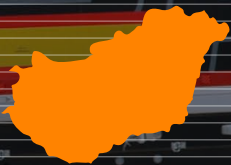


CASE STUDY

HUNGARY



TRANSPORTATION
SCHWARZMÜLLER

ACCELERATING DIGITAL TRANSFORMATION PLANS UNDERPINNED BY A SECURE AND CONSISTENT NETWORK-AS-A-SERVICE STRATEGY



Hungary's BHS Trans accelerates digital transformation plans on secure, consistent network, with a managed service from Panor Informatika.



Logistics is no longer a clipboard, pen and paper business. But neither is it entirely digital. For many logistics specialists, digital is a journey, not a light switch.

“We want to be seen as an innovator. We want to lead our customers into a new digital experience,” says Tamás Réti, Chief Information Officer, BHS Trans.

DIGITAL TRANSFORMATION TO CREATE NEW EFFICIENCIES IN LOGISTICS

BHS Trans is one of Hungary’s largest logistics providers and has a growing presence in central Europe. For them, digital transformation addresses the need to secure operational efficiencies and tighter integration with customers.

“Logistics remains a price-sensitive business. We need to be focused on finding new efficiencies, to control costs and improve delivery times,” says Réti. “We need to create a competitive edge for our customers.”

To underpin this transformation BHS needs solid connectivity and communication across its trading sites. It wants seamless Wi-Fi throughout its head office and key logistics centres and needs secure and adapted access to the network for full-time employees, guests and visitors. But it does not want to be in the business of managing this estate.



REQUIREMENTS

- Increase business value to customers through innovation
- Enhance operational efficiencies and cost structures
- Enable the integration of new, digital applications
- Standardise network management across office and warehouse
- Deliver network connectivity as a managed service

SOLUTION

- Aruba Wi-Fi 6 Access Points
- Aruba 2930F Series Campus Access Switches
- Aruba 5400R modular switches
- Aruba User Experience Insight (UXI) sensors
- Aruba Central cloud-native network management platform
- Managed network services by Aruba MSP & Business Partner, Panor Informatika

OUTCOMES

- Offers clear SLAs with managed service provider
- Establishes network and service consistency across all locations
- Creates platform for digital transformation
- Strengthens network security, protecting client data
- Reduces burden on inhouse IT resource

“Our focus has to be logistics, our customers and the creation of new services,” says Réti. “We don’t want to tie up resources on managing a network.”

EMBRACING A MANAGED SERVICE TO RELIEVE STRAIN ON NETWORK TEAM

The Aruba architecture is delivered as a managed service by Aruba MSP Partner, Panor Informatika, an expert in networks and IT security. Panor works with



“ We have clear SLAs in place with Panor. That gives us the assurance the managed service is producing the results we need. We can be smarter in how we direct our resources.”

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more than 75 customers across Hungary, with more than 2,000 wireless access points and 500 switches under management.

“Our aim is to act as an umbrella above our customers’ IT teams,” says Turi János, Chief Technology Officer, Panor Informatika. “We want to extend from managed networking to managed servers and PCs. Customers value a partner that has a broader range.”

The key is to unearth a customer’s pain points: “For BHS, it is clear the network was crucial,” explains János. “What the business needs is time and our expertise gives them that and peace of mind. Our ability to address the company’s network challenges gives BHS the time to focus on its core business.”

For BHS this includes regional expansion, winning new customers, planning resource allocation and implementing a new SAP platform.

“We have clear SLAs in place with Panor. That gives us the assurance the managed service is producing results we need,” says Réti. “Trusting our network management over to Panor means we can be smarter in how we direct our resources.”

TAKING A PHASED APPROACH TO CREATE A MOBILE-FIRST WORKPLACE

The network upgrade took a phased approach. BHS wanted to start with its Dunakeszi head office, confirm the functionality, then roll out to its primary warehouse and logistics centre in Debrecen, before moving on to secondary sites. The Aruba Edge Services Platform (ESP) provides a flexible, secure and scalable architecture which enables this approach. The cloud-native Aruba Central management platform provides Panor with the single view and access to the entire network and the ability to deliver connectivity, QoS and all other requirements, as a service, to BHS.

“This is a highly mobile work environment and BHS wanted extensive enterprise Wi-Fi coverage,” explains János. “Our proposal was for a unified network based on Aruba Wi-Fi 6 APs and Campus Access switches, managed by us through Aruba Central.”

The head office features 50 access points for 150 users, with 65 access points across the larger floor-space in Debrecen.

“Aruba Central allows us to monitor, maintain and manage the network 24/7. If something has happened on the network we’ll know about it before the customer has been impacted,” explains János.





ESTABLISHING A PLATFORM FOR SERVICE INNOVATION

The engagement prepares BHS Trans for a more digital, mobile future. It simplifies the task of integrating new applications – handheld scanners, robotics, autonomous vehicles in the warehouse – and introduces a consumption-based service model. BHS has the platform in place to test service innovation, without having to worry about network capacity, security and integration.



“We’re paying for a service and we have the ability to scale up or scale down as required,” says Réti. “The Panor MSP agreement provides the flexibility to redeploy wired and wireless infrastructure as each location demands it.”

PANOR

Panor Informatika Zrt.

