



The six dimensions of Agile NaaS from HPE Aruba Networking

For what comes next



What Is CapEx and OpEx?

There are different ways of accounting and paying for business expenses—the most common of which are capital expenditures (CapEx) and operating expenses (OpEx). While internal accounting rules may vary, in general, capital expenditures are major purchases that a company makes, which are used over the long term and paid for in one lump sum at time of purchase. Operating expenses, on the other hand, are the day-to-day expenses that a company incurs to keep its business running and paid for as they are incurred.

- Examples of CapEx include physical assets, such as buildings, equipment, machinery, and vehicles.
- Examples of OpEx include employee salaries, rent, utilities, and property taxes.

Network as a service (NaaS) promises to streamline and simplify the delivery of business outcomes, from innovative business models to new customer experiences, increased security, and greater efficiencies, while anticipating unexpected changes in strategy. Depending on their business challenges and priorities, organizations can implement NaaS in many different ways. Agile NaaS from HPE Aruba Networking allows enterprises the flexibility to choose how and when they deploy NaaS based on their unique business objectives.

Here are key decision criteria to consider when choosing your NaaS solution.

Match budgets with costs: Traditionally, network infrastructure has been a one-time capital expenditure. NaaS offers the opportunity to pay a monthly subscription, helping ease tight budgets and introducing more predictability. How the transaction is accounted for, OpEx or CapEx, depends on your planning horizon and accounting rules. Look for a NaaS solution that supports both.

How Agile NaaS can help: Agile NaaS lets you choose between an OpEx or CapEx acquisition approach. Whether you choose an OpEx or CapEx model, you're backed by Hewlett Packard Enterprise.

Deploy flexibly with public cloud or on premises options: The key to any successful network operation is the management software. Many organizations are moving workloads to the public cloud. Others are constrained by governance and security concerns. Choose a NaaS management solution that provides all the modern benefits of a cloud-native architecture but can be deployed either in the cloud or on premises, allowing flexibility in case your future requirements change.

How Agile NaaS can help: HPE Aruba Networking Central, the cloud-native delivery solution for Aruba ESP (Edge Services Platform) can be deployed in the public cloud or on-premises in a virtual private cloud environment—or a combination of both.





Implement operations management that's right for you: Many NaaS offerings force you to outsource operations management. While that might be attractive for organizations that are understaffed or lack key skills, NaaS does not always mean third party management. Many teams are very capable of handling and managing network operations themselves. In either case, choose a NaaS solution that includes a modern network foundation with AI-powered troubleshooting and built-in support for Zero Trust and SASE security to ensure operational success no matter who manages the network.

How Agile NaaS can help: Agile NaaS provides a choice of self-managed or outsourced management that includes both HPE Aruba Networking and partners as a source of third-party help. As a cloud-native single source of visibility and control for wired, wireless, and WAN connectivity, HPE Aruba Networking Central, which is integrated into the HPE GreenLake edge-to-cloud platform, is well-suited for either internal or third-party management. Built-in security and AI-powered operations provide operational leverage for a successful NaaS implementation.

Avoid Total Network Replacements: Refreshing an entire network to move to a NaaS operating model is costly, disruptive, and very challenging. In most cases, NaaS should be incrementally adopted to utilize legacy equipment, avoid business disruptions, and maintain existing organization dynamics. Instead of attempting a forced "lift and shift" total network upgrade, NaaS should fit seamlessly with what you already have in place.

How Agile NaaS can help: HPE Aruba Networking solutions can be installed alongside existing infrastructure and integrate with what's currently in place.

Match capacity with demand: An attractive attribute of NaaS is the opportunity to increase or decrease network capacity based on business needs. Most businesses generally don't need that level of flexibility, but if you have a project that requires the ability to flex capacity up and or down, NaaS supports that as well.

How Agile NaaS can help: Agile NaaS offers flexible contract durations, as well as periodic opportunities to adjust network capacity.





Don't compromise on the network (or security): Mission-critical technology is at the heart of a NaaS solution. No matter which NaaS solution you choose, make sure it is based on mature, proven, and secure network technology. Cheap network components that rely on third-party security appliances put your organization at risk. NaaS solutions should improve your cyber security protection, not compromise it. No matter the claim, NaaS cannot be successful without reliable, scalable hardware backed by mature AI for troubleshooting and optimization and true built-in security.

How Agile NaaS can help: With 17 consecutive years as a Leader in the Gartner® Magic Quadrant™ for Wired and WLAN Access, HPE Aruba Networking has the depth and breadth of products, technologies, and services that are proven to thrive in the most demanding customer environments. Our products are designed for reliability and performance and conform to industry standards such as the Wi-Fi Alliance certifications and Common Criteria with an integrated portfolio of Zero Trust and SASE security solutions.

Take the [NaaS assessment](#) to determine your NaaS profile and find recommendations tailored for you.

Make the right purchase decision.
Contact our presales specialists.



Contact us