

Brochure

Business Mobility

Get your business moving with **HP FlexNetwork
Mobility Solutions**



Is your business going places?

As the pace of business quickens, you want to keep your workers engaged and responsive regardless of where they are. Wireless network access is moving beyond conference rooms and building lobbies to have a pervasive presence in every work environment. People simply want and need to stay connected—everywhere and all the time.

This is apparent from the variety of mobile devices your workers use every day, including laptops, tablets, and smartphones. According to IDC, a surge in mobility means that mobile devices will soon surpass PCs as the method of choice for online access.¹ It's no surprise, then, that WLAN is the biggest growth area in networking. In 2012, the enterprise WLAN market increased 26.6 percent year over year, making it the third year of 25 percent or greater growth.²

This pervasive connectivity enables your company to become a mobile-centric business, enabling your employees, customers, and partners to engage with you wherever they are using any device. Consider these examples of how mobility is changing the nature of “business as usual.”

- Located in Boston, Massachusetts, Roxbury Community College's upgraded network increased network performance speeds tenfold, resulting in higher end-user satisfaction from students and faculty. The upgrades, which include a plan to deploy a converged infrastructure, can prepare students for life in the 21st century. Roxbury is now able to better handle fluctuating application demands, helping the college compete more effectively. ([Read the case study.](#))
- At the ASAN Medical Center in Seoul Korea, healthcare providers use mobile technology to consult with each other and to access patient data at bedside, including high-resolution medical images. Cases can be diagnosed faster and the hospital can provide better outcomes for patients. ([Read the case study.](#))
- Orchard Grand Court is a complex hotel-style serviced apartment catering to business travelers in Singapore. Wireless networking provides a competitive advantage for this business. Guests say that the wireless access throughout the complex allows them to have a more productive stay, and this keeps apartment occupancy rates above 90 percent. ([Read the case study.](#))

Wireless everywhere

These examples demonstrate why there are such high growth rates for wireless networking. It's easy to see that people can be more productive when they have the flexibility to work wherever they are and whenever they choose. The bring-your-own-device (BYOD) movement, in which people use their personally-owned devices for work purposes, is a real boon to productivity. BYOD-friendly companies are 73 percent more likely to report improved sales and new customers, and 58 percent report a greater ability to bring new products and services to market.³

More importantly, new mobile applications radically change how business can be done. The ability to deposit checks using smartphones, for example, has made it easier for consumers to do business with their banks.

Wireless solutions also can lower your expenses. For example, Wi-Fi allows you to cost-effectively expand network coverage to places where wired connectivity is not feasible. What's more, today's unified wired and wireless networking solutions offer lower cost because you will no longer need to purchase and manage separate wired and wireless architectures.

¹Source: IDC Predictions 2013: Competing on the 3rd Platform, doc #238044, Frank Gens, IDC, November 2012.

²Source: IDC Worldwide 4Q12 and 2012 Year-End Market Share Update, doc #239896, March 2013.

³Avanade, January 2013.

The challenges

If you have a legacy WLAN, it could be holding your business back. Prior generations of wireless networking technologies have inadequate data throughput and lower bandwidth capabilities that can't handle today's bandwidth-intensive applications and the sheer number of devices currently in use. Your WLAN may have been designed to support fewer devices than the number of workers you have, but now it's common for each worker to have multiple mobile devices.

Having more devices requires you to deploy more access points (APs). Low-power devices such as tablets and smartphones need to be closer to an AP for adequate connectivity, which means your network needs to support more devices in a smaller area. Applications such as streaming media and unified communications are bandwidth-intensive. WLAN users have high performance demands; they won't tolerate slow performance or access bottlenecks.

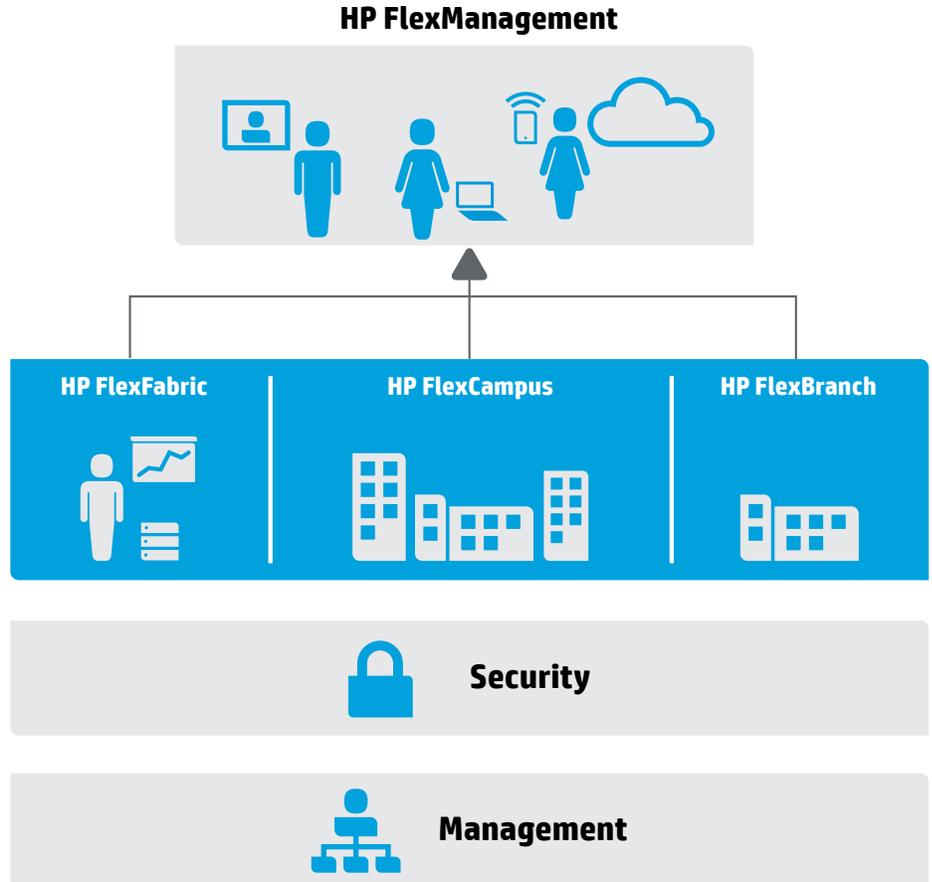
Legacy WLANs are complex to manage and lack the security necessary to protect against today's sophisticated threats. If your business is still relying on a legacy WLAN, it's time to upgrade to high-performance, scalable wireless solutions to support today's and tomorrow's mobility requirements. A unified wired and wireless network simplifies management and access so you can lower costs and cut complexity. By upgrading your network, you'll be able to better meet the high-performance demands of today's mobile-centric world.

Why HP Networking for your WLAN?

HP Networking is a leader in Gartner's combined wired and wireless Magic Quadrant, "Magic Quadrant for Wired and Wireless LAN infrastructure."⁴ As a leader, HP is positioned to deliver a unified approach to wired and wireless connectivity at the access layer.

HP FlexNetwork Mobility Solution is designed to simplify network operation, lower costs, and streamline BYOD by integrating wired and wireless infrastructures into a single unified network.

Figure 1. HP FlexNetwork architecture



⁴Source: Gartner, "Magic Quadrant for the Wired and Wireless LAN Access Infrastructure," Tim Zimmerman, Mark Fabbi, June 2012. 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. 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.

Our HP FlexNetwork Mobility Solution encompasses the HP FlexCampus and FlexBranch portfolio of technologies that provide unified access for your campus and branch networks for small, medium, and large enterprises. For large enterprises, our mobility solution is supported by HP FlexFabric, a data center network fabric that simplifies and automates connectivity for virtualized computer apps, storage, and cloud services.

Through our mobility solutions, laptops, tablets, desktops, IP phones, servers, and other endpoint devices can access the network and associated services, regardless of the connection method—wired or wireless. Your business gains a reliable, flexible, agile, and unified network infrastructure. The HP solution offers:

- Enhanced scalability and performance
- Unified access
- Enhanced wireless connectivity
- Robust security

Enhanced scalability and performance while lowering costs

Traditionally, enterprise WLANs were designed to accommodate one Wi-Fi device per every three users, but today's business practices have reversed that ratio. Companies now experience upward of three devices per user, creating a much higher density of devices than many companies have planned for and putting a strain on performance for all.⁵

A simplified infrastructure means your network can more easily scale to handle the influx of employees bringing their own devices to work, as well as the complexity that that introduces. Your workforce benefits because they can be more productive, and your business benefits by cutting out the need for disparate technologies to support separate wired and wireless networks, thereby lowering capital expenditure.

We design scalability, flexibility, and performance into each of our mobility solutions—with an eye to cost savings for you. For example, our Unified Wired-WLAN Module for HP 10500/7500 Modular Wired and Wireless Switches scale to support 1,024 APs and up to 220,000 wireless clients per switch chassis. The ability to support a large number of APs within a small device means you can enable nearly continuous connections for your growing smartphone- and tablet-using employees. You can lower capital expenditure by 54 percent, while delivering twice the client scalability when compared with competing solutions.⁶

Further helping to reduce costs is our HP 830 8 or 24 port Gigabit Ethernet (GbE) PoE+ Unified Wired-WLAN Switch, which cuts out the need for up to half of traditional access devices, including separate switches and controllers. This helps to cut costs by up to 38 percent.⁷ Scalability is provided as you can support up to 1,000 wireless devices within the same switch.⁸ When deployed in conjunction with the HP 10500/7500 Modular Switches in the core, the solution offers core-to-edge unified access for large enterprise customers.

The solution complements the existing HP Multiservice Mobility (MSM) portfolio, which is designed for small to midsized enterprise campuses. MSM dedicated controllers and APs deliver high-performance networking solutions that scale from small to large deployments. The MSM solution enables you to deploy a reliable BYOD program through its support for internal and external authentication, authorization, and accounting (AAA) servers, with built-in stateful firewall, guest access, and per-user virtual LAN mapping.

The MSM wireless controllers support a fast-roaming capability to enable a high-performance, 24x7 WLAN experience for your users. Its Mobility Traffic Manager directs wireless traffic anywhere in the network as required, so performance isn't compromised for users accessing rich media applications and voice communications while allowing you to provide network security.

⁵Source: "WLAN planning: Are enterprises ready for the iPad?" TechTarget, November 2012.

⁶HP internal research.

⁷Based on HP internal testing.

⁸Based on HP internal testing.

Network simplicity through unified wired and wireless management

You can simplify deployment and maintenance of your network infrastructure while freeing limited resources with unified end-to-end network solutions and single-pane-of-glass management of HP. Your growing number of mobile users can benefit from high-performance, reliable network services and a consistent user experience—whether they connect wirelessly or over the wire. By unifying wired and wireless networks, you can more effectively enforce security, manage the network as a cohesive integrated system, and improve user experience.

Our HP Intelligent Management Center (IMC) provides single-pane-of-glass management that is the cornerstone of our wired and wireless network environment. It is a single management platform that simplifies and automates the management of increasingly complex wired and wireless networks. IMC also provides comprehensive management for over 6000 devices from more than 200 vendors, and coordinates the flows and services across security, mobility, and access. Your IT administrators can establish and enforce granular and consistent network access policies for wired and wireless users to protect your IT assets, mitigate risks, improve network availability, and enable regulatory compliance.

Learn more about the HP BYOD solution.
[Read our BYOD brochure](#) or [visit our BYOD Website](#).

For granular network and application access, IMC manages user access control and identity-based policies to help your IT managers overcome the complex security challenges associated with BYOD. It supports wired and wireless device on-boarding, provisioning, and monitoring. A self-registration portal for guests and personally-owned devices automates the on-boarding process and reduces the administrative burden so that you can support your organization's BYOD initiatives quickly and easily.

Figure 2. HP BYOD Solution

Complete, unified BYOD solution

Simple, scalable, and secure

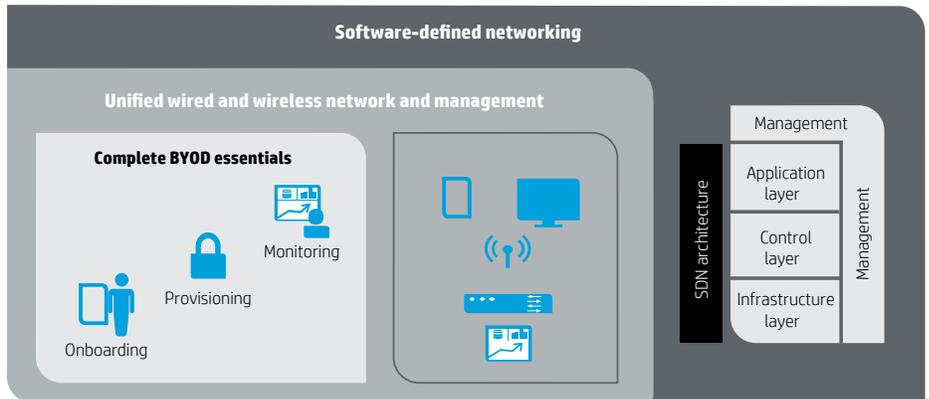
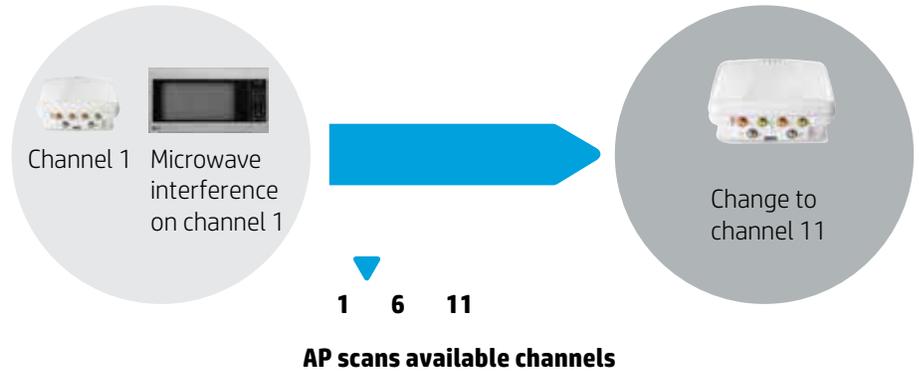


Figure 3. Wi-Fi Clear Connect interference mitigation



Learn more about improving wireless connectivity for your users. Read our [Wi-Fi Clear Connection business white paper](#).

Enhanced wireless connectivity

The surge in mobile users means you can't compromise on the performance of your WLAN. The productivity gains and other benefits of mobility are negated if your users experience inconsistent WLAN connections. With HP WLAN solutions your workers get a clear connection to Wi-Fi, so they can work anytime, anywhere, even in crowded or noisy environments.

HP Wi-Fi Clear Connect enhances network performance and reliability for your users, and simplifies deployment for you. Performance and security are facilitated with automatic interference mitigation and threat detection of Wi-Fi Clear Connect.

Wi-Fi Clear Connect automatically monitors and tunes the performance of your WLAN and adjusts to the frequently changing radio frequency (RF) conditions present in your environment. RF conditions change quickly, especially when other devices sharing the same frequency band are in use. Our radio resource management (RRM) technology automatically assigns and tunes the transmission power levels and RF channels on APs to enhance the system-wide performance and reliability of your WLAN.

You don't need to worry about dead spots or APs being overloaded either. Wi-Fi Clear Connect boosts wireless coverage and reliability by automatically tuning the power and channel assignments of the APs to reduce gaps in coverage such as dead spots or AP failure. With intelligent client load balancing, Wi-Fi Clear Connect determines the client load of its neighboring APs and then balances the load among them by adjusting the transmit power. Intelligent client load balancing is especially important for BYOD initiatives and in dense environments such as conference rooms.

Robust security

As wireless connectivity becomes more pervasive and BYOD more becomes the norm, your exposure to wireless security threats will continue to increase. Mobile devices, even if corporate-issued, routinely travel outside the company and beyond your control.

HP helps you to take a unified, multilayer approach to security by reducing security holes and reducing risks, giving you and your users peace of mind. With HP IMC User Access Manager (UAM), you can centralize user AAA functions. Your administrators can implement uniform security policies and assign consistent access privileges across the entire enterprise network. Our HP IMC Endpoint Admission Defense Module (EAD) provides comprehensive device admission control capabilities that help mitigate security risks associated with BYOD. HP IMC User Behavior Auditor gives your administrators detailed visibility into user activity to assess productivity, audit compliance, or identify and isolate security threats.

HP Wi-Fi Clear Connect safeguards the WLAN against wireless threats with an integrated, scalable wireless intrusion detection system (WIDS) with HP RF Manager Controller. The RF Manager Controller detects and blocks wireless threats with automated policy-based security and location-tracking capabilities with full support for all HP and third-party 802.11 WLANs. It removes false positive alerts and uses patented automatic classification and mitigation techniques to block unauthorized wireless traffic without disrupting the performance of authorized wireless devices. This security solution also has real-time reporting and predefined compliance reports.

An advanced wireless intrusion-prevention system (WIPS) option summarizes issues with configurable alerts on bandwidth, configuration, RF coverage, and interference status, and has customizable controls for severity, display, notification, and real-time alerts of performance events. Smart Forensics enables two-click drill-down for accurate threat detection and analysis, physical location tracking, and audit trails of system and admin actions.

With WIDS built into your high-performing Wi-Fi network and WIPS, available if needed for extra security, you can stop worrying about security, so you can focus on enabling your colleagues to be even more productive.

HP makes mobility simple yet powerful

HP delivers a simplified network solution to help your company move to a highly mobile-centric business environment. Our unified access control provides a consistent user experience and high performance regardless of the access method—wired or wireless. The HP wireless network delivers wire-speed performance for wireless users and scales to meet the demands of midsize companies to very large corporations. With a single management platform supporting over 6,500 different vendors' networking devices and a service-oriented architecture, we help you simplify safe on-boarding, provisioning, monitoring, and managing of mobile devices, including personally-owned devices.

HP WLAN solutions deliver superior performance at a lower total cost of ownership (TCO). You can save capital through better network utilization, with no need to over-provision. What's more, industry-leading warranties and support options help reduce the lifetime costs of your HP network.

Customize your IT lifecycle management, from acquisition of new IT, management of existing assets, and removal of unneeded equipment.

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HP Networking warranties, support, and services

Warranties

HP has a broad, customer-focused portfolio backed by equally robust warranties, from lifetime warranties through competitive one-year warranties. Details of the HP Hardware Limited Warranty Statement and product coverage are available at hp.com/networking/warranty.

Support

To ease implementation, use, and maintenance, HP products are also supported by self-help tools, including electronic case submission and software updates. These are available 24x7 on the Web, via telephone and by email. Details can be found at hp.com/networking/support.

Services

Product and solution services from HP and HP Authorized Channel Partners help you manage your office environment as it evolves, decrease operational costs, and protect data while reducing risk. Services include HP Care Pack Services, a portfolio of packaged, affordable, proven services that scale to meet your needs and offer complete technology lifecycle support—and expert advice—all at an affordable price. More information is available online at hp.com/go/carepack.

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