# Embrace The
# EDGE

**BLACK BOX**

Is your approach to The Edge driving digital transformation & accelerating outcomes?

## Competing in a Digital World

Digital transformation is underway in every industry and in companies of all sizes. Fueled by mobility and the Internet of Things, we're experiencing an explosion of devices and connections. Those that are at the forefront of this transformation stand to win big – disrupting entire industries and accelerating business outcomes and velocity. The rest could lose out – perhaps catastrophically.
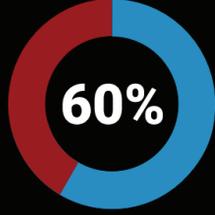
**60%** of executives believe that failure to adapt to hyperconnectivity is their company's biggest risk.
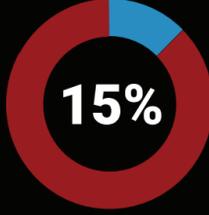
**15%** of companies have an operating model agile enough to respond to changing market conditions.
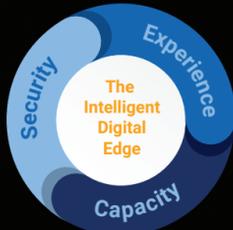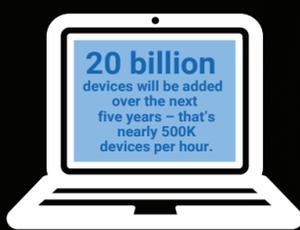
## Why Focus on the Digital Edge?

The Digital Edge is that space in-and-around offices, retail locations, hospitals – virtually any facility where people and devices meet. It's where data is created and consumed. Where applications are shared. But to make the magic happen, the Digital Edge needs to be transformed through more intelligent solutions.

## Challenges at the Edge

Despite the increasing number and diversity of devices and applications that are overwhelming network, computing, and even IT staff resources, fundamental milestones must be achieved to create the Intelligent Digital Edge. Without them, you'll never realize the full potential of digital transformation.

**20 billion** devices will be added over the next five years – that's nearly 500K devices per hour.

**The Intelligent Digital Edge**
- Experience
- Capacity
- Security

**Highly Personal User Experiences**
Bridge the physical & online world with real-time digital capability, consistently delivered across locations

**Mobile-First Capacity**
Enable mission-critical mobile connectivity with the flexibility to turn-up capacity on demand

**Built-in Security**
See and prevent threats before they happen to avoid interruptions and downtime, and ensure timely decision making

## Embrace the Edge with Black Box

Utilize our unique strengths to create an Intelligent Digital Edge of your own – so you can adapt quickly to changing technology and business requirements – and supercharge innovation, scale and velocity.

## Leverage Foundational Technologies

Mobilize more people & devices; manage more data; enable capacity as needed; and safeguard the information flowing in and out of your enterprise

- **ENTERPRISE WIRELESS**
- **INTELLIGENT NETWORKING**
- **CABLING & CONNECTIVITY**
- **NETWORK SECURITY**
- **EDGE ANALYTICS**

## Layer-in Enabling Technologies To Drive Outcomes

From personalized experiences, to physical security, team collaboration tools and IoT devices, we can help you drive business outcomes

- **INTERACTIVE KIOSKS**
- **PEOPLE COUNTER**
- **SMART BOARDS**
- **CLIMATE CONTROL**
- **ANYWHERE CHECKOUT**
- **DIGITAL SIGNAGE**
- **UNIFIED COMMUNICATION**
- **WINDOWS/DOORS**
- **SECURITY**
- **SMART LIGHTING**
- **SENSORS**
- **COLLABORATION**

## Simplify Large-Scale Deployments at the Edge

Create uniform experiences across multiple locations with consistency, speed and agility – regardless of the amount of technology deployed or location around the globe. In fact, with extensive highly trained technicians, we managed 12,000+ deployments in North America last year alone.

## Rely on Black Box

Black Box is a trusted partner in the Digital Edge ecosystem for many of the biggest names in a wide range of industries. And we specialize in delivering the Intelligent Digital Edge.

## DESIGN

We have more than 40 years of experience connecting people, devices and data; and more than 15 years of experience successfully engineering the Digital Edge for industries from Corporate Enterprise & Finance, to Healthcare, Hospitality, Manufacturing and Retail.

## DEPLOY

As a full-service partner to our clients, we can be in the right place, at the right time. As deployments move from 1000s, to 10,000s, to 100,000s of devices in a single location, we are there. When you need 100s of locations updated every night virtually anywhere on the planet, we are there.

## MANAGE

Our proactive managed service includes everyday operations like service desk, monitoring, maintenance and troubleshooting. Plus, the transparency of best-in-class service level agreements enables us to achieve a net promoter score 30% higher than the industry average.

# Where the magic of **digital transformation happens.**