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Thrive in a digital economy

Strategies and services to power the Edge and make hybrid cloud simple

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Are you up to speed?

For any business, speed is of the essence. New opportunities in the digital economy are constantly emerging—faster and faster. And your success or failure capitalizing on those opportunities can be determined in an instant.

It seems like every day there's something new introduced that can streamline operations, open new markets, create whole new revenue streams, and improve the world in which we live—hybrid cloud, Big Data analytics, Internet of Things (IoT), and other future emerging technologies.

It's hard running a business day-to-day. How do you leverage these transformative technologies and operating models to accelerate innovation? Or improve business agility to pounce on new opportunities faster?

Help is on its way. **Contact an HPE solution expert at OnX Canada.**

"Digitally advanced, customer-obsessed firms possess a rare skill: the ability to spot and adopt, more rapidly than most of their competitors, new business opportunities that technologies offer."[1]

– Forrester

[1]Advanced Digital Businesses Are Winning With Tech-Driven Business Innovation, Forrester Research, Inc., July 2018.

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Destination: next

Businesses today live on the edge. They're deep into data and increasingly look to the cloud for answers. The fact is opportunities to achieve new levels of business excellence can be found in all these places—at the edge, in your business data, and up in the cloud.

Which area are you interested in?

I want my organization to be more connected.

Edge

Your business has many components—robotics, monitoring and control systems, workspaces, end-user devices, remote diagnostic systems, and more. They all hold opportunities to streamline operations, create new customer experiences, and transform your business.

Let's go...

I want to unlock my data to create a competitive advantage.

Data

It's no secret, data is probably your most valuable asset. But only if you can transform it from a set of qualitative or quantitative values into actionable business insights. The key is unlocking the full potential of your data through advanced analytics and artificial intelligence (AI).

Let's go...

I want to take greater advantage of hybrid cloud.

Cloud

Public, private, multi—what's the right mix for you? How do you plan and implement hybrid cloud properly? And then optimally run your environment for cost, security, compliance, and performance?

Let's go...

Once you decide which area you want to transform, you need to determine how you want to deliver it.

I want to consume IT on my own terms

Choice

Buy your solution now or pay-as-you-go based on your usage—it's your decision. Nobody wants to be locked into a capital-intensive model, especially when your business needs to scale up or down at a moment's notice. Have the choice to consume IT with flexible models to match your business' needs.

Let's go...

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Ride the edge

There's a lot happening at the edge of your business. Devices and processes are creating valuable information that you can use at the edge to automate operations, create real-time interactions between people and machines, and even enable your machines to "think" on their own.
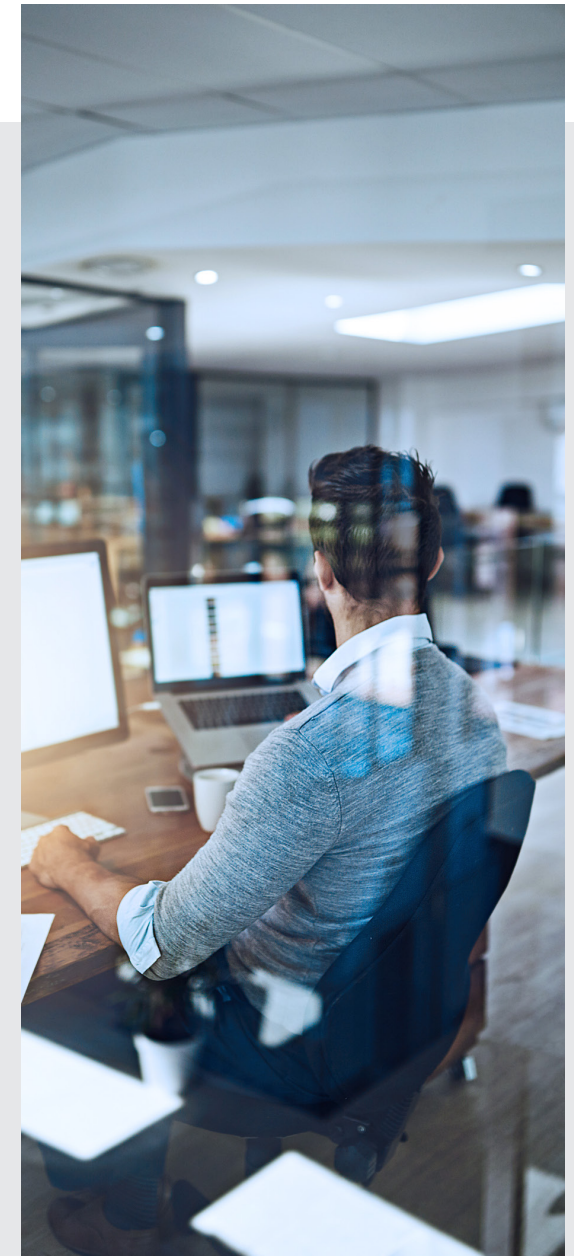
Make these possibilities a reality:

- **Connectivity, your company's lifeblood:** Connect everything—people, places, and things—to create a seamless experience for customers, employees, and suppliers on any device. **Explore**

- **Take advantage of IoT:** It's not just a buzzword. IoT enables connected devices, tools, machines, controllers, products, and more to enrich and automate your business with relevant and actionable intelligence. **Explore**

- **Create new Edge experiences:** Personalize and redefine customer experiences, and build smarter digital workspaces anywhere in your enterprise with location- and context-aware apps. **Explore**

"By 2022, as a result of digital business projects, 75% of enterprise-generated data will be created and processed outside the traditional, centralized data center or cloud, up from less than 10% in 2018."[2]

– Gartner, March 2018

[2] Gartner, "Top 10 Strategic Technology Trends for 2018: Cloud to the Edge," David Cearley, Bob Gill, Mike Walker, Thomas Bittman, Brian Burke, March 8, 2018.

Connectivity, your company's lifeblood

In a world where everything is connected, properly planning, deploying, and managing your network becomes essential. It is the foundation for creating pervasive network connectivity that facilitates new experiences and opportunities at the edge.

Achieve pervasive connectivity for your business:

- Secure wired and wireless networks across your enterprise.

- Create high-density wireless solutions for industrial applications or public spaces.

- Automate enterprise networks to reduce time, errors, and resources.

We can assist you in building and helping optimize your network foundation with design, deployment, integration, and support services.

High density wireless
Location services
Edge compute

Wayfinding
Mobile flight notifications
Location-based offers

Deliver engagement with richer experiences

Deploy a secure experience foundation

Design for continuous innovation

Experience design

Agile development

Edge

Cloud

Edge context identity, location image, app data

Location analytics
Third-party analytics
Partners

Derive insight from behavior

[3] h20195.www2.hpe.com/v2/getpdf.aspx/a00039577enw

"Wi-Fi is a service like electricity: you only really hear about it if it's not working. Our doctors, nurses, and clinicians rely on it to access patient information on the floor and at patients' bedsides via some 700 iPads."

– Phil Scott, Delivery Manager Head of Informatics, Wirral University Teaching Hospital[3]

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"Texmark is a leader in innovation, and from the beginning—when my dad founded this company—we embraced ideas that were ahead of their time. Now HPE has given us the opportunity to do that again. This innovative IoT technology will help us become safer, more competitive, and better at everything we do."
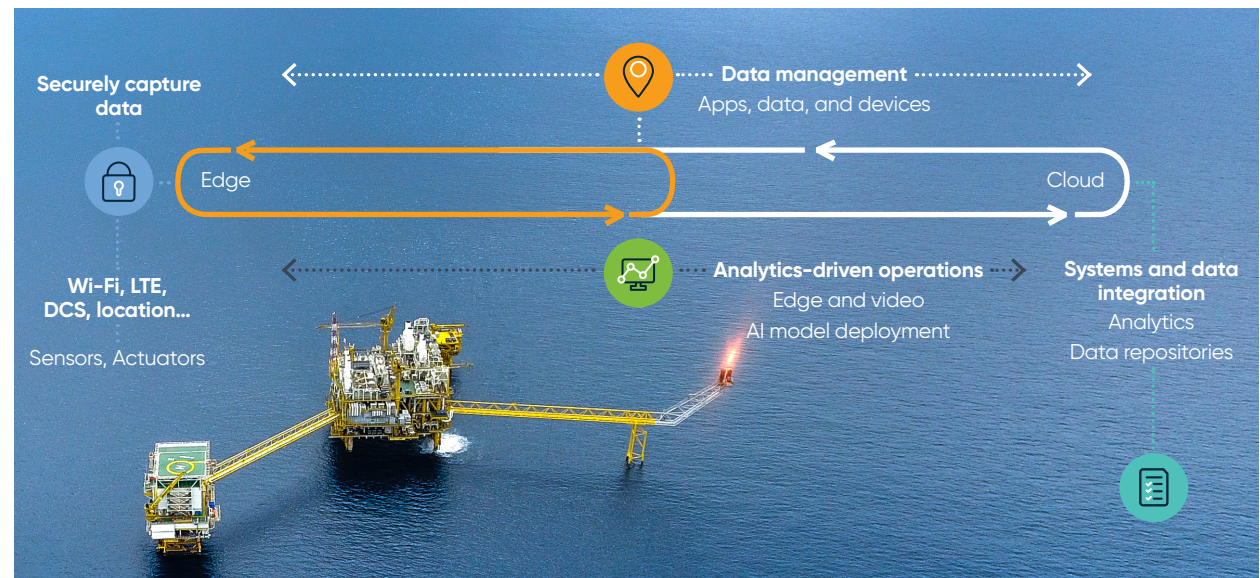
– Doug Smith, CEO, Texmark Chemicals[4]

Take advantage of IoT

Connecting machines, products, sensors, control systems—any "thing" you can think of—opens a world of possibilities, from quality control to patient care. That's the beauty of IoT. Everything contains data that can be transformed into valuable intelligence for supporting real-time actionable decisions and creating interactive experiences—the opportunities are as big as your imagination.

Enhance your business operations with IoT:

- Improve your manufacturing operations with Industry 4.0 smart factory solutions.

- Apply power and space analytics to optimize your building management systems.

- Maintain an accurate record of your movable assets and their use to reduce misplacement.

We take a systematic approach to achieve your industrial IoT and enterprise IoT objectives.

Securely capture data

Data management
Apps, data, and devices

Edge

Cloud

Wi-Fi, LTE, DCS, location...

Sensors, Actuators

Analytics-driven operations
Edge and video
AI model deployment

Systems and data integration
Analytics
Data repositories

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Create new Edge experiences

Delight your customers with personalized, interactive experiences, and redefine the modern workplace for your employees. Put the power of digital intelligence in people's hands from the moment they enter your venue until they leave.

Create more personalized customer experiences:

• Enhance your customers' experience with location- and context-aware mobile apps.

• Try out new experiences quickly and easily.

• Derive insights from consumer behavior.

How about a smarter digital workplace for your employees?

• Build an efficient and productive workplace with real-time occupancy analytics, automated room scheduling, and interactive digital visitor management.

• Increase mobility and productivity with accessibility anywhere, at any time.

• Empower employees to take control of their workplace on the go with smart mobile interaction and indoor wayfinding.

HPE and OnX experts can help you develop differentiated experiences by interconnecting people, places, and devices.

"Creating a technology infrastructure to support an enhanced visitor experience requires solutions that can meet the growing demands of visitors that come to our new stadium. We believe Hewlett Packard Enterprise can support us on the journey in building one of the most technologically advanced stadiums in the world."

– Sanjeev Katwa, Head of Technology, Tottenham Hotspur F.C.[5]

[5] h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00029088enw

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Smart mobile interaction with the physical workplace

myWorkplace app

Extensible | Customizable | Compatible

Optimize resources while increasing engagement and productivity

Space efficiency and cost optimization

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> "Leading organizations place strong emphasis on information architecture as a foundational requirement in their artificial intelligence (AI) initiatives to identify and apply algorithms that maximize business outcomes."[6]

– Gartner

Dig your data

Anyone in business knows there's no shortage of data. But what can you really do with it? Where are all the places you can extract data from? And how can you make sure your data is labeled, integrated, secure, and that you have a single view of truth?

The fact is data only truly gains value when select gold nuggets are transformed into intelligence, insights, and real-time actions that can improve efficiencies and create new business opportunities.

Uncover your goldmine and unlock your data for greater insights:

- **Build a strong data foundation:** Too often, data is stuck in application-specific or departmental stores where its value is limited. By unifying data across your enterprise, you create a foundational, integrated pipeline on which to build a whole new level of AI and advanced analytics business capabilities. **Explore**

- **Protect your valuable assets:** Data protection is essential for everything from ensuring business resilience in the event of cyberattacks to compliance with industry and government privacy and sovereignty regulations. **Explore**

- **Turn data into real-time actions:** Take your data to the next level—actionable intelligence. Unleash the power of advanced data analytics and leverage emerging technologies such as AI and blockchain to innovate beyond your imagination. **Explore**

[6] Gartner, "Top 10 Strategic Technology Trends for 2018: AI Foundation," Mike Walker, Whit Andrews, David Cearley, March 8, 2018.

Build a strong data foundation

Data analytics and artificial intelligence are only as powerful as the underlying data. A strong foundation starts with unifying all the siloed data sources, and data lakes across your enterprise. This can include structured and unstructured data, as well as human- and machine-generated information. Whether it's for data warehouses or data lakes, the key is to pinpoint, translate, and load the critical information out of the mountains of data—from Edge to cloud.

Unify data across your enterprise:

- Integrate and automate your data warehouses and data lakes.

- Modernize Big Data platforms such as Hadoop and Spark for advanced analytics and AI workloads.

- Create custom data pipelines and integrated analytics solutions.

- Leverage the speed of in-memory databases such as SAP HANA.®

We can help you seamlessly centralize, standardize, and integrate data from multiple sources and multiple formats.

"[HPE Pointnext Services] were clearly in front in terms of their experience and the capabilities that they could bring to CenterPoint Energy around building a backup data center, building resilient systems, and replicating data across data centers."

– Steve Pratt, Chief Technology Officer CenterPoint Energy[7]

[7] h20195.www2.hpe.com/V2/getpdf.aspx/A00018763ENW.pdf?

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"Organizations seeking to protect their information assets in this day and age must remain cognizant of evolving threats and design security controls that remain effective not only against the threats of today but also provide protection against the unknown threats of tomorrow."

– IDC[8]

Protect your valuable assets and comply

In today's world, data breaches can result in news headlines, loss of revenue, and decreased customer satisfaction. You also face the challenges posed by regulatory requirements and data sovereignty laws. Securing data is critical to ensure compliance and defense against cyberattacks or data corruption. That means security must be integrated into every facet of your Edge and hybrid cloud data environments.

Provide continuous security for your data:

- Build your holistic approach to security for protection, detection, and recovery.

- Maintain control and build trust into every touchpoint where there's a device storing and processing your data.

- Gain deep-level analysis and remediation of cyber vulnerabilities throughout your IT infrastructure, databases, and applications.

HPE and OnX experts work with you to protect your data, enable resiliency, and meet compliance requirements across your enterprise by integrating security into your Edge and hybrid cloud solutions.

Edge   **Hybrid cloud**

Digital Enterprise Security

Risk, compliance, and continuity.

Data security and protection.

Security operations and cyber defense.

Secure infrastructure, applications, and access.

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[8] IDC, Cybersecurity Threats: Eight Things CIOs Need to Know, Doc # US43978318, June 2018.

Turn data into insights and actions

Detect fraud actions before a significant financial transaction is completed. Pull a machine from the factory floor before it creates an issue. Optimize race car performance mid-lap. Schedule patient appointments before they call their doctor. All of these and more can be done automatically by applying AI and advanced analytics.

With AI and emerging technologies such as blockchain, the possibilities are ripe for improving operational excellence, strengthening competitive advantage, accelerating innovation, delivering greater customer value, and much more.

Derive transformative insights and drive real-time decisions with specific use cases such as prescriptive maintenance, video analytics, voice recognition, and smart cities:

• Leverage advanced analytics to gain deeper insights for improving your business.

• Apply AI to predict and automate decisions, providing outcome-based actions from Edge to cloud.

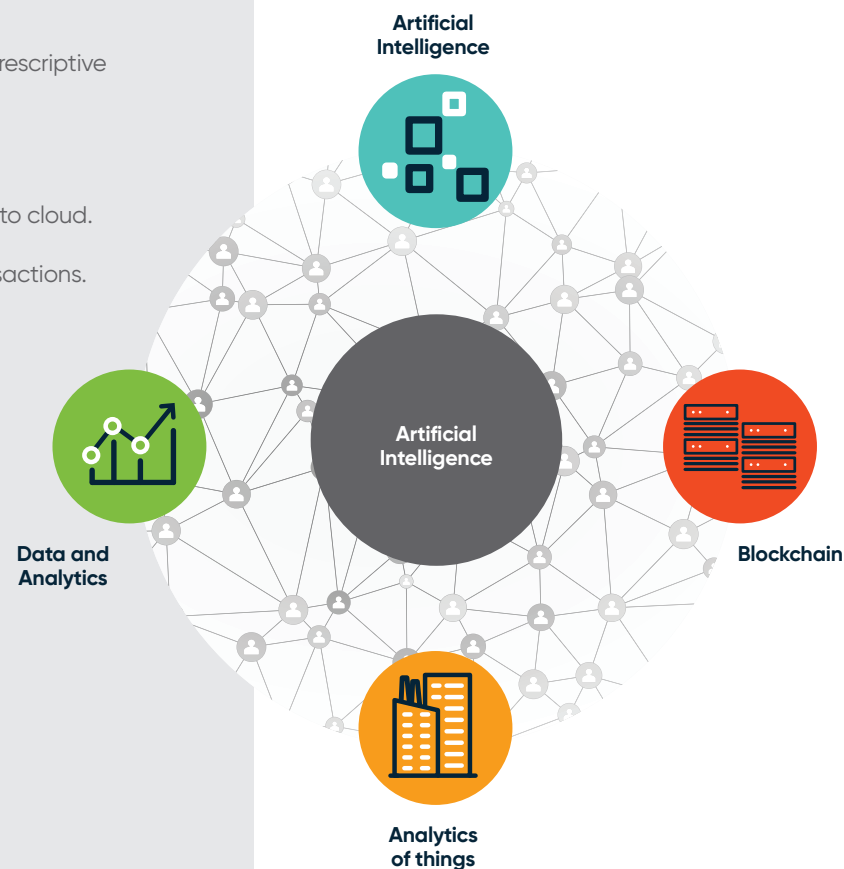• Provide end-to-end visibility with blockchain to simplify and strengthen confidence in transactions.

HPE and OnX experts can help you leverage data analytics, AI, and blockchain to turn your data into action and revenue.

"By 2021, 80% of emerging technologies will have AI foundations."[9]

– Gartner

[9] Gartner, "Top 10 Strategic Technology Trends for 2018: AI Foundation," Mike Walker, Whit Andrews, David Cearley, March 8, 2018.

Artificial Intelligence

Data and Analytics

Artificial Intelligence

Blockchain

Analytics of things

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Get your head in the cloud

Hybrid cloud can be used as a competitive advantage, but it's only as good as the applications and operations behind it. For example, have you optimized the placement of your workloads for speed, cost, and security? Do you have the necessary resources to run the ongoing operations and upkeep of your hybrid cloud environment with optimal efficiency? Having the right cloud strategy combined with an efficient, smooth-running operation is key to your business's success.

Maximize the possibilities of hybrid cloud for your business:

- **Get the right mix of hybrid cloud:** Run workloads in the right place, at the right cost. And count on getting the help you need to control and manage performance, security, and compliance across your enterprise. **Explore**

- **Accelerate development:** With the right developer-ready infrastructure and cloud-native solutions, you can drive faster innovation through a process of continuous delivery and integration. **Explore**

- **Modernize operations and technologies:** Get the right people, technology, and IT processes for operational excellence in an age where IT is the business. **Explore**

"Organizations that are finding success in their use of cloud computing not only challenge cloud-related hype, but also apply practical assessments of cloud capabilities to recognize the organizations' desired outcomes."[10]

– Gartner

[10] Gartner, "Hype Cycle for Cloud Computing, 2018," David Smith, Ed Anderson, July 31, 2018.

Get the right mix of hybrid cloud

"[With HPE Pointnext Services] we were able to produce an enterprise-class cloud development platform in less than four months—less than 20 percent of the time we estimated that it would have taken building the platform in its existing onsite operating model."

– Jem Walters, Director of Digital Enablement, Virgin Money[11]

Moving at the speed of business requires a fine-tuned hybrid cloud environment. Having the right mix can turn your IT organization into a valuable change agent that's fast, effective, and economical.

Such a transformation can be daunting, with the introduction and integration of private clouds and public clouds into legacy IT environments. Unfortunately, hybrid cloud doesn't come with an instruction booklet. Sure, you could navigate on your own. But why risk taking a wrong turn when you could be following the optimal path?

Optimize your mix:

• Assess the readiness of your people, processes, and technology for a multicloud environment.

• Optimize your cloud strategy for speed, considering application requirements, sourcing policy, and business needs.

• Determine which legacy applications are ready for cloud.

• Move and operate your workloads in your private cloud or a public cloud such as AWS or Microsoft® Azure for maximum cost efficiency, security, compliance, and performance.

HPE and OnX experts can help you define, move, and manage your right mix of hybrid cloud in a multicloud environment.

HPE Right Mix Advisor was built primarily for workload suitability and mapping to public cloud providers.

Assessment   Mapping   Migration

Off-premises

On-premises

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Accelerate development

Creating a path for long-term business growth and success requires innovation. Given the speed at which industries and markets can change, you need to step up the pace in application development. This requires new ways of approaching development—a DevOps culture, container-based, cloud-native agile development, and accelerated continuous integration and continuous delivery (CI/CD) processes.

Build developer-ready infrastructure and cloud-native solutions that drive innovation:

- Build a secure, operations-ready cloud environment.

- Leverage API-driven, self-service, and shared capabilities.

- Accelerate software delivery by adopting cloud-native development tools and minimum viable product release practices.

- Leverage containers to drive the next-generation of cloud-native software development.

Partner with HPE and OnX to create developer-ready infrastructure and cloud-native solutions.

"We have experienced the speed of cloud-native first hand. It is not just several times faster than the existing speed but has made the impossible possible."

– Ryosuke Kataoka, Assistant Manager of Strategy Group, System Planning Department, System Headquarters JCB Co., Ltd.[12]

Secure
Best-practice security controls

Infrastructure as code
Maintainable and repeatable

Scalable
Elastic and resilient

Ops-ready
Monitor, alerting, reporting

Dev-ready
Frameworks and tools

[12] h20195.www2.hpe.com/V2/GetDocument.aspx?docname=a00042436enn

Modernize IT operations

Let's face it, to move your business forward—to compete effectively today and in the future—IT operations need to be modernized.

When your business is moving at a fast pace, modernizing your IT operations—people, processes, and technology—is vital. IT needs to overcome the increasing complexity that is an inherent part of hybrid cloud. This complexity can be daunting with workloads in both the cloud and on-premises, the need to rapidly incorporate new technologies from many vendors, cohesively manage it all, and keep IT available while delivering strong performance.
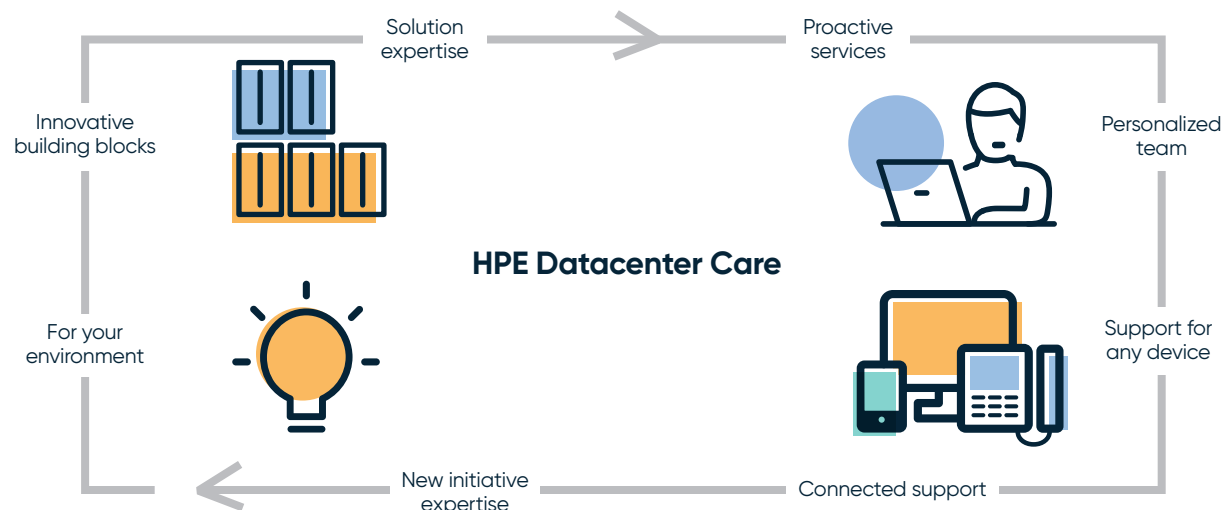
You need an agile operation that includes streamlined key processes, intelligence built into your infrastructure, and a proactive approach to transform day-to-day operations.

Bring your IT operations up to speed:

- Remove the heavy lifting and complexity of day-to-day hybrid cloud operations with a simpler IT experience.

- Isolate and resolve IT problems—proactively, quickly, and even remotely.

- Consolidate and streamline technology management across your multi-vendor environment.

- Establish a personalized support experience with an IT partner who knows your operation and business in-depth.

HPE and OnX bring you the expertise and resources to modernize your operations and technologies.

"We improve the response time for data center incidents and planned maintenance windows. We now focus on the core business-related projects by using HPE expertise for multi-vendor support as a partner that cares for our data center."

– Celio Costa, IT Manager, Iron Mountain do Brasil Ltda[13]

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[13] Based on Research by TechValidate, TVID: A44-B09-97D, *techvalidate.com/tvid/A44-B09-97D*

HPE Datacenter Care

Solution expertise →

Proactive services

Innovative building blocks

Personalized team

For your environment

Support for any device

New initiative expertise

Connected support

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"According to IDC, by 2020, 40% of enterprise IT infrastructure spending will be on improved 'as a service' models."[14]
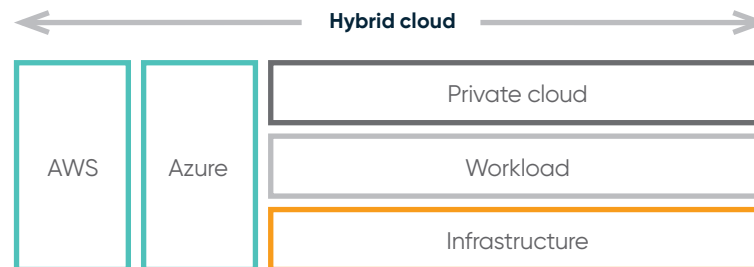
– IDC

Consume IT on your terms

As you transform your enterprise with exciting new Edge experiences, Big Data intelligence, and hybrid cloud agility, another big question remains: How do you want to consume your IT?

Perhaps you need to grow and scale your on-premises infrastructure up or down rapidly to have capacity just in time for demand. Do you prefer to buy your solution now or pay-as-you-go based on your usage?

Consume IT however you wish—on your terms.

- Scale dynamically as your workload demands change.

- Utilize a pay-as-you-go model with all of your IT components—hardware, software, and services.

- Leverage bundled solutions for faster time to market.

With HPE and OnX, you can consume IT across your multi-cloud environment, workloads, and infrastructure the way you want.

Hybrid cloud

AWS	Azure	Private cloud
		Workload
		Infrastructure

[14] IDC FutureScape: Worldwide Datacenter 2018 Predictions, Doc # US43152417, October 2017.

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Get a virtual GPS for your business

If you're looking for deep technology expertise, broad industry knowledge, and a customer-first point of view to guide your digital journey, we are here to help. Through HPE Pointnext Services, you have access to experienced, skilled resources—across your Edge, data, and clouds—simplifying your every step.

- **Transformational services** to map out the best path to your destination using the right mix of people, processes, and technologies, and the skills to handle every aspect of solution implementation.

- **Operational experience** for your on-premises infrastructure or your hybrid cloud with a personalized approach, automation, ongoing optimization, proactive technical support, and regular updates.

Simply explore the service or services you need. Feel free to mix and match. Start anywhere.
Contact an OnX HPE expert today.

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About OnX

OnX Canada is a leading technology solution provider that serves businesses, healthcare organizations, and government agencies across Canada. From unified communications to cloud services and beyond, OnX combines deep technical expertise with a full suite of flexible technology solutions that drive business outcomes, improve operational efficiency, mitigate risk, and reduce costs for its clients. OnX simplifies IT and Communications strategies with local knowledge and support for Canadian organizations. For more information, please visit www.onx.ca.

For more information, please visit onx.ca

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