



NCR and Aruba Networks Sign Global Services Agreement, Greatly Expanding Support for Aruba Customers and Resellers

May 21, 2012 at 9:00 AM EDT

Aruba resellers with multinational customers can now leverage NCR globally to extend their market reach, reduce costs and increase customer loyalty

DULUTH, Ga.--(BUSINESS WIRE)--May. 21, 2012-- NCR Corporation (NYSE: NCR) and Aruba Networks, Inc. (NASDAQ: ARUN) today announced a global agreement that enables NCR to provide Aruba support services to Aruba resellers as part of its managed services agreements with its core customer segments, including service providers and telecommunications carriers.

The agreement builds on NCR's existing Aruba ServiceEdge partner status, where NCR provides Aruba deployment services, to now authorize NCR to deliver a full range of wireless networking services to Aruba channel partners, ranging from planning and design to site surveys, installation, and moves, adds and changes. This relationship also benefits Aruba channel partners seeking to extend their service coverage globally to secure multinational contracts or wanting to add global service capabilities cost-effectively.

"We're moving to a mobile-centric world, spurring massive demand for wireless networks," commented Nadine Routhier, vice president of NCR Telecom & Technology. "We're delighted to help Aruba channel partners grow their businesses and capitalize on the market opportunities that this presents by making our world class and cost-effective Wi-Fi services infrastructure and professionals available to them on a global basis."

"NCR is a strong global service partner with the necessary depth, breadth and scale of expertise that our partners need to help scale their businesses," said Peter Cellarius, vice president of business development and partnerships at Aruba Networks. "This agreement will enable Aruba channel partners to provide ongoing onsite and remote service support for Aruba's MOVE architecture and associated solutions. We are delighted to be working together."

There is currently a high level of global demand for knowledgeable WLAN service engineers and test lab facilities. This is being driven by an increased use of wireless laptop, tablet and smartphone devices and 802.11 a/b/g/n networks. NCR's highly-trained and Aruba-certified engineers are experienced in managing large, complex deployments, partnering seamlessly with partners to serve large enterprises. NCR has provisioned more than 200,000 Wi-Fi hotspots globally on behalf of telecom companies, OEMs and system integrators, delivering exceptionally high levels of performance, security and availability.

Approximately 13,000 highly-skilled NCR service professionals manage nearly 11 million service actions annually worldwide. NCR is a strategic service provider to the world's top networking OEMs, as well as to over 40 telecom companies – including eight of the global top 10.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a global technology company leading how the world connects, interacts and transacts with business. NCR's assisted- and self-service solutions and comprehensive support services address the needs of retail, financial, travel, hospitality, entertainment, gaming, public sector, telecom carrier and equipment organizations in more than 100 countries. NCR (www.ncr.com) is headquartered in Duluth, Georgia.

Follow us on Twitter: @NCRCorporation, @careersatncr

Like us on Facebook: <http://www.facebook.com/ncrcorp>

Connect with us on LinkedIn: <http://linkd.in/ncrgroup>

Watch us on YouTube: www.youtube.com/user/ncrcorporation

About Aruba Networks, Inc.

Aruba Networks is a leading provider of next-generation network access solutions for the mobile enterprise. The company's Mobile Virtual Enterprise (MOVE) architecture unifies wired and wireless network infrastructures into one seamless access solution for corporate headquarters, mobile business professionals, remote workers and guests. This unified approach to access networks dramatically improves productivity and lowers capital and operational costs.

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](#) and [Facebook](#).

Aruba Networks' trademarks include the design mark for AirWave, Aruba Networks®, Aruba Wireless Networks®, the registered Aruba the Mobile Edge Company logo, the registered AirWave logo, Aruba Mobility Management System®, Mobile Edge Architecture®, People Move. Networks Must Follow®, RFPProtect®, Green Island®. All rights reserved. All other trademarks are the property of their respective owners.

NCR is a trademark of NCR Corporation in the United States and other countries.

Source: NCR Corporation

NCR Corporation
Cameron Smith, +1-770-623-7998
cameron.smith@ncr.com

or

Aruba Networks
Dayle Hall, +1-408-754-8059
dhall@arubanetworks.com