

# Why choose Azlan for Aruba Mobile First?

Aruba Mobile First allows businesses to build networks that deliver superb customer connectivity, with the flexibility to support future growth, mobility and IoT.

## Here's why you should choose Azlan to help you identify, develop and deliver Aruba Mobile First opportunities.

### 1 You can use our specialist resources and expertise

Succeed in app development, mobility and collaboration projects, and deliver rich user experiences to employees, customers and visitors.

### 2 You can use our knowledge

Present clear, business-focused solutions – making it easy for customers to meet demands for anytime, anywhere connectivity.

### 3 You can use our in-depth experience across multi-vendor solutions

Overcome typical customer objections and optimise workplace productivity without compromising investments.

### 4 You can use our proven training and education platform, TD Channel Academy

Develop your in-house expertise around Aruba Mobile First solutions.

### 5 You can use our best-practice approach and flexible consumption and finance options

Address budgetary constraints, support business growth and accelerate digital innovation.

## Azlan is perfectly placed to help you develop and deliver Aruba Mobile First solutions, because:

- We deliver substantial expertise across the full HPE and Aruba solutions portfolio, helping to:
  - mitigate business risk.
  - enable a productive workplace by safeguarding mobile access and collaboration.
  - secure data within virtual and cloud environments.
- We're already connected to the huge partner and vendor ecosystem that makes this solution so commercially compelling – enabling partners to plug their niche solutions and services into the bigger picture.
- We are No. 1 and growing, with unmatched capabilities and diverse end-to-end solutions.
- We have an extensive network of **Business Solutions Centres** – helping to bridge the gap between vendor technologies, partner skill sets and end user demands.
- We are focused on driving understanding and knowledge-transfer around different line-of-business personas, as buying decisions broaden outside of the IT remit.
- We recognise that security and network efficiency is at the heart of an integrated, hybrid IT strategy – ensuring our partners have the insight and value-added services needed to support digital transformation initiatives.
- We deliver a comprehensive **partner enablement package** to help grow your Aruba business, from lead generation and social communications, to online learning and licensing.

Talk to your Azlan HPE account manager for more information.

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