

Selling into state and local government accounts

with HPE Networking

Differentiator #1

Modernize Network Operations

Industry challenge

IT teams support many agencies or citizen services, have limited staff, aging infrastructure, and siloed tools - which slows response and remediation and increases operating cost.

Our difference

AI-driven network operations unify visibility, automation, and governance across wired, wireless, WAN, and cloud environments.

Value for IT, agencies & citizens

Simplify operations, speed response and issue resolution, fewer service disruptions, lower operating costs, and assured delivery of government services.

Hero Network Solutions

- Aruba Networking Central
- Mist AI & Marvis VNA
- Edge to Core AI-enabled networking

Differentiator #2

Enhanced Citizen & Staff Experiences

Industry challenge

Citizens and staff expect always-on experiences in public facilities; network-related issues directly impact services and staff productivity.

Our difference

AI-driven assurances proactively detect and resolve issues before they disrupt connected staff and citizen services.

Value for citizens & staff

Consistent access to digital services, improved staff productivity, and assured experiences in public spaces.

Hero products & solutions

- Mist AI (Assurances)
- Aruba Networking Central
- UXI Digital Experience Monitoring

Differentiator #3

AI-Enabled Security & Resilience

Industry challenge

Government networks must secure staff, contractors, citizens, and IoT connections with Zero Trust architectures and resilience.

Our difference

Security is built into the network with AI-driven threat detection, identity-based access, and automated policy enforcement.

Value for citizen & staff

Reduced cyber risk, secured access to services, and improved continuity for essential government operations.

Hero products & solutions

- Secure AI-Native Edge/SASE
- ClearPass Policy Manager
- Connected Security
- Mist Network Access Control

Differentiator #4

Enable Innovation with Location Services

Industry Challenge

Agency demand for location services is increasing to improve safety, track assets, and enable navigation, without deploying bolt-on solutions.

Our Difference

Built-in location services turn the network into an innovation platform with real-time location intelligence and analytics.

Value for citizens & staff

Seamless navigation in government facilities, improve safety workflows, track assets, and optimize the use of spaces.

Hero products & solutions

- Mist AI Location Services & Premium Analytics
- Aruba Networking Location Services

Security & Compliance	Efficiency & Automation	Experience & Personalization	Cost Reduction	Competitive Displacement
CIO, CISO, Chief Privacy Officer, Public Safety IT Director, Health Services Security Director, Risk & Compliance Officer	Central IT Director, Director of Infrastructure/Network Operations, CTO, Operations Manager (Central IT/Shared Services)	Deputy CIO/Digital Services Leaders, Director of Citizen Services, Facilities and Operations Director, Agency IT Directors (Courts, DMV, Libraries, Public Safety)	CFO/Budget Director, Finance & Procurement Leaders, CIO/IT Director, Grants & Funding Managers	CIO/CTO, Enterprise Architects, Central IT Leadership, Modernization Stakeholders
Conversation Starter	Conversation Starter	Conversation Starter	Conversation Starter	Conversation Starter
“State and local agencies are balancing modernization with strict security and compliance requirements (e.g., GovRAMP, CJIS, HIPAA, FISMA). Where are you seeing the most risk today, remote access, IoT, SaaS cloud, or cross-agency visibility?”	“With limited IT staff supporting many agencies, what slows your team down most today: troubleshooting, onboarding, or managing disconnected tools?”	“Citizens and staff expect reliable, always-on connectivity in government facilities. What issues impact access to applications and government services?”	“With budgets under pressure, are you focused more on reducing operating costs or minimizing the risk and cost of downtime?”	“Many governments are moving away from legacy point solutions to a modernization strategy. How fragmented is your network environment today?”
Key Points to Land	Key Points to Land	Key Points to Land	Key Points to Land	Key Points to Land
<ul style="list-style-type: none"> - Reduce cyber risk with Zero Trust security with identity-based access and segmentation - Simplify CJIS, HIPAA, and FISMA compliance with built-in visibility and policy enforcement - Mist AI is GovRAMP authorized at Moderate Impact 	<ul style="list-style-type: none"> - Support many agencies efficiently with limited staff using AI-driven automation - Reduce MTTR and tickets through proactive AIOps and self-healing operations - Centralize visibility across wired, wireless, WAN, and cloud 	<ul style="list-style-type: none"> - Deliver reliable connectivity in public facilities with service level experience (SLEs) - Proactively prevent disruptions with AI-driven experience monitoring - Improve the productivity of staff and the service experience for citizens in government places 	<ul style="list-style-type: none"> - Lower OPEX by reducing troubleshooting, truck rolls, and tool sprawl - Accelerate ROI and improve TCO through automation and platform consolidation - Enable predictable budgeting with flexible consumption options 	<ul style="list-style-type: none"> - Remove data silos created by legacy point solutions - Evolve to a modernized network architecture across agencies - Elevate the value of Central IT with simplified operations, visibility to actionable results, anomalies, and predictive analytics

HPE Networking Tie-In	HPE Networking Tie-In	HPE Networking Tie-In	HPE Networking Tie-In	HPE Networking Tie-In
Zero Trust with Identity-based access enables secure, auditable access across all environments.	AIOps unify operations and proactively resolve issues, enabling Central IT to scale without adding headcount.	AI-driven assurance and experience monitoring detect and resolve issues before users are impacted.	Centralized operations and flexible consumption models deliver predictable costs and faster time to value.	A unified, AI-native platform simplifies operations and supports long-term Central IT modernization.
What to Listen For / How to Respond	What to Listen For / How to Respond	What to Listen For / How to Respond	What to Listen For / How to Respond	What to Listen For / How to Respond
If you hear: "We already have security tools."	If you hear: "Our team is stretched thin."	If you hear: "The network looks fine, but users still complain."	If you hear: "We need to reduce IT spending."	If you hear: "We're using [Competitor]."
Say: "We enforce consistent Zero Trust and compliance directly in the network across agencies and locations."	Say: "We can automate troubleshooting and reduce manual tickets by up to 90%."	Say: "User-level insight reveals issues dashboards alone can't."	Say: "Automation and consolidation lower operating costs while improving reliability."	Say: "Many agencies are consolidating for better efficiency and support. Let's discuss what that could look like for you."
Objection Handling	Objection Handling	Objection Handling	Objection Handling	Objection Handling
Objection: "We already have a security solution."	Objection: "Automation sounds risky for our operations."	Objection: "We don't have resources to act on experience data."	Objection: "We're concerned about upfront investment."	Objection: "Switching platforms sounds disruptive."
Response: "Many agencies do. HPE Networking embeds identity and policy, reducing tool sprawl while lowering cost and risk."	Response: "AIOps assists your team with insights and recommendations while keeping IT fully in control and accountable."	Response: "Our tools surface actionable insights without requiring additional staff or data science expertise."	Response: "Phased deployments and flexible consumption options help align modernization to budget and procurement constraints."	Response: "Many agencies start alongside existing platforms and modernize incrementally without disruption or forced replacement."