Beyond Connectivity:
From Network Intelligence to Business Outcomes



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Your network is already the most powerful business platform you own. It's time to put it to work.



Four forces are converging on the network

Pressure is rising faster than traditional operations can handle



AI everywhere

AI and automation are moving into every workflow, **and they all run on the network**.



Exploding IoT

15 billion IoT devices will connect to the enterprise by 2029, each a new endpoint to manage and secure.



Data at the edge

50% of enterprise data is created at the edge, yet 76% say their data can't keep up.



Digital-first expectations

58% of interactions are now digital, up from 36% in 2019. **Experience depends on the network.**

The essential building blocks for modern smart buidlings



AI to help you unlock the full value of your data to accelerate outcomes



Cloud to give you flexibility to run workloads where it makes the most sense

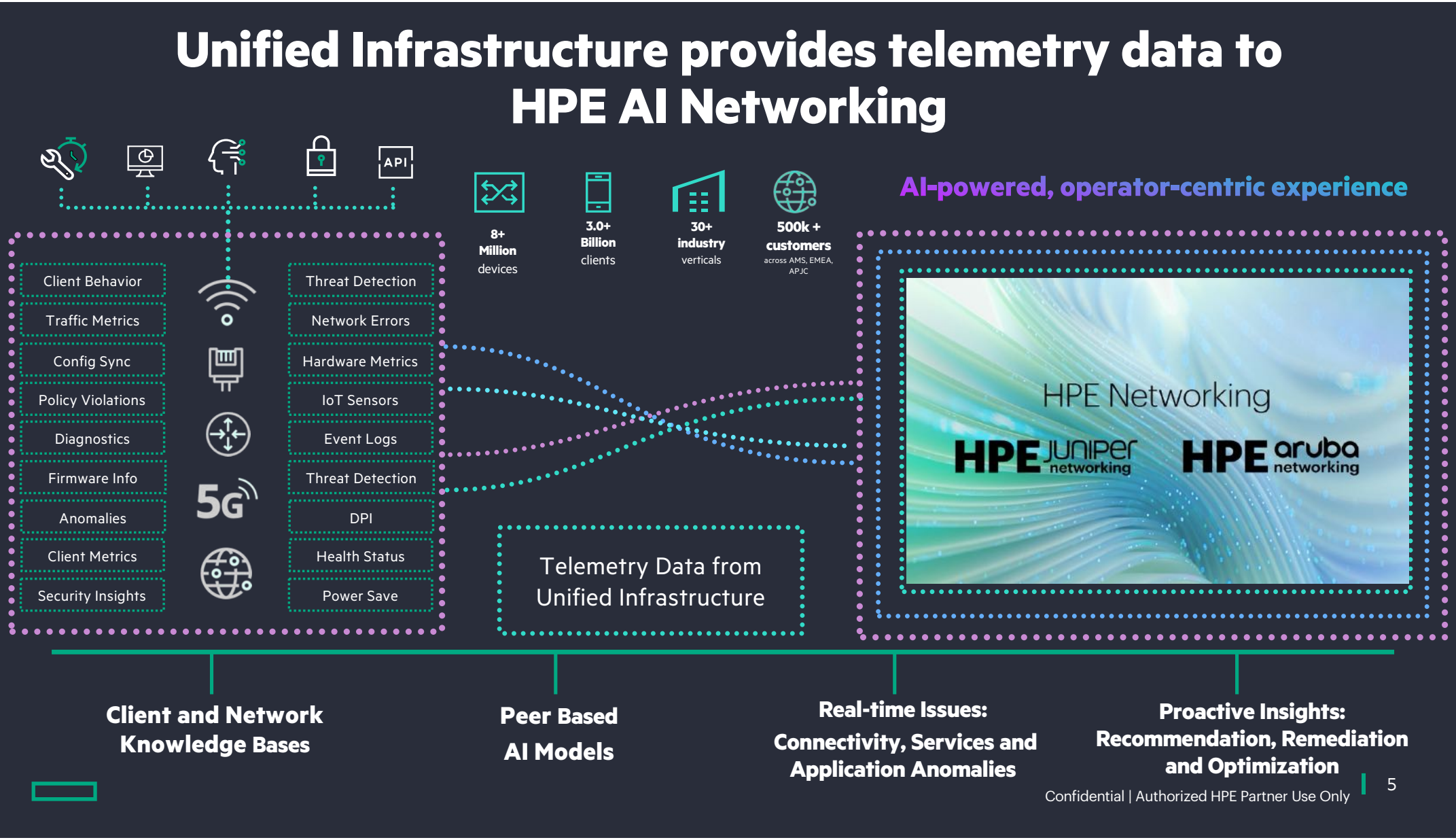


Networking to connect your people and data more securely and efficiently



IoT & Ecosystem to give you choice and secured devices

Unified Infrastructure provides telemetry data to HPE AI Networking



Vertical Data Flow Overview

IoT SENSORS/ NETWORK API Capturing Real-Time Data



ECOSYSTEM AI ANALYTICS / LLM INSIGHT ENGINE

Key Vertical Business Outcomes

- Utilisation Rates
- Occupancy Insights
- Asset Tracking
- Energy Monitoring
- Air Quality

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AI-Powered Operational Outcomes

A simple summary created from network, location and IoT sensor data



A&E Patient Wait Time

42 mins average

↓ 18% today

Demand rising in Majors; redirect 2 staff from Minors



Customer Check-in Queue

7 mins average

↑ 3 mins

Peak expected at 14:30; open one additional desk



Workspace Availability

68 desks available

West Wing busiest

Guide arrivals to Floors 2 and 4



Asset & Equipment Flow

94% available

12 mins saved

Two infusion pumps idle near Ward 6



AI Summary

Service levels are stable. The highest operational risk is the check-in queue between 14:00–15:00. Reassigning one colleague is predicted to reduce waiting time by 31%.

Live • Updated 2 mins ago

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Bechtle & HPE AI Networking:
Turn every space into a data asset

The HPE Network As A Sensor Fabric

Sense



— VBLE, Wi-Fi, GPS and IoT sensors capture location, movement, occupancy, and environment across the space.

— HPE have over 300 ecosystem integrations.

Connect & reason



— The AI-powered self driving network aggregates every input and turns raw telemetry into real-time context.

Act on insight



— People, assets, energy, and services are securely routed and optimized automatically from live insight. All via the HPE AI Networking infrastructure.

Ten measurable outcomes from Smart Spaces & HPE AI Networking:

Business results, not just connectivity

Better customer & patient experience

Higher operational efficiency

Lower operating costs

Improved safety and security

Smarter space utilization

Increased staff productivity

Real sustainability gains

Faster problem resolution

Data-driven decisions

New, differentiated services


PRACTICAL APPLICATIONS FOR
SMART INFRASTRUCTURE
INTEGRATION
VisionDashboards

4 STAGE APPROACH TO A SMARTER BUILDING



4

DASHBOARDS & EXPERIENCES



3

IOT & SENSOR OVERLAY



2

LOCATION AWARENESS



1

INTELLIGENT INFRASTRUCTURE



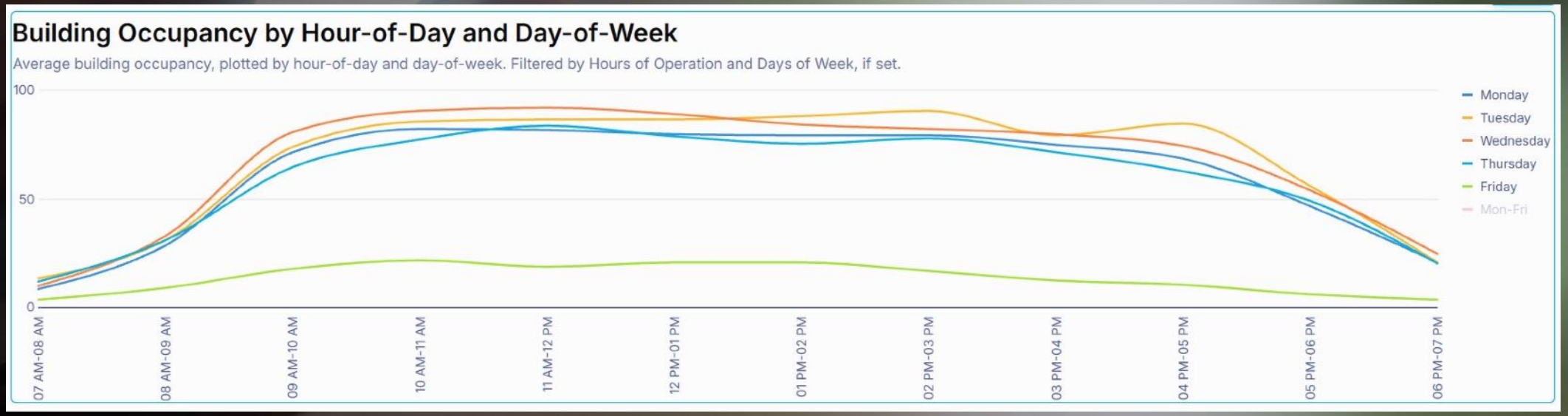
LOCATION AWARENESS

Combine software and hardware solutions to deliver enhanced occupancy analytics for data driven real estate decisions.

Avg Occupancy 54	Peak Occupancy 110	Peak Time 06/10/2026 11 AM
Avg Seat Fill % 27.2%	Peak Seat Fill % 55.1%	Effective Building Capacity 200



LOCATION AWARENESS





LOCATION AWARENESS

Visit Duration Based on Arrival Time

Bars show percentage of arrivals by hour. Line shows average visit duration based on arrival time.





IOT & SENSOR OVERLAY

Deploy sensors across your estate that seamlessly integrate with the intelligent infrastructure, allowing you to analyse, report and alert on the health of your environment.



DASHBOARDS AND EXPERIENCES

ultimately delivering actionable insights and improved outcomes for your business, staff and visitors.

VisionDashboards



DESK OCCUPANCY (SIMPLE SENSOR)

HOT DESKING

DESK 1 Busy 08/10/2026 07:40:12	DESK 2 Available 08/10/2026 07:20:11	DESK 3 Busy 08/10/2026 07:30:11
DESK 4 Available 08/10/2026 07:10:13	DESK 5 Busy 08/10/2026 07:30:11	DESK 6 Available 08/10/2026 07:30:11

VisionDashboards



ROOM OCCUPANCY (AV INTEGRATION)

ROOM OCCUPANCY

ARRAN 1/8 08/10/2026 08:22:00	BARRA 0/8 08/10/2026 07:49:15	DALMORE 0/12 08/10/2026 07:51:17
EDRADOUR 0/8 08/10/2026 07:49:19	LONGROW 0/5 08/10/2026 07:49:21	HARRIS 0/4 08/10/2026 07:49:24
MACALLAN 0/4 08/10/2026 07:49:27	SHELF O'FRAMES 0/12 08/10/2026 07:49:28	RECEPTION ENVOY KIOSK 0/4 08/10/2026 07:49:32

VisionDashboards



SUSTAINABILITY (SENSORS AND APIs)

BUILDING: HALL A

4 KW
5 KW

Last Updated: 08/10/2026 07:50:15

BUILDING: HALL B

5 KW
5 KW

Last Updated: 08/10/2026 07:50:15

BUILDING: HALL C

8 KW
5 KW

Last Updated: 08/10/2026 07:50:15

TOTAL AVERAGE

TOTAL ENERGY USAGE PER BUILDING: 1 DAY



AVERAGE USAGE: TODAY

ENERGY	12.54 KWH
OFFSET	86.90 KWH
CARBON	137.98 G

AVERAGE USAGE: 7 DAYS

ENERGY	12.54 KWH
OFFSET	86.90 KWH
CARBON	137.98 G

AVERAGE USAGE: 30 DAYS

ENERGY	12.54 KWH
OFFSET	86.90 KWH
CARBON	137.98 G

AVERAGE USAGE: 1 DAY

ENERGY	12.54 KWH
OFFSET	86.90 KWH
CARBON	137.98 G

VisionDashboards


INSTANT ACCESS TO INFORMATION
MEETING ROOM MR101
OCCUPANCY
0/10
TEMPERATURE
24 °
HUMIDITY
33 %
LIGHT LEVEL
47.88 LUX
VisionDashboards

Summary:



One Network, Four Verticals

The same intelligence, different outcomes

Healthcare

31%

fewer missed appointments with smart wayfinding, plus staff time given back to patient care.

HPE Networking + MazeMaps

Retail

32%

of shoppers abandon a purchase over long queues the network can see coming.

HPE Networking + Zebra Self Pay

Education

38%

average classroom utilization at peak, while study spaces overflow.

HPE Networking + lambent Spaces

Enterprise

30%

less office space needed when occupancy analytics drive the estate.

HPE Networking + Vision & Lambent Spaces



Why HPE AI Networking & Bechtle

Six reasons customers obtain Business Outcomes:

First and only
fully autonomous, agentic AIOps network.

8M+ devices
AI trained on 8M+ devices and 3B+ clients.

20th year
a Gartner Magic Quadrant Leader.

10+ verticals
one platform, 500k+ customers worldwide.

70% lower TCO
zero-trust IoT security built in.

300+ partners
approved ecosystem partners, all open standards based.

Outcomes first — connectivity, location and intelligence in one platform.

Thank You

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