



# Volume 02, Q3

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Arista Analyst Newsletter, Vol. 02 |Q3 2015

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**Arista Expands CloudVision®**

Arista Networks announces a new portfolio of data center switches that address the demand for 25/50/100GbE switching. Arista EOS (extensible operating system) features Smart System Upgrade with hitless software upgrades, hitless speed change and network rollback, provide customers with non-stop operational tools for building cloud-scale networks. **Read more here.**

**Mainstream Cloud Networking with Flexible Ethernet**

**CEO Update: Jayshree's Blog**

Building networks around a standard technology that evolves and interacts with earlier versions of itself represents the most logical and cost-effective path. This sound reason makes it even easier to break old habits and move on to faster, better and more economical cloud networking. Welcome to the new decade of cloud networking and Ethernet scale with innovations never witnessed before in legacy networks.

**Read more here.**

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**CloudVision®: Network-Wide Cloud Automation**

Arista Networks introduces CloudVision®, a network-wide approach for workload orchestration and workflow automation, delivering a turnkey solution for cloud networking. Arista has pioneered the SDN approach in the networking industry with its software defined cloud networking, built on top of Arista EOS® with programmable interfaces, publish-subscribe state separation, resilient fault containment and self-healing attributes. CloudVision extends the same architectural approach across the network for state, topology, monitoring and visibility.

**Read more here.**

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**HP OneView Support for Programmable Networks**

Arista Networks unveils HP OneView support for its award-winning programmable network portfolio. The joint solution automates and integrates HP's Converged Systems of servers and storage with Arista by seamlessly provisioning virtual infrastructure, allowing IT teams to dramatically improve operations, while reducing costs and manual errors that cause downtime.

**Read more here.**

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# Arista at Tech Field Day

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## **Ken Duda on Arista's Culture of Software Quality**

Arista CTO Ken Duda delivered a talk on why software quality is the company's overriding concern. In a moment that was widely lauded by the tech blogosphere, Ken declared, "When the network ain't working, ain't nothing working." Watch his impassioned speech on the culture, architecture, and testing of Arista's software development. **Watch video here.**

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# Arista Financial News

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## **Arista Announces 2015 Q2 Results**

Arista Networks, Inc. (NYSE:ANET), an industry leader in software-driven cloud networking solutions for large data center and computing environments, announced financial results for its second quarter ended June 30th, 2015.

### Second Quarter Financial Highlights:

-Revenue of \$195.6 million, an increase of 41.8% compared to the second quarter of 2014, and an increase of 9.2% from the first quarter of 2015.

- Non-GAAP gross margin of 65.8%, compared to non-GAAP gross margin of 67.9% in the second quarter of 2014 and 66.1% in the first quarter of 2015.

- GAAP gross margin of 65.4% compared to GAAP gross margin of 67.7% in the second quarter of 2014 and 65.8% in the first quarter of 2015.

- Non-GAAP net income of \$38.8 million, or \$0.54 per diluted share, compared to non-GAAP net income of \$23.7 million, or \$0.35 per diluted share, in the second quarter of 2015.

- GAAP net income of \$24.0 million, or \$0.33 per diluted share, compared to GAAP net income of \$21.6 million, or \$0.34 per diluted share, in the second quarter of 2014.

- Operating cash flow of \$52.6 million, compared to \$46.3 million of operating cash flow in the second quarter of 2014.

**Read more here.**

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## Arista's Market Share

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## ANET Comparables

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## Featured Videos

Introducing CloudVision®

Introducing 7060X  
and 7260X

Arista's Smart System Upgrade



**UPCOMING  
EVENTS**

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## Americas

Gartner Symposium

10/4-10/8  
Orlando, FL

### vForum Brazil

10/13  
Sao Paulo, Brazil

Futurecom

10/19-10/26  
Sao Paulo, Brazil

## EMEA

VMworld Barcelona

10/13-10/15  
Barcelona, Spain

InfoSecurity

11/4-11/5  
Utrecht, Netherlands

HP Discover

12/1-12/3  
London, UK

## APAC

vForum Sydney

10/21-10/22  
Sydney, Australia

OpenStack Summit Tokyo

10/27-10/30  
Tokyo, Japan

vForum Singapore

11/3-11/4  
Singapore

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