

PARTNER SOLUTION OVERVIEW

Aruba & ASSA ABLOY Global Solutions

The Connected Room: Converging Mobile Keyless Entry With Aruba's Secure Wireless Platform

CONVERGED NETWORKS

As lodging brands move along the path of digitalization, IT networks have an important role to play as the data highway for IoT devices and services. Converging guest Wi-Fi and multimedia content delivery infrastructure with back-end applications and in-room door locks, duress alarms, comfort controls, and lighting systems is less complex to deploy, easier to maintain, and more robust against attack.

Converged networks also do away with the need for dedicated in-room gateways. Long the bane of property owners because of their proprietary design, risk of vendor lock-in, and security vulnerabilities, in-room gateways are expensive to acquire and maintain. Freed from the limitations of gateways, property owners can select best-in-class in-room devices tailored to their needs.

ACCESS POINT AS AN IOT PLATFORM

To meet the needs of converged IT/IoT networks, Aruba access points combine Wi-Fi 6 (802.11ax) radios for network access, with 802.15.4 Zigbee and Bluetooth 5 radios for IoT devices. An external USB port supports specialized radios and powered devices like gunshot and vaping detectors. A USB Zigbee adapter is available for use with deployed Aruba Wi-Fi 5 (802.11ac) access points.

The Zigbee and Bluetooth radios serve as data collectors for a broad range of in-room IoT devices. These include door locks and safes, occupancy sensors, air quality monitors, leak and humidity detectors, duress alarms, staff and asset location systems, and energy and comfort controls.

Aruba's networks are field-proven in the most demanding lodging properties, and deliver the robustness and reliability needed for business-critical converged networks. Security is best-in-class and PCI compliant.

WHY ARUBA AND ASSA ABLOY GLOBAL SOLUTIONS

- One common converged infrastructure for Wi-Fi, door locking, in-room IoT, and content delivery
- Less expensive to purchase, less complex to deploy, and easier to maintain
- Secure tunneling protects communications
- Eliminates the vendor lock-in of proprietary in-room gateways
- Easily retrofits to existing Aruba Wi-Fi 5 access points
- Cost-effective for small boutique properties and the largest resorts
- Aruba Greenlake subscription eligible to lower CAPEX
- Certified interoperability



Figure 1: ASSA ABLOY door lock

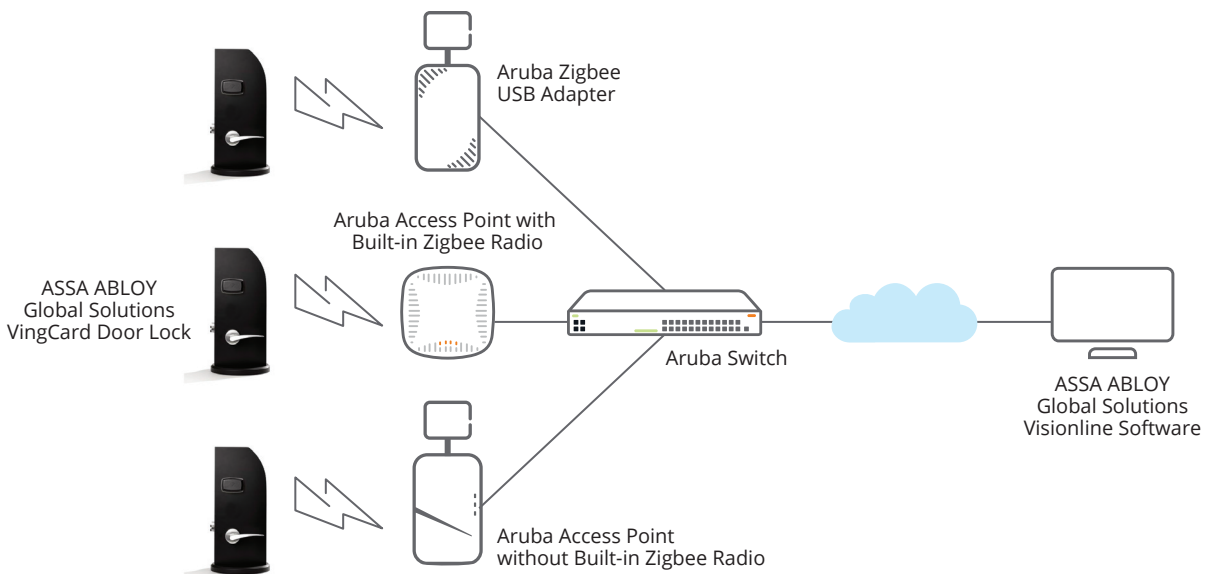


Figure 2: Aruba and ASSA ABLOY joint solution diagram

ACCESS HAS ITS PRIVILEGES

ASSA ABLOY Global Solutions is the world's largest supplier of hospitality locks and in-room safes. ZigBee-enabled VingCard® products are the most widely deployed in-room door locks for lodging applications in the hospitality, healthcare, and education markets. Solutions span from small boutique hotels to the largest resorts and campuses, and are available worldwide.

ASSA ABLOY Global Solutions and Aruba have collaborated to enable Aruba access points to interoperate with VingCard in-room locks, and securely connect them with the Visionline management software by ASSA ABLOY Global Solutions. Separate Zigbee gateways are not required, and the solution can be used in both new and existing Aruba Wi-Fi deployments.

ASSA ABLOY Global Solutions has stringent certification requirements for infrastructure used with its products. ArubaOS and InstantOS 8.6 operating systems, Wi-Fi 6 access points, and Zigbee USB Adapter all passed these tests.

Once deployed, the access points secure communications between the in-room locks and Visionline lock management software, while simultaneously handling guest Wi-Fi and multimedia content delivery. Customers that have already deployed Aruba Wi-Fi 5 access points can add Zigbee support by using Aruba's low-cost, plug-in ZigBee USB Adapter. No additional hardware is required.

Dynamic segmentation is maintained throughout Aruba's switch fabric, helping to protect the locking system against attack, and the rest of the network against compromised devices.

Aruba's "colorless switch port" concept automatically establishes the correct secure connections with access points regardless of the switch port into which they're connected. This feature simplifies system deployment, and reduces the chances of miswiring during remodels and updates.

UNIQUE VALUE PROPOSITION

Once deployed, the joint solution allows hotel staff to remotely manage and monitor VingCard locks, eliminating needless trips by guests to the front desk and by operations staff to the rooms. Benefits include greater security and control, enhanced guest services, and more efficient front desk and engineering operations.

Guest benefits include dropped key and door ajar protection. In a traditional off-line lock, if a guest inadvertently drops a room key then whoever picks it up can go door-to-door until they find a door the key will open. With the ASSA ABLOY Global Solutions on-line system, an alert will be raised and the key invalidated after a specified number of unsuccessful unlocking attempts. If a guestroom door isn't closed properly and remains ajar, the system can automatically notify security staff to check the room.



Customer satisfaction is also positively impacted. If a guest finds their room unsuitable, an off-line locking system requires a trip to the front desk to rectify the situation. With the ASSA ABLOY Global Solutions on-line system, the key can be reassigned to a different room with just a call to the front desk. Guests seeking to extend their stay can also do so without needing to visit the front desk to receive an updated key.

With guests increasingly expecting instant and more personalized service, VingCard locks also provide hotels with the ability keep pace with the latest trends in digital key technology. Fully compatible with Mobile Access, VingCard-equipped properties can allow arriving guests to skip front desk lines and instead go directly to their guestrooms by using personal devices as a secure key. The platform uses the latest in data encryption and secure channel transmission technology to ensure that only authorized users can gain room access. Hoteliers are able to later instantly activate the feature whenever market or brand demands change, and without the need to replace any existing hardware.

Facility operations can benefit from the converging of VingCard locks and Aruba wireless technology, too. Engineering can be notified automatically of low battery and other maintenance conditions before locks stop functioning and guests are locked out.

For customers that want to avoid large capital outlays, the joint solution qualifies for Aruba Greenlake financing. This unique offering provides infrastructure as a subscription, not a lease, and is accounted for as OPEX instead of CAPEX. Aruba Greenlake is available in multi-year subscriptions.

INTEROPERABLE & FLEXIBLE

We've taken the guesswork out of hospitality deployments by ensuring the interoperability of VingCard locks with Aruba's Wi-Fi access points. Set-up is a breeze so joint deployments go in faster, and Aruba's network monitoring tools simplify diagnostics so joint systems are easier to maintain.

SUMMARY

Aruba's secure platform is the ideal way to support VingCard lock-based hospitality applications of any size. Contact your local sales representative to see how together Aruba and ASSA ABLOY Global Solutions deliver the most cost-effective, centrally managed smart lock solutions in the lodging industry.

For more information on Aruba wireless, please visit:
<https://www.arubanetworks.com/products/networking/access-points/>

DEPEND ON ASSA ABLOY GLOBAL SOLUTIONS

ASSA ABLOY

ASSA ABLOY Global Solutions is the world's largest supplier of hospitality door locks and in-room safes. They are a global company headquartered in Stockholm, Sweden.

www.assaabloy.com ASSA ABLOY, SE-107 23, Stockholm, Sweden



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