

# HPE IoT Transformation Workshop

## Deliver business outcomes with IoT

### Driving business and technical alignment

#### Take the next step on your IoT journey

The HPE IoT Transformation Workshop connects HPE IoT experts and consultants with your key business and technology stakeholders to help you:

- Define strategic objectives to exploit the potential of IoT
- Unify your IoT vision
- Align key stakeholders
- Expand collaboration
- Identify quick wins

An interactive, facilitated exploration of the path forward that includes value before, during, and post workshop.

- Identify and engage appropriate stakeholders prior to workshop
- Build your unique strategy that includes business and technical alignment during the workshop
- Share outcomes and next steps to execute an aligned strategy post workshop

The **Internet of Things (IoT)** continues to beckon with the promise of leverage data from an abundance of connected things to improve insights for better decision making, gain operational efficiencies and uncover new revenue streams and creating new customer experiences. However, today's challenges require a holistic approach to IoT as these solutions often mandate a bridge between the IT, operational technology (OT), and lines of business (LoB) worlds. Successful IoT implementations require significant integration effort across a wide range of technologies, processes, and partners. For most companies there is still a large gap between the hype of what could be and the realities of creating and implementing an actionable IoT strategy.

### Connecting IT and OT for exceptional IoT results

At its core, IoT is about the connections between devices, sensors, data sources, technologies, solutions, organizations, people, and processes. What many enterprises miss is that successful IoT adoption also depends on considering the convergence of IT and OT. A key advantage

of the HPE IoT Transformation Workshop is that it integrates IT and OT data to produce an IoT strategy that improves results.

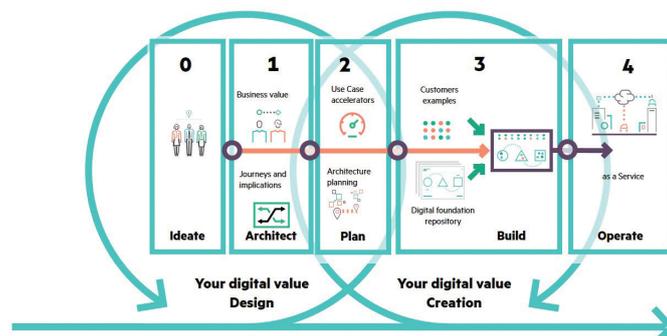
#### A flexible engagement journey

HPE Pointnext has developed an engagement journey for IoT with multiple entry points. Experts from HPE Pointnext can help you integrate IoT point solutions and build a framework to help accelerate the integration of future IoT solutions and advanced business intelligence capabilities. The HPE IoT Transformation Workshop is an ideal entry point to help you achieve superior business outcomes.

The HPE IoT Transformation Workshop is a one day session focused on your company objectives, priorities, challenges, and aspirations. This highly interactive, visual, six-phase workshop will help you expedite the strategic adoption of IoT and identify key business outcomes. It does so by leveraging field-proven experience, new IT and OT technologies to achieve a highly aligned business and IT/OT strategy, including short-and long-term "end state" results.

Most importantly, it will help create **business and technical alignment** so that you can harness the value of IoT data and use it to create disruptive competitive advantages, business models, and transformation results.

### Holistic approach to IoT

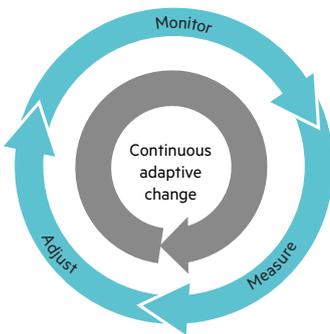


## Solution brief

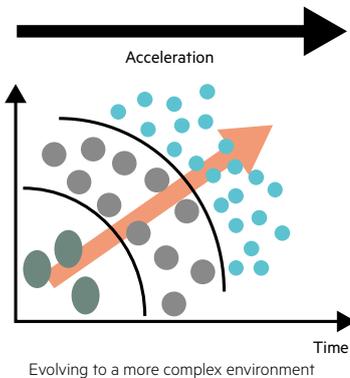
**Focus: Converting data to action to drive superior business outcomes**



**Topic: Understanding the digital value chain journey**



**Topic: Requirements for transforming to a sustainable IoT architecture**



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## Empowering your organization

The workshop empowers your organization to:

- Provide the **connectivity** needed to build a robust IoT platform for fixed and mobile applications, for security analytics, and for context-relevant business intelligence
- Deepen **security** across devices, users, applications, data, and networks with end-to-end, proactive defenses
- Accelerate the **speed to insights** gained through adaptive edge-to-the-cloud compute power
- Leverage **data** to empower data-driven insights and decisions to move the business from being reactive to proactive across its operations
- Take advantage of **open technologies** and an extensive **partner ecosystem** to expand the breadth and value of available solutions
- Harness the breadth and depth of IoT services and solutions delivered and integrated by **HPE Pointnext** to achieve your business goals

### IoT from a unique perspective yours:

The HPE IoT Transformation Workshop is uniquely yours. Our expert IoT consultants spend time with you before the session to understand your specific questions, concerns, and requirements, so that we tailor the discussion to your stakeholders' core business objectives during the

workshop. The discussion itself covers the multi-faceted lenses of the transformation journey: business, data and security, the need for an adaptive framework, and the journey itself. The session maintains a business focus while actively involving technical stakeholders. It is intended to help align IT, OT, and business managers with a common, long-term strategic vision. It is a rapid, intensive experience that lasts approximately 6 to 8 hours.

## HPE Pointnext for IoT

After you've explored your options through the HPE IoT Transformation Workshop, you can continue on your journey by implementing a priority use case using a minimal viable solution approach for early adoption. When ready, you can expand the solution and explore having the solution managed in an as a Service model.

Leverage the global HPE IoT Innovation Centers of Excellence to accelerate your IoT initiatives and realize better ROI from your deployments. Tap into an experienced team of solution architects, technologists, and consultants who develop and deliver advisory and professional services in partnership with Hewlett Packard Labs, HPE product teams, and HPE IoT Connect partners.

Learn more at  
[hpe.com/pointnext](https://hpe.com/pointnext)