

ARISTA

Arista in Q2 2020

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Safe Harbor

This presentation and the accompanying oral presentation contain forward-looking statements that are based on our management's beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including concerning our business plans and objectives, our growth drivers, total addressable market, potential growth opportunities, market potential by speed, the router market, the campus switching market, the data center switching market, the transition from 100GbE products to 400GbE products, competitive position, benefits of Arista's platforms, industry environment and potential market opportunities, and the introduction of new products and our leadership in cloud networking.

Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors that could cause actual results, performance or achievements to differ materially from those anticipated in or implied by the forward-looking statements including risks associated with: the impact of the COVID-19 pandemic on our business, including as a result of continued volatility in the financial markets and global economy or disruption in our supply chain, the evolution and growth of the cloud networking market and the adoption by end customers of Arista's cloud networking solutions; rapid technological and market change; Arista's customer concentration; our ability to attract new large end customers or sell additional products and services to existing customers; competition in our products and services markets; changes in Arista's customers' demand for our products and services; changes in customer order patterns or customer mix; requests by large end customers for more favorable terms and conditions; general market, political, economic and business conditions such as the recent U.S. trade wars with China and the impact of public health pandemics like the COVID-19 pandemic; dependence on the introduction and market acceptance of new product offerings and standards including our 400G products as well as our campus and WiFi products; declines in the sales prices of our products and services; the timing of orders and manufacturing and customer lead times; and the benefits and impact of acquisitions; and other future events. Additional risks and uncertainties that could affect Arista can be found in our most recent Quarterly Report on Form 10-Q filed with the SEC on August 5, 2020, and other filings that the company makes to the SEC from time to time. You can locate these reports through our website at <https://investors.arista.com/> and on the SEC's website at <https://www.sec.gov/>.

You should not rely upon forward-looking statements as predictions of future events. Although our management believes that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assume responsibility for the accuracy and completeness of the forward-looking statements.

This presentation is being provided as of September 14, 2020 and the forward looking statements and any other statements contained herein speak only as of the date of this presentation, and we undertake no obligation to publicly update any forward-looking statements or any other statements in this presentation for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law.

In addition to GAAP financial information, this presentation includes certain non-GAAP financial measures. The non-GAAP measures have limitations, and you should not consider them in isolation or as a substitute for our GAAP financial information. These non-GAAP financial measures exclude stock-based compensation expenses, litigation-related expenses, amortization of acquisition-related intangible assets, other non-recurring charges or benefits, and the income tax effect of these non-GAAP exclusions. See the Appendix for a reconciliation of all non-GAAP financial measures to their nearest GAAP equivalent.

Gartner "Magic Quadrant for Data Center and Cloud Networking," Andrew Lerner, et al, 30 June 2020. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.



Coronavirus (COVID-19)

Statement from our CEO

As a leading supplier of cloud networking equipment globally, Arista plays a critical role in supporting the cloud communications and computing infrastructure that will keep the world running during these difficult times. At Arista Networks, we are focused on the welfare of our employees, customers and community.

1. Employee Health and Safety

- In the interest of the health and safety, Arista employees globally are working from home with limited exceptions. We have provided essential workers access to our facilities as may be permitted under applicable local laws after instituting additional health and safety measures to reduce their risk from COVID-19.
- We are continuing to implement enhanced hygiene measures in all Arista offices with essential on-site employees, including deep cleaning and regular cleaning of all high-touch surfaces, for the health and safety of employees where the orders allow office entry. We are all learning to cope in an audio and video world conducted virtually using Zoom, Google Hangouts, or conference calls.

2. Healthy Hospitals and Happy Customers

- Doctors and legacy IT systems are burdened with supporting tired infrastructure operations and keeping up with increased patients and long days and nights. The quest for healthier and Covid-free lives requires research for proper vaccines, more test kits and more equipment (respirators, masks, blood donation etc.) to help Covid patients recover faster and reduce the fatalities. Enabling high speed patient record retrieval, analysis and imaging visualization via Arista products increases caregiver efficiency and time to diagnosis/recovery.
- Arista is committed to working with key hospitals across the country to donate specific gear that makes new technology adoption possible. We are also working with all mission critical customers to support their infrastructure in this time of uncertainty and need.

3. Serving the Community in the Arista Way

- While we continue adapting to health experts guidelines for work and lifestyle safety, there are many in our local communities that have lost their jobs and are struggling to put food on the table for themselves and their families.
- The food bank, Second Harvest of Silicon Valley is facing a crisis of rapidly **increasing demand** as many alternative senior and low-income distribution centers have closed **and decreasing and more expensive supply** as donations from supermarkets and producers have almost completely stopped because of lack of excess inventory. The Arista Foundation will be taking a leadership role during this time of crisis for Red Cross blood banks and we will be matching employee donations to our long-time community partner Second Harvest of Silicon Valley.

In summary, we ask all of our readers to join Arista and our employees in doing everything we can to slow the spread of COVID-19. The health and welfare of our communities depends on it.

Be well, stay healthy!

- Jayshree Ullal

Company Overview

- Corporate Overview
- Ethernet Datacenter & Campus Market Sizes
- Arista's Opportunity
- 2020 Business Initiatives
- Market Share vs Cisco (Dollars & Ports)
- 100GE Market Share and Ethernet Market Potential
- 400GE Platform Portfolio Overview

Arista Networks Overview

Q1 2020

\$523.0M

Q1'20 Revenue

Q2 2020

\$540.6M

Q2'20 Revenue

\$2.02

Q1'20 diluted EPS ⁽¹⁾

\$2.11

Q2'20 diluted EPS ⁽¹⁾

37.1%

Q1'20 Operating Margin ⁽¹⁾

38.1%

Q2'20 Operating Margin ⁽¹⁾

IPO 2014

June 6th

S&P 500

Added in 2018

Gartner MQ Leader

DC and Cloud Networking

Forrester Wave Leader

Open Programmable Switches for Business Wide SDN



Company

Headquarters: Santa Clara, California

Website: www.arista.com

Email: info@arista.com

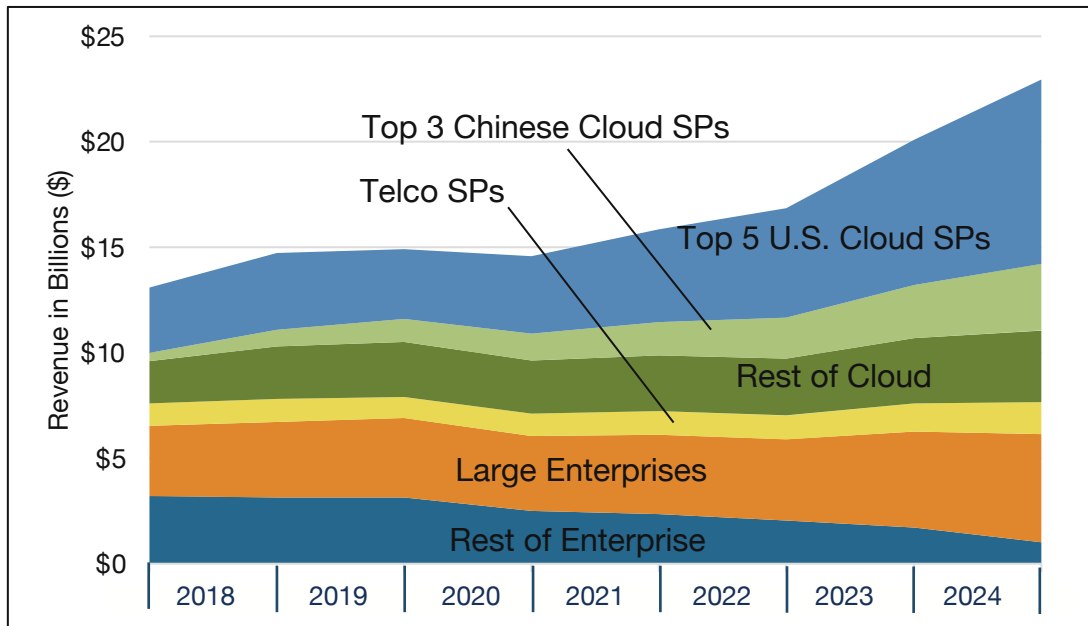


Ticker: ANET

⁽¹⁾ Non-GAAP

Arista's Places In the Cloud (PICs) Networking Opportunity

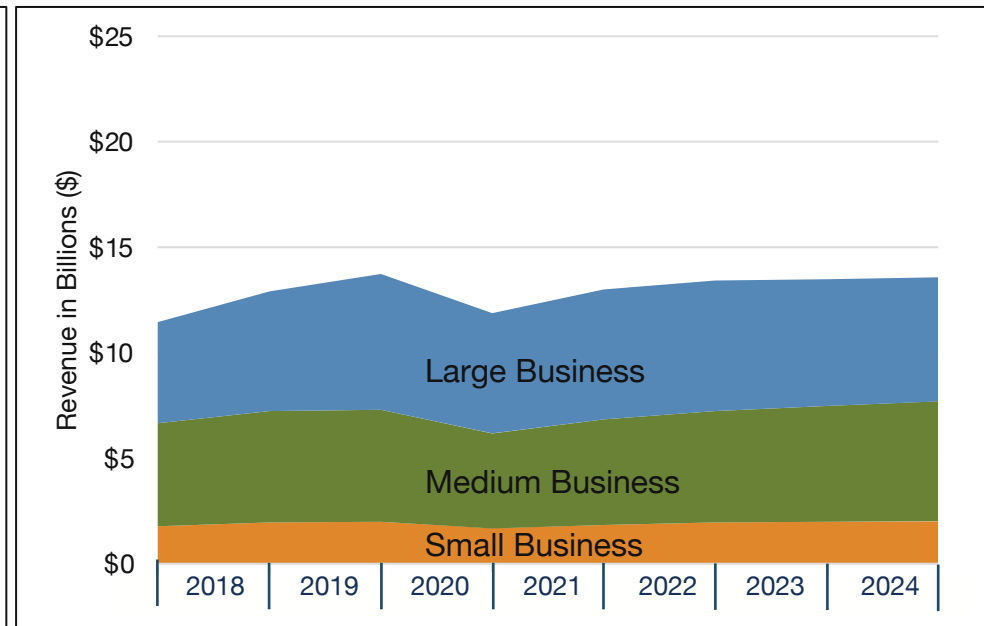
Data Center Ethernet Switch Revenue



Source: 650 Group Ethernet Switch Data Center Forecast June 2020

US Top 5 Cloud Providers: Amazon, Apple, Facebook, Google, Microsoft
Chinese Tier 1 Cloud Providers: Alibaba, Baidu, Tencent

Campus Ethernet Switch Revenue

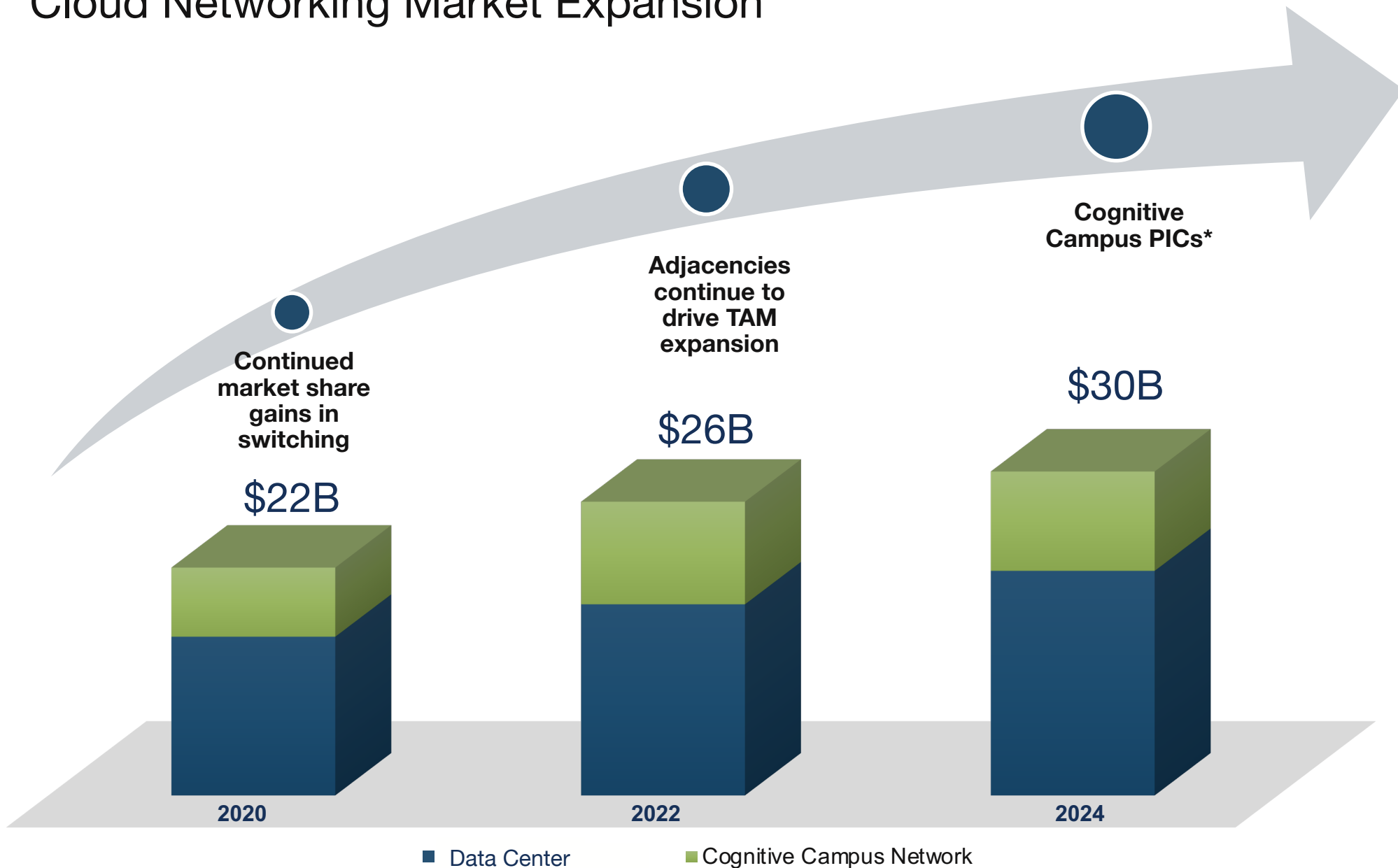


Source: 650 Group Campus Ethernet Market Forecast June 2020

Large Business - Fortune 2000
Medium Business - Rest of Enterprise Market
Small Business - Less than 50 Employees

Arista's Growth Drivers and Path to \$30B TAM

Cloud Networking Market Expansion



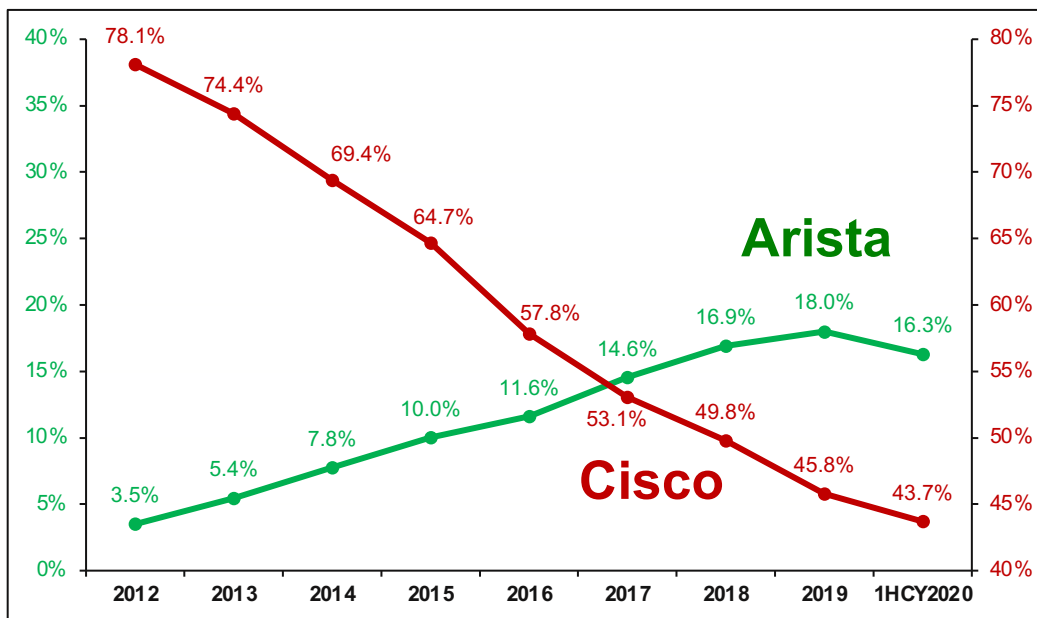
Source: Arista's internal estimates and various industry analysts

* PICs – Places In the Cloud

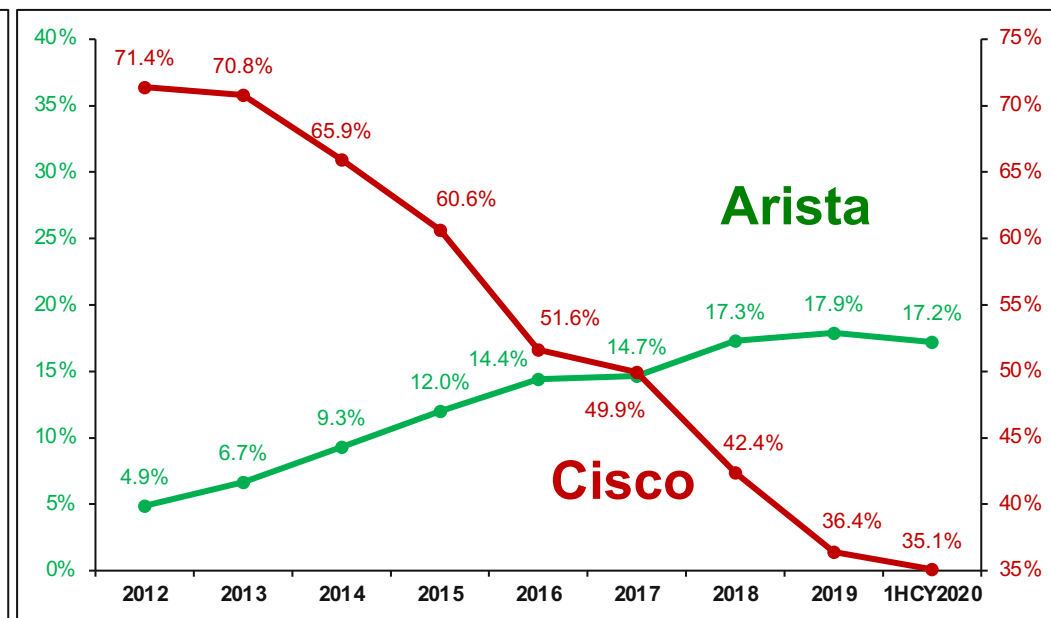
Arista Market Share vs Cisco

High Speed Data Center Switching Market

Share in Dollars



Share in Ports



Source: Crehan Research Datacenter Switch Market Share Report Q2'2020

Note: 10GbE and Higher - Excludes blade switches

Arista 2020 Business Initiatives

1

Grow Market Share in Data Center

- Extend 100G leadership into 400G

2

Deliver on New Market Target

- Grow Market Share in Campus Networking
- Increase Software Value

3

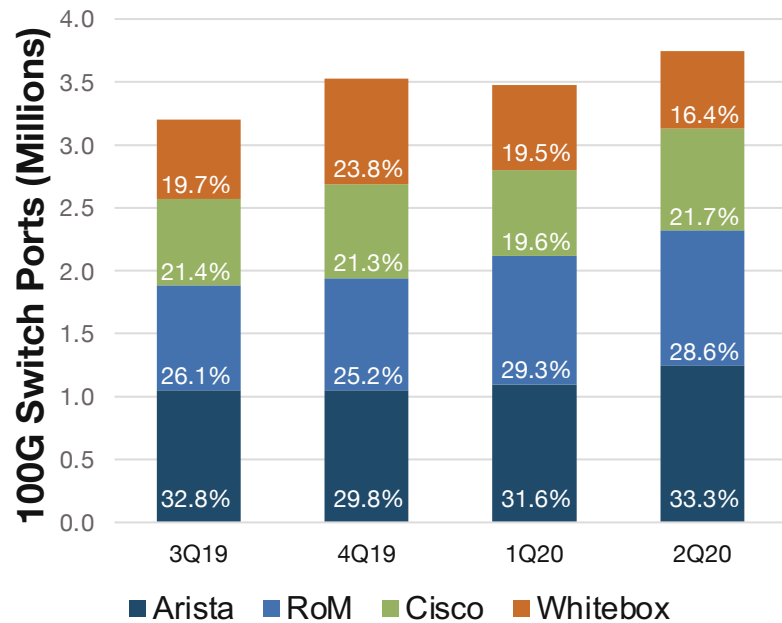
Continue Operational Excellence

- Industry leading operational efficiency

Market Leadership in 100G, Focus is 100G/400G

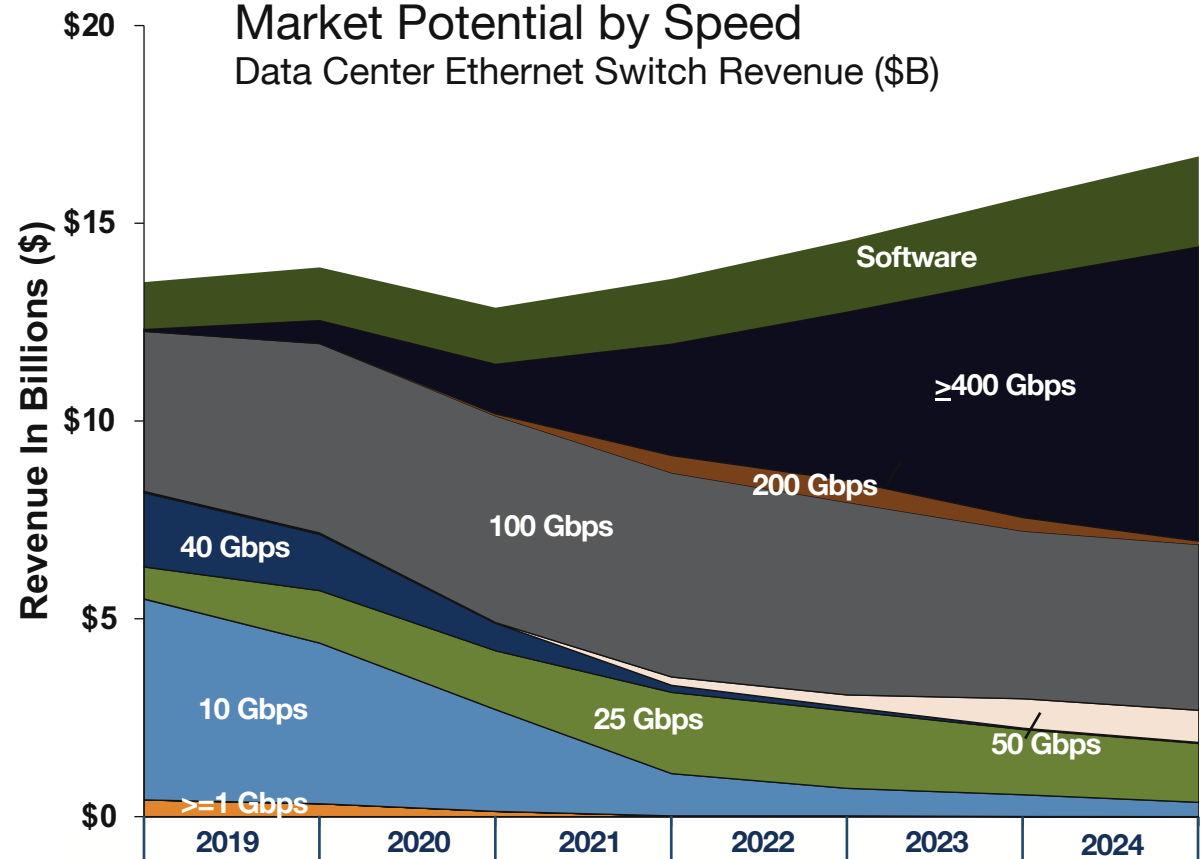
Data Center Ethernet Switch Analysis and Forecast

100G Ethernet Switch Ports
Market Share Q2'2020



Source: Dell'Oro Ethernet Switch Data Center
Total Vendor Tables – Q2'2020

Market Potential by Speed
Data Center Ethernet Switch Revenue (\$B)



Source: Dell'Oro July 2020 - Long Term Ethernet Switch Forecast

Our Comprehensive 400G Platforms Offering

Leaf & Spine
High Network Radix



7368X4
Up to 128 x 100G
32 x 400G OSFP, QSFP-DD



7060 X4
32 x 400G

Optics Form Factor Choices

- OSFP
- QSFP-DD



Universal
Leaf & Spine



7280 R3
Up to 24 x 400G
Wirespeed, 2.5M Routes



7500 R3
Up to 230Tbps
288 x 400G ports
24 x 400G, 36 x 100G LC
Wirespeed, 2.5M Routes



7800 R3
Up to 460Tbps
576 x 400G ports
36 x 400G, 48 x 100G LC
Wirespeed, 2.5M Routes

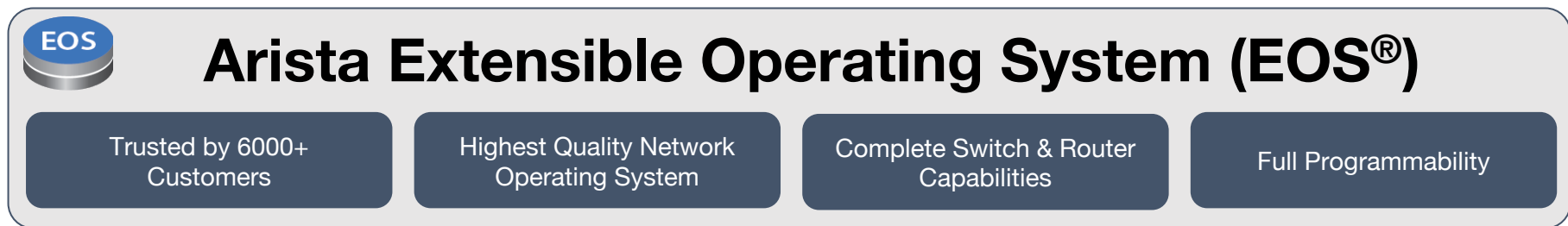
Cloud Networking Strategy & Technology Differentiation

- Cloud Network Platform Vision
- Why Customers Chose Us
- Delivering Cloud Native Networking
- CloudEOS for Cloud Native Workloads
- Enterprise Networking Transformation with EOS

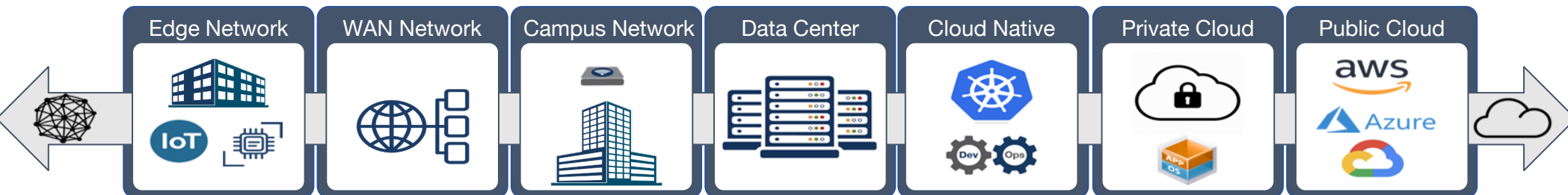
Arista: The Software Driven Cloud Networking Company



One Network Management System



One Network Operating System



For All Places In the Cloud (PICs)

Our Mission

Deliver the best cloud networking solutions for private, public and hybrid cloud deployments

Arista Advantage for 6000+ Customers

➤ Modern Architecture

- Open, Programmable, Standards Based
- One Operating System - EOS
- State Based & Scalable

➤ One Automation Tool - CloudVision

- Telemetry and Analytics

➤ Superior Software Quality

- Low Total Cost Of Ownership
- Simplicity of Code and Topology

➤ World Class Support

"The reason we chose Arista is that it just works."

- Frequent Customer Feedback

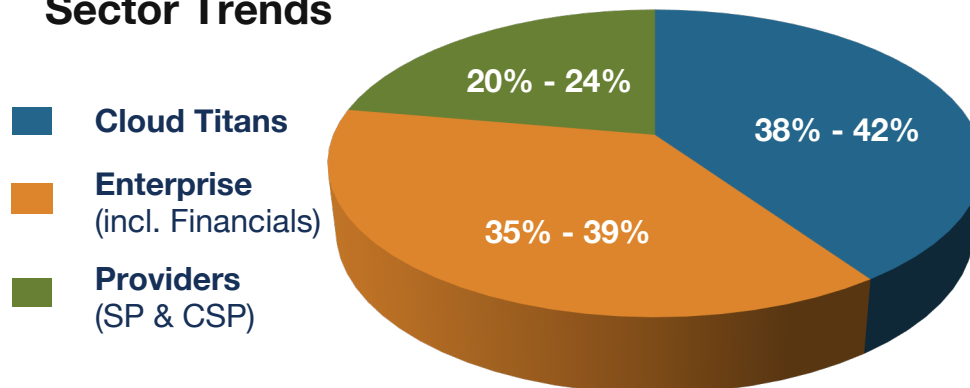
"CloudVision is a lifesaver. The visibility we get is not available through any other tool"

- VP Infrastructure, Fortune 500 company

"EOS APIs are the best to work with for the cloud. I wish other companies learnt from this"

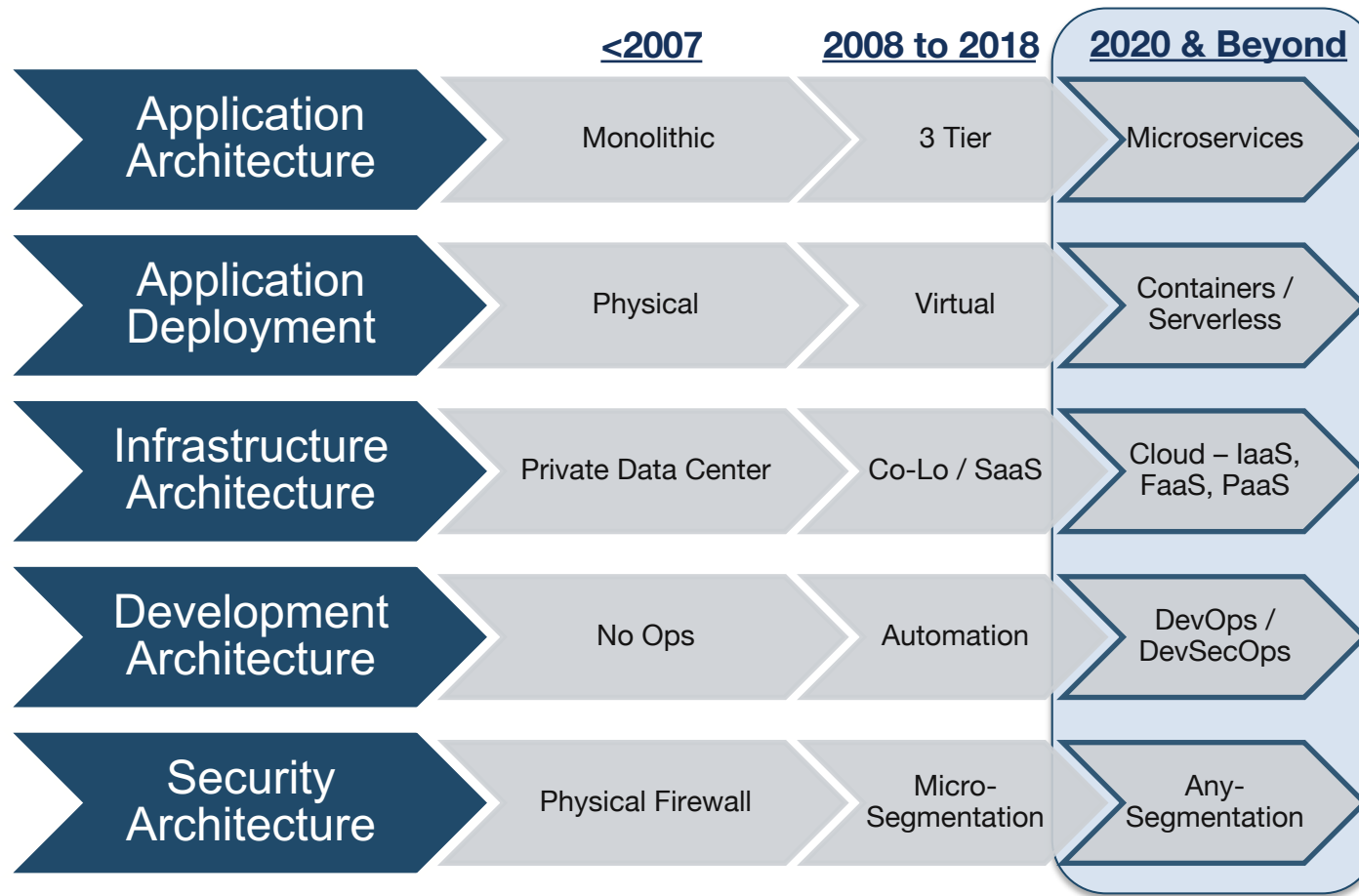
- Network Architect, Cloud

Sector Trends



Major Verticals	Emerging Verticals
• Cloud Titans • Enterprise • Financial Services • Specialty /Tier 2 Cloud (CSP) • Service Providers (SP)	• Media & Entertainment • Government • Health Care • Education • Oil and Gas • Research Labs

Today's customers live in a Cloud Native world



Cloud Native networking requires the 5A's
Available, **A**gile, **A**utomated, **A**nalytics, and **A**PI driven infrastructure
One EOS and One CloudVision = 5A's

CloudEOS™: Journey to Multi-Cloud and Cloud Native

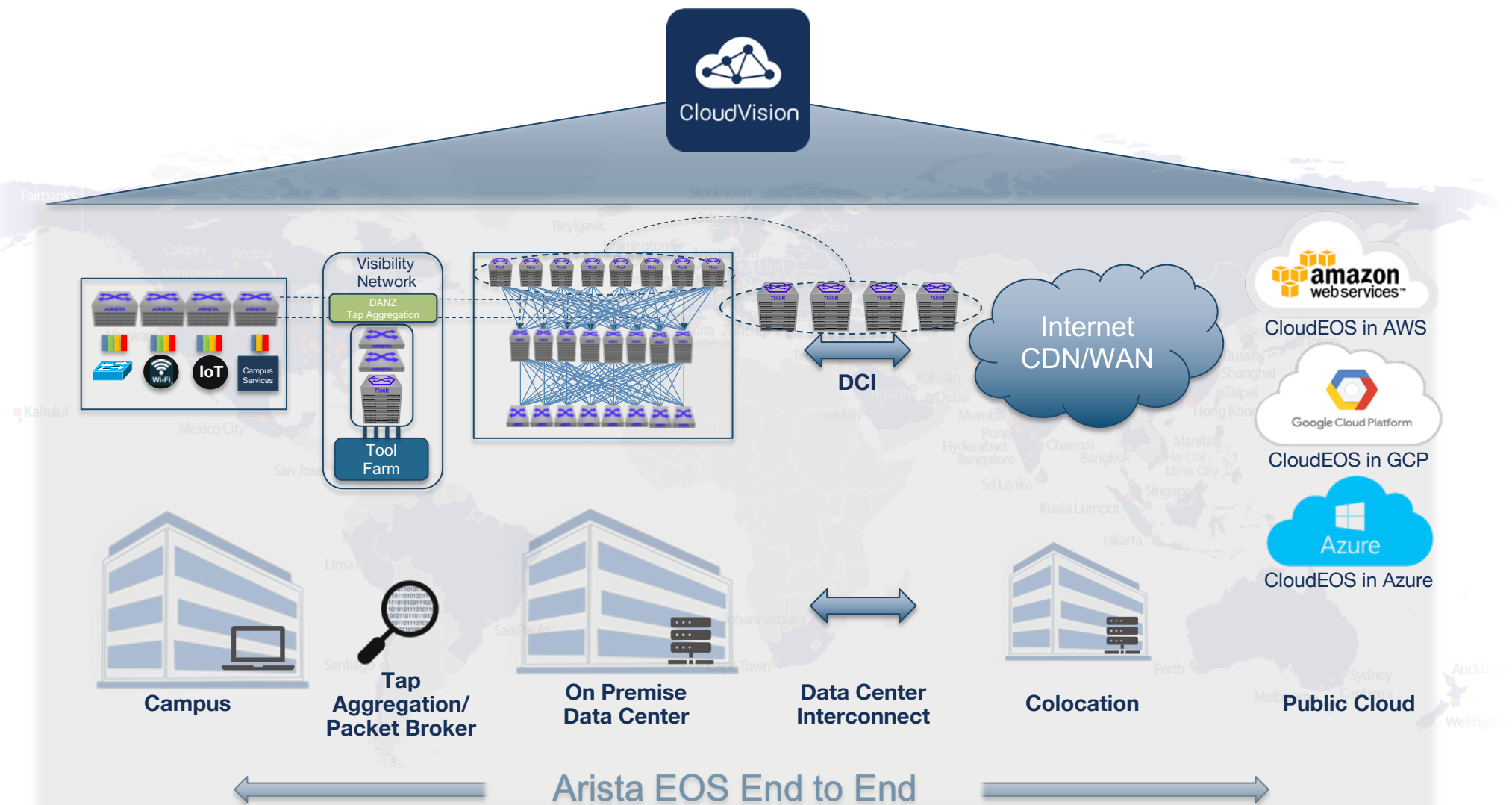
CloudEOS™

- Global Public Multi-Cloud Networking
- Highly Secure and Reliable Networking
- Simplifies Network Operations
- Integrates with Cloud Toolchains
- Deployable across all Clouds & Clusters
- Container Network Visibility



Available direct from Arista and via public cloud marketplaces

Arista Delivers Transformational Cloud Networking



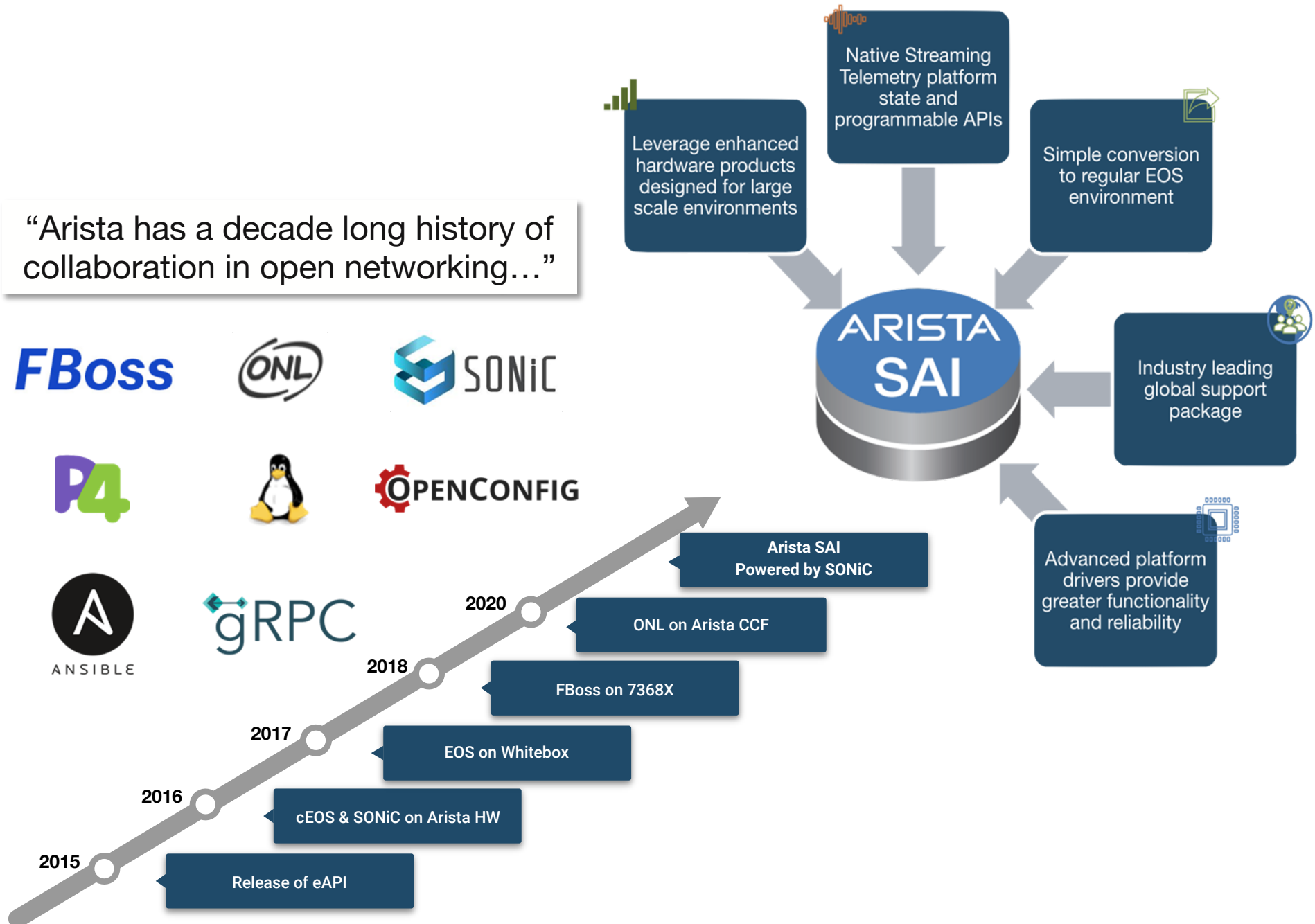
One EOS, One CloudVision
Drives Places in the Network Silos to Places in the Cloud

Product & Company Updates

- Arista's SAI for SONIC
- Arista Cognitive WiFi Launch
- 400G Optical Line Systems for DCI
- Arista's World Class Support Recognition
- Arista 2020 Partners – Channel, Technology and Integrators

Arista Switch Abstraction Interface - Powered by SONiC

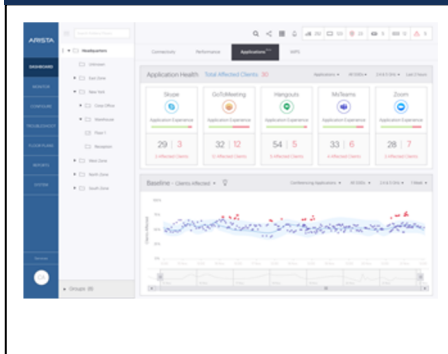
“Arista has a decade long history of collaboration in open networking...”



Arista Cognitive WiFi – For Collaboration, Video and Chat

The Next Generation Solution using an AI Foundation Hosted in the Cloud

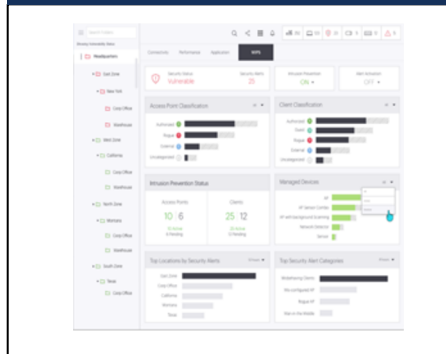
Automation



Optimize Application
Performance
Automate APs

-Application
Dashboards
-OpenConfig

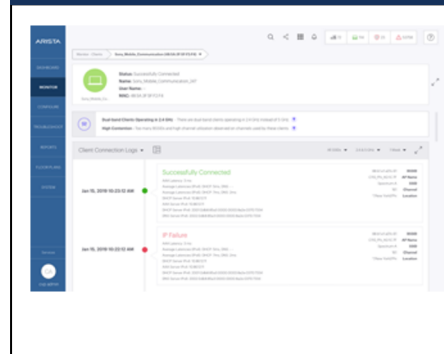
Security



Secured WiFi

Wireless Intrusion
Prevention System
(WIPS)

Visibility



Automated Root Cause
Analysis

Analytics/
Location Tracking

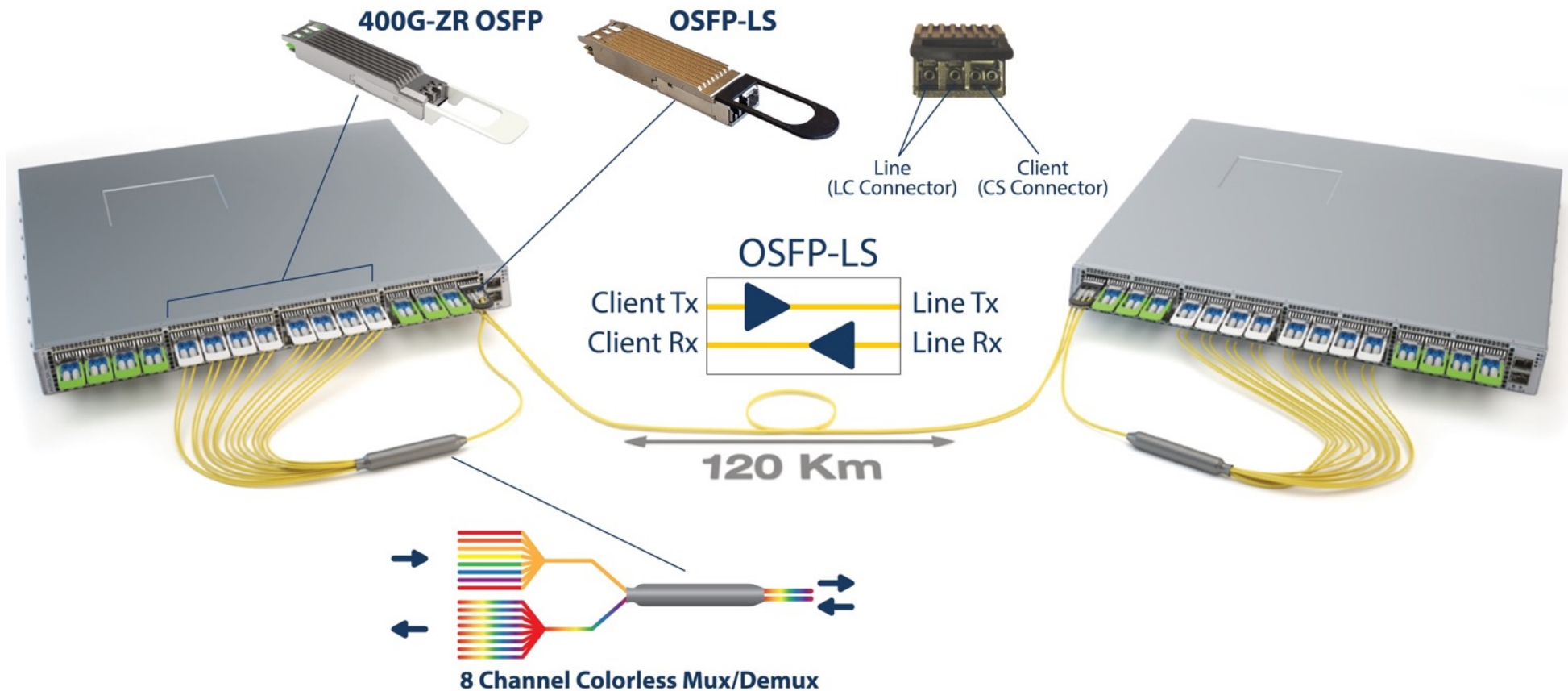
Wired + Wireless



Break Down Boundaries

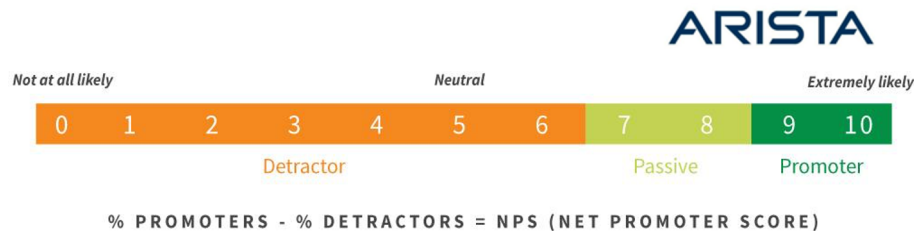
CloudVision WiFi +
CloudVision

CloudVision WiFi



Collapses a traditional DCI line system into an OSFP module, completely eliminating the cost and complexity of an external line system.

Arista's Commitment to World-Class Support +76 NPS (Net Promoter Score)



World-Class Support with +76 NPS

Arista achieved an NPS score of +76 with an average rating of 9.2 out of 10 in a 2019 TechValidate survey of their customers.



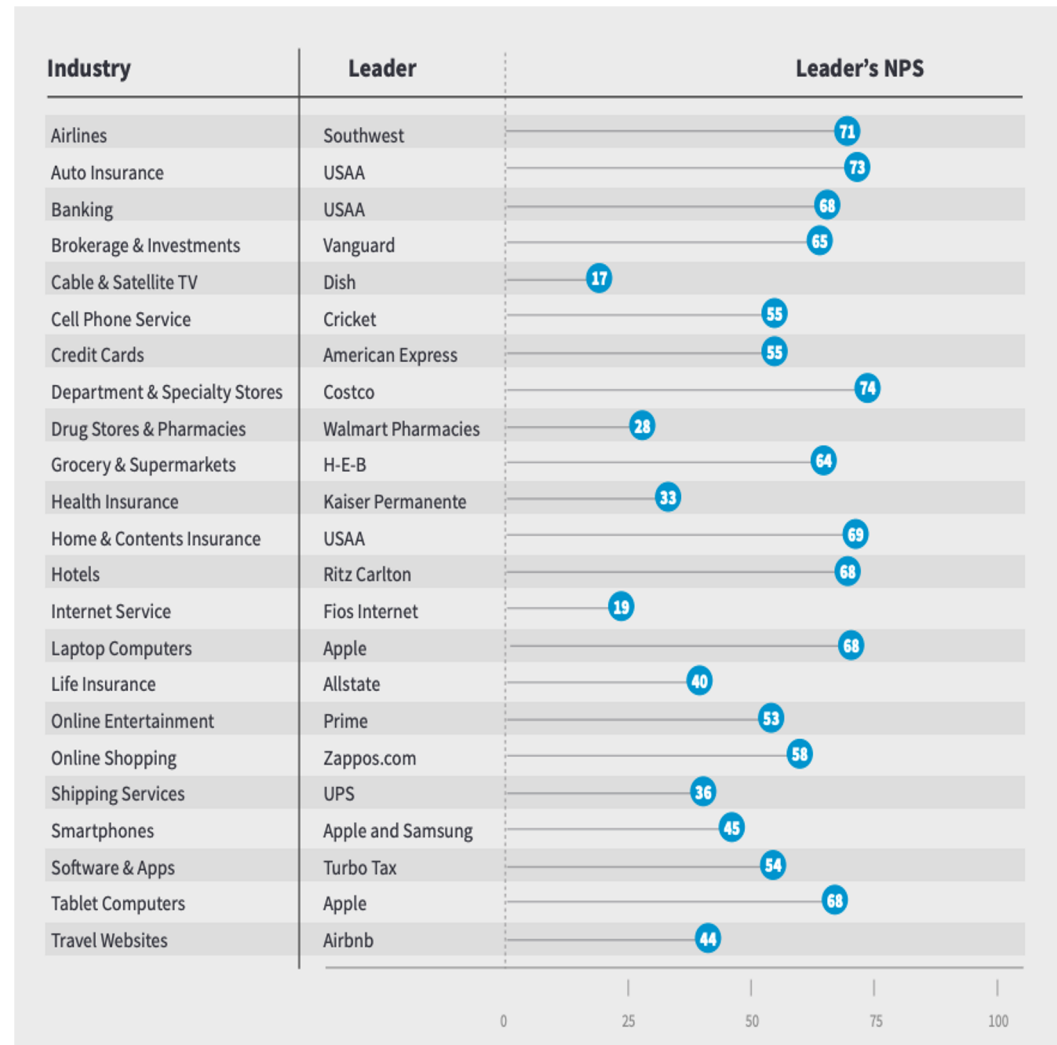
Source: TechValidate survey of 218 users

Validated Published: Apr. 16, 2020 TVID: A7E-0A5-6D6

ARISTA

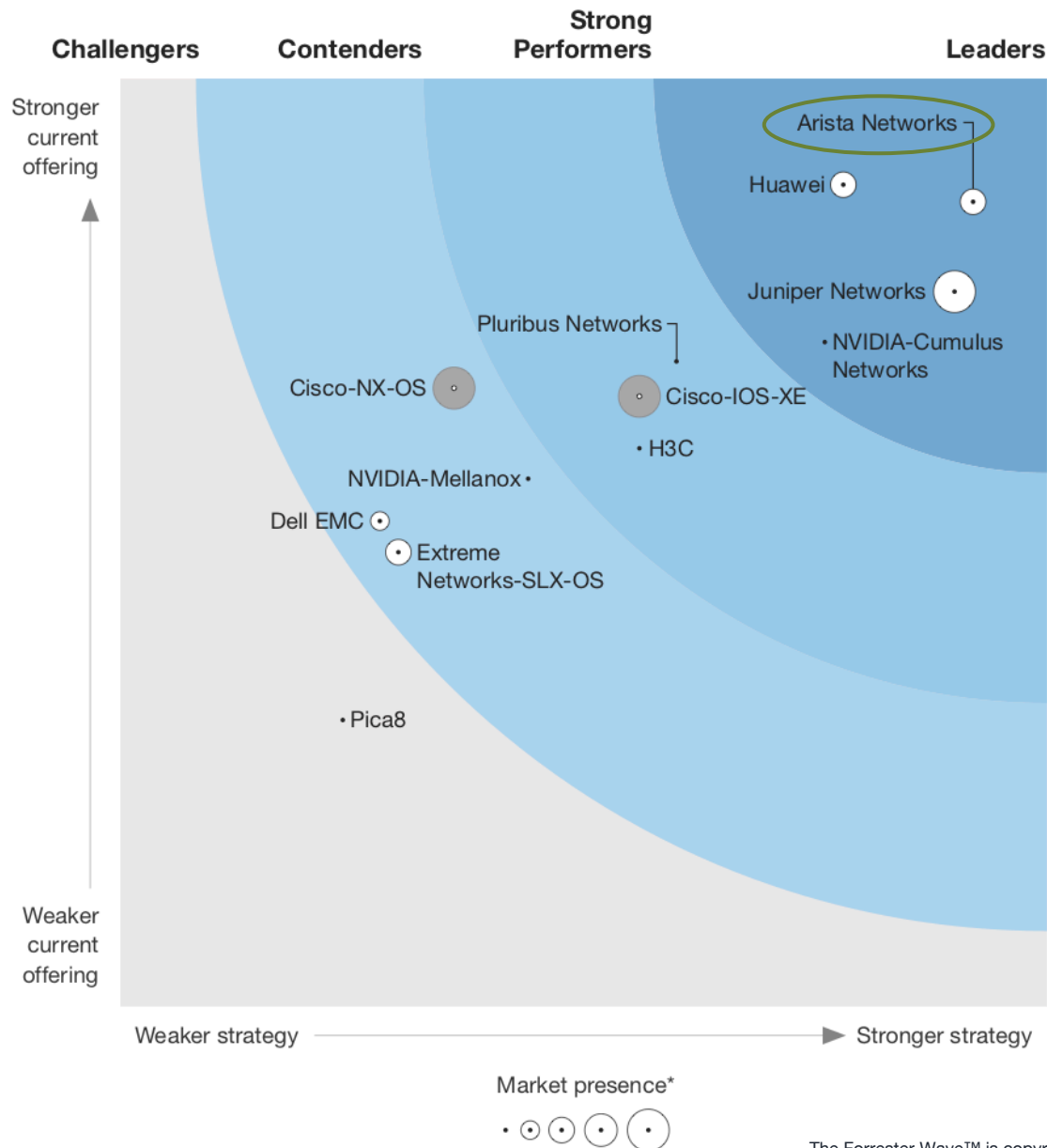
TechValidate
by SurveyMonkey

<https://www.techvalidate.com/tvid/A7E-0A5-6D6>



Recognized by Forrester

Forrester Wave™: Open, Programmable Switches For A Businesswide SDN, Q3 2020



The **Forrester Wave™** evaluation highlights Leaders, Strong Performers, Contenders, and Challengers. It's an assessment of the top vendors in the market and doesn't represent the entire vendor landscape.

Arista Networks provides an open, programmable switching fabric. In 10 years, Arista Networks has grown into one of the largest suppliers of data center networking switches in the market and has recently expanded its switching portfolio to include campus and branch offices. The company's growth is due to Arista's EOS Operating System and its focus on delivering an open, programmable switching platform. Tier 1 cloud providers have built their networking infrastructure on this type of platform. Besides enabling customers to choose multiple paths of automation, Arista Networks allows them to deploy EOS on third-party hardware, cloud platforms, and inside containers. This ensures that customers can create a fabric across private data centers, cloud platforms, and edge compute locations.

[Link to the Report](#)

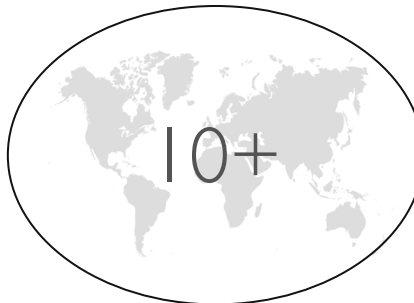
*A gray bubble indicates a nonparticipating vendor.

The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave™ are trademarks of Forrester Research, Inc. The Forrester Wave™ is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave™. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

Expanding Partners Across the *PIC Enterprise



Technology
Partners



Countries



Channel
Partners



PRESIDIO



**Hewlett Packard
Enterprise**

**Tech
Mahindra**

e⁺
ePlus Technology

**COMCAST
BUSINESS**

<> FORESCOUT

PURESTORAGE

zoom



Microsoft



splunk

vmware **servicenow**

NUTANIX

ciena

Quarter Results & Financials

- Q2'2020 Results and Key Highlights
- Financial Highlights
- Balance Sheet & Cash Conversion Cycle
- Investor Highlights
- Upcoming Investor Conferences

Arista Highlights - Second Quarter 2020

Key Highlights

Q2-2020:

Arista Networks recognized as a leader in [The Forrester Wave™: Open, Programmable Switches for A Businesswide SDN, Q3 2020](#) with the top score in the strategy category.

[Arista Extends Open Cloud Networking Software Leadership](#) and continued partnership with Microsoft for open networking for SONIC. The Arista switches powered by SONIC offer customers the combination of benefits of open source software with Arista EOS to deliver open, high performance, highly available networks.

Arista Networks announced a new release of its [Cognitive WiFi](#) software that seamlessly delivers intelligent application identification, performance optimization, automated troubleshooting and location services, and that also supports video conferencing applications such as Google Hangouts, Microsoft Teams and Zoom.

[Arista Networks Announced Independent Validation of Exceptional Network Monitoring Precision](#) at picosecond granularity. Arista MetaWatch, running on the Arista 7130 L-series platform, provides customers with new insight into the behavior of critical network systems, enabling trading firms to optimize performance and exchanges to validate market fairness.

This is the sixth consecutive year Arista Networks has been recognized in the Leaders Quadrant of the 2020 Gartner Magic Quadrant for Data Center Networking published on 30 June 2020.

Financial Results (non-GAAP)¹

Q2-2020:

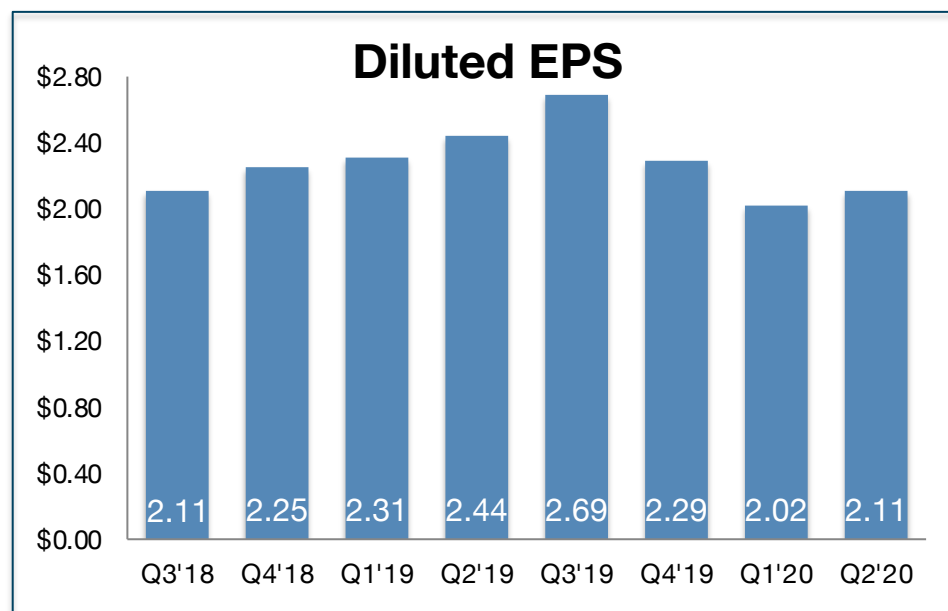
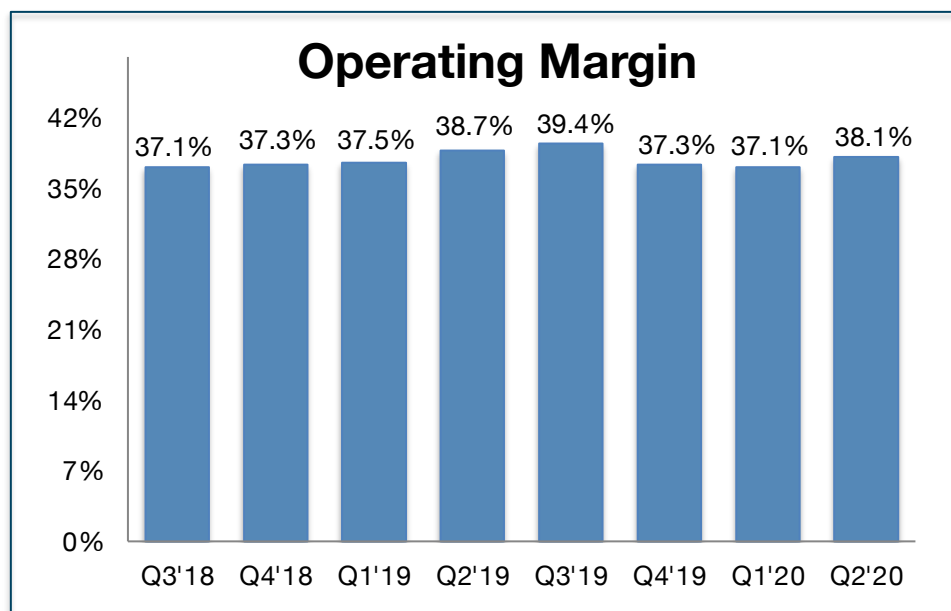
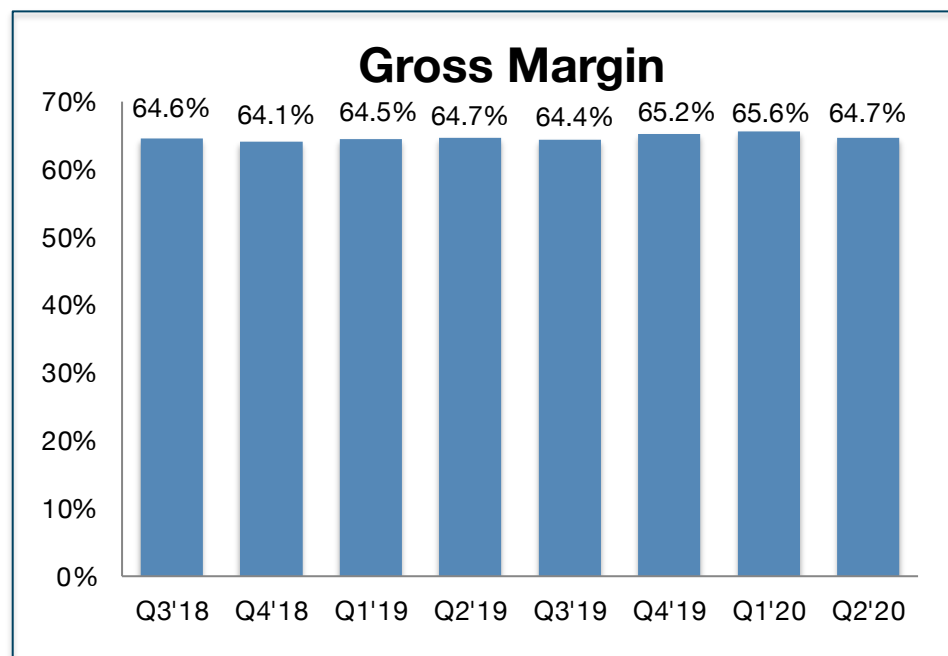
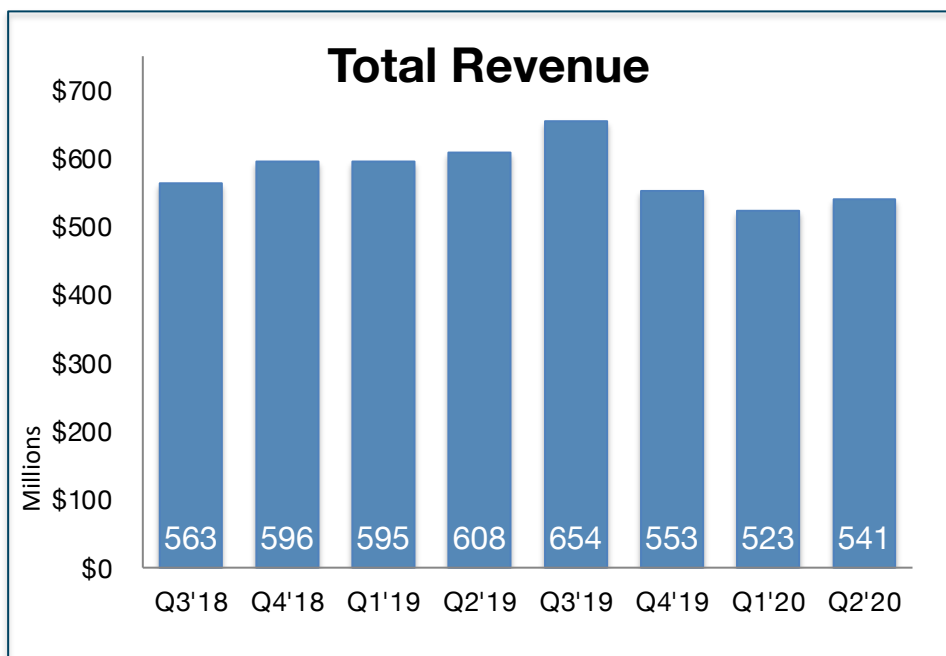
Q2'20 Revenue: \$540.6M
Q2'20 EPS: \$2.11

YOY Revenue Growth: -11.1%

Q2'20 Gross Margin: 64.7%

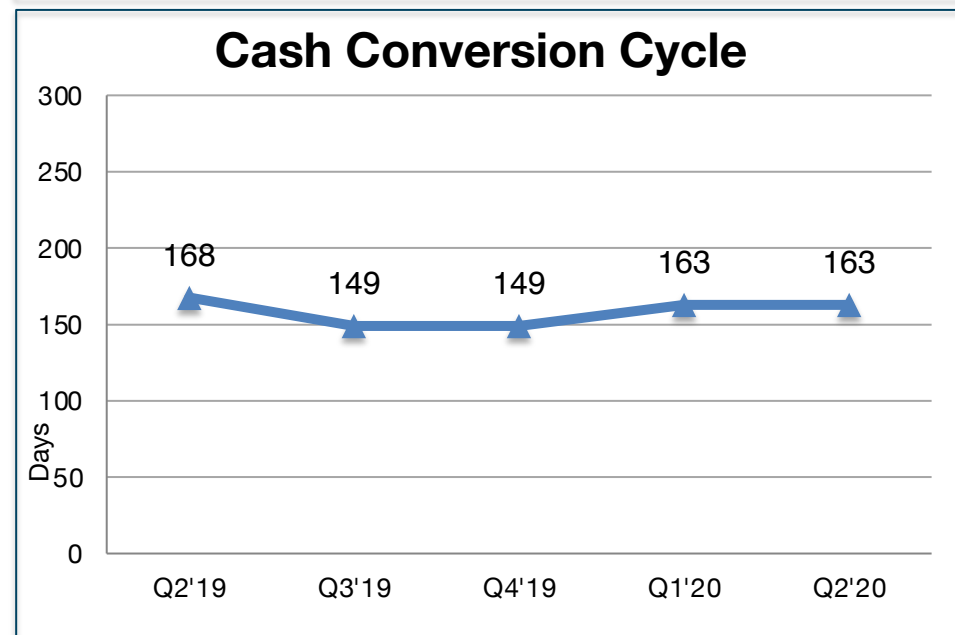
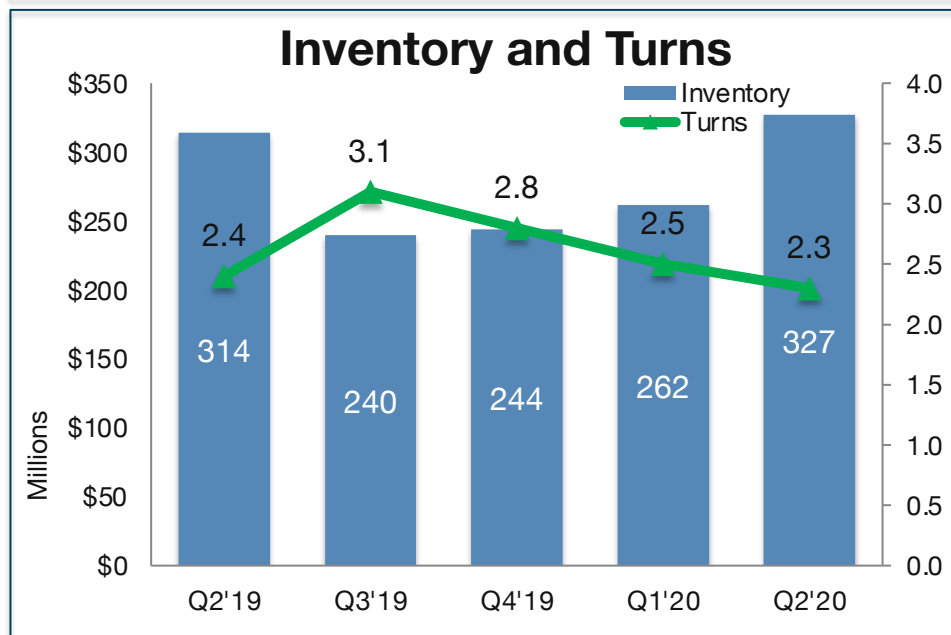
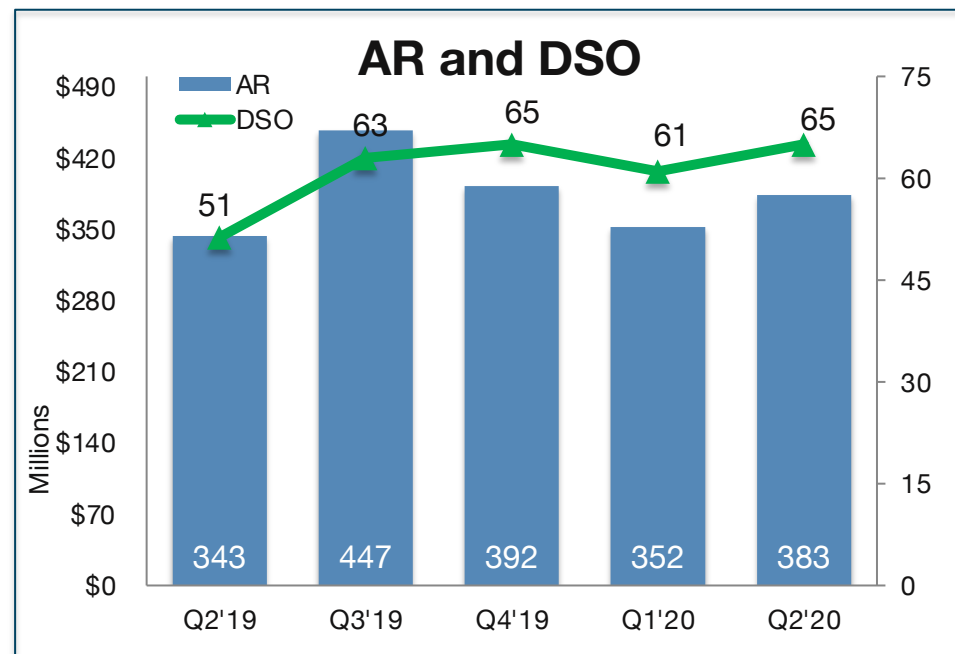
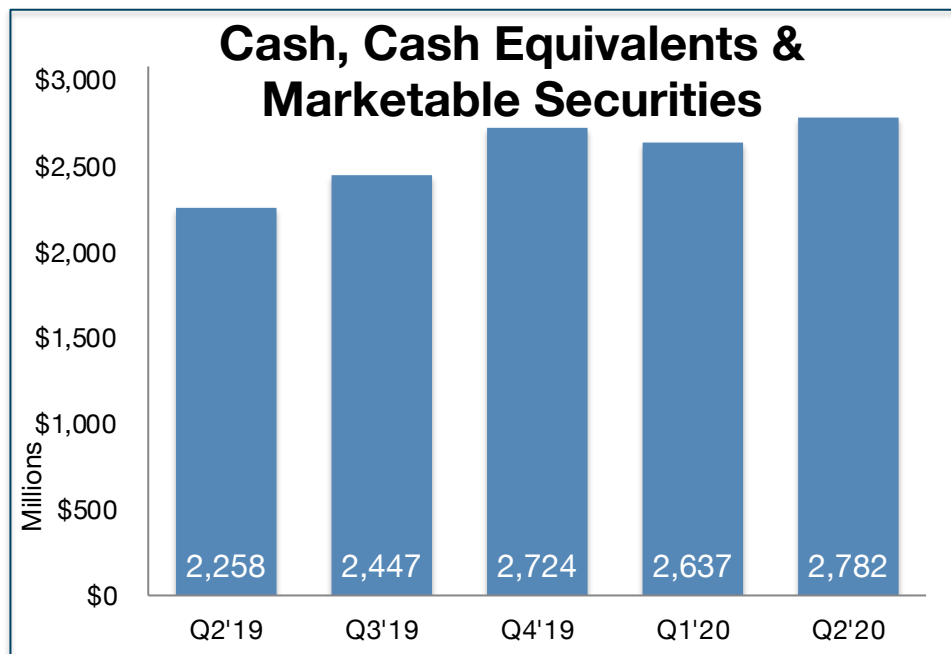
Q2'20 Operating Margin: 38.1%

Financial Highlights¹



¹ Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.

Balance Sheet & Cash Conversion Cycle



Investment Highlights

Leader in Networking

CY2019 Revenue \$2.4B

6000+ Customers

Highest Operating Margin Amongst Peers

Generating ~\$1B in FCF per year

Recognized Proven Leadership

Commitment to Quality with an NPS* of +76

* Net Promoter Score



Jayshree's Blog: Journey Through Open Networking. [Read More >](#)

FORTUNE

2019 Businessperson of the Year #18

Jayshree Ullal, CEO



Chat with Arista and Zoom CEOs



Upcoming Investor Conference Participation

Arista will participate in the following virtual conferences in August and September with the financial community:

KeyBanc Capital Markets' Future of Technology Series

Ita Brennan, CFO

August 18, 2020

Time: 12:40 PM ET

Citi's 2020 Global Technology Virtual Conference

Anshul Sadana, COO

September 9, 2020

Time: 5:10 PM ET

Jefferies Software Virtual Conference

Douglas Gourlay, VP/GM Cloud Networking Software

September 14, 2020

Time: 5:30 PM ET

Check our website for updates – investors.arista.com.

Appendix I

- GAAP to Non-GAAP Reconciliation

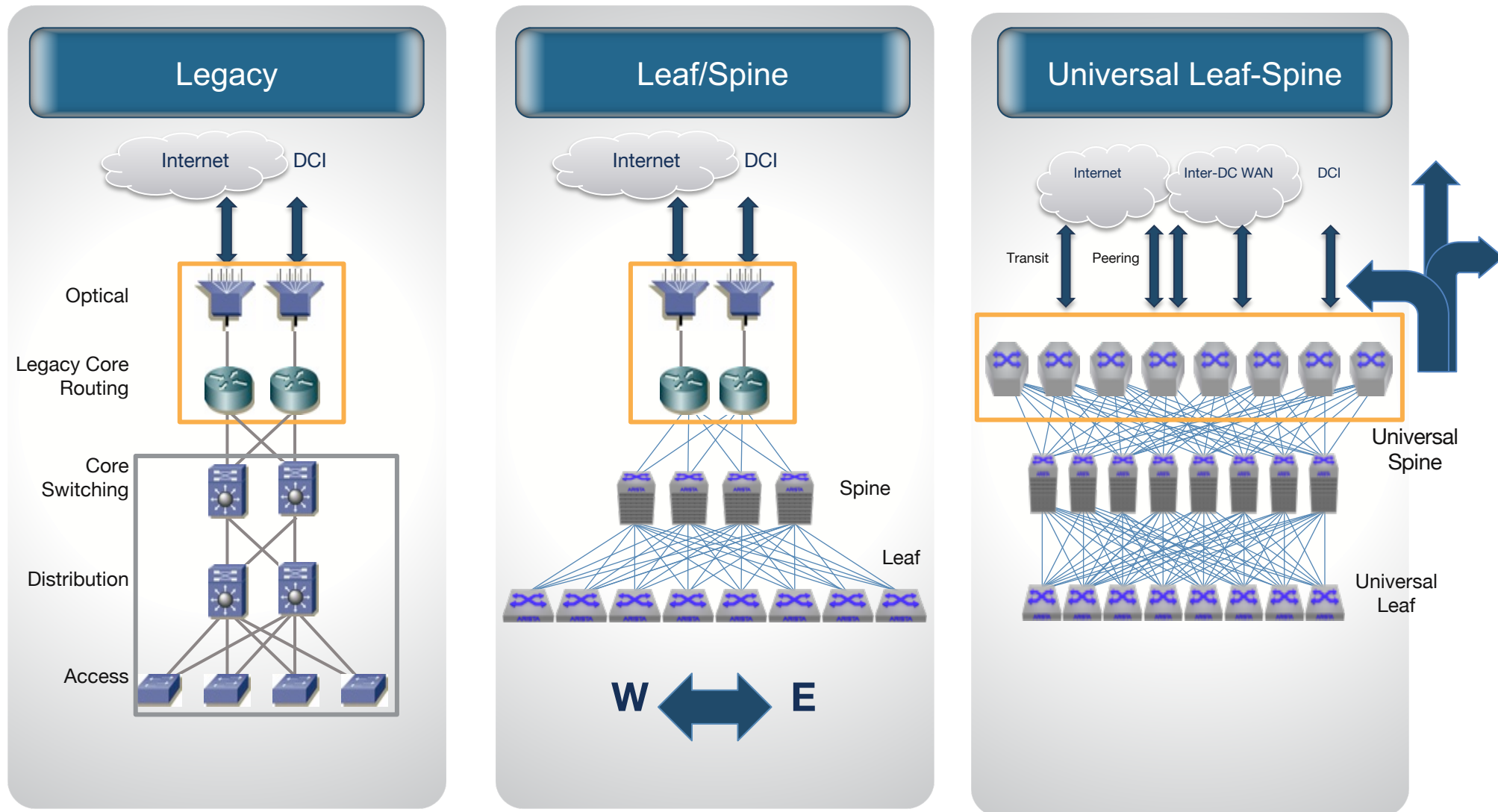
Appendix: GAAP to Non-GAAP Reconciliation

In 000's except per share data	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20
GAAP gross profit	\$ 361,583	\$ 374,992	\$ 380,570	\$ 390,191	\$ 417,274	\$ 356,303	\$ 338,251	\$ 344,089
GAAP gross margin	64.2%	62.9%	63.9%	64.1%	63.8%	64.5%	64.7%	63.7%
Stock-based compensation expense	1,268	1,381	1,098	1,028	1,258	1,253	1,327	1,585
Intangible asset amortization	1,198	2,626	2,625	2,626	2,626	2,626	3,660	4,178
Acquisition-related costs	-	3,138	-	-	-	-	-	-
Non-GAAP gross profit	\$ 364,049	\$ 382,137	\$ 384,293	\$ 393,845	\$ 421,158	\$ 360,182	\$ 343,238	\$ 349,852
Non-GAAP gross margin	64.6%	64.1%	64.5%	64.7%	64.4%	65.2%	65.6%	64.7%
GAAP income (loss) from operations	\$ 180,770	\$ 193,642	\$ 194,342	\$ 206,837	\$ 228,606	\$ 175,989	\$ 149,662	\$ 166,989
GAAP operating margin	32.1%	32.5%	32.6%	34.0%	34.9%	31.9%	28.6%	30.9%
Stock-based compensation expense	23,254	24,619	24,291	24,297	26,257	26,435	27,556	32,922
Litigation expenses (benefit)	(100)	(3,988)	1,448	514	-	333	-	-
Intangible asset amortization	1,610	3,500	3,499	3,499	3,293	3,084	4,902	5,811
Acquisition-related costs	3,432	4,313	-	-	-	-	11,860	-
Non-GAAP income from operations	\$ 208,966	\$ 222,086	\$ 223,580	\$ 235,147	\$ 258,156	\$ 205,841	\$ 193,980	\$ 205,722
Non-GAAP operating margin	37.1%	37.3%	37.5%	38.7%	39.4%	37.3%	37.1%	38.1%
GAAP net income (loss)	\$ 168,524	\$ 170,322	\$ 201,029	\$ 189,251	\$ 208,895	\$ 260,692	\$ 138,431	\$ 144,793
Stock-based compensation expense	23,254	24,619	24,291	24,297	26,257	26,435	27,556	32,922
Litigation expenses (benefit)	(100)	(3,988)	1,448	514	-	333	-	-
Loss (gain) on investments in privately held companies	-	4,700	(1,150)	-	(4,277)	-	-	-
Intangible asset amortization	1,610	3,500	3,499	3,499	3,293	3,084	4,902	5,811
Acquisition-related costs	3,432	4,313	-	-	-	-	11,860	-
Acquisition-related tax expense	5,853	-	-	-	-	-	-	-
Altera stock-based compensation tax charge	-	-	-	9,781	-	-	-	-
Tax benefits on intra-entity IP transfer	-	-	-	-	-	(85,819)	-	-
Tax benefits on stock-based awards	(26,130)	(8,227)	(37,054)	(23,455)	(12,674)	(16,232)	(14,502)	(11,682)
Impact of the U.S. Tax Cuts and Jobs Act	-	(12,632)	-	-	-	-	-	-
Tax effect of non-GAAP exclusions	(5,149)	(429)	(4,333)	(5,324)	(4,391)	(5,045)	(6,555)	(4,796)
Non-GAAP net income	\$ 171,294	\$ 182,178	\$ 187,730	\$ 198,563	\$ 217,103	\$ 183,448	\$ 161,692	\$ 167,048
GAAP diluted income (loss) per share to common stockholders	\$ 2.08	\$ 2.10	\$ 2.47	\$ 2.33	\$ 2.59	\$ 3.25	\$ 1.73	\$ 1.83
Non-GAAP adjustments to net income (loss) per share	0.03	0.15	(0.16)	0.11	0.10	(0.96)	0.29	0.28
Non-GAAP diluted income per share	\$ 2.11	\$ 2.25	\$ 2.31	\$ 2.44	\$ 2.69	\$ 2.29	\$ 2.02	\$ 2.11
GAAP and non-GAAP weighted diluted shares	81,018	80,928	81,201	81,335	80,753	80,261	79,939	79,298
Summary of non-GAAP adjustments:								
Cost of revenue-product	\$ 1,770	\$ 6,366	\$ 3,202	\$ 3,144	\$ 3,207	\$ 3,219	\$ 4,273	\$ 4,911
Cost of revenue-service	696	779	521	510	677	660	714	852
Research and development	13,025	13,505	13,131	12,568	13,472	13,897	22,187	19,885
Sales and marketing	6,949	7,098	7,408	7,970	8,499	8,163	11,043	9,343
General and administrative	5,756	696	4,976	4,118	3,695	3,913	6,101	3,742
Other expense (income)	-	4,700	(1,150)	-	(4,277)	-	-	-
Income tax benefit	(25,426)	(21,288)	(41,387)	(18,998)	(17,065)	(107,096)	(21,057)	(16,478)

Appendix II

- Introduction to Arista's
 - Technology
 - Products
 - Competitive Differentiation

Evolution of the Universal Cloud Network Architecture



Routing is Integrated into the Universal Spine and Leaf

Proven Architectural Flexibility

Open, Programmable, Modular, Scalable

Automation,
Telemetry,
Diagnostics



CloudVision - One Tool for
Automation, Control,
Telemetry and Diagnostics

Arista EOS

Abstraction Layer



One Image, Flexible
Packaging Option

Hardware
System Design

Merchant Silicon
7 Architectures

Trident	Tomahawk	
Tofino	Jericho/Qumran	
Fulcrum	Xpliant	Helix

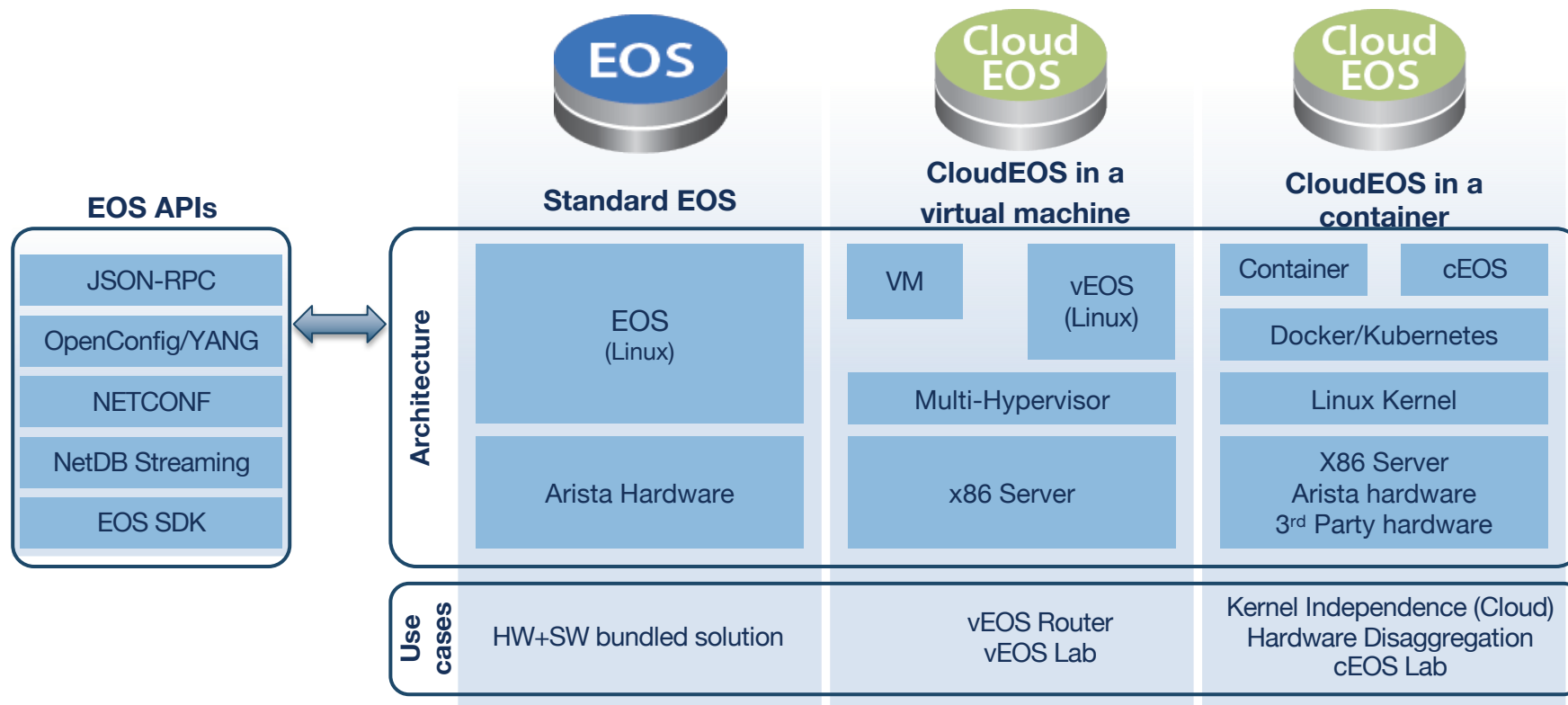


Leading Performance in
Cooling, Energy Efficiency,
Serviceability, Scale and
Breadth of Optics

10G, 25G, 40G, 50G, 100G, 200G, 400G

Leading Performance
Best of Breed
Merchant Silicon

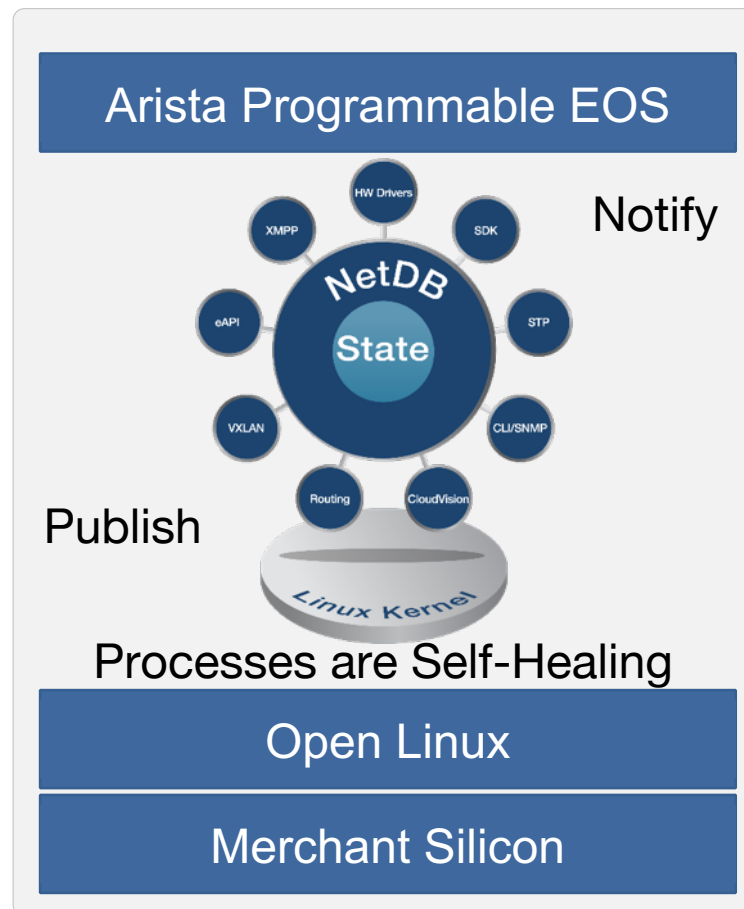
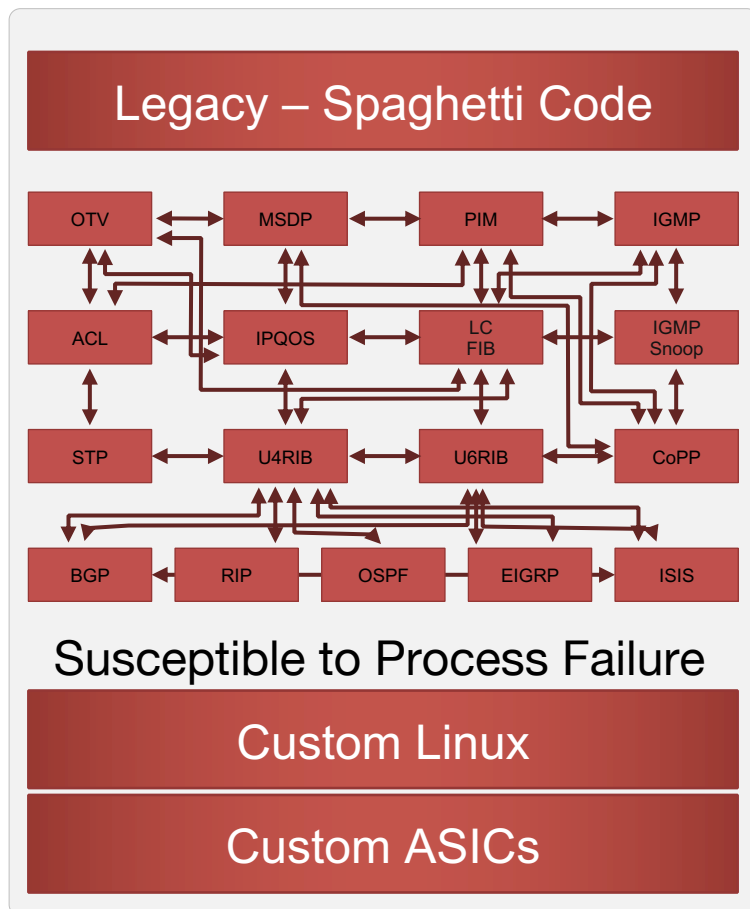
Arista's EOS offers an Open Programmable Environment with Flexible Packaging Options



EOS was built from the ground up using open Linux, a modern stateful architecture, and quality as the top priority.

Arista's Cloud Scale Software Architecture

- Differentiated Advantages
 - Stateful Orientation
 - Modern, Open, and Scalable Architecture
 - Software Quality



Resilient

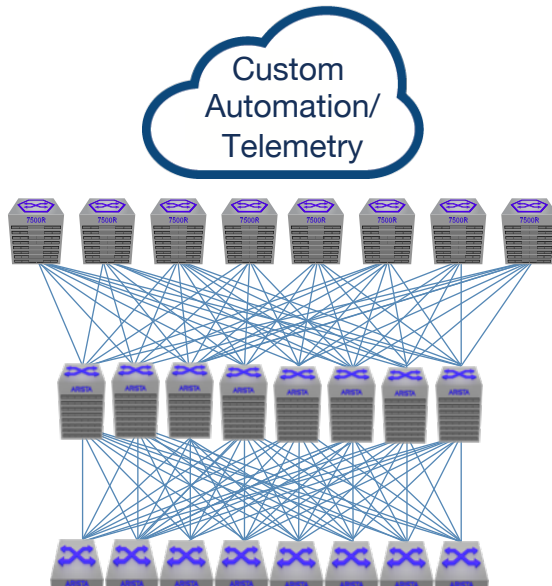
Programmable

Scalable

Cloud Networking is Everywhere: Three Key Markets – One Architecture – One EOS

Arista
Cloud Scale

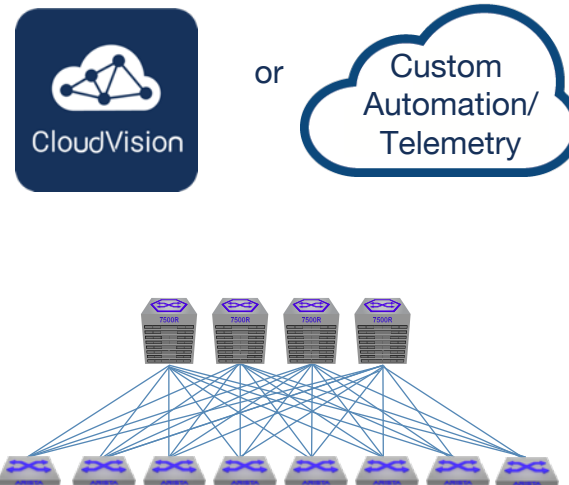
Cloud Titans



Scale and
Control Driven

Arista
Cloud Class

Key Verticals



Best of Breed
Driven

Arista
Cognitive Cloud

Enterprise



Turnkey
Driven

CloudVision: One Automation Tool – Telemetry and Analytics

Automated Deployments

Zero Touch Provisioning,
Hierarchical Config, Extensibility



Real-time Telemetry

Granular state streaming for time-series
metrics, flows, and events



Change Controls

Orchestrate network-wide
upgrades, rollback and
snapshots



Cognitive Analytics

Correlations, trend analysis,
predictive algorithms across wired
and wireless state, network-wide



Compliance / Risk

Continuously assess, report, and
remediate deviations, vulnerabilities,
bugs



Security Services

Security policy enforcement,
Policy server integration, Wireless
IPS



Data Center, Campus Wired/WiFi, Public Cloud, TapAgg

Powerful Analytics Start with Rich Data



*‘Arista has helped Ramsay Health Care to reduce operational costs through **faster mean-time-to-root cause**. The Arista CloudVision platform has become **the source of truth** for our network infrastructure and is **a critical part** of the network operations at Ramsay Health Care,’*

~ John Sutherland, CIO, Ramsay Health Care

New Capabilities in CloudVision 2019

- Data Plane visibility
- Native OpenConfig for wired and wireless
- More Analytics and Visualizations

Better Telemetry → Faster Time to Root Cause → Network Innocence

Cloud-Class Market Leadership Platform Portfolio



Single Image Arista EOS Across All Platforms

Cognitive Campus Platforms

Cognitive Splines™



7300X3
4 & 8 Slot
Modular System
Up to 256 100G ports



7050X3
Fixed System
Up to 32 100G ports

Cognitive Edge



720XP PoE switches
24 & 48 Port mGig,
24 & 48 Port 1G



Arista C-260 - WiFi-6
8x8 MIMO
3rd Radio functionality for dedicated
WIPS, client emulation testing

Cognitive Management And OS



CloudVision foundation, Wired and
Wireless, across Provisioning, Telemetry,
and Orchestration



Hitless Patching
High Availability with Stateful Switchover
Flow Telemetry, NetDB Streaming
Dynamic Path Selection

Simplify with Collapsed Spline
Architecture

Automation and Telemetry for
Operational Efficiency

Single Software Image Federated
across DC & Campus



Thank You

www.arista.com