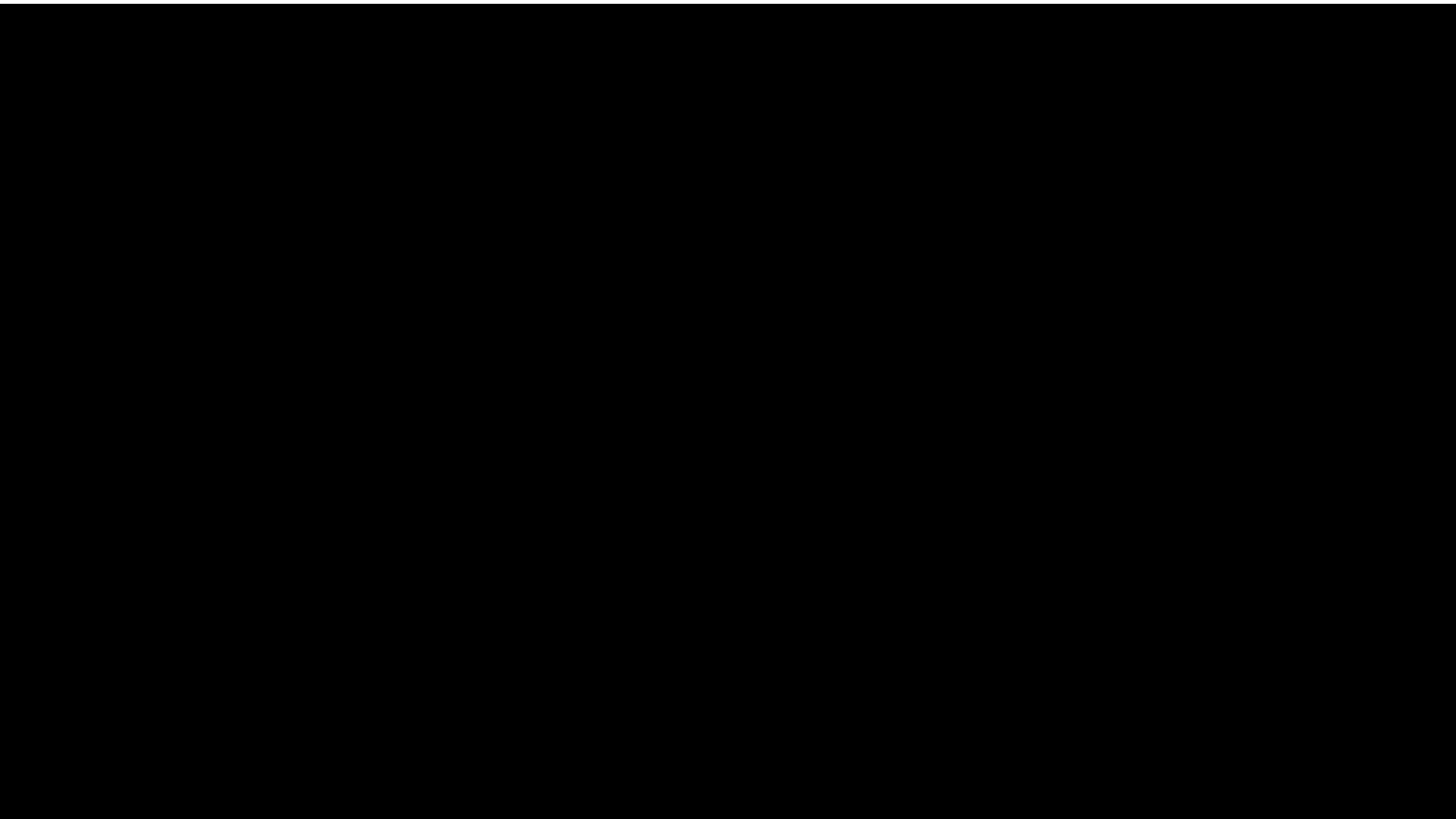


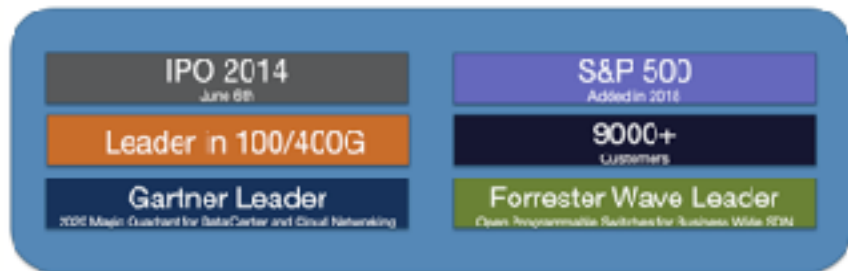


From Chaos to Control: Arista EOS and the Security of Simplicity

Marcin Scieslicki
Regional Channel Manager



About Arista Networks



Cloud Networking –

75M+ ports shipped

\$~100B Market Cap

22% Market Share, **#1** in 100G & 400G
with >40% global market share

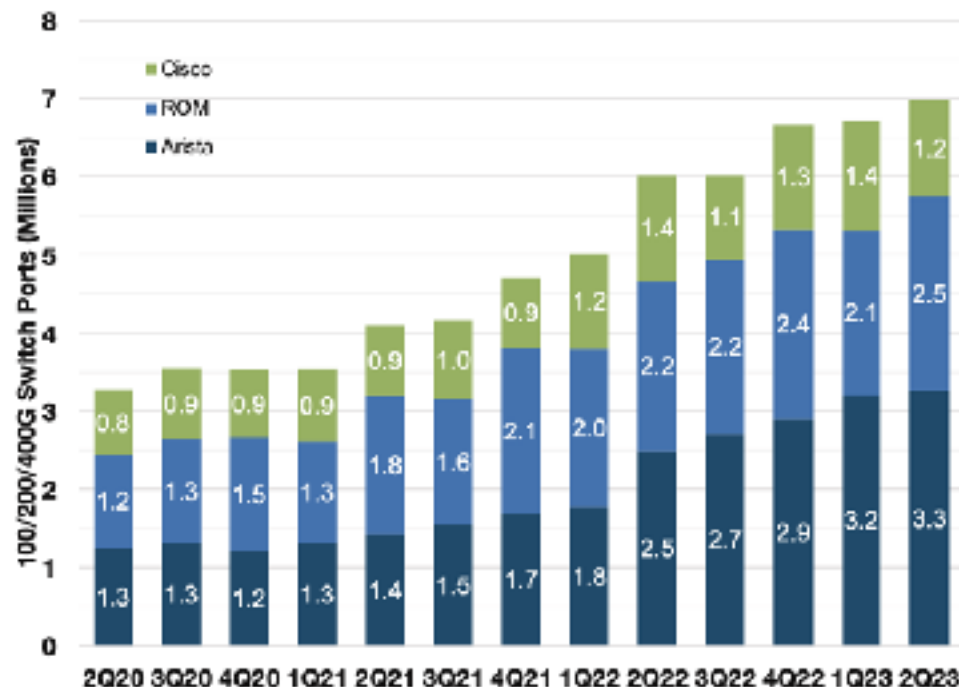
9000+ customers

1 Operating Systems, same image all
platforms

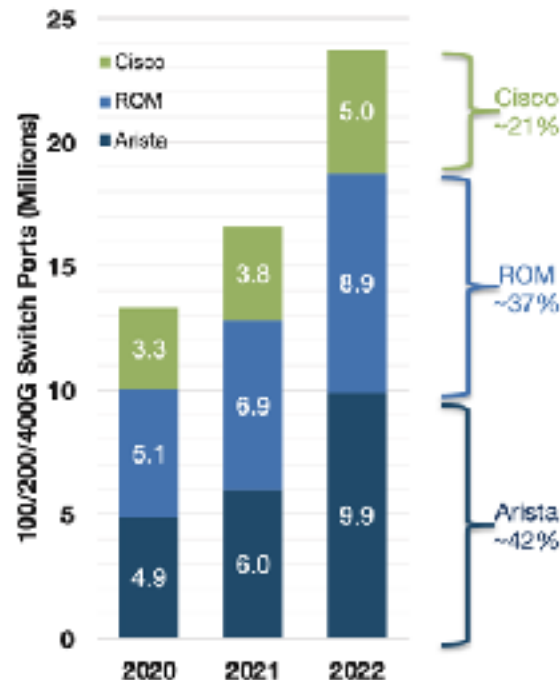
Leader by Analysts- Gartner 2015-2020
DC leader, **Fastest** growing tech company

Arista's Market Leadership in 100G/200G/400G

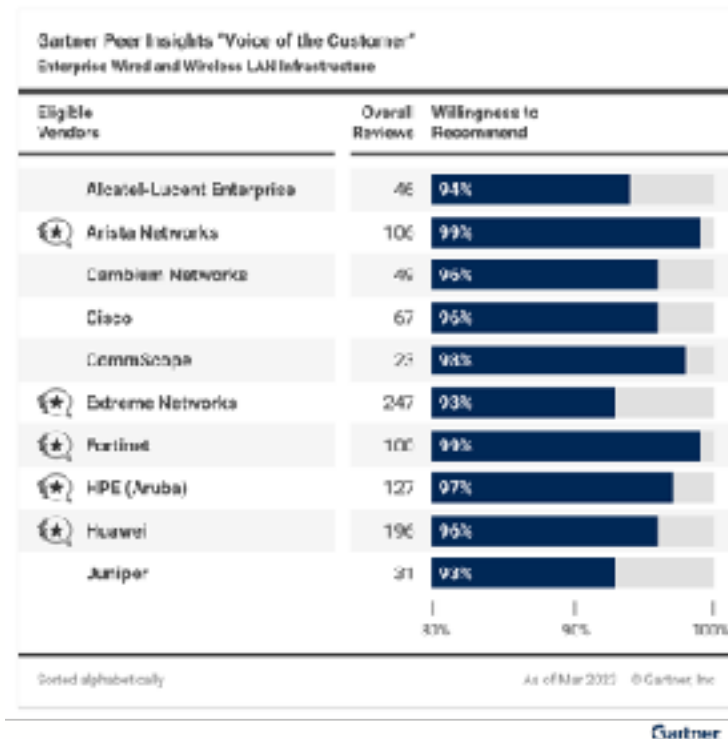
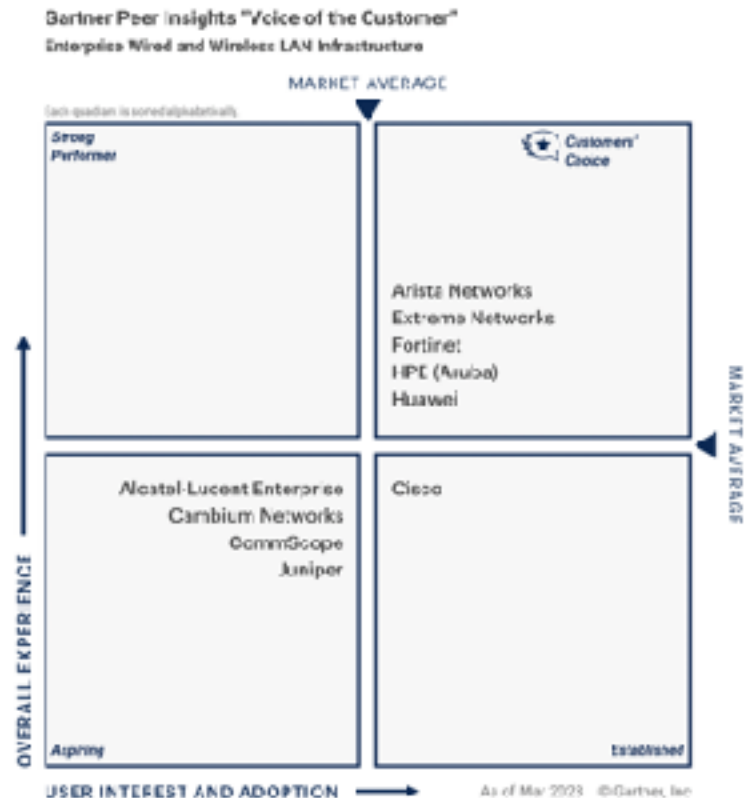
Data Center High Speed Ethernet Port Analysis



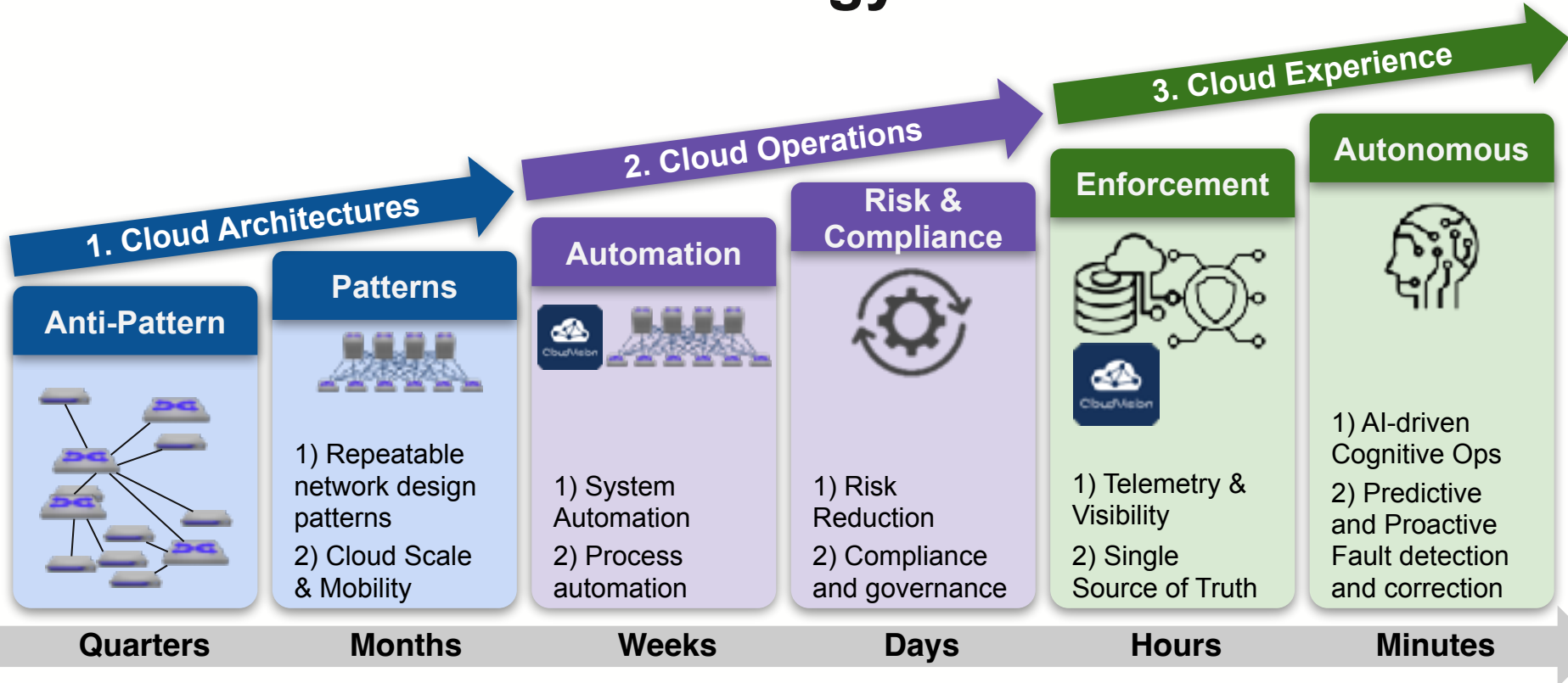
Source: Grehan Ethernet Switch Data Center Total Vendor Tables – 2Q'23



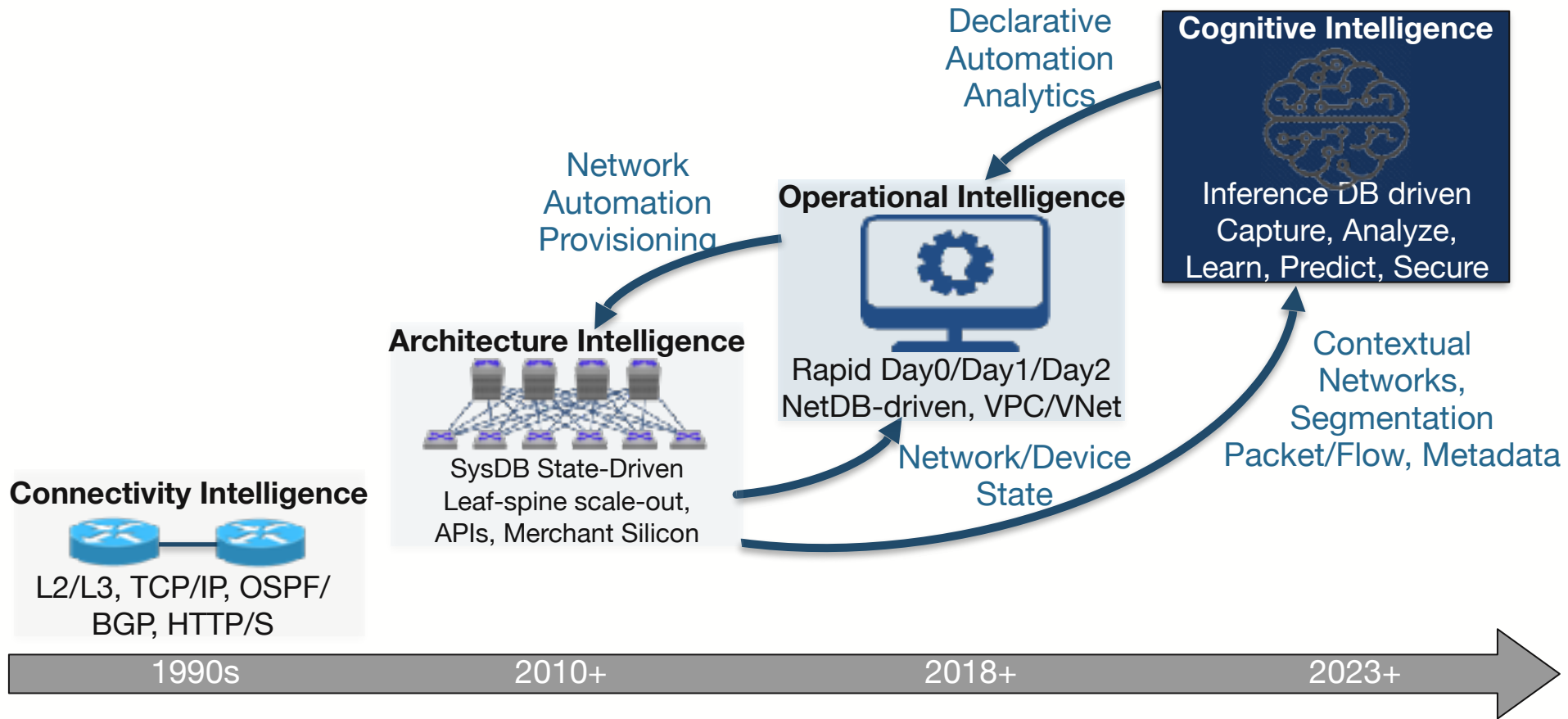
Gartner Peer Insights “Voice of the Customer”



Arista - Cloud First Strategy

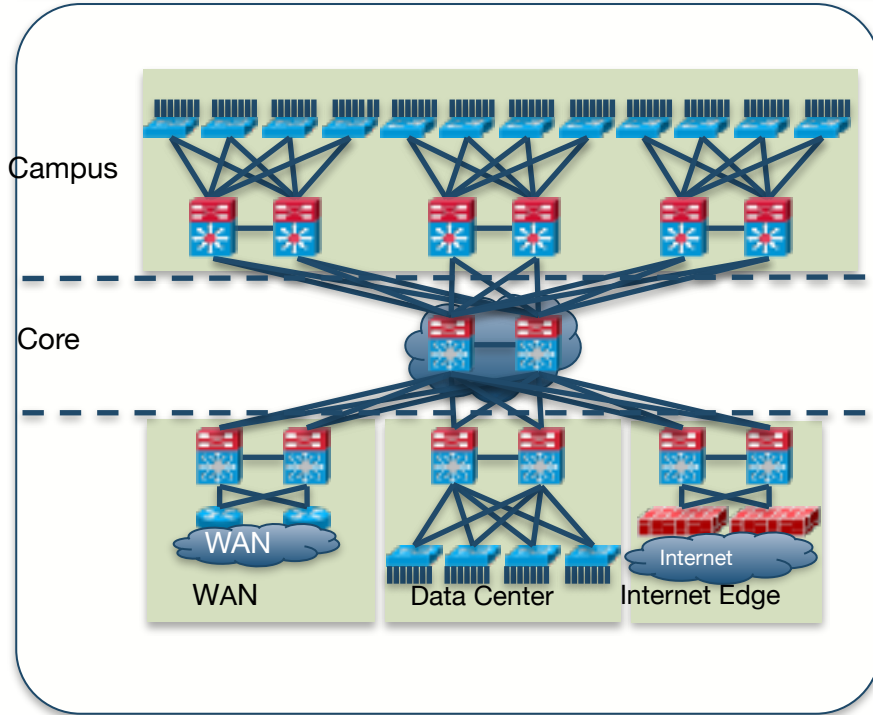


Objective: Private Cloud should provide same competitive benefits as Public Cloud



Traditional View of Enterprise Networks

Legacy: Silo Places In the Network (PIN)



4-5 Different Product Classes

4-5 Different Operating Systems

20+ Different Software Images

4-5 Different Management Platforms

6-7 Hops between User and Data

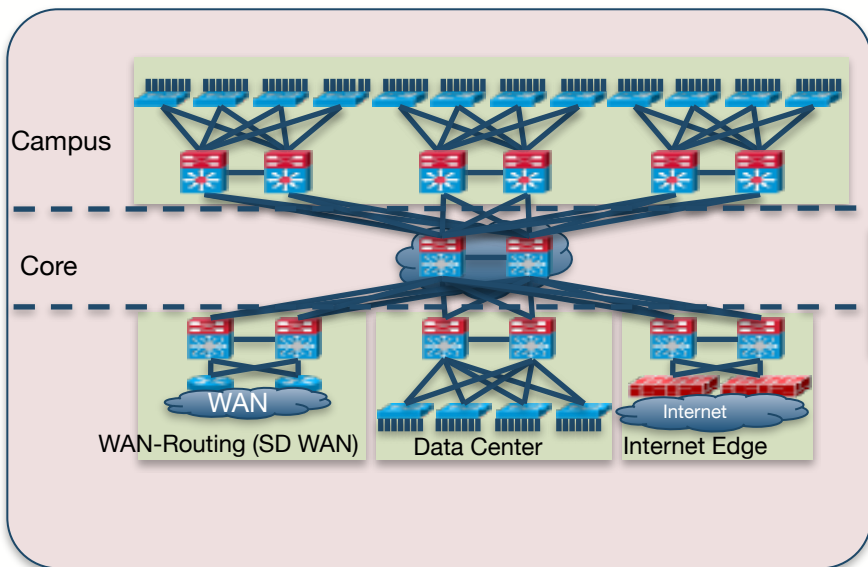
Limited Repurposing of Products

No End to End Visibility or Security

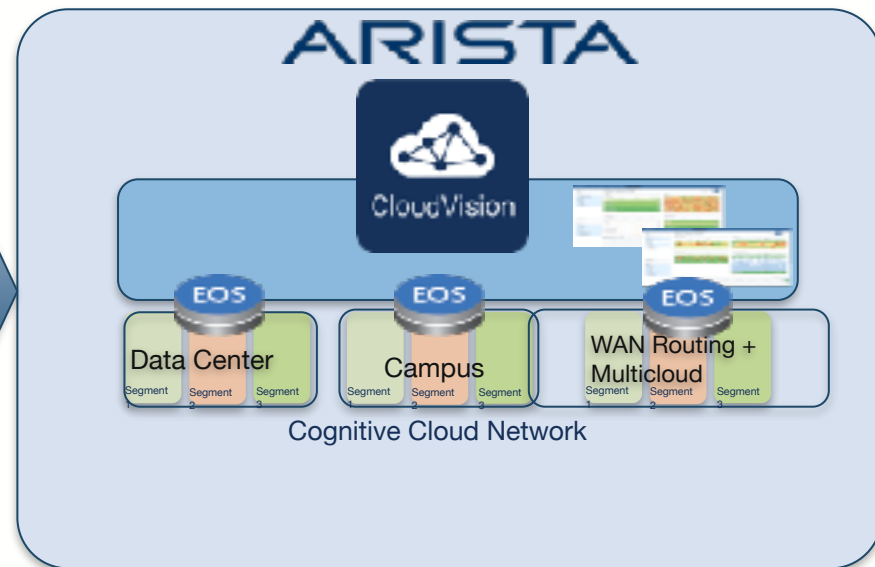
Cloud Principles Applied to Enterprise

Moving from PINs to Data Driven PICs

Legacy: Silo Products
Places In the Network (PIN)

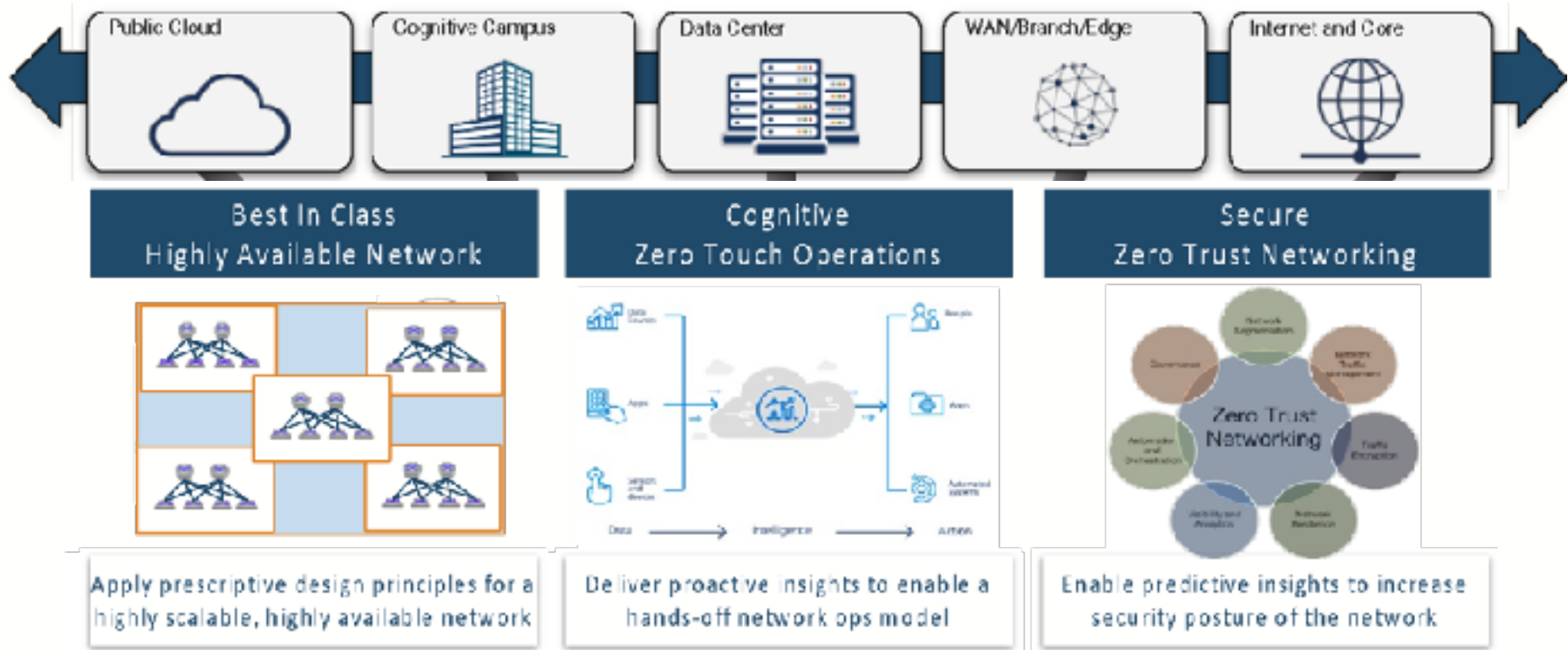


Modern: Data Driven
Places In the Cloud (PIC)



Arista's Cognitive Strategy

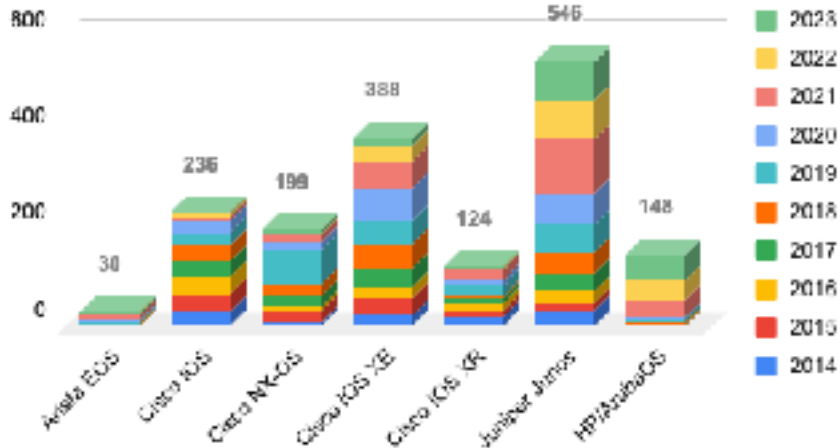
- Built on the foundation of the Modern, Multi-Domain Networking



Common Vulnerabilities and Exposures (CVE) across Network OS, 2014 to Present



CVEs by Network OS 2014 to 2023



	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Totals
Arista EOS	0	1	1	0	3	2	5	11	0	7	30
Cisco IOS	30	38	33	35	31	24	25	8	8	3	236
Cisco NX-OS	9	25	7	21	26	73	13	16	3	5	199
Cisco IOS XE	23	37	22	38	51	46	68	56	31	15	388
Cisco IOS XR	19	18	14	9	8	20	11	22	3	4	124
Juniper Junos	32	17	24	36	45	68	67	112	78	80	546
HP/ArubaOS	1	2	2	0	3	8	5	33	42	52	148

Grand Total CVE:

Cisco : 947

Juniper : 546

HP/ArubaOS: 148

Arista : 30

Leadership in Cloud Networking



Arista Extensible Operation System (EOS)

- Modern, reliable, data-driven network operating system
- Programmability at every layer
- Data Driven with NetDL (Network Data Lake)



Merchant Silicon

- Leverage best-in-class merchant switching silicon
- Superior integration, performance, delivery, and power efficiency
- Silicon diversity optimized for target markets

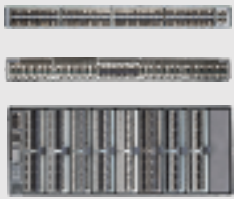


Best-of-Breed Systems

- Fully featured next generation switching systems
- Proven single EOS image quality across all product families
- Multi-generational investment protection

Enterprise and Data Center Portfolio

Collapsed Spine



7050X Series



7060X Series



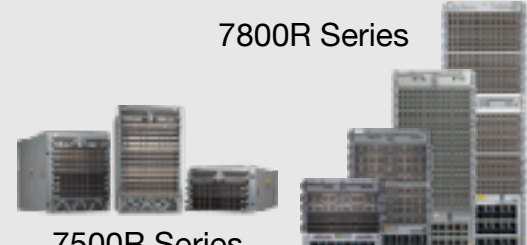
7280R Series

AI Spine



7800R3 Series

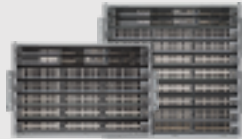
DCI and Data Center Spine



7800R Series

7500R Series

Campus Leaf



750X Series



720D Series



720X Series

Data Center Leaf



7050X
10G - 400G



7060X
25G - 800G



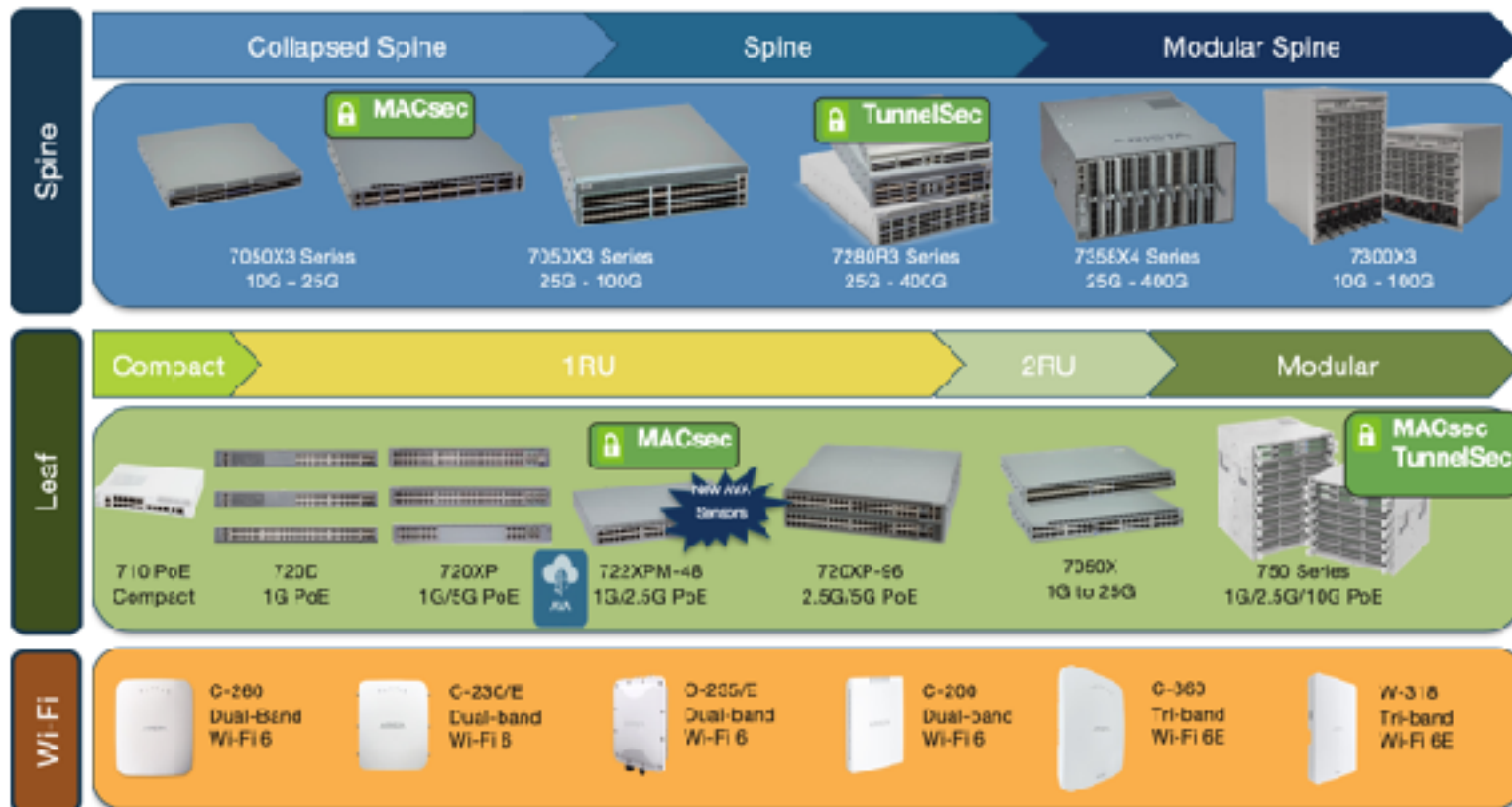
7280R
10G - 400G

AI Leaf



7060X5 Series
400G - 800G

Portfolio of Intelligent Campus Systems

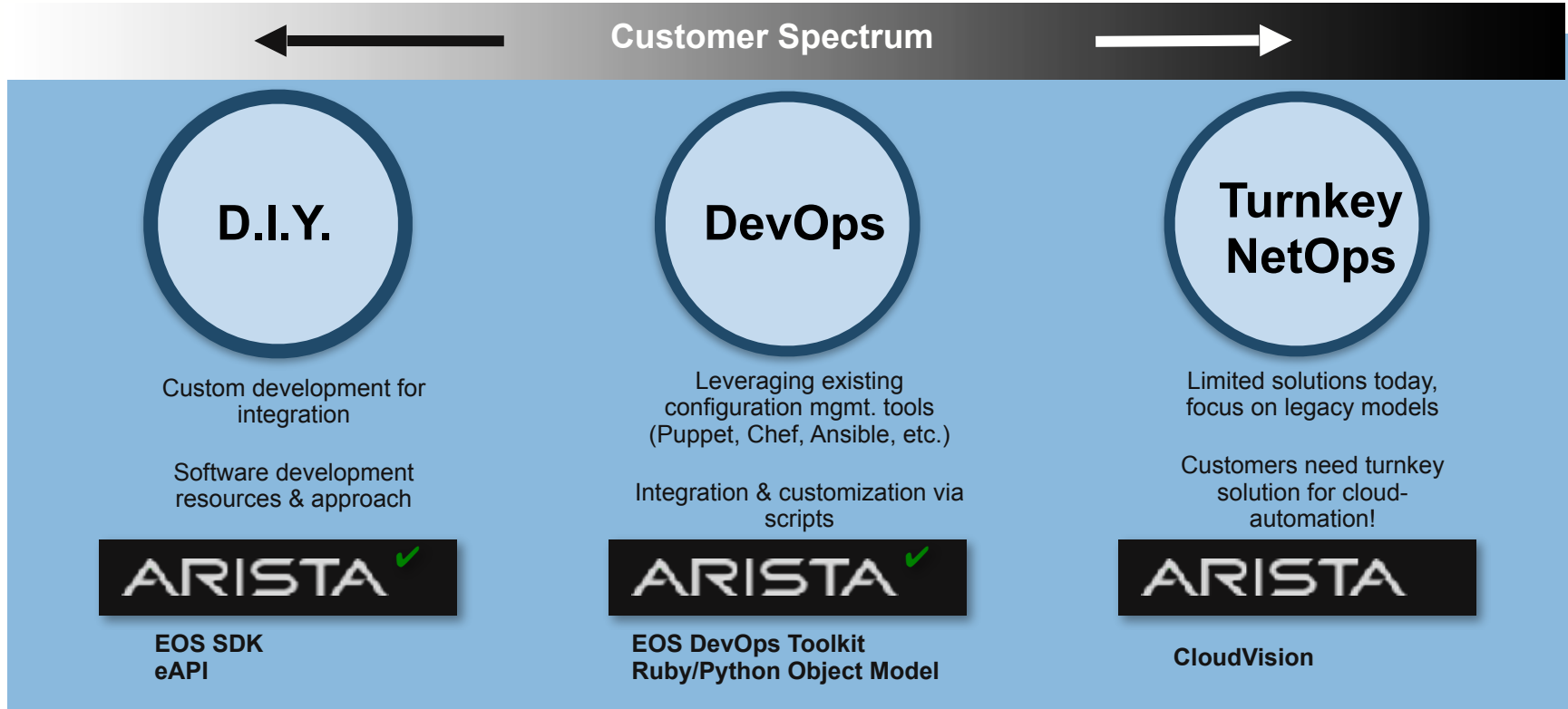


What type of car do you drive?



Approaches to Network Control and Automation

DevOps Innovation



Still, every network needs great support

Arista NPS Score Rating: “World Class Support”

+80 9.3/10

2022 Survey conducted through TechValidate



- No Tiered TAC Levels (L1/L2, etc.)
- No “contracted” TAC personnel, all Arista employees
- 24x7x365 “Follow the Sun” model
- Response time:
 - Average resolution: 31 minutes
 - Average time to respond to a call: <1 minute
- ~130 RMA depots, 22,000+ parts

World-class Products and World-class Support: +80 NPS

Arista Networks continues to lead the industry with a wider portfolio of solutions and truly world-class support with an NPS score of +80 and an average rating of 9.3 out of 10 in a TechValidate survey of customers in 2022.



World Class Support & Services

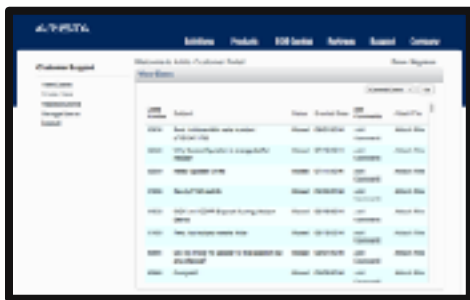
Immediate response by somebody that can help

Highly skilled support team

World-wide support & logistics

24x7x365 support

Emphasis on resolution



Global TAC Support

Worldwide support distributed between eight TAC centers of excellence

Pacific US

Eastern US

Greenwich Mean

India Standard



Key takeaway:

Industry leading support with expansive global coverage

Summary: Why 9000+ Customers including the biggest Enterprises Choose Arista



Modern Architecture – Scalable, Programmable, Standards-based



Innovative & Data-driven Automation, Telemetry, Analytics



Superior Quality – Low TCO and simplicity with EOS



World-class Support



ARISTA

Thank You
www.arista.com