Arista CUE for Managed Services Providers

Today, small and medium businesses (SMBs) are more globally dispersed than ever with multiple offices and employees working remotely or in a hybrid model. For these distributed enterprises, having their IT needs managed by in-house teams is expensive and laborious. A smart solution is to farm out a larger portion of the operational IT roles to a service provider. Managed Services Providers (MSPs) are becoming more critical to businesses as they seek to grow and thrive in their respective markets.

These distributed enterprises raise several network challenges such as:

- Limited IT staff
- Larger attack surface
- Mix & match solutions
- Secondary security solutions
- Poor internet connectivity

That makes Arista Cognitive Unified Edge (CUE) perfect for MSPs that manage distributed enterprises. Arista CUE offers a range of solutions that can help MSPs build out their product portfolios or jump into the rapidly growing network security space.

Through Arista's Partner Program, MSPs will have access to solutions, training and support to meet their organization's goals for identifying new customers, driving new business, retaining key accounts and hitting revenue targets.

| Arista Authorized Partner Benefits	
Opportunity Registration*	Yes
Channel Discount Schedule	Level-Dependent
MDF*	Yes
SPIF Eligibility*	Yes
NFR Discounts	Yes
Partner Exchange	Yes
Self-serve Training via Learning Center	Yes
Service Delivery Bootcamps	Fee-based
Partner Portal Access	Yes
Co-branded Collateral	Yes

Arista CUE Products for MSPs

Arista's CUE solution redefines commercial enterprise networks with enhanced Edge Threat Management security and connectivity, flexible PoE switching, and Wi-Fi 6 offerings. CUE opens up new markets and revenue opportunities for partners to transition accounts from legacy box-by-box deployments to Arista's Edge as a Service offering.
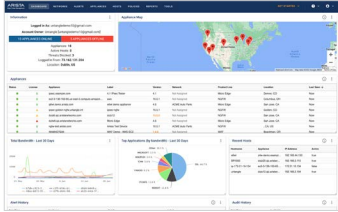
Centralized Cloud Based Management

Centralized management is key for MSPs to be able to efficiently manage multiple networks remotely. All CUE products can be remotely deployed and managed providing network administrators the tools required to ensure that the network is running flawlessly, pre-empt issues that could degrade user experience, test the network on demand and remediate any network issues.
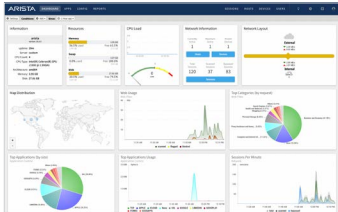
NG Firewall

NG Firewall simplifies network security with a single, modular, software platform that provides a browser-based, responsive and intuitive interface enabling you to quickly gain visibility into the traffic on your network. NG Firewall delivers a comprehensive, enterprise-grade network security platform including content filtering, advanced threat protection, VPN connectivity, application-based shaping for bandwidth optimization.
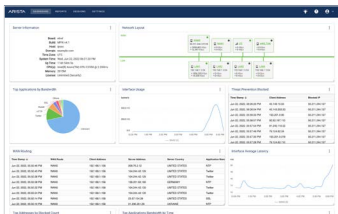
Micro Edge

Micro Edge with advanced routing capabilities and WAN Optimization, provides the ability for businesses to build a comprehensive, secure network at a fraction of the cost of enterprise solutions. Micro Edge provides interoffice connectivity, optimizes the internet over existing infrastructure, and prioritizes business critical applications to maximize employee productivity.

Compact PoE Edge Switch Series

Small to medium size offices require one or several switches that can be deployed flexibly based upon many building limitations where there are no equipment closets. These smaller offices often require power distribution from these small form factor switches for connecting their access points, phones, IoT devices, IP cameras, and building controllers. As these switches form the core of small offices, they must be secure, manageable, easy to install and smart on how they distribute power to the edge devices.

Wi-Fi Access Points

Arista's enterprise class access points have multi-radio offerings for ensuring the best floor coverage, best intrusion protection, zero touch deployment, auto RF re-tuning, cloud manageability, and integrated wired/wireless CV CUE operations management. This product line is based on a controlless architecture, where management data is managed centrally, yet the data and control planes are local, ensuring no single points of failure.

Adding Arista CUE to your product portfolio can increase your revenue stream and improve your client relationships. Sign up to be a partner today at: www.arista.com/en/partner/partner-program
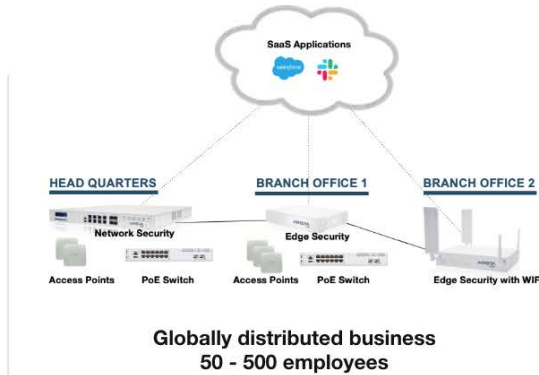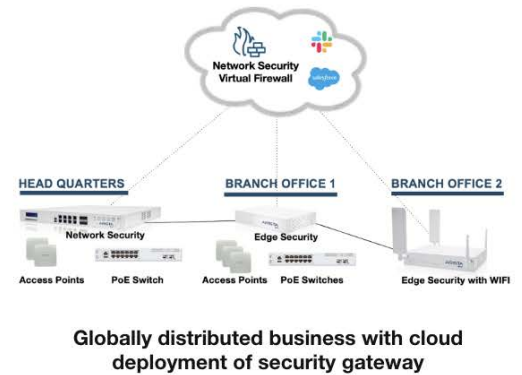
Arista CUE Use Case Examples

Single Site
SaaS Applications
Network Security
Access Points   PoE Switch
25 to 100 employees

Distributed Branch
SaaS Applications
HEAD QUARTERS   BRANCH OFFICE 1   BRANCH OFFICE 2
Network Security   Edge Security
Access Points   PoE Switch   Access Points   PoE Switch   Edge Security with WIFI
Globally distributed business
50 - 500 employees

Distributed Cloud
Network Security Virtual Firewall
HEAD QUARTERS   BRANCH OFFICE 1   BRANCH OFFICE 2
Network Security   Edge Security
Access Points   PoE Switch   Access Points   PoE Switches   Edge Security with WIFI
Globally distributed business with cloud
deployment of security gateway

Partner Case Study

Abussi

Webiste: https://www.abussi.co.uk

Location: Birmingham, U.K.

Industry: IT support

Challenges:

- Clients often have no network security in place

- Needed low-cost solution for small businesses

- Way to easily manage multiple clients remotely

Results:

- Complete visibility, control and protection of the network

- Utilize own hardware to save money

- All-in-one, cost-effective solution for clients

- Remotely manage clients from any browser

"NG Firewall reports are one of the best I've ever seen from a technology company. We can easily pull any type of report a client requests and drill-down into the details to find out what's really happening on the network."

– Craig Sharp, Owner | Abussi

Partner Case Study

Carolina Business Equipment

Webiste: https://www.cbesc.com/

Location: South Carolina

Industry: Print solutions and managed IT services

Challenges:

- Wanted to provide managed IT services to SMB customers

- Current firewall solution very costly and not user-friendly

- Most customers have no IT solution in place

Results:

- Utilize free version first, then upgrade for more functionality, security and control

- Ability to get customer sites up and running in 1 day

- Wide array of security, connectivity and policy features to fit various industries

> "NG Firewall's flexible software solution allows us to install the product on our own hardware so we can brand and sell the solution as our own. Integrating IT managed security services into our print business was a strategic and profitable move for CBE. With only 200 of our 4,000 customers utilizing our IT services, we've added $2 million to our revenue. As our IT services branch continues to grow, we look forward to being able to provide more customers with the peace of mind that their networks are protected."
>
> **– John Eckstrom, President & Owner | IT Manager, Genesis Physicians Group**

Partner Endorsements

Axe Creatives
Anthony Catanzaro
Sales Engineer

> *"Reliable and high performing hardware, excellent and easy to use software, and an amazing team of sales and support people. AXE Creatives, Inc. has standardized on Arista for all firewall deployments!"*

Dynamic Alliance
Brian Mayo
Sales Engineer

> *"We love the flexibility Arista gives us in creating more complex networks. We can install it on hardware of choice, with as many ETH interfaces as we want, which allows us to get very creative in our networks, as well as scaling performance as needed. Hard to find that feature in other UTMs."*

Definitive Computer Solutions, LLC
Dominic Eachus
President/CEO

> *"Definitive Computer Solutions has been using Arita NG Firewall for many years. We have been deploying it as our go to Edge device due to its in depth and easy to use reporting features which reduces our techs time in diagnosing clients network issues. We love the comprehensive list of included features like Threat Prevention, Web Filter and WireGuard and their easy-to-use interface. We have not found a product that includes such a detailed and in-depth reporting module paired with the long list of included security features in an easy to use and manage interface."*

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