Array Networks Announces New Program and Platform Aimed at Helping VARs and MSPs Reap the Benefits of Offering Virtualized Networking and Security Services

Array's "ASAP Partner Program" features financial, technical and business development resources to accelerate VAR transition to managed services, and MSP development of new revenue-generating services

Milpitas, CA – Oct. 16, 2018 – Array Networks Inc., the network functions platform company, today announced a new program to assist Value-Added Resellers (VARs) and Managed Service Providers (MSPs) in transitioning to new hyperconverged platforms for virtual networking and security services. The program includes a comprehensive package of financial, technical and business development resources to help smooth migration from legacy networking and security appliances to new, agile and lock-free network functions platforms.

Dubbed ASAP, the program addresses the challenges faced by VARs and MSPs as their respective markets become ever more competitive and profit margins erode. For VARs, the IT world is shifting away from physical appliances as customers seek flexibility and agility. As a result, many VARs have begun to evolve to offer managed services with recurring, repeatable and forecastable revenues. MSPs, in turn, strive to differentiate their offerings in order to compete, add value to service offerings through service-level agreements (SLAs) and keep overhead as low as possible through data center consolidation.

"Array has enabled us to create new service offerings specifically tailored to our customers' individual needs," said Deney Dentel, president and CEO of Nordisk Systems, Inc. "For example, Array enables us to not only offer their own security and networking virtual appliances, but those from a broad variety of third-party vendors, including Fortinet and others, with performance thresholds that compete with dedicated hardware appliances. We simply cannot replicate that combination of flexibility, functionality, and performance with any other platform."

Array's AVX Series Network Functions Platforms address the challenges of both VARs and MSPs through hyperconverged platforms that offer the agility of virtual appliances with the performance of dedicated appliances. Each platform supports multiple instances of Array or third-party networking and security functions. VARs can develop new best-of-breed security and networking packages to differentiate their offerings while consolidating multiple discreet appliances into just one or two rack units; end-customers benefit from reduced rack space, power, cooling and cabling requirements.

For MSPs as well as VARs making the transition to managed service offerings, Array's network functions platforms provide the ability to differentiate offerings through best-of-breed instances, and to service-

chain security functions for greater efficacy. With guaranteed performance per instance, lucrative service-level agreements can be offered with confidence. And data center consolidation can become a reality to hold the line on costs.

The ASAP program includes an aggressive three-year operating lease-to-own program with options for monthly or quarterly payments. In addition, technical training and support are included in the operating lease, and integration assistance is provided. Array also offers joint marketing and sales campaigns to further round out the ASAP program.

"In order to compete effectively in today's market, VARs and MSPs must break free from the status quo, and the AVX Series has proved highly effective in helping our customers achieve that goal," said Mike Stewart, director of Array's AVX technology team. "In one ASAP example scenario for a simple load-balancing-as-a-service offering, with just 16 customers on a single AVX platform, net revenues could reach nearly a million dollars over the three-year lease term."

The ASAP program is currently available only in North America. Availability in other geographic areas is planned.

About Array Networks
Array Networks, the network functions platform company, solves performance and complexity challenges for businesses moving toward virtualized networking, security and application delivery. Headquartered in Silicon Valley, Array addresses the growing market demand for Network Functions Virtualization (NFV), cloud computing, and software-centric networking. Proven at more than 5,000 worldwide customer deployments, Array is recognized by leading analysts, enterprises, service providers and partners for pioneering next-generation technology that delivers agility at scale. To learn more, visit: www.arraynetworks.com.

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