



Hewlett Packard  
Enterprise

**SOLUTION:**  
Edge to Cloud

**INDUSTRY:**  
Perimeter security

**COUNTRY:**  
Netherlands

## PERIMETER SECURITY GOES DIGITAL

“We can count on ACES and HPE to respond with the right technology to meet our needs. This partnership helps strengthen our position in the market and ultimately enables us to give our customers better service.”

– **MARTIJN LEERTOUWER**, PRODUCT MANAGER, HERAS

**HERAS**

Starting in 1952 as a small family-owned fencing and gate company, Heras has transformed into a leading end-to-end supplier of technology-driven perimeter protection solutions in Europe, with operations in six countries. Heras designs, manufactures, installs, and services perimeter protection solutions for customers across business, community, and industry sectors.

[EXPLORE DIGITAL GAME CHANGERS](#)

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## OBJECTIVES

- Lead the perimeter security industry with tech-driven solutions
- Build partnerships to advance product and service innovation
- Expand business into additional European markets

## REQUIREMENTS

- Acquire reliable, stable technology for critical security needs
- Assure long-life, 24x7 operation of security infrastructure
- Deliver responsive, global technical support

## SOLUTION

- HPE ProLiant DL380 Gen10 servers
- HPE ProLiant DL360 Gen10 servers
- Aruba 5406 Switch Series
- Aruba 2930M Switch Series
- HPE OfficeConnect 1920S Switch Series
- HPE OfficeConnect 1820 Switch Series
- Heras proprietary security software

## KEY PARTNERS

- ACES Direct



## OUTCOMES

- Gains 500% sales increase of digital security solutions
- Achieves 75% faster solution delivery with standardized configurations
- Assures customers of reliable, stable protection 24x7x365

## ADDITIONAL RESOURCES

- [CASE STUDY](#)
- [DIGITAL GAME CHANGERS](#)