**Konica Minolta - Workplace Hub (WPH) & Workplace Edge (WPE)**

***UNIQUE All in One IT Digital Transformation Platform – Data Centre in an Appliance/MFD***

**KM Reach**

WPH & WPE product solutions by Global Leading Technology Vendor Konica Minolta (KM). KM has been established since 1873 – providing 140 years of innovation.

* Global reach - 7 £ Billion Revenue, Europe 226 € Million, UK 190 £ Million
* UK -10 Offices Nationwide
* UK -1,200 approx. Employees

**WPH & WPE Overview**

WPH & WPE are world class unique innovations by KM. The solutions provide an All in One IT Digital Transformation Platform, which can manage all or part of your mission critical IT (hardware, software and services) into one reliable and robust IT Platform.

* Konica Minolta Inc HQ Japan: an agreement at KM’s Global level has brought together world leading IT vendors solutions, which integrate and interoperate together, are pre-configured and validated and are built into the WPH & WPE. No IT in-depth knowledge is needed to manage the IT platforms. The WPH & WPE are designed to simplify, standardize and rationalise the enterprise data centre into an all in one IT Platform, with web based dashboards, wizard, widget and drag and drop functionality.

**Partner ecosystem built within the WPH/WPE**

* Acronis *(Back-up & DR)* –cloud & local NAS
* Canonical *(OS)* –Ubuntu environment
* Elastic *(*search engine) - for indexing and finding data
* Hewlett Packard Enterprise *(Server/Storage)* – market leaders for the latest generation servers
* Konica Minolta – UK data centres
* Solarwinds MSP (Konica Minolta remote monitoring and management) - of servers and endpoints
* Microsoft (Office 365 /SharePoint) - integration overlay software for ease of use
* Oracle + Dyn – managed domain name service
* ScienceLogic *(triggers alerts)* – software for collecting data on the status of hardware and the OS in order to trigger alerts
* ServiceNow - Hybrid Cloud management
* Sopho*s* – Next Generation Firewall UTM and Endpoint Protection

**WPH & WPE Differences**

1. ***Workplace Hub (WPH)*** – is an Appliance embedded into Konica Minolta’s world class MFDs, which optimises office & server room space. The cooling components of the appliance have been engineered to keep the noise to an absolute minimum, even in warmer office environments. Infrastructure includes: leading Next Generation Firewall; Security Endpoint Protection – malware, ransomware and phishing attacks; Dual UPS; latest HPE 10th Generation ProLiant server variant – spin up virtual machines and is designed specifically to fit into the 1 metre square footprint of the MFD; Wi-Fi – the WPH is a Wireless Access Point (WAP) right out of the box and can be configured for both private and guest users; world class eco partner technology solutions integrated and pre-configured, supported by Konica Minolta’s Fully Managed service (see above partner examples).
2. ***Workplace Edge (WPE***) – is a Data Centre in an appliance, which fits directly into your server rack. WPE optimises server room space and includes world class echo partner technology solutions (as seen above). The WPE is supported by Konica Minolta’s Fully Managed service.

***WPH & WPE Installed & Fully Managed by KM***

***(***One Contract/ One Vendor/One Centrally Managed Interface)

* Onsite Installation, Migration and Support by KM
* Ongoing Proactive Management by KM. User and role based management with Active Directory integration, System Security and Data Protection; Storage and Backup Management; Ongoing Pro-active Management, Service Desk and Help Desk services
* Konica Minolta ITIL service led Service Desk and Help Desk, latest accreditation and assurance to include ISO security 27001 & ISO 27017 Cloud Security and many more
* On-premise and Cloud Services: easily manage and scale your business to suit your requirements, provisioning for example local backups and to the cloud for DR/Business Continuity

**WPH & WPE – Web Based Dashboards**

*Admin Dashboard*: provides a complete overview of your company’s IT – users, assets, applications, server, storage, multifunctional printer (WPH only) and more. Covers areas such as:

* *Asset Management* – an overview of who is using what in your organisation, provides ease of assigning hardware/software to end users, re-assign assets which are automatically freed up
* *Wi-Fi Management (WPH only*) – with ease configure and manage Private and Public Networks
* *Storage & Backup Overview* – review and determine your storage, data is saved locally and backed up to Konica Minolta data centres
* *User Management* – all functionality you would expect such as forgotten password, password encryption and blocking of accounts after a number of failed attempts, define roles, individual rights and authentication levels (e.g. passwords and ID cards) all compatible with Microsoft Active Directory and Azure Active Directory
* *Konica Minolta Marketplace* – access to a whole world of online software, applications and IT services through Konica Minolta’s proprietary store. Business productivity application developed by approved third-party software developers that seamlessly integrate with your IT ecosystem. Print related Internet Web Services (IWS) software and workflow /document management solutions. Easily manage and assign business applications, purchase applications to support your Digital Transformation strategy

*User Dashboard*: provides a built in pre-configured software overlay to O365/ SharePoint/Teams, which means there is no need to purchase expensive consultancy. Single Sign On for end users to a web based dashboard providing:

* *File Sharing* – upload and share files internally, share ideas with colleagues and collaborators, mapped drives; Additional Apps
* *Multifunction Printing* *(WPH only)* – users interact with the device either through the users personal web page or via the 13” touch panel, high resolution printing, scanning, copying or faxing from any location. Scanned documents and incoming faxes are digitally converted to ensure anywhere access. Existing print management solutions and document workflow solutions can be seamlessly integrated. Users can print directly from their user’s accounts on WPH. Alternatively print drivers can be downloaded and installed
* *Collaboration Suite* - is a unified interface covering individual, collective and company needs. Multiple dashboards enabling access to the data users require when they need it most. Create a landing page for a sophisticated corporate intranet site. Groups all the projects and teams a user belongs to. Aggregates all the individual information needed to manage a user’s working day
* Additional Apps – access additional applications purchased through the Konica Minolta MarketPlace. Applications are added to the dashboard by the Administrator or accessed separately by your web browser
* *Smart Features* – a continually growing suite of intelligent applications that improve workplace productivity. Smart features will be added as they become available. Automatically find everything stored digitally – Search internal storage, different drives (Asana, Microsoft Outlook 2016, Microsoft Office 365, and OneDrive), and other FTP sites and much more.

**Frameworks**

* Ease of procurement through YPO Data Centres, Maintenance, and Cloud Services, Hosting and Security Services Framework –ref 944 – Lot 9.

**WPH/WPE typically addresses the following challenges organisations face:**

* Concerns around a remote office, poor connectivity to the main IT infrastructure - WPH ensures all IT and printing is secure even if connectivity to a main site is lost
* Client has a GDPR requirement and needs to ensure all documents are secure – WPH/WPE provides leading security data protection, covering malware, ransomware and phishing attacks
* Client has an outsource contract which is not working well for them – WPH/WPE provides an all in one fully managed IT digital transformation platform
* Client has challenging locations to manage – WPH/WPE can remove the complexity involved in managing and provisioning smaller sites