

# Hewlett-Packard



"We carefully evaluated wireless solutions from several vendors with performance, functionality, reliability and price being the key criteria. Standardizing on ProCurve and AirWave products was a sound decision that immediately exceeded our expectations and continues to pay significant dividends."

Bobby Burch  
Worldwide Wireless LAN Network  
Management Engineer  
HP

## Summary

Like all large, global companies, HP faces enormous IT management challenges. With wireless communications becoming increasingly important to its operations - as well as increasingly complex to manage - HPIT decided to standardize worldwide on a single platform for its wireless operations. As a leading proponent of interoperability, HP focused its search on industry-standard wireless solutions. A serious evaluation of all available options led to its choice of the ProCurve Networking by HP Wireless Access Point 420 along with the AirWave Management Platform (AMP from AirWave Wireless Inc.) as the best solution for HP's needs. Now HP's IT managers can administer all wireless functions from any Web browser anywhere in the world, so they spend less time on wireless operations, which means reduced overall IT costs and more resources available to focus on boosting performance and adding business-critical functionality.

## Creating a Streamlined, Standardized Wireless Infrastructure

Following its merger with Compaq Computer Corporation, HP found itself operating wireless local area networks (WLANs) around the globe. The challenge of melding wireless technologies from two of the world's largest companies was no small matter. The differing security solutions required dedicated personnel familiar with each company's particular WLAN to administer, configure and maintain them.

"The time, cost and personnel it required to manage and maintain different wireless products and security solutions was daunting," said Bobby Burch, Worldwide Wireless LAN Network Management Engineer, HP.

HPIT knew it needed to standardize on a single WLAN solution worldwide and sought a solution that was cohesive, easy to manage, efficient and cost-effective. The company chose the ProCurve Wireless Access Point 420 and the AirWave Management Platform (AMP), deploying more than 2500 access points at more than 200 sites in more than 100 countries. The AMP is a key component in HP's SecureWLAN initiative.

"We carefully evaluated wireless solutions from several vendors with performance, functionality, reliability and price being the key criteria," said Burch. "Standardizing on ProCurve and AirWave products was a sound decision that exceeded our expectations and continues to pay significant dividends."

The AirWave software immediately discovers new enterprise-grade ProCurve 420 or 520wl wireless access points and automatically implements predefined configuration and security policies. AMP monitors every user and device connected to the wireless network, immediately alerting HP's IT staff whenever potential performance problems are detected.

The 420 delivers a comprehensive feature set tailored to demanding enterprise environments, including IEEE 802.11i, WiFi Protected Access TM versions 1 and 2 (WPA, WPA2.o), multiple SSIDs with separate VLAN, security and authentication per SSID, IEEE 802.3af Power over Ethernet, and radio-frequency scanning. AirWave's AMP is used to monitor and configure the access points, delivering a centralized, automated WLAN management solution that helps reduce support costs, improve performance and enhance security.

## HP Saves Wireless Operations Time & Money, Boosts Performance & Security

HP is now enjoying a single, standard, secure WLAN solution with centralized management capabilities - and without the need for dedicated personnel to operate the WLAN at each site.

The company's IT staff has the ability to monitor and administer worldwide WLAN devices, usage and operations in real time from any browser, anywhere in the world. As a result, the new solution has dramatically reduced the time and cost of administering HP's wireless operations. In fact, Burch estimates that since deploying the new solution, HP's IT staff spends about 25 percent less time on wireless networking operational issues such as access point configuration and

**Customer at a Glance**  
HP is a technology solutions provider that serves everyone from consumers to small and mid-sized businesses (SMB) to enterprises to public sector customers, with an extensive portfolio of market-leading solutions specifically designed to meet the needs of each customer segment. The company's offerings span IT infrastructure, global services, business and home computing, and imaging and printing. Its annual R&D investment of nearly \$4 billion (USD) fuels the invention of products, solutions and new technologies and produces an average of 11 patents a day worldwide. HP is the largest consumer IT company, the world's largest SMB IT company, and a leading enterprise IT company. Its team of 150,000 employees does business in more than 170 countries. Revenues reached \$79.9 billion for the fiscal year that ended October 31, 2004.

management, and that wireless-related support issues are now resolved in one-fourth the time it took previously.

The powerful WLAN monitoring and analysis capabilities of AMP's comprehensive reporting features enable HP to track bandwidth utilization and number of users on a per-access-point and per-site basis. The company can also track and analyze trends over time with aggregate and detailed views of global WLAN operations, thus making crucial IT management information available for planning, troubleshooting and continually improved operations.

Burch indicated that the flexibility inherent in the ProCurve hardware was an essential factor in the decision to deploy the 420. Because the access point is based on industry standards with support for 802.1X authentication, WPA, 802.11i, 802.3af Power over Ethernet, AES, RADIUS accounting, Mac filtering, and the ability to update firmware ubiquitously using FTP, TFTP, HTTP, etc. - HP is assured its WLAN solution will support whatever standards and security protocols the company decides to employ in the future.

"We are very confident the new wireless solution will continue to serve our needs as HP grows and as we keep enhancing our infrastructure," he said.

### Leading by Example

The new WLAN infrastructure has provided HP with another important, if less tangible, benefit: the opportunity to lead by example.

HP cannot entrust any portion of its crucial IT operations to anything but the solutions best able to improve the company's overall business results. By evaluating its wireless network options and arriving at a ProCurve-based solution, and by reaping immediate rewards from implementing its new WLAN infrastructure, HP sends a strong signal to other companies, large and small, that HP is committed to its products and solutions and stands by them in even the most challenging environments.

### Business Benefits

- WLAN standardization worldwide on the ProCurve Wireless Access Point 420 and AirWave Management Platform has led to substantially reduced support costs.
- HP enjoys the benefits of improved productivity due to improved wireless network performance and security enhancements in its global wireless operations.
- The centralized, Web-based WLAN management provided by AMP enables HP's IT staff to flexibly monitor and administer worldwide WLAN devices, usage and operations in real time from any browser, anywhere in the world.
- Since deploying the new wireless solution, the IT staff spends one-fourth less time on wireless networking operational issues, and wireless support issues are resolved in one-fourth the previous time required. This allows HP to focus on additional IT projects and priorities.
- The inherent flexibility and standards-based architecture of the ProCurve hardware deliver investment protection for HP's wireless solution, ensuring that HP's WLAN solution will support future standards and security protocols

### About ProCurve Networking by HP

The ProCurve Networking business unit of HP is a supplier of enterprise networking solutions comprising wired and wireless networking products, services and solutions - including WAN routers, Ethernet switches, routing switches, wireless LAN solutions and network management applications - that allow customers to build networks based on open standards that meet current and future needs for security, performance and reliability.

The ProCurve Networking Adaptive EDGE Architecture™ is a unique design strategy that creates a secure, mobile, multi-service network by placing intelligence at the edge - where users connect and policies are enforced. This innovative approach creates a dynamic network infrastructure designed to keep up with advancing technology and user needs while protecting business investments.

### What Makes it Work

#### Hardware

- HP ProCurve Wireless Access Point 420

#### Software

- Access point software updates included in purchase price
- Airwave Management Platform (AMP) software application provided by ProCurve Networking's technology partner Airwave Wireless.

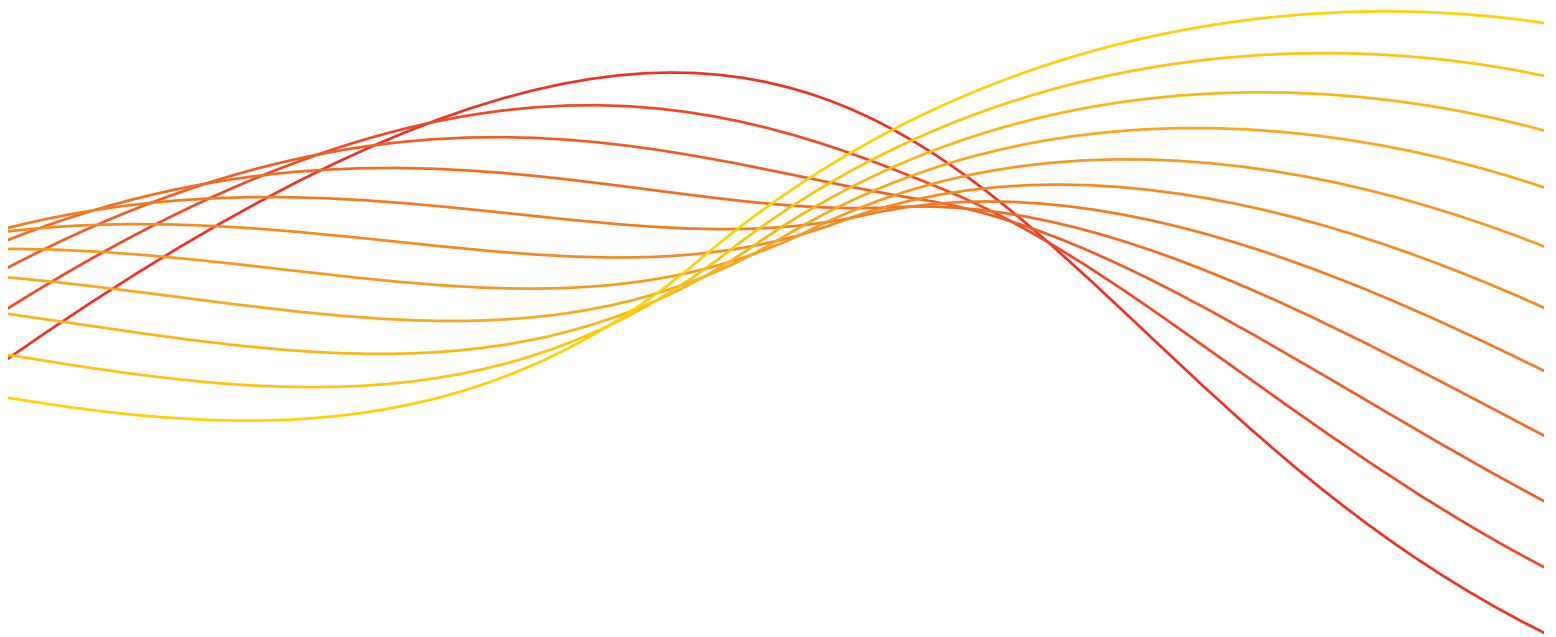
#### Services & Support

- Lifetime warranty with next day advance replacement\*
- Telephone and email technical support included in purchase price\*\*
- Comprehensive network design and configuration services offered at no extra charge\*\*

\*Available in most countries, on most products, for as long as the original customer owns it.

\*The ProCurve Routing Switch 9300m series and Secure Access 700w series have a one-year warranty with extensions available.

\*\*For the most up to date information on support details and hours, go to [www.procurve.com](http://www.procurve.com)



© 2005 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

4AA0-2395ENUC 10/2005