

## PARTNER SOLUTION OVERVIEW

# Aruba and Lambent

### INTRODUCTION

Space is often the single largest organizational expense other than personnel. Space management is therefore central to the strategic missions of corporations and universities, which are increasingly pressured to improve space allocation and right-size their operational footprint. Traditional methods for validating major space decisions, such as clicker studies and departmental reporting, are costly and results are both inconsistent and inaccurate. Moreover, these reports are typically limited in scope and provide data from a single point in time.

Recent shifts to hybrid and flexible arrangements for working and learning have further magnified the need for smarter space management. Venue and campus operators need to understand how these historic shifts impact future space decisions, and reliable data are needed to support new investments in space allocation and acquisition.

Lambent is a Boston-based software company that helps large venues, corporate campuses, and universities understand how people utilize their spaces so they can make better use of spaces. Their smart operations platform mines existing but siloed connecting data sources to provide both historical and real-time insights into space occupancy and usage in large, distributed environments. Leveraging existing Wi-Fi, video surveillance, and other data sources helps improve utilization, employee satisfaction, and productivity at minimal deployment cost. Data are anonymized to respect privacy, and results identify trends and not individuals' behavior.

### WHY ARUBA AND LAMBENT

- Leverages existing, secure wireless infrastructure without requiring new sensors
- Sensor fusion mines existing Wi-Fi, video surveillance, and RFID data sources
- Real-time, on-demand, and historical anonymized location data for improved space utilization
- Customizable dashboards including site maps
- Certified joint interoperability for fast deployment and integrable with IoT ecosystem.

### BETTER TOGETHER

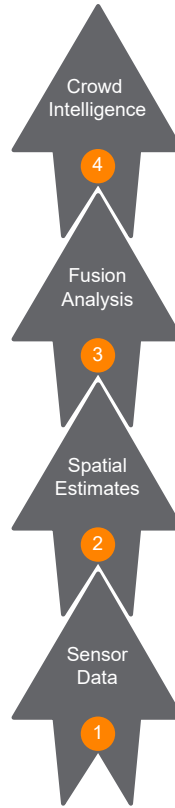
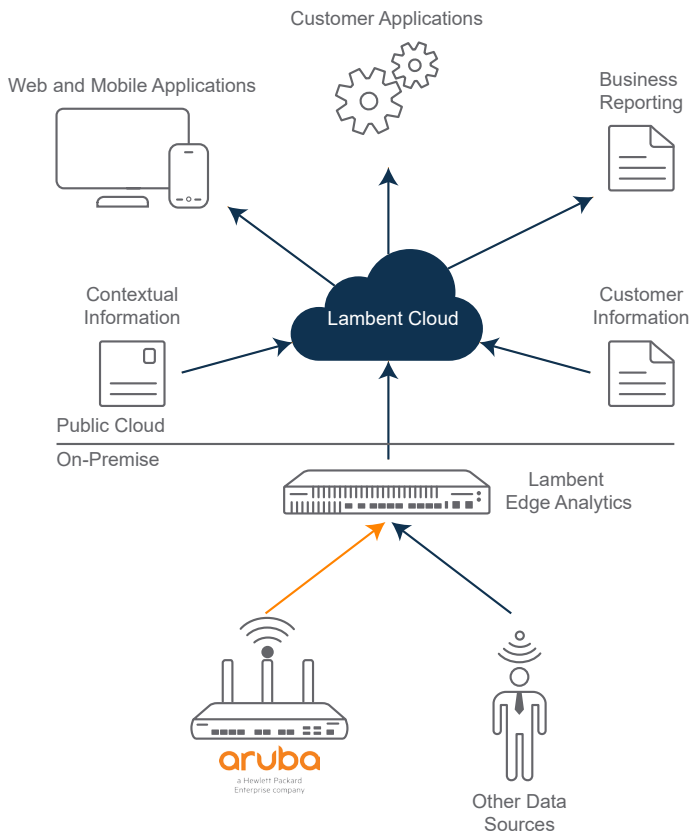
Aruba and Lambent have partnered to provide for seamless integration of location and other contextual data from Aruba Wi-Fi infrastructure with Lambent analytics platform. The integration brings joint customers a rich suite of analytics, reporting, and visualization tools over existing Aruba infrastructure without requiring a rip-and-replace. As a result universities and corporate campuses can seamlessly and economically obtain and leverage smarter space utilization insights.

---

Aruba and Lambent better equip space planners to solve today's space management challenges using actual site data to generate actionable insights. Solutions scale to campuses of any size and complexity.

---





**Crowd Intelligence**  
Actionable intelligence through visualizations of patterns of life, reports, alerts, trends analysis, historical playbook, and workflow integration.

**Fusion Analysis**  
Estimates are fused and enriched with contextual data like events, scheduling and transit to provide a complete and dynamic picture of crowd activity.

**Spatial Estimates**  
Proprietary algorithms and machine learning at the edge produce anonymous spatial estimates of occupancy, position, and movement.

**Sensor Data**  
Realtime data is streamed from existing security, information and building technology using industry standard protocols and partner APIs.

## UNIQUE VALUE PROPOSITION

The partnership between Aruba and Lambent delivers a uniquely streamlined space management solution that uses existing IT infrastructure and protects the privacy of employees and students. Key benefits of the joint solution include:

- Extracting greater value from sunk capital investments by mining Wi-Fi data for real-time and historical insights into space and real estate utilization;
- Understanding occupancy and travel path trends, and the impact of remodels, electronic signage, and other site improvements;
- Fusing contextual data from Aruba infrastructure with data sets generated by surveillance cameras, RFID cards, and other sources to build more complete models of site utilization;
- Aligning cleaning, maintenance, guard tours, and other services with site usage;
- Achieving green sustainability goals by linking occupancy trends with heating, ventilation, air conditioning, and other energy-consuming comfort control systems.

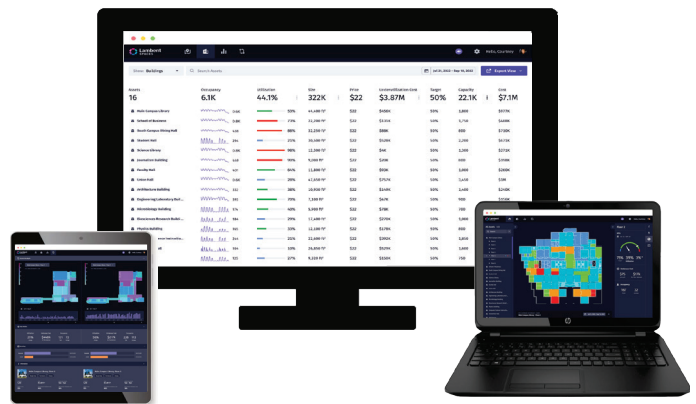


Figure 1: Lambent Continuous Utilization Metrics



Taken together these benefits help identify risks, reduce costs, and maximize the potential of space assets using data-driven insights in a cost-effective, low-impact way.

### CERTIFIED INTEROPERABLE

We've taken the guesswork out of understanding space utilization by certifying interoperability between Lambent and Aruba controllers. Set-up is a breeze, and joint deployments go in faster and are easier to maintain.

Lambent takes advantage of Aruba's APIs to tap into the required contextual data. Once site maps have been loaded the dashboard is provisioned and the system can be brought on-line.

### SUMMARY

Aruba's secure Wi-Fi infrastructure and Lambent space analytics are the ideal way to obtain comprehensive occupancy analytics. Contact your local sales representative to see how together Aruba and Lambent deliver the most cost-effective space management solution in the industry.

## DEPEND ON LAMBENT



Lambent is a Boston-based software company that helps large venues, corporate campuses, and universities understand how people utilize their spaces so they can make better use of spaces. Aruba and Lambent have partnered to provide for seamless integration of location and other contextual data from Aruba Wi-Fi infrastructure with Lambent analytics platform.

### CONTACT US TODAY, SO WE CAN START BUILDING YOUR CUSTOMIZED CLOUD NETWORKING SOLUTION.

<https://lambentspaces.com> Phone Number: 406-361-7817 12 Marsh Rd., Ste. 100, Sutton, MA 01590, United States



© Copyright 2022 Hewlett Packard Enterprise Development LP. The information contained herein is subject to change without notice. The only warranties for Hewlett Packard Enterprise 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. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

PSO\_ArubaandLambent\_SK\_120922 a00122937enw

Contact us at [www.arubanetworks.com/contact](http://www.arubanetworks.com/contact)