ARISTA

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- Products
- Solutions
- Events
- Blogs
- News

This newsletter provides you with a summary of important news, product and service highlights. For even more information, please visit **investors.arista.com.**

CEO UPDATE FROM JAYSHREE ULLAL

Converged Cloud-Class Networking - The Next Frontier

Scale-out cloud-applications continue to be the most disruptive force to traditional network architectures in the data center. They demand an open and uncompromised cloud network, unshackled by monolithic and prehistoric proprietary networks. Our customers and partners are reshaping this traditional networking industry.
Read more.

Software Stack Choices in Cloud Networking

The networking industry is changing rapidly with demand for more dynamic control of big data, and scale-out cloud applications. The inevitable shift to software-defined workloads and workflows is crystal clear. This calls for more “disaggregation” of software models for the network stack. Should networking move to a more open standards-based approach or continue with legacy?
Read more.

Gartner Magic Quadrant Recognizes Arista as Leader

Arista Networks has been recognized as a leader in Gartner's 2015 Magic Quadrant for Data Center Networking.
Read more.

New Partnership with Hewlett Packard Delivers Verified Architectures

For customers desiring a choice of infrastructure to handle performance-intensive, virtualized and highly dynamic workloads, HP has announced a new partnership with Arista to reap the benefits of an open converged infrastructure, delivering optimized solutions for today's dynamic data center environments. The HP Converged Architecture with Arista enables verified solutions that combine Arista programmable network platforms for efficient networking.

Designed to support private, public and hybrid cloud applications, these solutions provide a flexible and open choice across compute and storage, including all-flash solutions with HP 3PAR StoreServ. The open and flexible solutions deliver simplified provisioning and ongoing maintenance via the application of Arista Extensible Operating System (EOS) and network programmable platforms, with HP OneView integration at its core. This helps reduce operational expense and minimizes the impact on IT staffs.
Read more.

Ita Brennan Joins Arista as CFO

Arista welcomes Ita Brennan to the position of Chief Financial Officer, effective immediately. Ita comes to Arista with more than 20 years of financial management expertise in the high tech industry
Read more.

Arista and Supermicro Deliver Converged Infrastructure for Cloud Scale Datacenters

Arista recently announced it has partnered with Super Micro Computer, Inc. to deliver rack level solutions with Arista Networks' award winning data center networking switches and **Arista EOS** (Extensible Operating System) optimized for hyperscale workloads in Software Defined Data Center (SDDC) and cloud environments.

The companies will focus on delivering integrated, tested and validated hardware and software solutions designed around speed, scale and simplicity to accelerate customers' cloud infrastructure deployments. Supermicro will

integrate Arista switch products and Arista EOS+ software with Supermicro servers and storage in pre-configured SDDC optimized racks, targeting OpenStack, VMware NSX and ESXi, Hadoop/Big Data, Ceph, Microsoft Hyper-V, High Performing Computing (HPC) workloads. The complete rack solutions will be available from Supermicro direct as well as Supermicro authorized resellers and channel partners.

Read more.

Press Release

Arista Networks, Inc., an industry leader in software-driven cloud networking solutions for large data center and computing environments, announced financial results for its first quarter, ending on March 31st, 2015.

First Quarter Financial Highlights

- Revenue of $179.0 million, an increase of 52.8% compared to the first quarter of 2014, and an increase of 3.2% from the fourth quarter of 2014.
- Non-GAAP gross margin of 66.1%, compared to Non-GAAP gross margin of 69.6% in the first quarter of 2014 and 67.4% in the fourth quarter of 2014.
- GAAP gross margin of 65.8%, compared to GAAP gross margin of 69.4% in the first quarter of 2014 and 67.1% in the fourth quarter of 2014.
- Non-GAAP net income of $35.5 million, or $0.50 per diluted share, compared to non-GAAP net income of $16.4 million, or $.25 per diluted share, in the first quarter of 2014.
- GAAP net income $24.5 million, or $0.34 per diluted share, compared to GAAP net income of $12.3 million, or $0.20 per diluted share, in the first quarter of 2014.
- Operating cash flow of $20.8 million, compared to $17.7 million of operating cash flow in the first quarter of 2014.

  Learn more.

2015 Q1 Market Share

Arista's market share in ports for 10/40/100GbE has moved from single-digit (9.3%) in 2014 to double-digit (12.1%) in Q1 2015; while at the same time Cisco's share of market has dropped from 66.1% to 62.7%

(Source: Crehan Research Datacenter Switch Market Share report Q1'2015.)

2015 Q1 GAAP Comparison

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Americas

VMUG User Conferences
6/16 - Kansas City, MO
6/17 - Vancouver, BC
6/23 - Minneapolis, MN

Gartner Catalyst
8/10 - 8/13 - San Diego, CA

VMworld 2015
8/30 - 9/3 - San Francisco, CA

Gartner Symposium/ITxpo
10/4 - 10/8 - Orlando, FL

Futurecom, Brasil
10/26 - 10/29 - Sao Paolo, BR

EMEA

OpenStack Days
6/23 - 6/24 - Frankfurt

DevOps in Amsterdam
6/24 - 6/26 - Amsterdam

Arista Technical Forums
10/7 - London
11/26 - Utrecht
TBD - Paris
TBD - Stockholm

VMworld Europe
10/12 - 10/15 - Barcelona, Spain

APAC

Cloud Tech Forum 2015
7/10 - Hong Kong

Janog36 Meeting
7/15 - 7/17 - Kita Kyushu, Japan

CIO Strategy Summit
11/11 - 11/13 - Sydney, Australia

Arista **Investor Relations** page, for press releases, news, videos, and presentations.