and increase productivity.

"With Aruba, many of our staff are now much more collaborative, going out to sites and taking their equipment with them - maximising the use of their tablets, smartphones and notebooks throughout the sites. It's fantastic to see them working in a mobile fashion and not being tied down to their desks," said Mr Kumar.

Since deploying Aruba's latest solution, the network has coped with an increasingly strong demand for wireless access.

Teachers at MTC Australia's Warakirri College, an Independent High School, are using Apple TVs to complete wireless presentations from interactive smart boards. According to Mr Kumar, staff find it simple to connect to these machines from their tablets and notebooks via the Aruba Wi-Fi network.

MTC Australia uses the full functionality of Microsoft Lync including Presence, Desktop Sharing and Enterprise Voice. With Enterprise Voice for instance, Aruba 802.11ac is being utilised on staff's mobile devices for video conference calls, which requires a high Quality of Service from the network.

Aruba Networks is the leading Wi-Fi solution supporting Microsoft Lync, and includes capability to prioritise collaboration applications such as voice and video.

Currently, the Aruba wireless network is available only to MTC Australia staff devices and MTC owned client training devices. However, MTC Australia plans to deploy Aruba's ClearPass Access Management solution, which will allow guest access to the network from visitors, temporary staff, and speakers.

RELIABLE, HIGH-SPEED WI-FI CONNECTIVITY IMPROVES COLLABORATION

According to Mr Kumar, since upgrading to the Aruba Networks 802.11ac solution, the benefits have been immediate.

"Since introducing 802.11ac, we have seen an increase in collaboration among co-workers. This is due to the freedom staff now have to get creative with the devices available, benefiting from the full functionality of our IT systems," said Mr Kumar.

Additionally, the organisation's investment with Aruba has resulted in ongoing cost saving opportunities.

"The cabling throughout one of our sites, which was 18 years old, was recently starting to fail. Rather than re-cabling we just implemented the new wireless standard and connected this to computers. It has been a significant saving for us," said Mr Kumar.

"With Aruba's 802.11ac wireless network we can work, talk and conference wirelessly and know that it will work seamlessly. It's a great outcome. It's literally been set and forget," added Mr Kumar.

According to Steve Coad, Aruba Networks Managing Director for Australia and New Zealand, enterprise organisations across various sectors - from professional and financial services, education to health and public-facing enterprise - are upgrading their Wi-Fi networks with Aruba's 802.11ac solution.

"Organisations are seeking next-generation technology that enables an all-wireless workplace and customer environment. This is being driven across all sectors, led by the increasing demand by businesses and consumers for Wi-Fi that's fast, secure, reliable and stable enough to withstand significant demand at any one time," said Mr Coad.

ABOUT ARUBA NETWORKS

Aruba Networks is a leading provider of next-generation network access solutions for the mobile enterprise. The company designs and delivers Mobility-Defined Networks that empower IT departments and #GenMobile, a new generation of tech-savvy users who rely on their mobile devices for every aspect of work and personal communication. To create a mobility experience that #GenMobile and IT can rely upon, Aruba Mobility-Defined Networks automate infrastructure-wide performance optimization and trigger security actions that used to require manual IT intervention. The results are dramatically improved productivity and lower operational costs.

Listed on the NASDAQ and Russell 2000® Index, Aruba is based in Sunnyvale, California, and has operations throughout the Americas, Europe, Middle East, Africa and Asia Pacific regions. To learn more, visit Aruba at <http://www.arubanetworks.com>. For real-time news updates follow Aruba on Twitter and Facebook, and for the latest technical discussions on mobility and Aruba products visit Airheads Social at <http://community.arubanetworks.com>



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