



Rightsize Your Budget by Rightsizing Your Network.

WLAN plays a strategic role in providing lower cost network connectivity and better QOS for your users. Leading organizations are forecasting that 30%-60% of their users could be equally or better served via wireless access in the next 2 years, at half the ongoing annual cost of traditional wired access.

Many IT organizations are facing budget cuts of 20% or more this year, yet they must still address users' growing demand for better performance and more connectivity. The only way for IT to free up funds to enhance their network infrastructure is to significantly reduce costs elsewhere in the network access layer.

The wired LAN has been the source of some of the most excessive spending on infrastructure. Until recently, it was common to install 2 to 4 wired ports for every user, backed up by large multi-port switches and miles of cabling. For an organization with 1,000 users that was 4,000 ports, 4,000 cable drops, a boxcar of switches and untold maintenance fees. While spending on wired connectivity is inherently inefficient, IT has lacked credible alternatives. Until now.

Aruba's adaptive 802.11n Wi-Fi technology turns this model on its head. A single Aruba 802.11n access point can support more than 100 simultaneous users, and yet costs 1/8th as much as a typical 48-port switch at list price. Fewer ports mean fewer switches and lower operating and annual maintenance fees. Add, move and change costs evaporate. In fact, Aruba's adaptive 802.11n technology may cost just 10% of a comparable wired build-out and can reduce recurring costs by more than \$4,500 per switch, per year. Additionally, Aruba untethers users so they can work more productivity, roam freely, and collaborate more easily.

Aruba has even taken the guess work out of estimated savings by creating a "rightsizing calculator" that will show projected savings from rightsizing your network. The calculator models the cost savings associated with migrating users to wireless as their primary form of network access. Since 20% to 60% of users in most organizations rely on laptops, netbooks, smart PDAs, or some other form of Wi-Fi enabled mobile computer, the transition to wireless access will deliver instant savings.

Windows of Opportunity For Network Rightsizing

When is the optimal time to rightsize your network?

- **Closet or IDF refresh** – this presents an opportunity to audit port utilization, shift all mobile computer users to Wi-Fi to further reduce ports, and closet hardware;
- **Department moves/adds/changes** – these are accomplished faster and most economically when a Wi-Fi network is the primary access method, which has the added benefit of minimizing port activation, deactivation and troubleshooting;
- **"Greenfield" deployment** – bringing up a new building presents an opportunity to optimize the mix of wired and wireless ports from the outset, resulting in smaller closet switches, lower power consumption, and reduced cabling;
- **Network expansion** – newer segments can be designed according to actual usage requirements, avoiding the higher costs of an oversized wired network in favor of a more economical wireless deployment;

Proof Case

After surveying their wired Ethernet ports using StatSeeker monitoring software, a state university system discovered that 40% of patched ports had no usage over a period of 3 months.

During a subsequent closet refresh, the university replaced only 60% of the switch ports, and 90% of closets shrank by at least one edge switch. The IT department was able to buy more than 2,000 802.11n access points with the savings, following which overall network usage went up.

"CIOs should break the status quo and use this upgrade cycle as an opportunity to build networks with wireless as the primary technology."

-"It's the Economy Stupid: Yankee Group's 2009 Predictions"

Network Rightsizing**Can Aruba's adaptive 802.11n bear the load?**

The greatest savings come from shifting a large percentage of users to wireless network access. For this to work, wireless must deliver the same performance as wires, or better. Can Aruba bear the load? In a word: yes.

Aruba's unique Adaptive Radio Management (ARM) 2.0 technology delivers wire-like Quality of Service (QOS) over-the-air at speeds exceeding 100BaseT Ethernet. ARM 2.0 delivers a significantly better reliability than the base 802.11n protocol, by monitoring the RF-environment, automatically optimizing session quality and minimizing the impact of interference. ARM 2.0 reduces Help Desk calls. Independent testing validated that ARM 2.0 can deliver a 212% increase in overall 802.11n throughput.

To protect the integrity of the network, Aruba integrates security features throughout the system architecture. A certified stateful firewall protects every wireless session, while military-grade encryption offers client-to-core protection. Apply granular access and QOS performance priorities based on the identity of the user, device, application, time of day, and location. Integrated security is one reason why Aruba is used at high security government facilities worldwide, and is the only wireless LAN to be certified FIPS, Common Criteria, and DoD compliant.

Enterprises Worldwide Save Money Buying Aruba Products

More than 6,500 of the largest global organizations have chosen Aruba for their wireless LAN solution. Many were spending heavily on wired LAN infrastructure until they discovered the performance and cost benefits of an Aruba wireless solution. Now they can do more with less. Contact your local Aruba representative to find out how.

- Microsoft Corporation
- U.S. Air Force
- Saudi Aramco
- Cornell University
- Sandia National Laboratory
- SAP
- Ohio State University
- American Airlines Center
- NTT Data
- LG CNS
- BNSF Railway
- McCarran Airport
- California State University
- Carnegie Mellon University
- Heathrow Airport

"72% of our employees report they could work without any wired network at all. 70% said wireless saves them at least 5 work hours per week through increased flexibility."
Large software firm

"Through Aruba's integrated services, we save approximately \$3900 per site in reduced equipment needs. Additionally, Aruba brought us into PCI compliance, a savings of around \$500 per site. Multiplied by 1200 sites, first year savings is around \$5.3 million."
National retailer

"After an initial deployment of ~3,000 APs, we have been able to decommission 8,000 switch ports in the closet. As the deployment progresses, that ratio will climb."
Regional healthcare organization



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