

The logo for HERAS, consisting of the word "HERAS" in a bold, blue, sans-serif font. The letters are filled with a vertical line pattern, giving it a digital or barcode-like appearance.

“We use one HPE server chassis that we can configure with the CPUs and disks we need for each solution. We now have standard profiles, which makes it easy to order components and saves us a lot of time delivering our end solution to customers. We also reduce inventory costs because we have one chassis to stock for servicing customers.”

– Martijn Leertouwer, Product Manager, Heras

[Read the case study](#)



Starting in 1952 as a small family-owned fencing and gate company, Heras has grown into a leading European supplier of perimeter protection solutions with more than 1,200 employees and operations in six countries.

Challenge: Meet customer demands for reliability

- Secure highly sensitive public and private properties
- Maintain access controls and surveillance 24x7
- Reduce acquisition time and cost of network and compute

Solution: Standardize on HPE compute and Aruba switches

- Gain standardized server configurations as HPE OEM partner
- Assure price stability through long sales cycles
- Customize bezels with Heras logo to build company brand
- Enable global delivery and warranty support

Results: Accelerate and simplify solution delivery

- Provides high reliability for 24x7 security operations
- Simplifies tailoring solutions for each customer's needs
- Saves time ordering and delivering end solutions
- Supports business expansion with global reach

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