



## PRESS RELEASE

### ARUBA NETWORKS POSITIONED IN LEADERS QUADRANT IN NEWEST MAGIC QUADRANT FOR WIRELESS LAN INFRASTRUCTURE

News Caps A Year Of Steady Growth

**SUNNYVALE, CA, February 17, 2010** – Aruba Networks, Inc. (NASDAQ: ARUN), a global leader in 802.11n wireless LANs and secure mobility solutions, today announced that it has again been positioned in the “Leaders” quadrant in Gartner's 2009 “Magic Quadrant for Wireless LAN Infrastructure” report.

“Magic Quadrants evaluate vendors based on the completeness of their vision and their ability to execute, and we’re delighted to receive this recognition from Gartner,” said Dominic Orr, Aruba’s president and CEO. “2009 saw the release of such innovative products as our value leading AP-105 802.11n Access Point, AirWave OnDemand cloud-based multi-vendor network management, and the Best of Interop 2009 award-winning Virtual Branch Networking solution. We also grew our market share, widened the distance to our next closest competitor, and added roughly 600 new customers per quarter. These are major accomplishments, especially since they occurred in the midst of an economic downturn.”

The report notes that “A vendor in the Leaders quadrant will have demonstrated an ability to fulfill a broad variety of customer requirements, provide an end-to-end infrastructure-based solution and have financial viability to continue that support beyond a single installation. Leaders should have demonstrated an ability to shape the market, maintain strong relationships with their channels and customers, and have no obvious gaps within the product portfolio.”

Aruba’s centralized wireless LAN architecture delivers switch-like performance while also lowering IT operating expenses by simplifying network set-up, expansion, and updates. Whether managing a single campus or a multi-national enterprise, the centralized architecture delivers exceptional performance yet requires minimal IT staff overhead to manage.

To ensure a good user experience, even in the presence of other nearby or legacy Wi-Fi networks, Aruba’s Adaptive Radio Management (ARM) technology uses infrastructure-based controls to optimize the real-time performance of Wi-Fi devices. By controlling how Wi-Fi devices interact, ARM ensures that data, voice, and video applications have sufficient network resources, including airtime, to operate properly. The benefits of using ARM are especially noticeable in high-density deployments like urban locations, sports arenas, trading floors, classrooms, and lecture halls.

While Aruba is best known as a supplier of adaptive 802.11n wireless LANs, other products include a wide range of branch office and teleworker solutions, security products, and both server and cloud-based multi-vendor network management platforms. Taken together these products yield operational benefits across the enterprise because they address so many costly pain points.

“We can significantly lower operating expenses using a tool set drawn from our deep line-up of seamlessly integrated Wi-Fi, security, branch office, and management solutions,” continued Orr. “Most of our competitors either lack comparable tools or the cost of integrating their tools is so high as to be non-competitive. We believe our positioning in the

Magic Quadrant recognizes Aruba's competitive advantages and the cost-containment and productivity-enhancement benefits we bring to the table."

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### **About Aruba Networks**

People move. Networks must follow. Aruba securely delivers networks to users, wherever they work or roam, using a combination of award-winning solutions:

- Adaptive 802.11n Wi-Fi networks optimize themselves to ensure that users are always within reach of mission-critical information. Rightsizing expensive wired LANs by replacing them with high-speed 802.11n Wi-Fi reduces both capital and operating expenses;
- Identity-based security assigns access policies to users, enforcing those policies whenever and wherever a network is accessed;
- Remote networking solutions for branch offices, fixed telecommuters, and satellite facilities ensures uninterrupted remote access to applications;
- Multi-vendor network management provides a single point of control while managing both legacy and new wireless networks from Aruba and its competitors.

The cost, convenience, and security benefits of our secure mobility solutions are fundamentally changing how and where we work. Listed on the NASDAQ and Russell 2000® Index, Aruba is based in Sunnyvale, California, and has operations throughout the Americas, Europe, Middle East, and Asia Pacific regions. To learn more, visit Aruba at <http://www.arubanetworks.com>. For real-time news updates follow Aruba on [Twitter](#), [Facebook](#), or the [Green Island News Blog](#).

### **About the Magic Quadrant**

The Magic Quadrant is copyrighted 2010 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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