



Hewlett Packard
Enterprise

Go Orange

Sustainability is a hot topic, use it in your customer conversations



Jon Howell

28th June 2023

Confidential | Authorized

Welcome

Listen to this webinar using the computer audio broadcasting or dial in by phone – whatever you prefer!



You can hear us, but we can't hear you as the lines are muted



We try to cover a lot but can't cover everything so if you have a question just type them in the Q&A panel



Make notes, but we will also record this webinar. We will notify you once the recording and presentation are available on the Partner Ready for Aruba portal.



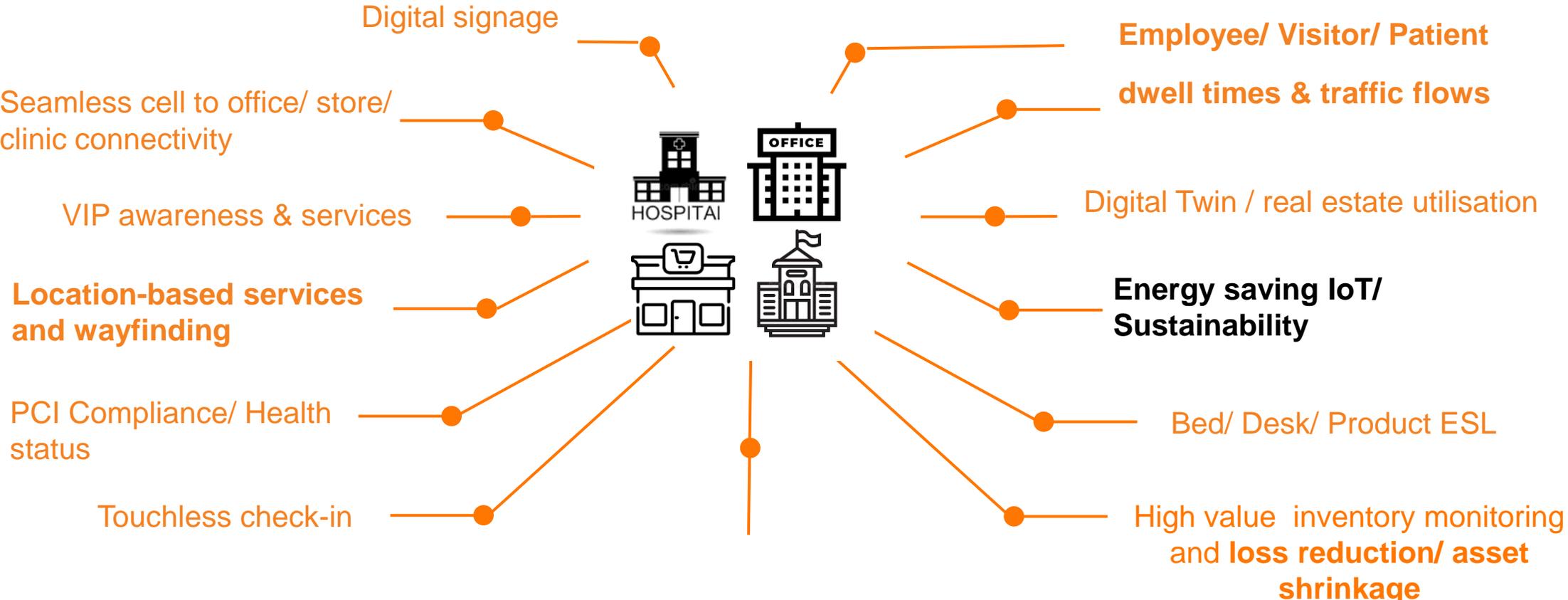
ARUBA NETWORKS IoT APPROACH



Aruba Access Point as IoT Gateway



Solve Multiple Challenges with One Infrastructure



BETTER BUSINESS OUTCOMES DRIVE NETWORK

ARUBA EDGE SERVICES PLATFORM

								
CERTIFIED Wi-Fi 6E SOLUTION	AI DRIVEN AUTONOMOUS WIRED	EDGECONNECT SD-WAN	SECURED REMOTE ACCESS	COMPLETE USER & DEVICE SECURITY	SUSTAINABILITY	IDPS ECURITY	ARTIFICIAL INTELLIGENCE	ALWAYS ON NETWORK

BIG BOX RETAIL

							
SOCIAL WIFI CONNECTION	ROI CAMPAIGNS	ACCURATE FOOT FALL	STAFF / CUSTOMER ENGAGEMENT	REAL TIME INTELLIGENCE & ACTION	DIGITAL SHELF LABEL	DIGITAL MENU	CUSTOMERS DIGITAL CHANNEL

HOSPITALS & CLINICS

							
INFANT TRACKING	ASSET TAGS	NURSE CALLING	IOT SECURITY	SPACE MANAGEMENT	ASSET THEFT ALERT	DOOR LOCK MANAGEMENT	ROOM MANAGEMENT

BSFI & ENTERPRISE

							
DIGITAL RECEPTION	MEETING ROOM BOOKING	SECURED CUSTOMER ACCESS	FACILITY MANAGEMENT	DESK & SPACE MANAGEMENT	SURVEILLANCE INTEGRATION	ATM SECURITY INTEGRATION	DIGITAL CONCIERGE FACE RECOGNITION

MANUFACTURING

							
IOT USE CASES	IT & OT INTEGRATION	SENSOR DETECTION	HAZARDOUS LOCATIONS	ROBOT CONNECT ROAMING	WIRELESS MESH	5G PRIVATE 5G	EMPLOYEE SAFETY



The background features a vibrant, abstract design with overlapping shapes in shades of purple, red, and orange. Some areas have a fine grid or dot pattern, while others are solid color. The overall effect is modern and dynamic.

HPE Sustainability



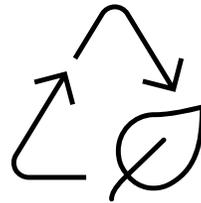
83%
of respondents agree that
sustainability is one of the
most important criteria for
IT buying decisions

Source: IDC, Future of Digital Infrastructure: 2023 Trends Driving As-a-Service (XaaS) Growth, doc#US50440123 March 2023

A modern network supports your green initiatives



HPE Aruba Networking is committed to helping organizations improve their sustainability posture



Sustainability is a journey of innovation and dedication



HPE Aruba Networking is focused on lowering its own Scope 3 emissions by **42%** by 2030 and becoming net zero by 2040

HPE Aruba Networking's modern network approach has a positive impact on sustainability in three key areas:

How it's made/lives

How it works

How it's used



HPE Sustainability



Sustainability Dashboard

Generate report

02/18/2023 - 02/25/2023 [Calendar] [Filter]

Carbon Emissions

24% of global carbon emissions

Selected items	Global
32000 kgCO2	132000 kgCO2

Energy Consumption

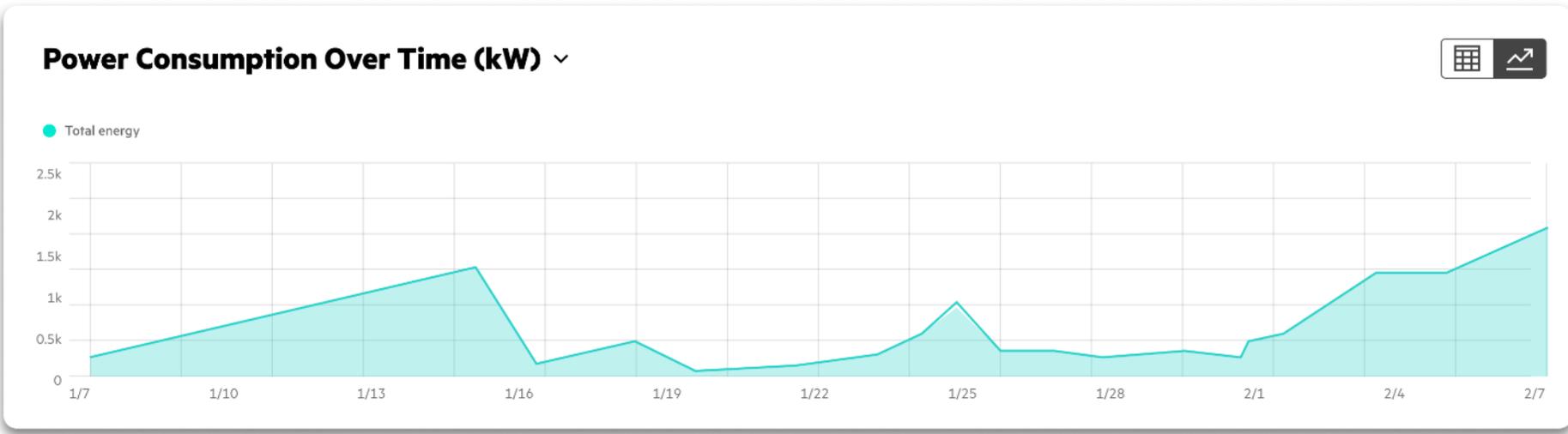
22% of global energy consumption

Selected items	Global
71500 kWh	325000 kWh

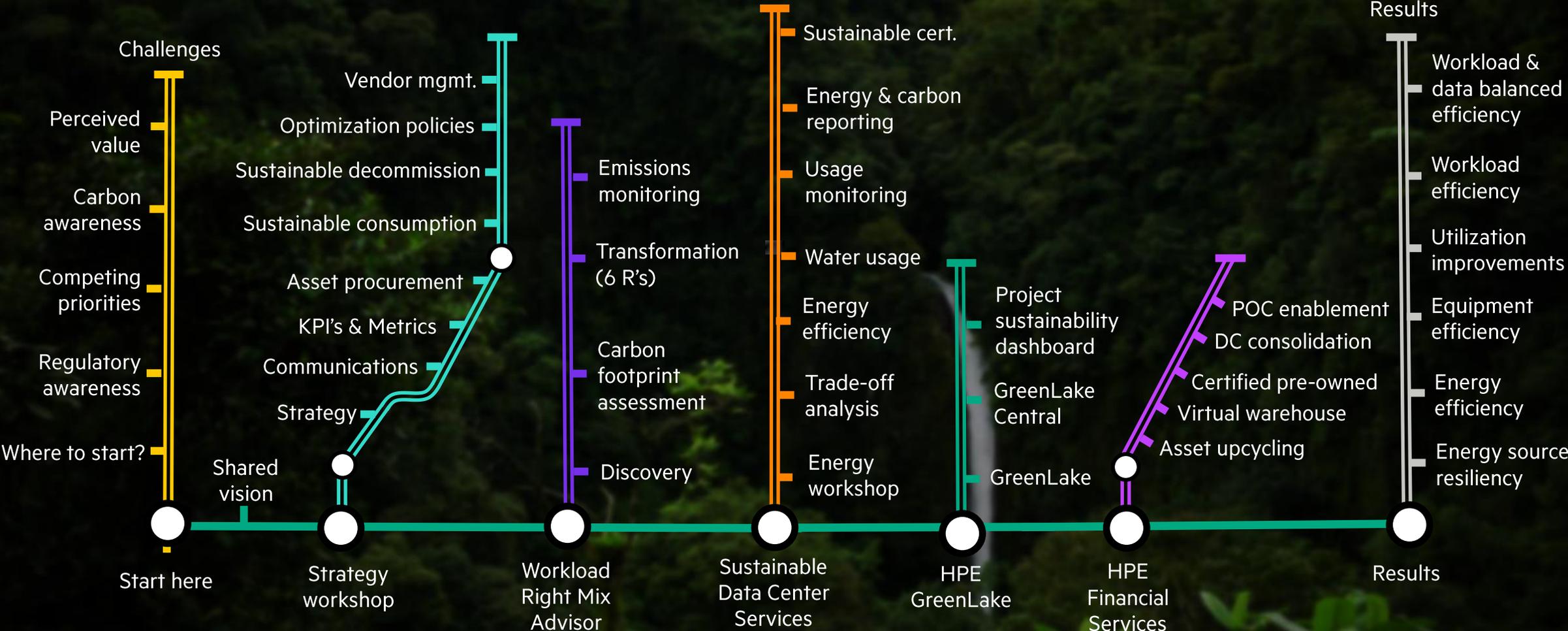
Energy Cost (USD/ kWh)

↓ 0.03 of global energy cost

Selected items	Global
0.12 USD	0.15 USD



HPE Sustainability Services





Sustainable IoT

IoT Building Blocks:



Things

Connectivity
HPE aruba
networking

Data &
Applications



Why Now?

Climate Emergency:

Nearly 40% of global carbon dioxide emissions come from the real estate sector. Of these emissions, approximately 70% are produced by building operations

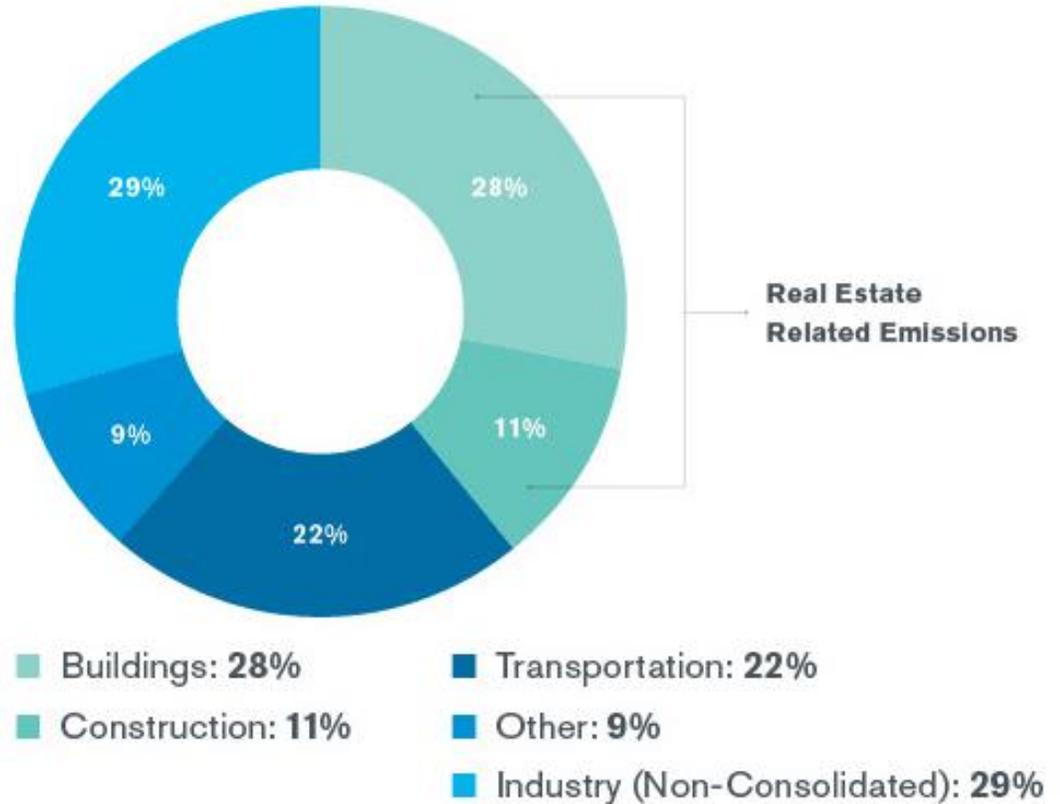
Energy Crisis (EU)

During the first two weeks of the war, Brent prices – the European oil benchmark – increased by more than 25%. By the end of March, European gas prices were around 580% higher than a year earlier

Government Taxation (EU)

Green Deal (Green Tax) Reduce EU-based GHG emissions by 55% by 2030. It is the first step towards carbon neutrality in 2050. Pushing customers to reduce energy consumption and real estate emissions. DACH Energy 19. BACS 2025

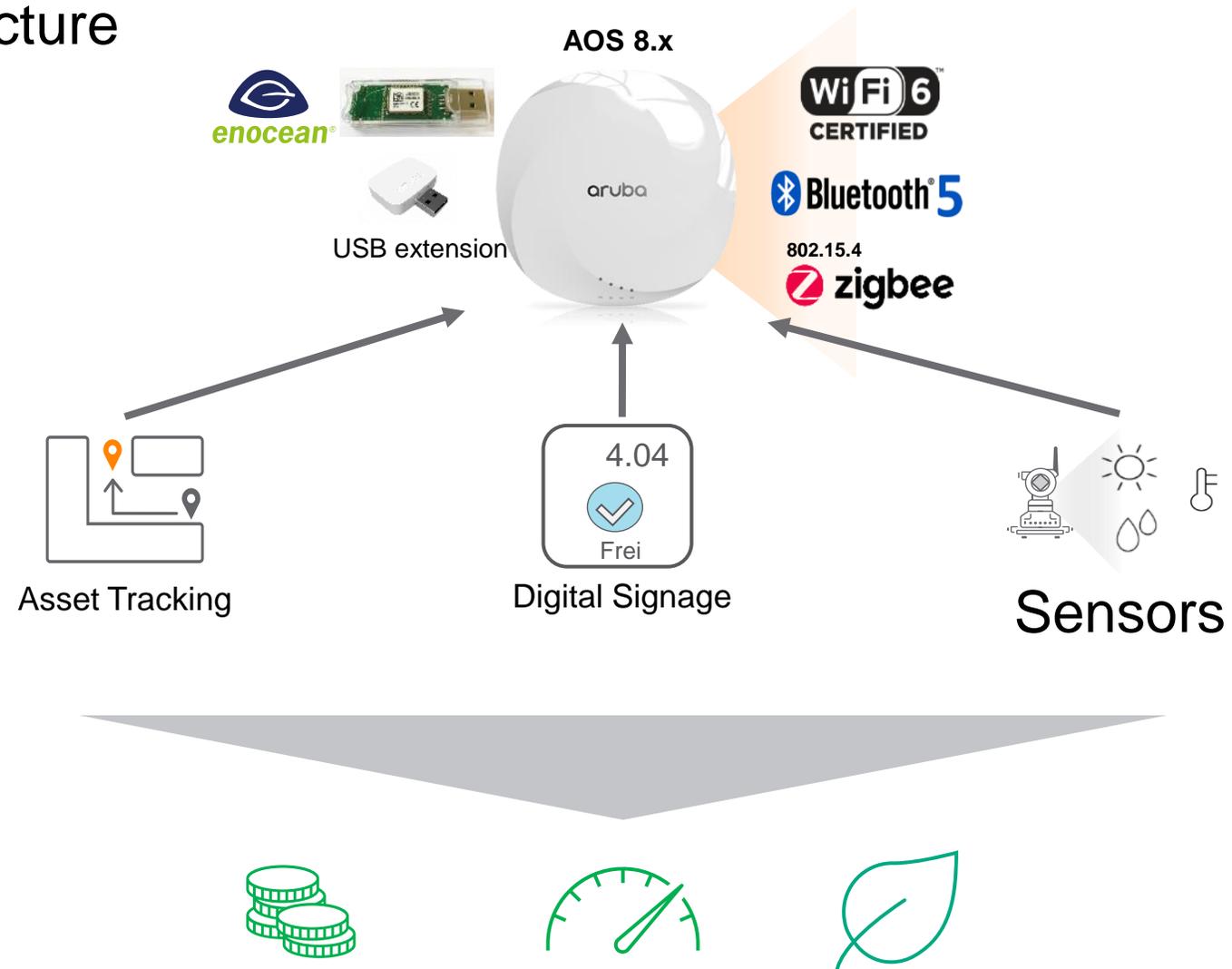
FIGURE 2: SHARE OF GLOBAL EMISSIONS BY SECTOR



Source: New Buildings: Embodied Carbon–Architecture 2030.

Aruba Access Point as the connectivity platform

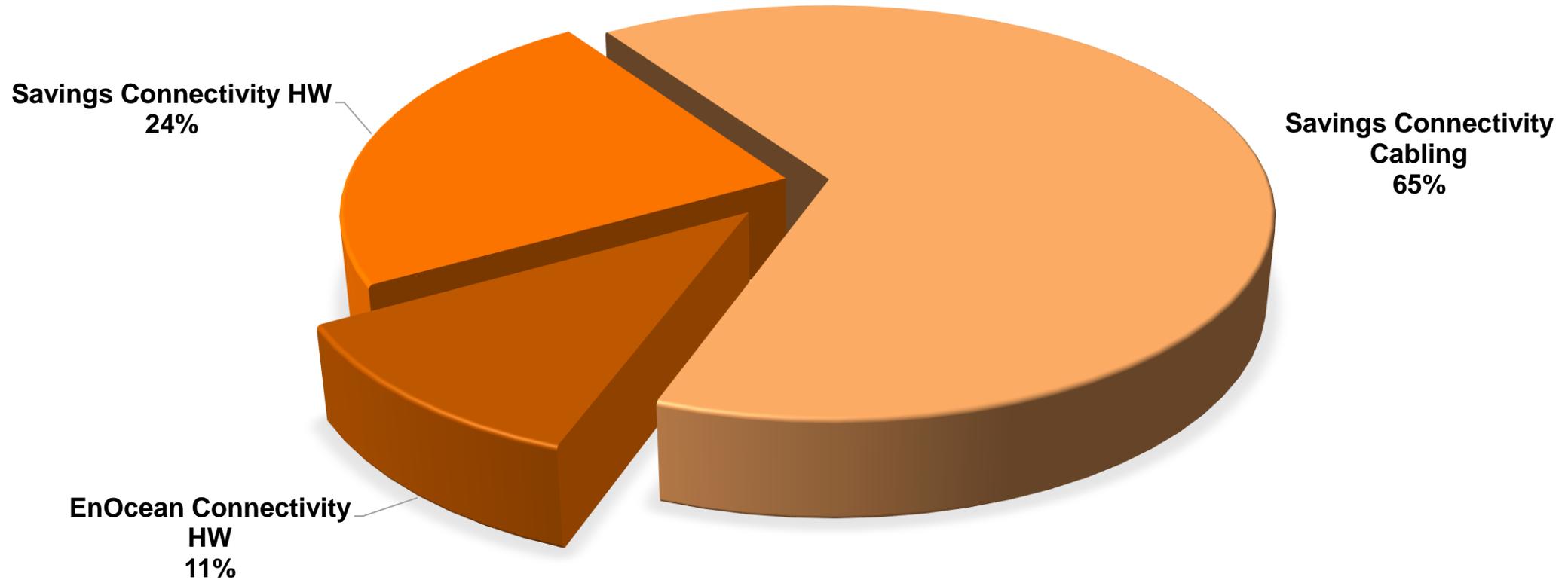
Unified Infrastructure



Cost savings of leveraging infrastructure

Integrated solution with access points

About 89% of connectivity cost (29% of total hardware cost) can be saved

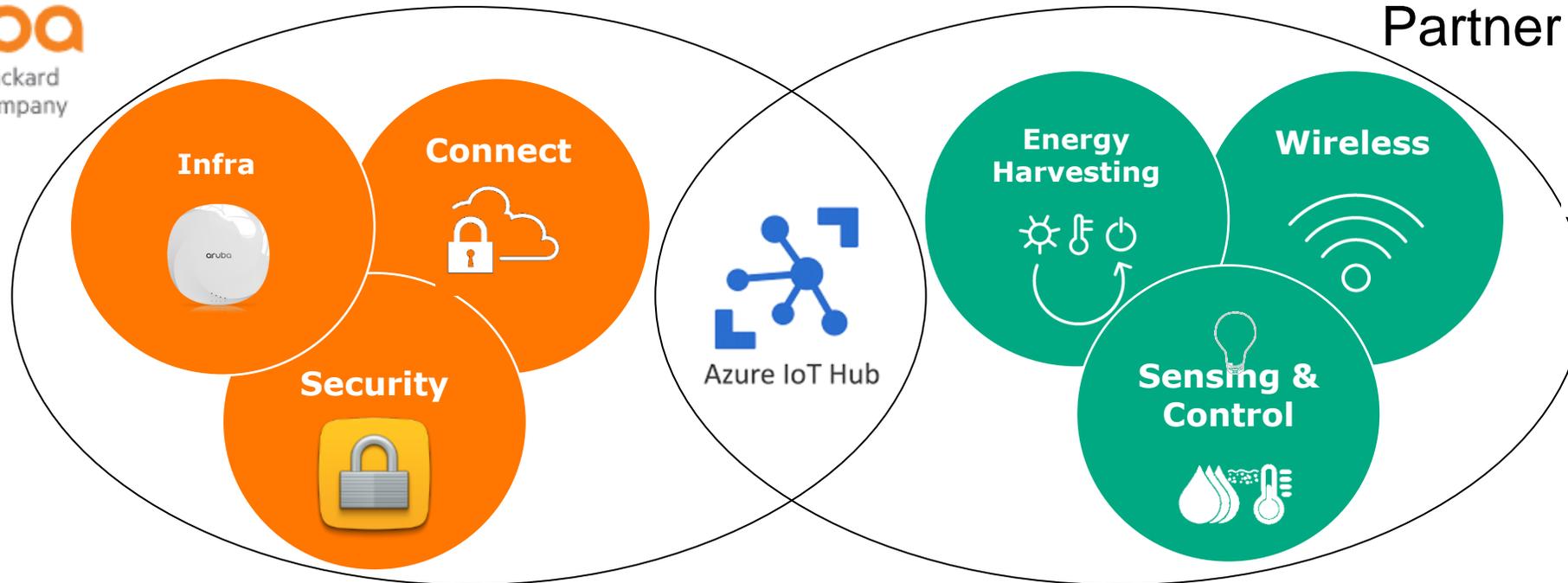


Source: E-Shelter



Aruba, Microsoft & EnOcean – A strategic partnership

Combining core technologies for easy to deploy IoT projects



- Energy harvesting sensors do the work without batteries
- EnOcean Sensors provide data that cloud services demand
- Aruba access points eliminate the challenge of installing separate gateways
- MSFT Azure Cloud services analyze and react to the data creating a Hyper-Aware building



Microsoft Azure
IoT Platform



Aruba IoT Feature Update

AOS/Central
10.4/2.5.6

New Apps

Available apps

 AOS8 Version 441 The App emulates the AOS-8 telemetry websocket connections By Aruba Installed	 Aruba Devices Version 8 The Aruba Devices app classifies all Aruba BLE devices. By Aruba Upgrade Available	 Eddystone Devices Version 2 The Eddystone Devices app classifies all Eddystone BLE devices By Aruba Upgrade Available	 dormakaba Version 38 Enable connectivity between dormakaba electronic door locks and the Ambiance Access Management software By Aruba Not installed
 iBeacons Version 2 This app classifies and parses iBeacons. By Aruba Installed	 EnOcean BLE Version 3 The EnOcean app classifies all EnOcean BLE devices. By Aruba Upgrade Available	 Minew Devices Version 2 The Minew Devices app classifies Minew BLE devices By Aruba Upgrade Available	 Blyott Devices Version 2 The Blyott Devices app classifies all Blyott BLE devices By Aruba Upgrade Available
 EnOcean Version 36 This App enables the EnOcean USB stick for Aruba Access Points - APs must be upgraded to AOS 10.4.0.0 or later By Aruba Not installed	 Hanshow Version 5 Enables the Hanshow USB Gateway for Aruba Access Points - APs must be upgraded to AOS 10.4.0.0 or later By Aruba Not installed	 SOLUM Version 5 Enables the SOLUM NewtonUSB Gateway - APs must be upgraded to AOS 10.4.0.0 or later By Aruba Not installed	 ASSA ABLOY Version 9 Enable connectivity between Assa Abloy electronic door locks and the Visionline management server. By Aruba Not installed



THE BENEFITS

- **IoT integration drops to <60 minutes from 3-6 months**
 - Supports BLE, 800/900MHz EnOcean, and specialized radios and IoT devices
- **Eliminates the cost, maintenance, and security issues of dedicated on-premises gateways**
 - Uses existing/new Aruba access points as secure gateways
- **Enables resellers to complete projects faster**
 - Faster time-to-revenue, more projects per year
 - Develop practices around high-value services without concern about the sources of data
- **Empowers customers to economically deploy new IoT applications**
 - Subscribe to pre-built Azure Marketplace apps as easily as they do today with Microsoft 365

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Solutions & Examples



{ 24°C }

{ 19°C }

Smarter Buildings with Aruba & EnOcean Devices

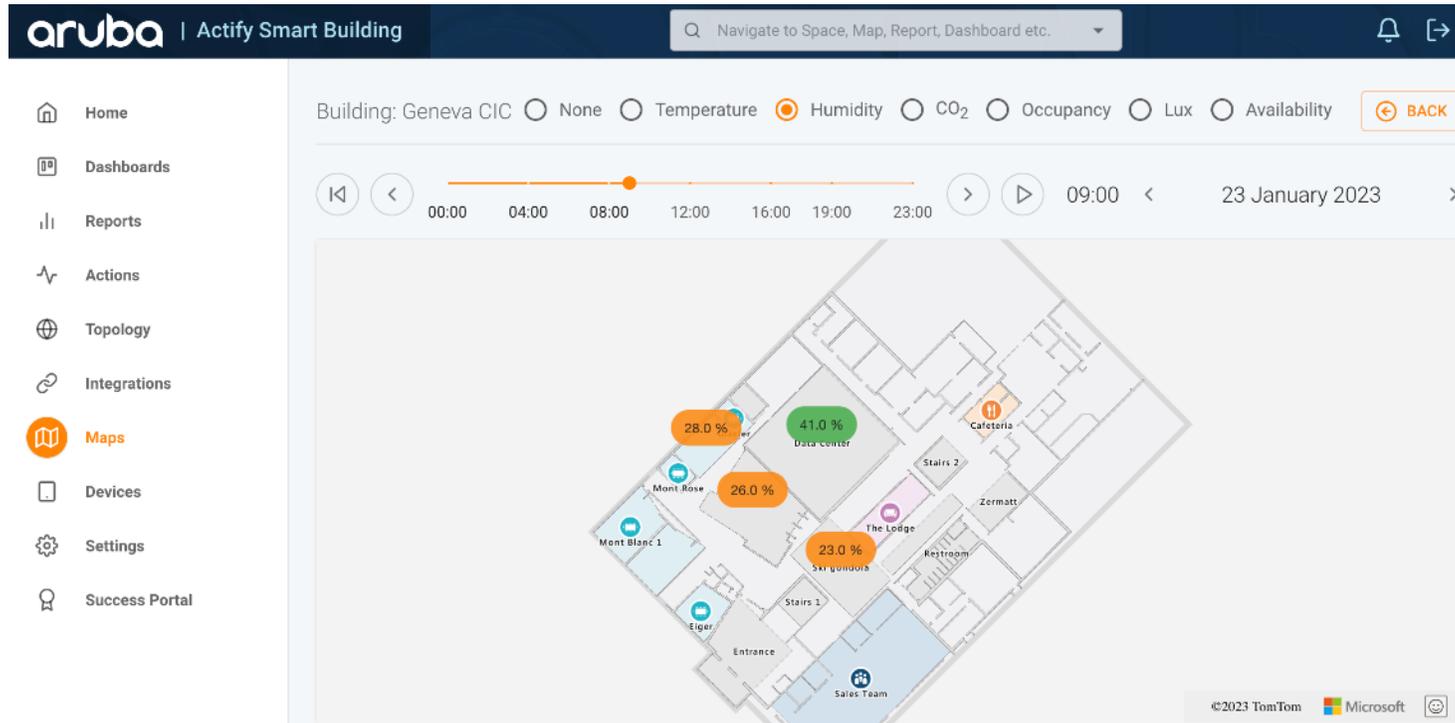
- Occupancy
- Air Quality
- Temperature
- Power Consumption
- Lighting Control (Local)
- Temperature Control (Local or Site)
- Alarm monitoring
- Leak detection
- Call to action



This list also goes on!



What Can You Sell?: Environmental Dashboard As A Service



- Leverages Energy Harvesting Sensors with Aruba AP as an IoT gateway.
- Solves multiple challenges, energy, occupancy, climate, air quality.
- Integrates with most know BMS platforms
- **Partner Branded dashboard. (EMEA Based 😊)**
- All Azure hosted
- Removes 89% of infrastructure costs.



EnOcean
Sustainable IoT

HPE **aruba**
networking



Inspari: Energy Savings

Dashboards / Energy November - 2022 YEAR MONTH WEEK Selected Building: Skarlinge 88

Recommendations 🏆

1 (0 done - 1 started)

[See Recommendations](#)

Electricity 📉

2.3 Mwh

Above expected value (0.0)

Heating 📉

8.6 Mwh

Above expected value (0.0)

Co2 📉

60.6 Kg

Above expected value (0.0)

Electricity consumption

Heating consumption

Type	Consumption (kWh)	Percentage	Co2 (Kg)
Unknown	1806.68	0%	0
Hydro	0.35	0.09%	0
Solar	5.26	1.03%	0
WindOffshore	115.09	22.98%	0
WindOnshore	215.61	41.05%	0
BioGas	11.21	3.08%	0
Coal	45.64	15.51%	41.57
NaturalGas	11.34	3.66%	6.91
Oil	0.66	0.23%	0.6
Straw	3.42	1.08%	0
Waste	12.32	3.39%	11.47
Wood	23.28	7.64%	0
TOTAL	2250.86		60.56



Employee Experience Example – Credit Agricole – Pull Through A Big Win



“Our need was a bit specific: we know that we have a lot of workspaces that can be shared on our territory, while mobility needs are developing (decompartmentalization of headquarters/network, remote work, etc.), recognizes Guillaume Lambour - Organization and Technologies Manager at [Crédit Agricole](https://www.credit-agricole.com)

Whitepaper: <https://www.arubanetworks.com/en-gb/resources/case-studies/credit-agricole-normandie/>

ARUBA WLAN 5 SERIES INTEGRATIONS:

- [Wi-Fi 6 Aruba 515 access points](#)
- [Wi-Fi 6 Aruba 555 access point](#)
- [Mobility Controllers](#)
- [AirWave](#)
- [ClearPass](#)
- [Integration with EnOcean occupancy sensors](#)
- [Integration with Jooxter workplace management platform](#)

VALUE ADD:

- Streamlines meeting room bookings via a smartphone or laptop
- Offers a long-life solution (potentially 20 years)
- Delivers an integrated Aruba, EnOcean, and Jooxter platform, enabling the reduction in carbon footprint and energy consumption
- Significantly reduces cabling costs and IoT infrastructure (sensors)
- Simplifies IoT and IP Network integration eliminating gateways.





CUSTOMER INNOVATION CENTER GENEVE

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HPE Resources

HPE SUSTAINABILITY RESOURCES

Resource

QR (link)

Highlights

HPE Living Progress



[Link](#)

HPE plan for sustainably meeting the technology demands of the future.
This is the home page for **entire Environmental and Social Governance program**

The 2022 Living Progress Report



[Link](#)

This document showcase our roadmap and accomplishment on our way to Net Zero

Environmental Declarations



[Link](#)

IT Eco declarations
Reach
Rohs
Etc..

Policies and Standards



[Link](#)

From **Design and manufacture to Recycle and Reuse**

- General Specification for the Environment
- Supplier Code of Conduct
- Conflicting minerals
- Human rights and labor practices

A unique Contact: **Sustainability team**



[Contact Sustainability](#)

Any question on Sustainability, Regulatory and Compliance? the sustainability team will surprise you by the quality of the support!



NEXT WEBINARS

- Today's session will shortly be available on the **Partner Ready for Aruba portal**. You will receive an email with link to slides and recording when available.
- All previous Go Orange sessions are available here <https://partner.hpe.com/group/prp/events-webinars>

Date	Go Orange for Partners webinars	Register
12 th July	Fuel Your Pipeline with Q423 Demand Generation Campaigns	Register
19 th July	Aruba SSE Training and enablement 101	Register
9 th August	Aruba SSE Training and enablement 101	Register





THANKS!

SCAN FOR STARTER KIT ETC



Scan me!