



HP WOLF SECURITY



DLG IMPROVES EMPLOYEE PRODUCTIVITY AND REDUCES IT ADMINISTRATION

HP SERVICES DELIVERS RESULTS WITH PROACTIVE
MONITORING AND ROBUST DEVICE SECURITY



INDUSTRY:
AGRICULTURE



COUNTRY:
GERMANY

OBJECTIVES

Standardize device models and simplify IT with HP DaaS

APPROACH

HP Proactive Insights and HP Wolf Pro Security Service for proactive management

IMPACT

15% drop in device failures
10% reduction in IT workload
Enhanced security

OBJECTIVES SIMPLIFY ADMINISTRATION AND END DEVICE EFFICIENCY

DLG has increased employee productivity while reducing the IT administration workload with HP Device as a Service, HP Proactive Insights, and HP Wolf Pro Security Service.

With a network of more than 30,000 members, the German Agricultural Society (DLG) is a respected voice in the German agricultural sector and food industry, seeking to develop expertise, ensure a broad transfer of technology know-how, and set and champion quality standards. DLG tests food, agricultural equipment, and other resources at its test centers. It also organizes some of the world's leading trade fairs, such as AGRITECHNICA and EuroTier, as well as more than 40 exhibitions in numerous countries.

DLG relies on its employees and volunteers across more than ten countries. But to do their work efficiently, they need the right equipment from DLG's nine-strong IT department. In the past, this was a very mixed bag of devices, consisting of desktop PCs, notebooks, laptops, all-in-one devices, and tablets – all in various models. "For us in IT, managing all the different hardware and software was a huge effort," recalls Holger-Steffen Stapf, Head of IT at DLG. "We had to look at who gets which device, how old that device is, and when it needs to be replaced."

Each employee's hardware requirements were also very different; some wanted portable devices, others preferred desktops, some wanted to work with a digital pen, others without. "Monitoring all those devices, patching them, and making sure they were secure enough all added to the complications for us. So, we knew we had to reduce our IT workload through rigorous standardization," Stapf continues. The goal was to have just one type of standard device that looked stylish, met everyone's requirements, included enhanced security, and helped employees be productive.

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HOLGER-STEFFEN STAPF
HEAD OF IT, DLG



15%
FEWER DEVICE FAILURES

10%
REDUCTION IN IT WORKLOAD

HP Device as a Service (DaaS) is a complete solution that helps IT reduce the cost and complexity of device lifecycle management with the right devices, repair services, and AI-driven analytics in one predictable payment.

One major plus point is that different operating systems can be used.

SOLUTION HP DAAS WITH PROACTIVE INSIGHTS AND HP WOLF PRO SECURITY SERVICE

Stapf consulted IT systems firm MCL IT GmbH, which DLG has teamed up with in the past. MCL IT GmbH came back with two proposals – one using hardware from the previous supplier and another using HP devices and services. “We soon realized that we wanted to move to HP because HP Device as a Service offers far more than just hardware, with its proactive endpoint management services and analytics,” says Stapf.

That means DLG gets the hardware and management tools in the HP Device as a Service model and takes care of everything else itself. The first step was to choose HP EliteBook x360 notebooks with docking stations and displays, plus HP Financial Services and HP Proactive Insights. HP Proactive Insights provides monitoring of networked endpoints and delivers predictive analytics to DLG, displayed in an HP TechPulse dashboard. Any issues are proactively identified and resolved before they even occur. Stapf says, “HP Proactive Insights tells us everything we need to know: are the devices being utilized properly? Has the right choice of equipment been made, or does an employee need a more powerful device? Are there battery or hard drive issues to remediate in advance?”

DLG opted to add HP Wolf Pro Security Service¹ to its package. “At the time, hacker attacks were on the rise, and our management team wanted me to tell them about the security status of our IT infrastructure. I told them about the new, exciting technology from HP that helps make our client infrastructure much more secure. They were extremely impressed,” Stapf recalls. HP Wolf Pro Security Service provides proactive, multi-layered endpoint protection in real time.

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HOLGER-STEFFEN STAPF, HEAD OF IT, DLG

BUSINESS OUTCOMES

DEVICE STATUS AND SECURITY ARE ALWAYS IN VIEW

"Our accounts department loves the HP Device as a Service model because we're now paying a fixed monthly price for hardware plus services," says Stapf. Migrating to HP and its service model also brings benefits for individual DLG employees and IT. "All our clients now have state-of-the-art technology at all times. We don't have to worry about what happens to the devices at the end of the lifecycle," Stapf says.

"HP Proactive Insights is such a huge bonus for us because we now know the exact status of every device," Stapf explains. "In the past, we only learned directly from end-users when a notebook battery was having an issue. Now, we can stay ahead of the game. And if device replacement is needed, we just open a ticket, and HP will send a service technician to the employee, wherever they are in the world. It's that simple." HP TechPulse analytics also informs DLG when new drivers or patches are available from HP or Microsoft. "We used to have to do that manually. Now, HP does this work for us, cutting our IT admin time down by about 10%," Stapf explains.

Using Proactive Insights, the number of device failures experienced by DLG has fallen by more than 15%, significantly reducing the burden on IT staff. This solution has also increased productivity for employees.

When the pandemic hit, HP Wolf Pro Security Service, in tandem with the HP EliteBook x360 notebooks, made the transition to home working quicker for all employees. "The devices are better protected against hacker attacks, even though they are no longer behind our firewall," he says. This protection means DLG can avoid costly leased lines at large trade fairs and employees no longer need to connect their devices to the network via the internet. "The devices are more secure thanks to HP tools and services," Stapf concludes.

SOLUTION AT A GLANCE

HP Services and Solutions:

HP Device as a Service

HP Proactive Insights powered by HP TechPulse

HP Wolf Pro Security Service

HP Financial Services

Hardware:

HP EliteBook x360 notebooks with docking station and displays

Learn more about HP Services at hp.com/hp-services

Learn more about HP Wolf Security at hp.com/wolf



HP Services are governed by the applicable HP terms and conditions of service provided or indicated to Customer at the time of purchase. Customer may have additional statutory rights according to applicable local laws, and such rights are not in any way affected by the HP terms and conditions of service or the HP Limited Warranty provided with your HP Product. For full system requirements, please visit www.hpdas.com/requirements.

¹ HP Wolf Pro Security Service is sold separately.

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