

May 22, 2015

HP Completes its Acquisition of Aruba Networks

Business As Usual for Aruba Customer

Dear Aruba Customer,

On May 19, 2015, HP closed its acquisition of Aruba Networks. With the close of this transaction, Aruba is now a fully owned subsidiary of HP and Dominic Orr, former Chief Executive Officer of Aruba, is the SVP and General Manager of the combined Aruba and HP Networking business within HP's Enterprise Group organization.

Together, HP and Aruba will offer a complementary portfolio of leading enterprise mobility solutions. Aruba's best-of-breed WLAN infrastructure and policy management, along with our enterprise mobility solutions, complement HP's strong footprint in wired LAN and robust switching portfolio.

Combining complementary product portfolios and go-to-market approaches will accelerate revenue growth for the combined Aruba and HP Networking business, and create a clear market leader in the rapidly growing \$18 billion networking and security market.

HP is committed to retain Aruba's strong brand and leverage our well-differentiated product architecture. HP also recognizes the value and importance of Aruba's partners – your networking and mobility expertise and the investment you have made in Aruba's partner program. Both companies are committed to continue Aruba's PartnerEdge program for Aruba-branded products and do not anticipate any change at least until November 2016.

It will be business as usual for Aruba partners and there will be no change to how you do business with Aruba – your Aruba channel account manager remains the same and all other Aruba contacts, including our Partner relationships and business processes remain unchanged as well.

Because we will continue to run Aruba's PartnerEdge and HP's PartnerOne programs separately, any partner that wants to get access to the full joint product portfolio is encouraged to apply for the other program, pass standard qualifying program criteria, and receive the respective program benefits.