aruba
a Hewlett Packard
Enterprise company

Hewlett Packard
Enterprise

Computacenter

HOSPITALITY SECTOR OVERVIEW

LOOKING TO CONVERT YOUR DATA INTO POSITIVE BUSINESS OUTCOMES?

LET COMPUTACENTER AND HPE SHOW YOU HOW

LET'S GO

COMPUTACENTER AND ARUBA

WHY THIS? WHY NOW?

Data is the new currency. Organisations like yours will need to harness the power of data if you're to drive new and better business outcomes and stay competitive and relevant in an ever-moving, fast-changing business landscape. And that includes getting the most from your dispersed workforce by seamlessly unifying your in-office, on-site, multi-site, hospitality venue, at home and customer IT experiences.
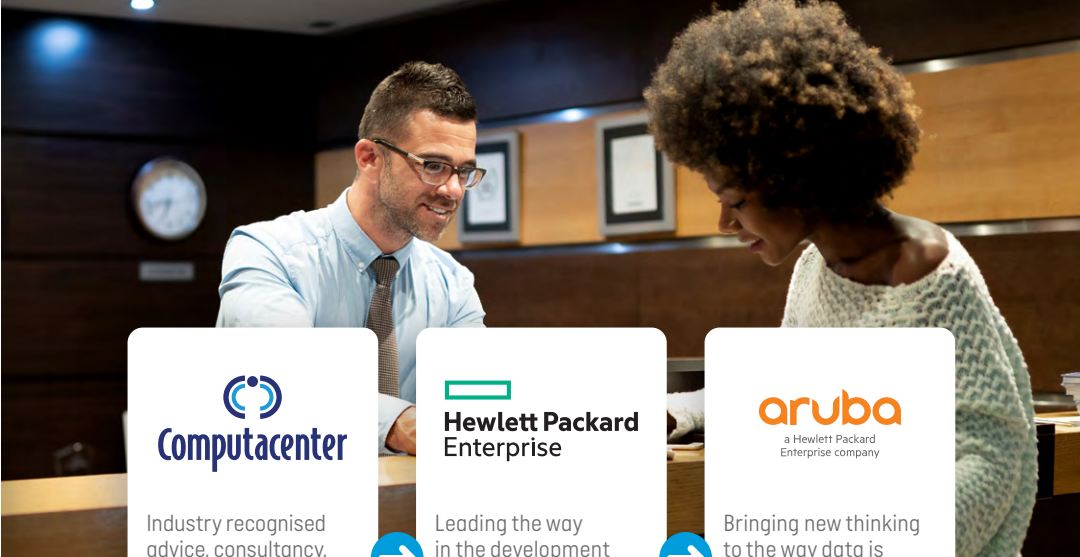
It all starts with laying the right foundations.

28 YEARS WORKING IN PARTNERSHIP

PARTNER STATUS
PLATINUM

9 MASE CERTIFIED CONSULTANTS (GLOBAL)

20+ ASE CERTIFIED CONSULTANTS (GLOBAL)

Industry recognised advice, consultancy, value-added professional and managed services in the areas of digital transformation in the workplace.

Leading the way in the development and provision of tomorrow's enterprise servers, storage and networking hardware products.

Bringing new thinking to the way data is captured, leveraged, managed and secured, from the edge to the heart of your business.

WHAT THE ANALYSTS HAVE TO SAY

Aruba – positioned as Leader in the Gartner 2020 Magic Quadrant +

IN THIS BROCHURE

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✕ Close buttons will return you to the original page

⊕ Opens a new page featuring more in-depth information, commentary or opinion relevant to the page you are reading

LAYING THE RIGHT FOUNDATIONS

Truly harnessing the power of your data will see your organisation benefit from new and actionable outcomes, and at the same time resolve some everyday IT challenges.

Taking control of your data   ⊕

Visibility across your data   ⊕

Embrace the hybrid workplace   ⊕

Intelligent data platform   ⊕

AI   ⊕

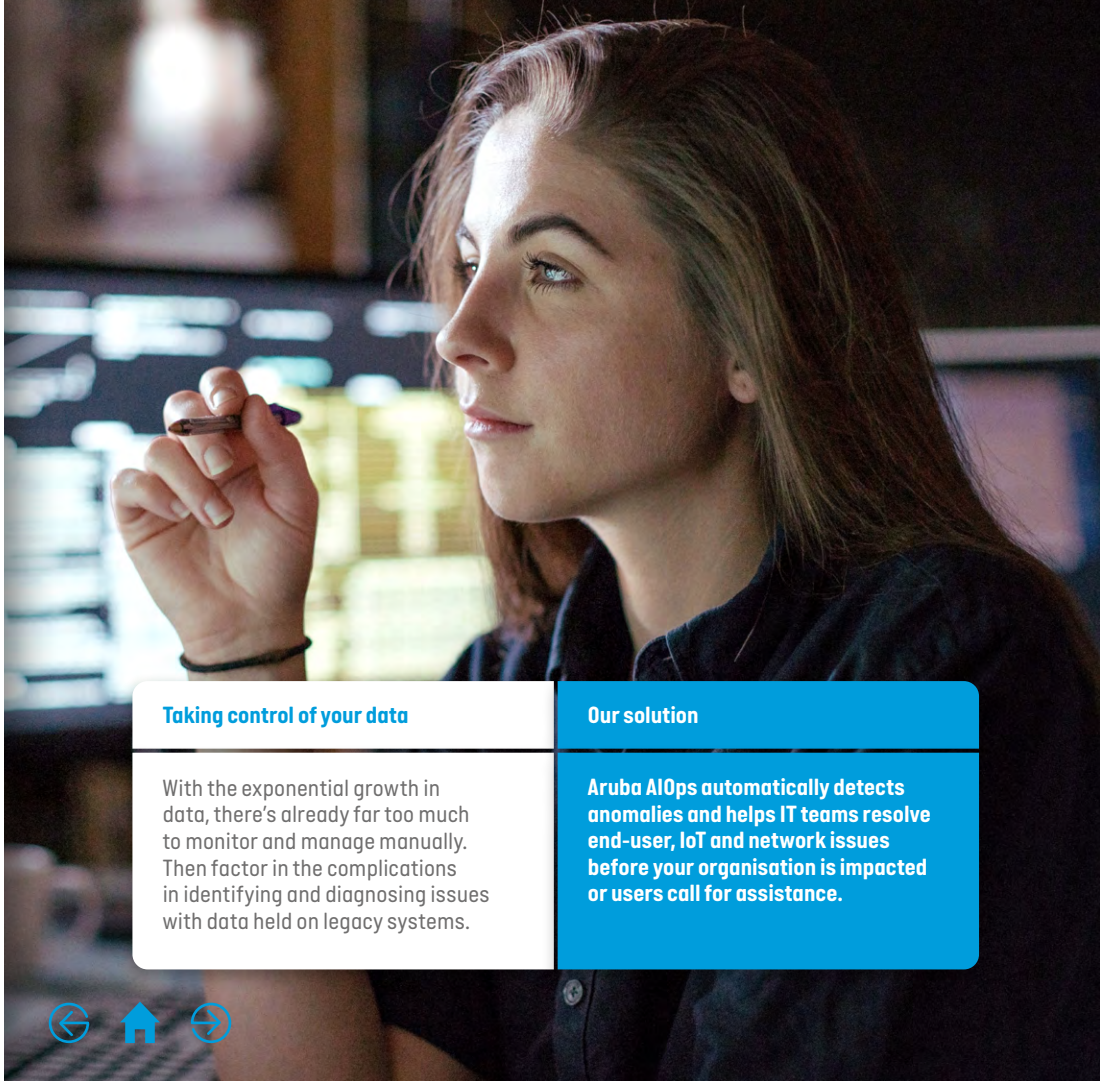HPE InfoSight   ⊕

HPE Primera   ⊕

HPE Nimble   ⊕

HPE Nimble DHCI storage   ⊕

HPE GreenLake   ⊕

Taking control of your data

Our solution

With the exponential growth in data, there's already far too much to monitor and manage manually. Then factor in the complications in identifying and diagnosing issues with data held on legacy systems.

Aruba AIOps automatically detects anomalies and helps IT teams resolve end-user, IoT and network issues before your organisation is impacted or users call for assistance.

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FIND OUT MORE ABOUT ARUBA CENTRAL AND CLEARPASS ⊕

Visibility across your data

There's a huge amount of data originating at the edge, and it will only grow. How is an organisation like yours to get the real-time visibility and intel you need to be able to **make informed business decisions about data and cloud?**

Our solution

We'll help you get full visibility of all your data from the edge and simplify your network operations and management from a single all-in-one dashboard.

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Embrace the hybrid workplace

As employees move between working from home and the office, it's vitally important that they know they can do so safely and have **continuity in the way they work.**

Our solution

We'll extend your network to the home with ready to go remote access points. A fully integrated locations service to help with contact tracing. And an AI unified infrastructure management system for complete visibility from edge to data center.

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Intelligent data platform	Our solution
What value would your organisation put on a storage system or service that continuously learns and adapts to its hybrid cloud environment to **better serve, optimise, protect and manage data?**	**An AI-driven storage solution that prevents issues before they occur by learning and adjusting in real time. This platform was developed with hybrid infrastructure in mind, meaning your data is accessible and usable across all cloud environments.**

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AI

The intelligence, analytics and ability of AI improve processes and augment humans to help them do what they do, only better, is only hindered by the need to bring enough computing power to bear on a machine learning task – **with the associated cost implications.**

Our solution

We have a proven track record in providing solutions for AI that are both high-performing and economically viable.

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HPE InfoSight	Our solution
Your organisation can't afford disruptions to your infrastructure and the associated costs of delays. As infrastructure becomes increasingly vital and complex, you **know this hands-on approach won't work anymore.**	**An industry-leading predictive analytics platform that brings software-defined intelligence to the data center with the ability to predict and prevent infrastructure problems before they happen.**

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HPE GreenLake ⊕

HPE Primera

Does your organisation need an answer for all your mission-critical application challenges, including intelligent storage that leverages autonomous operations to enable predictable performance at scale — **and consolidation for all your apps?**

Our solution

Powered by the intelligence of HPE InfoSight, HPE Primera delivers instant access to data with storage that sets up in minutes, upgrades transparently, and is delivered as a service. Plus, it's backed by a 100% availability guarantee.

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HPE GreenLake ⊕

HPE Nimble

How would your organisation benefit from a radically simple to deploy and use storage option which is cloud-ready, has all-inclusive licensing, easy upgrades, flexible payment options and is **future-proofed for new technologies?**

Our solution

HPE Nimble Storage All Flash Arrays combine a flash-efficient architecture with HPE InfoSight predictive analytics to achieve fast, reliable access to data and 99.99% guaranteed availability.

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HPE GreenLake ⊕

HPE Nimble DHCI Storage

And what value would your organisation put on a storage option that significantly simplifies infrastructure for every business-critical app and workload – enabling the agility to **make sure the most demanding apps are always-on, always fast?**

Our solution

HPE Nimble DHCI lowers costs with flexible, independent scaling of compute and storage, and industry-leading data efficiency by unlocking the benefits of hybrid cloud.

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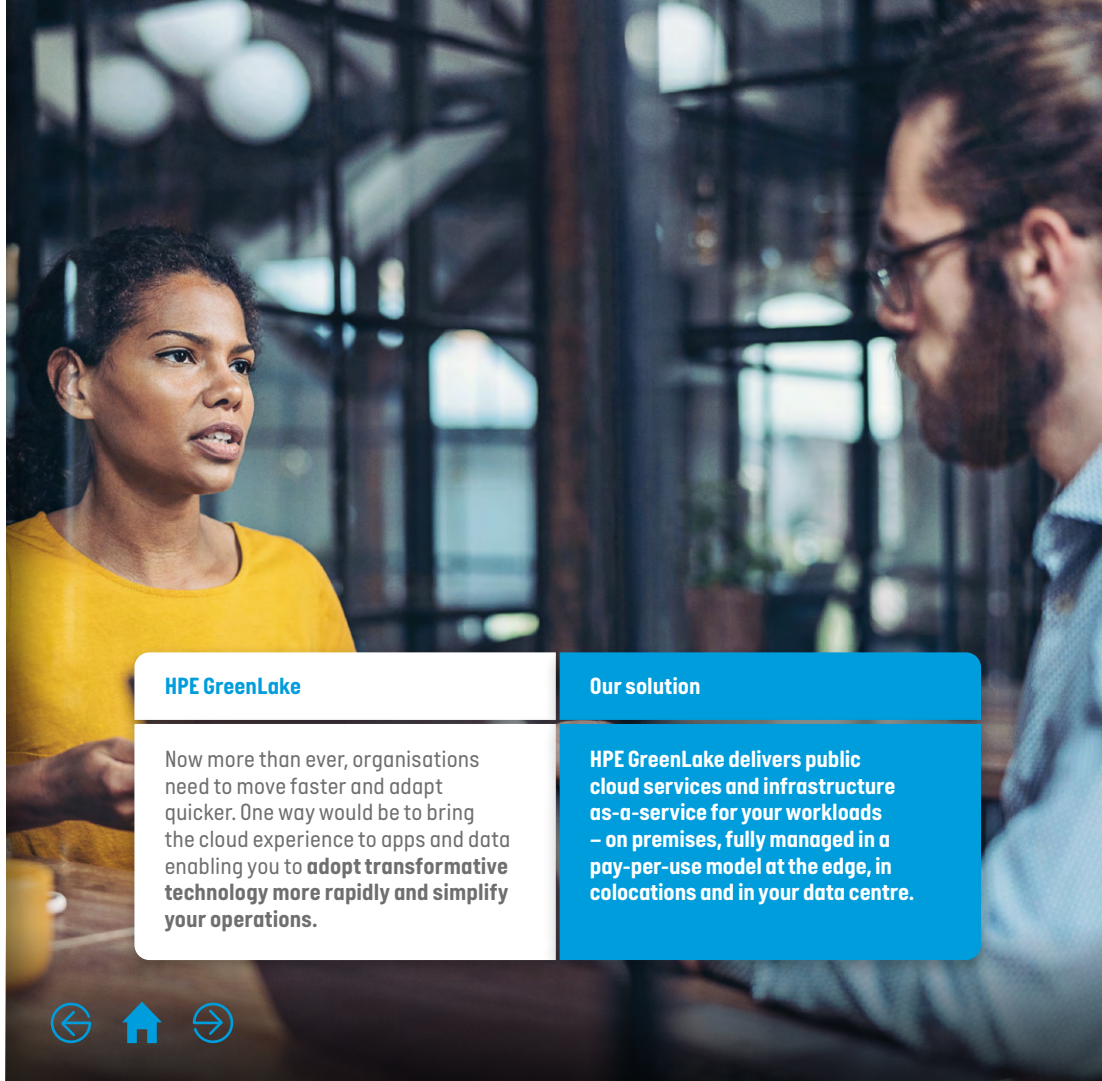
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HPE Nimble DHCI storage ⊕

HPE GreenLake ⊕

HPE GreenLake	Our solution
Now more than ever, organisations need to move faster and adapt quicker. One way would be to bring the cloud experience to apps and data enabling you to **adopt transformative technology more rapidly and simplify your operations.**	**HPE GreenLake delivers public cloud services and infrastructure as-a-service for your workloads – on premises, fully managed in a pay-per-use model at the edge, in colocations and in your data centre.**

COMPUTACENTER AND ARUBA IN THE HOSPITALITY SECTOR

A Computacenter and Aruba secured wi-fi unified networking solution will connect customers and guests to your services, and employees to your operations. You'll be able to see real-time management information as data is generated.

HOTELS	RESTAURANTS	TOURISM	LIVE EVENTS	STADIA	GRASS ROOTS SPORTS

FOR THE BUSINESS
Connecting employees to the data center, real-time operational intelligence, customer relationship marketing.

Customer interactions	Customer interactions	Customer interactions	Customer interactions	Customer interactions	Customer interactions
High-capacity wireless, e-booking, priority or Concierge Services for 5-star guest experiences.	e-reservations, pre-ordering, home delivery, reviews, app enablement and loyalty schemes.	Delegate booking and payments, break-out session attendance, purchases from concessions, competitions.	Immersive experiences, e-ticketing, purchasing from concessions.	Immersive matchday or event experiences, ticketing, purchasing from concessions, app enablement.	Ticketing, purchasing from concessions.

CASE STUDY +

HOW IT WORKS: INTRODUCING ARUBA CENTRAL AND CLEARPASS

The most advanced secure network control platforms anywhere

SIMPLIFY NETWORK OPERATIONS AND MANAGEMENT WITH ARUBA CENTRAL ALL-IN-ONE CLOUD DASHBOARD

Aruba Central delivers full-service AI insights, security and unified infrastructure management wherever the data originates from, in a single view.

- Machine Learning and automated workflows.

- Continuous monitoring for full visibility.

- Application performance and enterprise-class scalability.

- Contact and location tracing.

- Remote connectivity and enterprise-grade security.

YOUR BUSINESS AT THE EDGE

CONNECT ARUBA AI-POWERED WI-FI IN-OFFICE, ON-SITE AND AT HOME ACCESS POINTS...

...WITH ARUBA ACCESS SWITCHES AND GATEWAYS FOR MORE SECURE WLAN, LAN AND SD-WAN NETWORKING

GET VISIBILITY OF ALL YOUR DATA POINTS FROM THE EDGE WITH ARUBA CLEARPASS

Aruba ClearPass Policy Manager is the only policy platform that enforces aspects of enterprise-grade access for any sector, providing secure network access for devices at the edge, IoT as well as employees, contractors and guests.

- Enforcement and visibility for wired and wireless

- Secure device configuration of devices

- Customised visitor/guest management

- Integration with security and workflow systems

- Advanced reporting and alerting.

COMPUTACENTER PROFESSIONAL SERVICES FOR ARUBA

A Computacenter Managed Services solution, in partnership with Aruba can help you meet both your strategic and operational objectives for maximising the power of your data. Here's an overview.

SOURCE

We'll provide consultancy to help you get the best Aruba solution to suit your strategic requirements and desired outcomes.

TRANSFORM

We'll provide design and architecting advice on your Aruba solution.

We'll provide guidance as to how Aruba can flex to meet all your use cases.

MANAGE

Product optimisation: We'll manage the application and the technology to keep your Aruba application current and you protected.

Cost reduction: There's no need to recruit or train staff. We'll provide all the Aruba skills you need.

Operational reliability: We'll transact licenses at a discount and release them as you scale. We'll also manage your versions and upgrades.

Reporting: Monthly service reporting – SLAs, problem management, incident management and usage.

Maintenance: We offer remote 27/4 support and an interim site support service.

TOTTENHAM HOTSPUR STADIUM

In 2019, Tottenham Hotspur Football Club joined the world's sporting elite with the opening of the most technically advanced stadium in the world. The Tottenham Hotspur Stadium represents not only an expression of the club's ambitions, it's also in recognition of the need to offer supporters a new, smart, and secure matchday and event experience.

What was required?

- Create the most technologically sophisticated sports stadium in the world capable of hosting a variety of events, and therefore different user types.

- Extend the revenues and business opportunities for the club and its partners.

- Ensure high-performance network connectivity for fans, partners, contractors, media and building management systems.

What are the solutions?

- 220 series & 320 series 5G access points
- AP-365 & AP-277 5G weatherproof access points
- 7240 mobility controllers in high availability configuration
- 3810M series campus access switches
- FlexFabric 12908E data center core switches
- FlexFabric 5940 data center access switches
- ClearPass Policy Manager for secure network and guest access
- AirWave Network Management
- Intelligent Management Center (IMC)
- Aruba Bluetooth with Low-Energy Beacons
- Meridian Mobile App Platform
- Enabling the Tottenham Hotspur App
- HPE Pointnext Services

What are the outcomes?

- Improves the fan experience with the launch of a new app, featuring wayfinding, e-ticketing, and audio and video content.

- Establishes high-performance wireless coverage throughout the site, with the capacity to allow 40,000 people to live stream video simultaneously.

- Supports a broad range of service enablement partners.

- Building management systems, from CCTV, to secure access, media, energy and lighting.

- IPTV and digital signage, experience ribbon boards, displays, and screens.

- Stadium field of play and effects lighting.

- Turnstile access systems, lifts, and escalators.

- Matchday production and content distribution.

- Secures role-based access and consistent experience of staff, season ticket holders, visitors, and commercial partners.

WHAT THE ANALYSTS HAVE TO SAY:

ARUBA IS POSITIONED AS A LEADER IN THE LATEST GARTNER REPORTS

ARUBA – LEADER IN THE 2020 MAGIC QUADRANT FOR WIRED AND WIRELESS LAN ACCESS INFRASTRUCTURE

Not only is Aruba in the Leader quadrant, they're also positioned furthest overall in completeness of vision, meaning your network will be set up for today's challenges and whatever the future holds.

Gartner rated the Aruba strengths as:

• Comprehensive and Unifying Campus Architecture

• Consumption pricing for Campus Networking

• Strong influencer and voice in the market

GARTNER GIVES HPE (ARUBA) THE HIGHEST SCORE IN 6 OF 6 USE CASES

Your network becomes especially challenging as more and more devices are added. You need solutions that bring wired and wireless networks together in a simple, smart, and secure way.

Gartner scored Aruba first for:

• Unified Wired and WLAN Access

• WLAN-Only Refresh/New Build

• Wired-Only Refresh/New Build

• Remote Branch Office with Corporate HQ

• Performance Stringent Applications

• Hands-Off NetOps

LET'S TALK

To find out more about how a Computacenter and Aruba solution can help you build the right foundations to be able to maximise the power of your data, please contact your Account Manager directly. If they are unavailable please feel free to contact the below for further support:

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About Computacenter

Computacenter is a leading independent technology partner, trusted by large corporate and public sector organisations. We help our customers to source, transform and manage their IT infrastructure to deliver digital transformation, enabling users and their business. Computacenter is a public company quoted on the London FTSE 250 (CCC.L) and employs over 16,000 people worldwide.

www.computacenter.com

HPE INFOSIGHT

UNPARALLELED INTELLIGENCE FOR EVERY DATA CENTER

Your business can't afford any disruptions or delays. HPE InfoSight is the industry's most advanced Artificial Intelligence for infrastructure. Since 2010, it has analysed more than 1,250 trillion data points and saved enterprises more than 1.5 million hours of lost productivity.

The end of application disruptions and wasted time

Resolves some everyday IT challenges by ensuring non-disruptive availability of applications for example, and optimising ever-changing workloads.

Bringing autonomous infrastructure within reach

Uses the power of cloud-based machine learning to drive Global Intelligence and insights for infrastructure across servers, storage, and virtualised resources.

Machine learning in the cloud

Sees beyond the limits of humans and other tools. Every second, millions of sensor measurements capturing the state of the systems and surrounding IT infrastructure are collected and analysed.

Transforming the experience with predictive support

Transforms IT operations from reactive to predictive. Instead of fighting fires and dealing with escalations, problems are prevented before they can impact IT.

Making infrastructure management effortless

Tells you how you can improve performance, optimise your resources, and plan for the future. And with its cloud based portal, it's easy for you to take advantage of its intelligence.

2021 PAYMENT RELIEF PROGRAMME

HOW WE CAN HELP WITH AFFORDABILITY

These have been difficult times for the hospitality sector and we'd like to play our part in helping organisations like yours make the step towards maximising the power of your data.

YOU PAY NOTHING FOR 90 DAYS
Delay payments to ease the budget strain

OR PAY JUST 1% OF THE VALUE FOR THE FIRST 8 MONTHS
Offset the financial commitment to next year

CONVERT EXISTING IT ASSETS INTO INCREMENTAL CASH
Whilst still retaining use of the systems

GENERATE CAPITAL WITH TECH BUYBACK
Use excess newer generation technology to generate capital

Hewlett Packard Enterprise

HPE Financial Services
hpe.com/hpefinancialservices