


Hewlett Packard
Enterprise

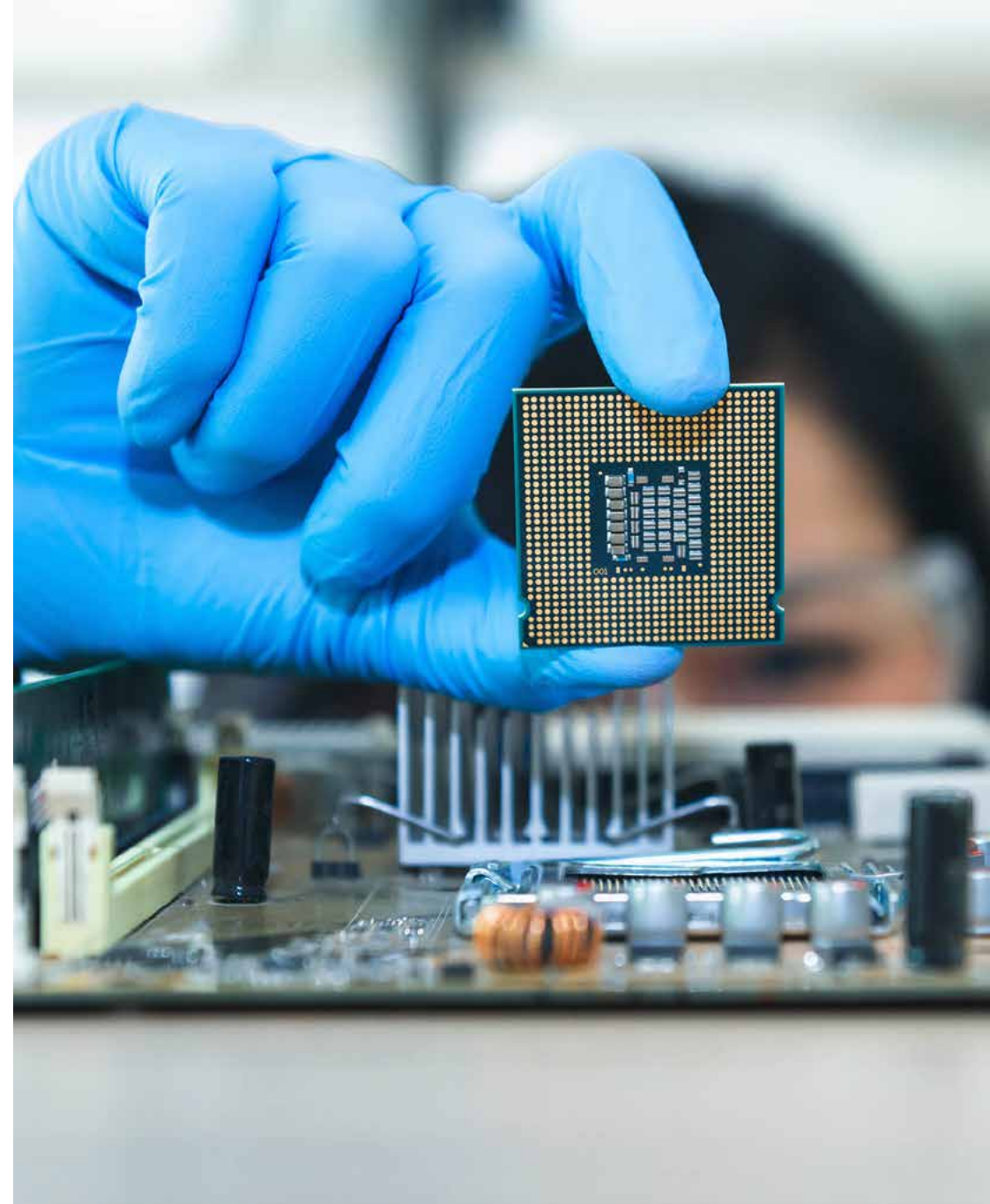
MANUFACTURING SOLUTIONS FOR SMALL AND MIDSIZED BUSINESSES



DIGITAL TRANSFORMATION CHALLENGES

In today's digital world, the convergence of manufacturing operations and IT technologies has opened up opportunities to capture, analyze, and act upon data when and where its insights are most needed. This digital shift allows manufacturers to run smarter operations, reduce downtime, ignite innovation, and address some of today's biggest IT challenges in manufacturing.

- **Next generation in operational efficiency**—Adding new digital capabilities to products and services represents an opportunity not only to increase operational efficiencies but also to grow new revenue streams such as aftermarket services. Simultaneously, restructuring with an agile business model encompassing the full digital workflow from new product development, employee collaboration, and supply chain management sets the stage for success. To leverage the opportunities, manufacturers must modernize their infrastructure to maximize resources and futureproof for the next wave of technologies to come in artificial intelligence (AI).
- **Securing intellectual property and maintaining uptime**—Much like most industries, downtime is not a luxury the manufacturing industry can afford. Cybersecurity breaches threaten the sustainability of daily operations and core business processes. Not to mention, 24x7 access to the high volume of production level data is not something that can be compromised by downtime due to a security threat. Manufacturers need innovative cybersecurity measures to keep their intellectual property (IP) intact.
- **Taking advantage of edge computing**—The Internet of Things (IoT) represents a host of new opportunities to capitalize on data in real time. Moreover, this data can be used to determine cause and effect, and improve efficiency and predictability. Manufacturers need to modernize their IT portfolio to take advantage of these trends and reimagine their business potential.



BENEFITS OF A HYBRID APPROACH

Public cloud may seem like an easy answer to these IT challenges. Cloud promises speed, agility, and cost savings—but realizing the full value of cloud requires solving difficult challenges. Initial costs may grow beyond plan, access to your data is more limited than on-premises, and a cloud breach may not be detected and reported until well after the damage has been done.

In fact, a recent analyst report, published by Aberdeen, cites an increase in businesses moving their IT from public cloud to on-prem. Deployments using private cloud on on-prem systems have nearly doubled and workloads on public cloud have gone down by 25%. Why such a shift? According to Aberdeen, a move to more on-premises workloads is enabling these businesses to see some key benefits such as lower IT costs, reduced complexity, and higher customer and user satisfaction.¹

What this ultimately means is that organizations are realizing that to get the most out of their IT infrastructure, they need flexible platforms that give them the best performance, management, and resiliency for their many varied workloads. A hybrid approach to your IT infrastructure strategy, utilizing a planned infrastructure of on-premises, private cloud capabilities and public cloud providers, gives you the flexibility to manage your data when and where it makes sense for your business.

→ [Read the full Aberdeen paper here](#)

Key benefits of on-premises workload:

- Lower IT costs
- Reduced complexity
- Higher customer and user satisfaction¹

Deployments using private cloud on on-prem systems have nearly **doubled**¹

Workloads on public cloud have **gone down by 25%**¹

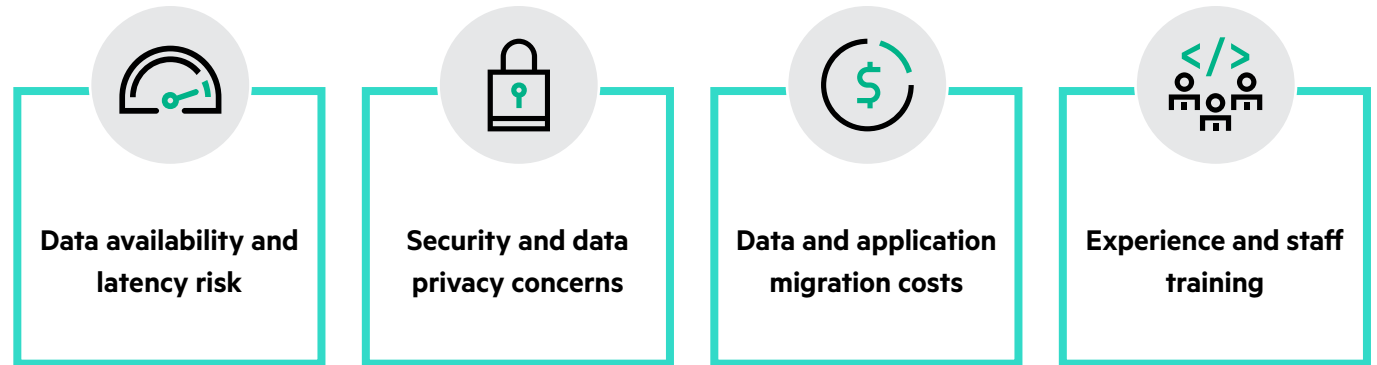
¹ [h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00099839enw](https://www2.hpe.com/v2/Getdocument.aspx?docname=a00099839enw)





HOW DO I DECIDE WHAT DATA AND APPS GO WHERE?

While a hybrid approach can maximize your IT flexibility, the question then becomes “how do I decide what data and apps go where.” This can be a challenging question for many businesses to answer with several key factors to consider:



At HPE, we realize that every customer’s needs may be different dependent on your unique business. Through our network of Partners and Managed Service Providers (MSPs), we can connect you with the right resources and expertise to help you decide what your hybrid IT footprint looks like.

→ [Find a partner here](#)





AGILE AND EFFICIENT

HPE SMALL AND MIDSIZE BUSINESS (SMB) SOLUTIONS

As trusted digital IT experts, HPE understands today's challenges and has the expertise across products, services, and partnerships to help your business thrive and grow to meet these new technology demands. HPE can help your business navigate cloud complexities and speed your digital transformation through a proven methodology for transforming people, processes, and technology.

- [HPE Small and Midsized Business Solutions](#) let you run at the speed of business, with greater control, security, and performance running applications on-premises.
 - **Reliable and optimized for performance**—Our solutions leverage ISV tested and certified product, support universal components, lifecycle management software, support quality, and leverage optimized configurations for faster product performance. This includes our [Virtualization Solutions](#) which are designed to increase IT efficiency and help you keep your business running, wherever your employees may be.
 - **Ease of use**—We deliver [Small Office Deployment Solutions](#) that are easy to buy, setup, operate, and manage with tools such as [HPE iLO](#) remote management and [HPE InfoSight](#) to prevent disruptions, improve agility, and minimize downtime.
 - **Hybrid cloud ready**—Combining Microsoft Azure cloud services with an on-premises HPE ProLiant server allows you to leverage on-premises mission-critical workloads with stricter security or compliance requirements, and scale up to the cloud to help balance resources and increase application availability on-demand.





SECURE

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- HPE joins industry-leading infrastructure with expert [HPE Pointnext Services Security and Risk Management services](#) to provide integrated, end-to-end resilience and risk reduction from the data center to the cloud.
 - **Foundation of innovative security**—Together with our trusted network of partners, [HPE SMB solutions](#) provide a foundation of innovative security features that goes beyond perimeter protection—arming your systems to prevent, detect, and recover from threats.
 - **Easily store files and data**—With our [SMB File and Backup Solution](#), you can easily store files and data in a centralized, secure way with backups of your files and data for greater data protection, optional archiving, and disaster recovery storage solutions to help keep your business running and improve employee productivity.
 - **Protect, detect, recover**—Protect against attacks and quickly recover from downtime with built-in security features from HPE ProLiant Gen10, the [world's most secure industry-standard servers](#),² and 360-degree of analytics driven-visibility, detection, control, and response with [Aruba Instant On](#) and [Aruba Enterprise Networking Security Products](#).

² Based on external firm conducting cybersecurity penetration testing of a range of server products from a range of manufacturers, May 2017.



AFFORDABLE

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- Extraordinary circumstances threaten business continuity and cause strain on budgets. HPE Financial Services (HPEFS) is dedicated to alleviating some of this strain with programs, such as the [HPE 2020 Payment Relief Program](#), designed to help businesses reduce cash outlays, generate cash from assets, and align payments to deployment schedules.
 - **Take advantage of flexible and custom financing models**—Get access to the technology you need to support business continuity and drive your digital transformation.
 - **Improve your IT capabilities and boost operational efficiency**—Leverage [HPEFS IT Asset Lifecycle Solutions](#) to reduce demands on IT staff and avoid increased maintenance and operating costs.
 - **Increase your tech buying power**—[Discover new opportunities](#) to innovate, expand, make a positive impact, and elevate your brand.



CUBE PACKAGING SOLUTIONS CASE STUDY



“CuBE found partners to help us re-conceive what is feasible for factory IoT. And now we’re bringing even more sustainable packaging to the world.”

– Len Chopin, President, CuBE Packaging Solutions

[→ Read More](#)



BUSINESS REQUIREMENTS

- Expand manufacturing lines
- Boost productivity and throughput
- Optimize operations with intelligence, tools, and visibility without introducing risk or slowing pace of growth

SOLUTION

- Deploy HPE Synergy and HPE Nimble Storage
- Integrate secure Aruba wired and wireless network in the factory
- Partner with service provider to update ERP and MRP

BUSINESS OUTCOME

- Real-time insight into manufacturing processes minimize downtime, protect quality, and drive higher throughput
- Keep pace with demand
- Maximize ROI and net profits



Resources

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