

Univé, VGZ, IZA and Trias sees lower Total Cost of Ownership with HP ProCurve ONE alliance solution

“HP Networking was the only vendor that could match our requirements



precisely. Adopting the HP, Airtight Networks and Aastra mix was a good decision. Compared to other vendors' proposed solutions, initial investment is 500 per cent lower and support costs at our headquarters have already fallen by 25 per cent. We especially like the Lifetime Warranty*.” DirkJan Nijland, network and telephony team manager, Univé, VGZ, IZA and Trias, the Netherlands

Objective

Following the merger of four Dutch insurance companies to create Univé, VGZ, IZA and Trias, the Netherlands' second largest health insurance provider, the new business decided to consolidate 17 offices into five locations. To increase reliability, scalability and security, lower costs and aid the introduction of Internet Protocol (IP) telephony, the company needed to modernise its networking infrastructure.

Approach

Deployed an HP Adaptive Network incorporating wired and wireless technology. Introduced IP telephony from Aastra and an Airtight Networks security solution, two HP ProCurve Open Network Ecosystem (ONE) alliance partners. Installed HP ProCurve management software to simplify network management.

IT improvements

- Reliable, high-performance and scalable networking infrastructure.
- Open standards-based technology allows the easy integration of Aastra IP telephony and Airtight Networks security solutions.
- HP ProCurve Guest Management software simplifies the creation of guest accounts.

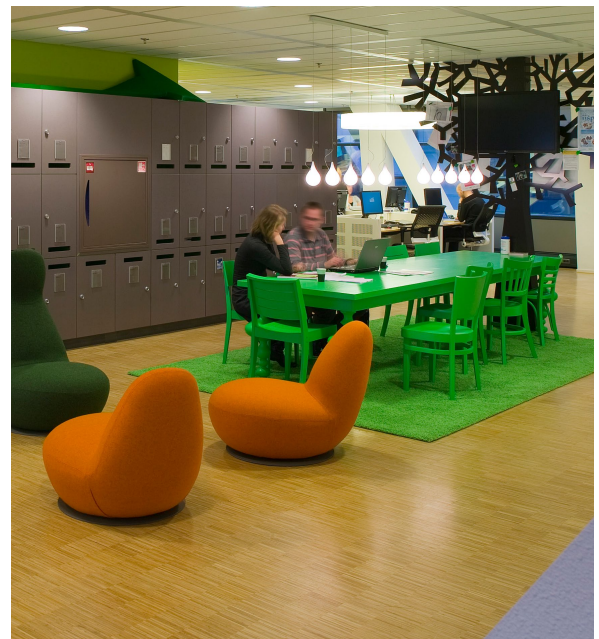
Business benefits

- IP telephony lowers call costs and improves sound quality.
- Aids the introduction of more flexible working practices and mobile IT service, boosting efficiency and productivity.
- Capital expenditure for switching technology is 500 per cent lower.
- The Lifetime Warranty* decreases Total Cost of Ownership (TCO); maintenance and support costs fall by 25 per cent.

HP customer case study:

Univé, VGZ, IZA and Trias deploys an HP ProCurve ONE alliance solution to increase reliability, scalability and security, lower costs and aid the introduction of IP telephony

Industry: Financial services



Univé, VGZ, IZA and Trias, the Netherlands' second largest health insurance provider, is the trading name for four newly-merged Dutch insurance companies. Operating from 150 locations and 98 mobile sites, the organisation offers a range of insurance policies including health, income and mortgage products for 4.2 million citizens, approximately 25 per cent of the Dutch population. In terms of revenue, Univé, VGZ, IZA and Trias is the 25th largest company in the Netherlands.

Merger leads to consolidation and standardisation

After inheriting 17 large offices, Univé, VGZ, IZA and Trias decided to consolidate operations to five key locations in Arnhem, Assen, Alkmaar, Eindhoven and Gorinchem, with the company's new headquarters built on a green field site in Arnhem. However, the merger produced some interesting IT challenges.



“After studying HP’s original Univé proposal and learning about its strategic alliance with our security software vendor, Airtight Networks, we realised HP Networking was the logical choice. The Lifetime Warranty[†] was also especially attractive because it would dramatically reduce our operating expenses.”

DirkJan Nijland, network and telephony team manager, Univé, VGZ, IZA and Trias

Each member of the new company had its own networking infrastructure and different telephony equipment. VGZ, IZA, and Trias employed Cisco technology whilst Univé had recently updated its network with open standards-based HP Networking technology. Therefore, the company reviewed its network requirements and made the strategic decision to consolidate, standardise and modernise its network infrastructure.

“Our main driver is a lifecycle issue because we are merging four companies into one,” explains DirkJan Nijland, network and telephony team manager, Univé, VGZ, IZA and Trias. “Outside Univé the networking infrastructure was outdated, unreliable and expensive to run. We needed to consolidate and standardise the entire infrastructure. This approach would allow our new headquarters, four main offices and numerous branch offices to operate more efficiently and productively. Any solution had to be reliable, scalable and cost-effective.”

“We also wanted the latest technology to satisfy our wireless, IP telephony and security requirements. After studying HP’s original Univé proposal and learning about its strategic alliance with our security software vendor, Airtight Networks, we realised HP Networking was the logical choice. The HP Lifetime Warranty[†] was also especially attractive because it would dramatically reduce our operating expenses.”

To create a ‘working together’ environment and aid knowledge sharing within the new headquarters, Univé, VGZ, IZA and Trias wanted to introduce more flexible work arrangements and mobile IT



services. To help drive this change, it required a new telephony solution to provide its employees with flexibility, regardless of whether they are office-based or on-the-road. Therefore, Univé, VGZ, IZA and Trias provided staff with Nokia mobile handsets and Smartphones which integrate very nicely with its Astra IP PBX solution in combination with its mobile partner, T-Mobile. “Aastra, another HP ProCurve ONE alliance vendor, fitted our requirements well,” comments Nijland.

HP, Airtight and Aastra – an integrated solution

The HP Adaptive Network solution involves equipping the new headquarters’ core, distribution and access layers with efficient networking technology and when appropriate, introducing similar solutions to other offices’ Local Area Networks (LANs). Univé, VGZ, IZA and Trias then extended the solution to its Wide Area Network (WAN) to incorporate the branch offices.

At the new Arnhem headquarters, the HP solution comprises two HP ProCurve 5406zl switches, with 20 GB connectivity, within both the core and distribution layers and six HP ProCurve 5412zl edge switches within the access layer. HP ProCurve ONE Services zl Modules, provide two 10 GB network links to the switch backplane. Thirty four ProCurve Switch zl 24-port Gb modules in the 5412zl switches offer Univé, VGZ, IZA and Trias Power over Ethernet (PoE) capability to integrate Aastra’s IP telephony solution whilst 120 MultiService Mobility (MSM) 422 and 325 Access Points and two high-performance



HP ProCurve MSM750 Mobility Controllers deliver wireless capability. All switches provide Univé, VGZ, IZA and Trias with peace of mind through the Lifetime Warranty*.

Univé, VGZ, IZA and Trias also has another HP ProCurve ONE Services zl Module which incorporates Airtight Networks' SpectraGuard® Enterprise software, a proactive, end-to-end wireless intrusion prevention solution (WIPS). This comprehensive solution detects and classifies all current Univé, VGZ, IZA and Trias wireless assets, simplifying the discovery, remediation and removal of wireless threats. Univé, VGZ, IZA and Trias' network administrators gain a clear view of the wireless airspace as well as being able to enforce wireless security policies and define guest access policies.

To aid network management and tackle additional wireless security concerns, Univé, VGZ, IZA and Trias implemented HP ProCurve Manager Plus (PCM+) and HP ProCurve Mobility Manager (PMM) software. PCM+ allows administrators to configure, update, monitor and troubleshoot wired switches centrally whilst PMM enables staff to plan, deploy, manage and monitor the wireless network from a common, unified network management console.

In addition, HP ProCurve Identity Driven Manager (IDM) dynamically applies security, access, and performance settings to network infrastructure devices based on user, location and time. Univé, VGZ, IZA and Trias also installed HP ProCurve Guest Management software which simplifies the creation of guest accounts from any Microsoft

Customer solution at a glance

Primary applications

- Adaptive Network
- Branch Office
- Communications & Collaboration
- Mobility
- Network Systems & Management
- Security

Primary hardware

- HP ProCurve 5400zl Series switches
- HP ProCurve ONE Services zl Module
- HP ProCurve MultiService Mobility (MSM) 750 Controller
- HP ProCurve MultiService Mobility (MSM) 325 Access Points
- HP ProCurve MultiService Mobility (MSM) 422 Access Points
- Aastra technology

Primary software

- HP ProCurve Manager Plus (PCM+)
- HP ProCurve Identity Driven Manager (IDM)
- HP ProCurve Mobility Manager (PMM)
- HP ProCurve Guest Management
- Airtight Networks SpectraGuard®

Windows-based computer. This enables Univé, VGZ, IZA and Trias reception staff to create visitor accounts, configure visitor session duration and even print access vouchers. Guest account information is loaded into the HP ProCurve MSM controllers to ensure security policy enforcement and a reporting feature provides records for audits.

Imtech ICT, an HP Preferred Partner, provides appropriate support should hardware or software issues arise.

Capital expenditure and Total Cost of Ownership (TCO) tumble

Deploying the open standards-based HP Adaptive Network solution at its new headquarters forms a major pillar of Univé, VGZ, IZA and Trias's network standardisation strategy. The building now has highly reliable, secure and scalable wired and wireless environments, which are easy to manage across a unified software platform.

The infrastructure also incorporates the company's preferred security and IP telephony solutions from two partners within the ProCurve ONE alliance. These capabilities safeguard business continuity, aid regulatory compliance, support future business growth, lower telecommunication costs and will help the introduction of new working practices.

"Airtight's software integrates well within the HP Networking solution and is a good match for our security requirements," states Nijland. "Equally, the Aastra IP technology and the HP switches are an excellent combination."

From a financial perspective, Univé, VGZ, IZA and Trias has seen a dramatic fall in the capital expenditure it needs to commit to its networking infrastructure and Total Cost of Ownership (TCO) has also fallen due to the Lifetime Warranty*. Compared to other vendors' proprietary solutions, initial investment is 500 per cent lower and maintenance costs have already fallen by 25 per cent. In addition, Univé, VGZ, IZA and Trias's HP ProCurve 5406zl switches are also making a valuable contribution to operational costs; Miercom* an independent testing lab found they could reduce annual energy costs by up to 37 per cent compared to the industry average.

"We will deploy the HP Networking solution to our remaining large offices and, as our network expands throughout the Netherlands, introduce both wired and wireless technologies to most of our local branch offices," concludes Nijland.

Share with colleagues



◆ For as long as you own the product, with next-business-day advance replacement (available in most countries). The following hardware products have a five-year hardware warranty for the disk drive and lifetime hardware warranty (for as long as you own the product) for the rest of the module: HP ProCurve ONE Services zl Module, HP ProCurve Threat Management Services zl Module, and HP ProCurve MSM765zl Mobility Controller. The following hardware products and their related series modules have a one-year hardware warranty with extensions available: HP ProCurve Routing Switch 9300m series, HP ProCurve Switch 8100fl series, HP ProCurve Network Access Controller 800, and HP ProCurve DCM Controller. The following hardware products have a one-year hardware warranty with extensions available: HP ProCurve M111 Client Bridge, HP ProCurve MSM3xx-R Access Points, HP ProCurve MSM7xx Mobility and Access Controllers, HP ProCurve RF Manager IDS/IPS Systems, HP ProCurve MSM Power Supplies, HP ProCurve 1 Port Power Injector, HP ProCurve CNMS Appliances, and HP ProCurve MSM317 Access Device. Standalone software, upgrades, or licenses may have a different warranty duration. For details, refer to the ProCurve Software License, Warranty, and Support booklet at www.hp.com/go/procurve/warranty



* Miercom 2009 'Certified Green' Report: <http://www.miercom.com/?url=reports/&v=23&tf=0&st=v>

To learn more, visit www.hp.com/go/procurve



Get connected
www.hp.com/go/getconnected

Get the insider view on tech trends, alerts, and HP solutions for better business outcomes

© Copyright 2010 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP 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. HP shall not be liable for technical or editorial errors or omissions contained herein.

