

## **PARTNER QUOTE SHEET – EOS+**

### **A10 Networks**

“EOS+ provides the networking APIs enabling A10’s application networking, load balancing and Network DDoS protection to leverage Arista’s industry leading networking solutions to accelerate and secure data center applications for enterprises, service providers and hyperscale web providers.” --Raj Jalan, CTO, A10 Networks.

### **Ansible**

“The integration of Arista’s EOS+ Platform with Ansible removes complexity from the configuration of network devices and services and drives down operational expenses in today’s on-demand data centers.” --Saïd Ziouani, CEO, Ansible.

### **Aruba Networks**

“The exponential growth in mobile device usage and bandwidth intensive applications are driving massive network demands from the access layer through the data center. This makes it more important than ever for cloud computing environments to be open, highly programmable and tightly integrated with context around mobile users, applications and security. The introduction of Arista’s EOS+ allows Aruba Networks to develop advanced integration between our mobility and Arista’s software-driven cloud networking solutions resulting in rapid deployments of powerful and cost efficient network infrastructures.” --Keerti Melkote, CTO, Aruba Networks.

### **Cloudera**

“Scale-out big data solutions like a Cloudera enterprise data hub can place enormous demands on the network. Arista has long been a leader in delivering the performance and throughput that our customers demand. The EOS+ platform offers the control and monitoring services that are crucial in the enterprise. The EOS+ API simplifies integration with existing infrastructure, which is great news for our shared customers.” --Mike Olson, Founder and Chief Strategy Officer, Cloudera.

### **Nuage Networks**

“Together, Arista and Nuage Networks are enabling next generation software-defined data centers driven by our customers’ affinity for best-of-breed technologies and multi-vendor environments. By providing integrated solutions using standards based interfaces offered by the EOS+ platform and Nuage Networks VSP, customers are free from lock-in and can adapt easily to their evolving business needs.” --Sunil Khandekar, CEO, Nuage Networks.

### **Palo Alto Networks**

“To optimize productivity and cost-savings of software defined cloud deployments while protecting against sophisticated cyber threats, customers are looking for next-generation security ‘baked in’ to their cloud computing environments. The combination of the Palo Alto

Networks enterprise security platform and Arista's EOS+ platform marry security policies and cloud network infrastructure while delivering the scale and performance required for today's highly dynamic data centers." --Chad Kinzelberg, SVP, Business and Corporate Development, Palo Alto Networks.

### **Puppet Labs**

"Arista's EOS+ platform and Puppet Labs software accelerate application delivery by automating the provisioning and configuration of network resources. Together with Arista we're able to extend the benefits of automation, enabling our joint customers to move faster with fewer errors." --Nigel Kersten, CIO, Puppet Labs.

### **Pure Storage**

"Organizations are searching for innovative ways to unlock the business value of strategic technology investments in mission critical applications today. Those who partner with best in class companies like Pure Storage and Arista Networks can accelerate their businesses with simplicity, dramatically improved performance and lower total cost of ownership. The interoperability of Pure Storage's low latency, high throughput all-flash array combined with Arista's new highly programmable EOS+ platform and high performance switching technologies is a winning combination. Benefits extend across a customer's application stack, and into their storage layer and networking fabric, empowering them with a next generation, end to end, fully orchestrated, automated and simplified data center." --David Hatfield, President, Pure Storage.

### **Red Hat**

"Arista has been a key partner in the Red Hat OpenStack technology ecosystem and has worked with Red Hat to certify their network platform products for use with Red Hat Enterprise Linux OpenStack Platform. This collaborative approach of engineering, testing and certification between our two companies allows our customers to confidently to deploy next-generation private or public clouds. Red Hat and our partners, like Arista, create a 'better together' solution for customers and deliver market-leading performance, scalability, and security." --Mike Werner, Senior Director, Global Technology Ecosystems, Red Hat.

### **Splunk**

"The Arista Network Telemetry App for Splunk Enterprise delivers critical network insights to Splunk software deployments, enabling our joint customers to optimize application performance and gain critical insights from network, virtualization, OS, and other elements of their data center infrastructure. Using the Arista app in Splunk Enterprise, IT professionals are able to quickly navigate to root causes of application performance degradations and proactively optimize network capacity, avoiding unnecessary costs associated with over provisioning." --Colin Savage, VP, Business Development, Splunk.

### **VMTurbo**

"The EOS+ platform, in particular vEOS, supported VMTurbo in rapidly developing a joint solution that further assures virtualized workload performance while maximizing the efficiency of

the network infrastructure. The combination of Arista EOS+ and VMTurbo enables the fastest networks with near-zero latency, allowing people to realize the immense potential of software-defined networking in the software-defined universe.” --Ben Nye, CEO, VMTurbo.

### **VMware**

“Today more than ever, customers are empowered with software-defined technologies from leaders such as VMware and Arista Networks to gain the agility they need to respond to market opportunities and a rapidly changing business environment. Through interoperability between our portfolio of software-defined data center offerings and the new Arista EOS+ platform, our mutual customers can move forward with confidence to achieve their IT goals of an on demand, secure, and highly available data center that drives higher efficiencies and lowers costs.” -- Sanjay Katal, VP, Global Strategic Alliances & OEMs, VMware.

### **Zscaler**

“The EOS+ platform delivers a unique set of APIs that our customers can leverage for faster provisioning of the Zscaler security platform and automated detection and remediation of security threats, making it vastly easier to manage policy changes and administer security throughout a globally distributed network.” --Punit Minocha, Vice President, Business Development, Zscaler.