

Why hoteliers choose HPE Aruba Networking

HPE Aruba Networking solutions provide a seamless personalized guest experience by supporting more IoT devices and increasing operational efficiency to drive digital transformation in hospitality venues.


Top lodging technologies that guests demand

 **91%**


Expect free Wi-Fi

 **70%**

Require smart TVs/content streaming inside guestrooms

 **50%**

Want personalized service based on their purchase history

 **64%**

Search for in-hotel locations with location-based integration¹

Is your network ready for the future of hospitality?

 **64%**

of respondents said that the use of cloud increased business agility²

 **77%**

of hospitality IT leaders had acknowledged the urgent need to implement integrated systems for handling data at the Edge³



HPE Aruba Networking customers speak out



"Ikyu wanted to address networking performance, security, flexibility, and costs by taking a new, cloud-based approach to their infrastructure. They deployed HPE GreenLake for Networking which provides a wide range of networking options including wireless LAN environments and SD-WAN, all on a subscription basis."

– **Sawako Araki**, Director Information Systems



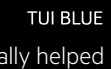
"The HPE Aruba Networking infrastructure allows us to easily layer services and add applications that will deliver the customer experience our guests are seeking, as well as help our employees become more efficient."

– **Rodney Linville**, Global Corporate Director of IT for Nobu Hospitality



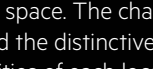
"During testing we found HPE Aruba Networking Central to be simple and effective. It is an example of the type of cloud-based solution we're looking to adopt throughout the region. Plus, it was a low-cost investment with the kind of pay-per-use model we favored."

– **Clinton Govender**, Director IT Customer Technology Services



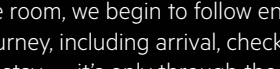
"What's really helped our business is how we can scale with partners worldwide without sending people over to manage things locally. We changed the Wi-Fi in three of our Austrian hotels without any of my team on site. A local provider simply discussed the template configurations with HPE Aruba Networking and implemented them."

– **Michael Cares**, Group IT Director, TUI Hotels & Resorts



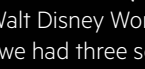
"Our aim is to be far more fluid in our use of space. The challenge is to understand the distinctive needs and opportunities of each location. Data is at the core of those decisions."

– **Mark Liversidge**, Chief Digital and Experience Officer



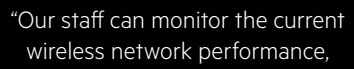
"From the moment a guest reserves the room, we begin to follow entire journey, including arrival, check-in and stay — it's only through the web, not phone calls or text messages, that we can link all these together."

– **Joy Zhang**, Products Deployment — Hotel & Owner Solutions, IHG Greater China



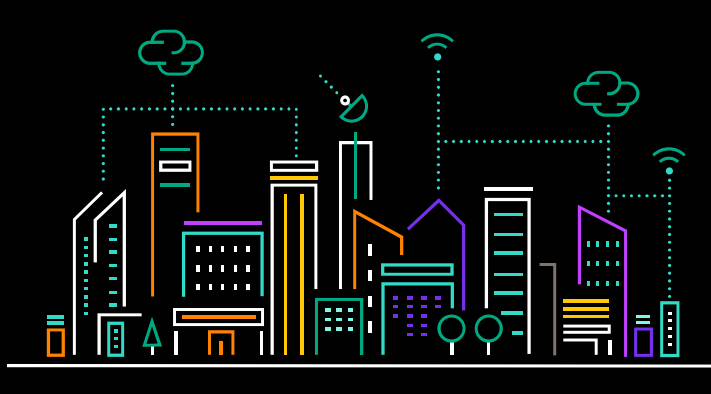
"At our Walt Disney World resort hotels, we had three separate networks: one for the guestrooms, one for the lobbies and the common guest areas, and one for the back in house support areas. With our resort hotel Wi-Fi upgrade, we're rolling out a single Wi-Fi network to all our Disney World resort hotels, a huge project."

– **Evhen Farmiga**, Director of Wireless Network Services



"Our staff can monitor the current wireless network performance, quality trends, and more. This allows us to quickly identify and respond to network issues in real time. In addition, we can address security issues related to IoT by granular security management."

– **Young Sook Choi**, IT Director of Seoul Dragon City



The network solution for today's hospitality challenges

Join other hoteliers who are using HPE Aruba Networking Security-First, AI-Powered networking architecture to drive seamless guest connectivity and secure networks. Empower your network to go beyond connect and protect!



Unified Infrastructure

Unify mobile IoT devices and hotel properties with converged management of wired, wireless, and WAN networks onto a single cloud-native platform.



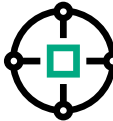
Edge-to-Cloud Security

Deploy guests', associates', and other IoT devices across entire hotel properties with zero trust confidence, ensuring your guest data and corporate traffic stay segmented.



AI and Automation

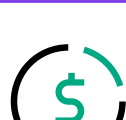
Stay ahead of issues and focus on guest services and AI. Automate IT operational processes such as root cause determination and network optimization.



Network as a Service (NaaS)

Focus on better guest experiences and enabling new technologies. Network as a Service enables financial flexibility and the ability to scale as needed.

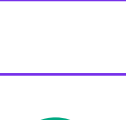
HPE Aruba Networking Security-First, AI-Powered networking use cases



Reduce costs and improve network performance



Troubleshoot and resolve network issues faster



Ensure always-on connected guests, associates, and IoT device



Do more with real-time guest experience insights

Learn more about HPE Aruba Networking hoteliers solutions and how to get started

Visit ArubaNetworks.com

Sources

¹ According to Hospitality Technology Magazine's
² Oracle® Report — The Power of Cloud for Food and Beverage Operators
³ Hospitality at the Edge E-book

