

# Managed Network Services

Solution brief

## Wired, wireless, and SD WAN network solutions powered by Verizon & HPE

### Industry issues/trends

The recent pandemic accelerated technology advancements. Today, more employers have adopted remote work environments. Revenue and budget impacts along with the challenge of supporting cloud-hosted applications and IoT on legacy networks have IT teams stretched thin. While companies plan for growth, the demand for resources to keep up with day-to-day operations is slowing down their ability to execute.

Companies are struggling with:

- Lack of visibility or control over performance and security of remote connections
- Internal IT resources consumed with networking troubleshooting instead of strategic initiatives
- Ensuring consistent and high-quality user experience for all cloud-hosted applications
- Mixed IT skill sets
- Access to last-mile service in remote areas

### Key capabilities

- Corporate network extension
- Managed Network Services
- Remote wireless/wireline access
- Public Sector (FedRAMP) network services
- Managed SD Branch

### How Verizon & HPE can help your digital transformation

Many organizations are realizing that acquiring technology-as-a-service can yield benefits across multiple areas. Verizon and HPE help organizations improve their network and application performance, supporting more agile and predictable outcomes without burdening in-house IT resources.

Verizon brings 30+ years of network management experience, a suite of integrated and managed wired, wireless and SD WAN solutions, and network expertise in 5G and multi-edge computing. HPE brings 20+ years of secure wired and Wi-Fi networking technology solutions for Wi-Fi, WAN Edge and environments from small branch to large campus.

Combined, we leverage deep industry and application insight with the latest patented technology advancements to inspire innovation and enable your digital transformation. We also manage complex distributed hybrid work environments to provide secure, AI-driven solutions to deliver a superior quality of service and user experience across your enterprise.

Together, Verizon and HPE help customers boost workforce productivity and support next-generation cloud-hosted business applications using Verizon's Managed Network Services (MNS) leveraging the industry-leading HPE Aruba Networking Edge Services Platform (ESP).

Verizon's MNS can help free your organization's IT resources from routine troubleshooting and maintenance activities and enable them to focus on strategic projects that will move the organization forward.

### Corporate network extension

Verizon's MNS combined with HPE's remote work solution delivers an office-like connectivity experience at remote locations without burdening customer IT resources.

### Managed network services

Verizon's MNS combined with HPE's expertise and purpose-built network hardware, centralized cloud-based AI management of wired, wireless, and WAN networking is a powerful multiplier for consistent, secure high-performance connectivity across the enterprise.

### Remote wireless/wireline access

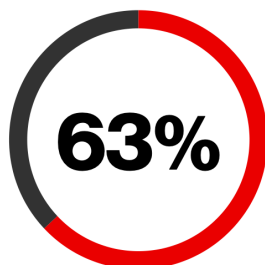
Verizon can extend its MNS to remote areas via 4G/5G connectivity in combination with HPE Aruba Networking hardware and AI-driven cloud management.

### Public Sector (FedRAMP) network services

Verizon's MNS combined with HPE Aruba Networking's ESP, a FedRAMP approved cloud-managed tool, provides consistent secure high-performance connectivity across the customer's organization.

### Secure SD WAN services for cloud-based applications

Verizon's MNS combined with HPE's SD WAN automates the granular steering of apps to the correct destination based on security policies and automation.



of technology industry revenue was sold as a service in 2020, compared to 36% in 2010.

The trend from product to services has evolved over time, with the tipping point occurring in 2013-2014.

Technology & Services Industry Association, financial reports, March 2021

### Verizon/HPE Differentiation

#### Increased business momentum

Verizon's MNS combined with HPE's AI-driven intelligence can proactively identify, troubleshoot, respond and optimize network and application performance in near real-time enabling the best QoS and reliable connectivity.

#### Improved IT efficiency

Verizon's MNS combined with HPE's purpose-built, secure, high-performance network connectivity delivered by Verizon MNS using HPE Aruba Networking ESP enables customers to focus in-house IT resources on strategic initiatives

#### Superior application performance

Verizon's MNS combined with the HPE's granular path steering and security, offer customers best-in-class user experiences for all cloud-based applications.

#### Ease of deployment

Verizon's MNS combined with HPE's plug-and-play network hardware eliminates the need for on-site technicians at small remote sites.

#### Wireless broadband

Verizon's MNS combined with HPE's remote work and cellular-enabled solutions enable business grade wireless broadband services nationwide.

#### Value to clients

- Maximize impact of IT resources
- No upfront cost to get the needed network
- Best-in-class connectivity experience
- Potential to decrease help desk tickets
- Increased business agility
- Support green initiatives with cash back incentive

#### Thought leadership

- HPE sponsored [IDC paper on Network as a Service \(NaaS\)](#)
- [Enterprise Strategy Group \(ESG\): Economic Value of ESP](#)
- [Aruba WAN & Security Transformation white paper](#)



Network details & coverage maps at [vzw.com](http://vzw.com).

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