

# Business case: GHDC & HP



GRAND HÔPITAL  
de CHARLEROI

# GHDC in numbers

17 hectares  
of land

Building  
5000 m<sup>2</sup>

4500  
employees

1000 beds

25 operating  
rooms

Centralized  
in 1 facility



# What was the Challenge ?



TRANSITION TO  
NEW BUILDING



STANDARDIZE  
THE PRINT FLEET



SEAMLESS USE















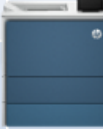
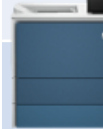





















PRINT IN A  
SECURE WAY



SUSTAINABILITY  
GOALS

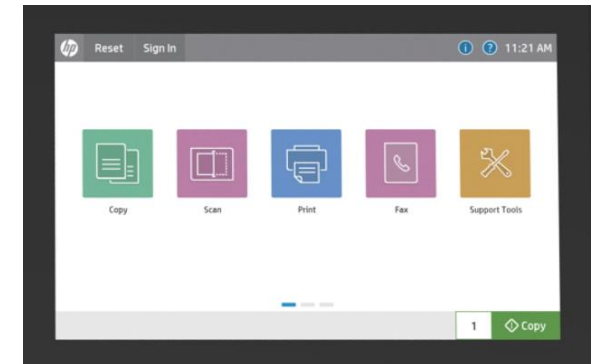
# HP Office Printing Portfolio Contractual

8	5-15 Users			10-30 Users							30+ Users		
SF Color MF Color	 HP Col LJ Managed MFP E47528f	 HP Col LJ Ent X58045		 HP Col LJ Ent X67755	 HP Col LJ Ent X67765	 Color LJ Managed E78623	 Color LJ Managed E78625	 Color LJ Managed E78528	 Color LJ Managed E78630	 Color LJ Managed E78635	 Color LJ Managed E87740	 HP LJ Ent Col MFP Flow M880	 Color LJ Managed E87750/60/70
	 HP Col LJ Managed E45028dn	 HP Col LJ Enterprise X55745		 HP Col LJ Enterprise X65455	 HP Col LJ Enterprise X65465	 HP Col LJ Ent E75245							 HP Col LJ Ent E85055DN
MF Mono	 HP LJ Managed MFP M42540f	 HP Laser MFP M432	 HP LJ Ent Managed E52645	 HP LJ Ent Managed E62655	 HP LJ Managed E62665	 HP LJ Managed E73025	 HP LJ Managed E73030	 HP LJ Managed E73130	 HP LJ Managed E73135	 HP LJ Managed E73140		 HP LJ Managed E82650	 HP LJ Managed E82660/70
	 HP LJ Managed E40040dn	 HP Laser M408	 HP LJ Managed E50145	 HP LJ Managed E60155	 HP LJ Managed E60165								
HP Confidential, information presented is subject to change													

# Consistent experience across A3 & A4

HP FutureSmart firmware for Enterprise-class printers & MFPs, upgradeable over time

- Consistent features and user interface across fleet to reduce costs in IT and training
- Easy user interface on A4 & A3 printers and MFPs to make users more productive
- Firmware upgradeable over time to provide investment protection
- Extensible with HP & 3rd party print and workflow software solutions







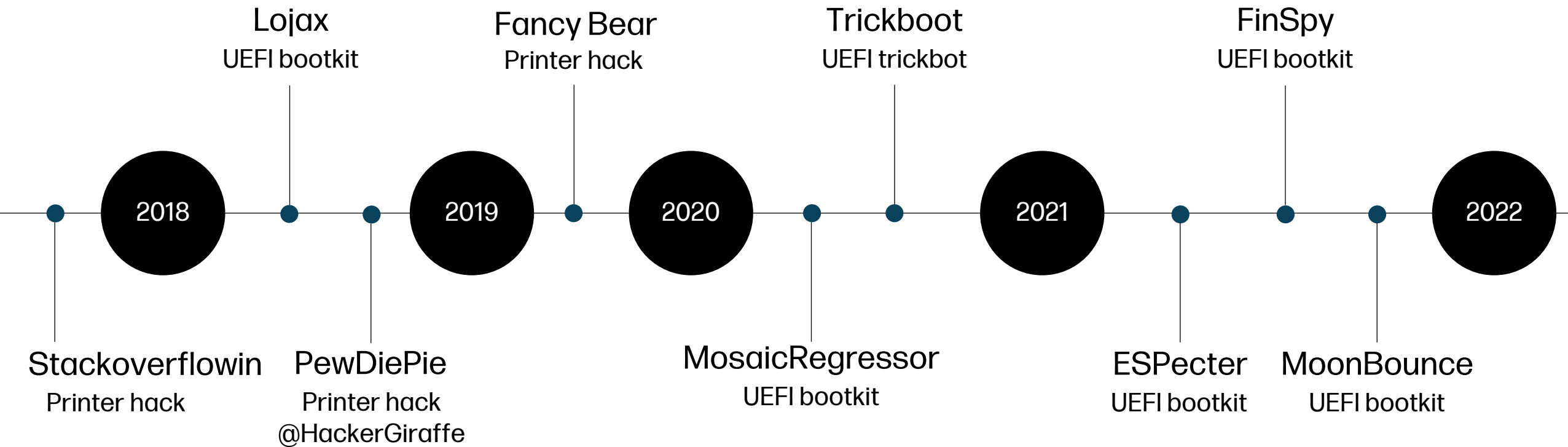
# Enterprise Print Security

## HP Wolf Security

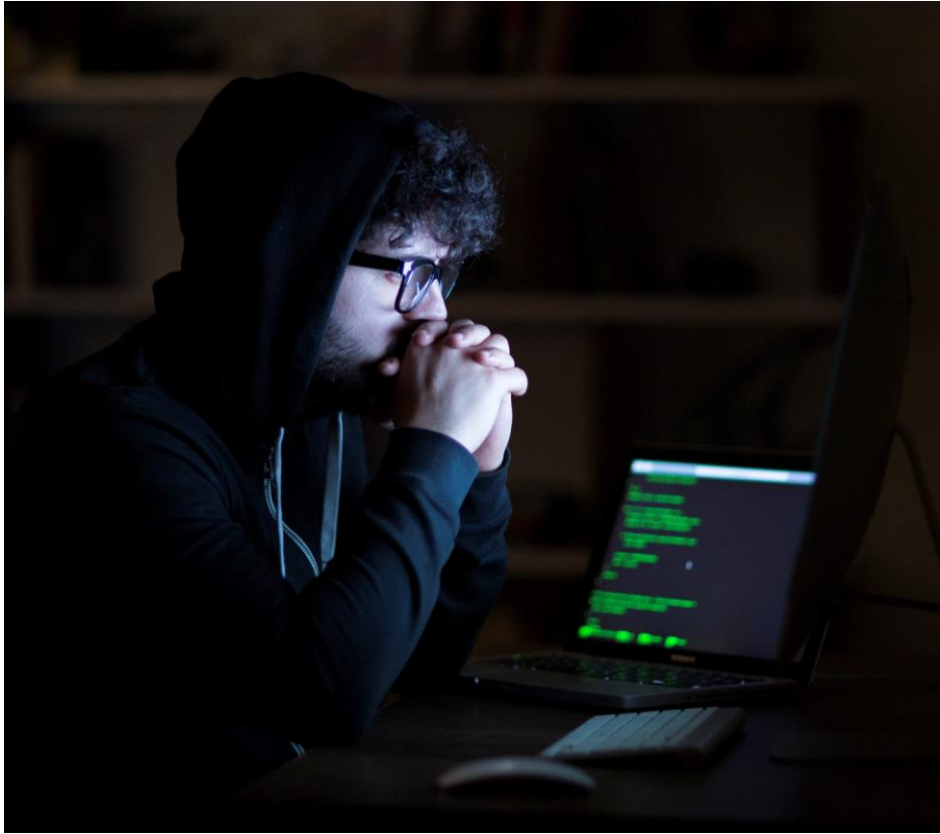


HP WOLF SECURITY

# Attacks below the OS are on the rise



# Cyber threats continue to evolve as attacks are...



## More frequent

Ransomware volume for 2022 above 2018, 2019 and 2020<sup>1</sup>.



## More sophisticated

Ransomware Damage Costs Predicted To Exceed \$265 Billion By 2031<sup>2</sup>



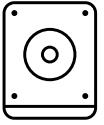
## More diverse

Cloud, Supply chain, PCs, Printers, firmware, servers, networks and identity

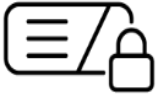


# Printers are powerful endpoints

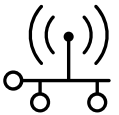
## How are you keeping them secure?



Hardware



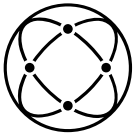
Printing Supplies  
( Toner & Ink Cartridge )



Network access



Firmware and software



Internet



Email



# HP Wolf Enterprise Security

Trust at the core. Resiliency redefined for the Threat Age.

Initial Startup & Protections

Protect. Detect. Recover.

Ongoing Detections

## HP Sure Start with self-healing

BIOS (full boot sequence)  
Protection

Developed with



Secure defaults

Out-of-box

Allowlisting (formerly Whitelisting)

FW Validation of HP and 3rd Party code

Automatic  
Reboot

## HP Security Manager (on-premise software)

Policy-based compliance tool for configuration  
settings & Firmware Vulnerability Assessment

## HP Memory Shield™(5) with self-healing

- HW-based Runtime Intrusion Detection  
Detects memory corruption from malware
- Control Flow Integrity  
Detects unexpected calls in code execution

## HP Connection Inspector with self-healing

Network Behavioral  
Anomaly Detection  
Malware Detection

Developed with



# HP Print Sustainability

Customers can focus on productivity knowing that HP is helping minimize the environmental impact of their print fleet<sup>1</sup>

## Investing in Forests



Our forest positive vision for printing focuses on counteracting deforestation and creating enduring positive change for forest ecosystems.

**36% of our total fiber footprint** was addressed for paper used in our products and print services in 2023.<sup>2,3</sup>

## Reduce and Offset Carbon Emissions



HP certified **800+** personal system and printing products with **ENERGY STAR** – more than any other manufacturer<sup>4</sup>.

**1.88M tonnes** of CO<sub>2</sub>e emissions<sup>5</sup> avoided since 2010, by participating suppliers through HP and partner energy efficiency programs in 2022.

## Drive a Circular Economy



**More than 95%** of home and office printers, laptops, notebooks, displays, and workstations shipped to customers in 2023 **included recycled materials**.<sup>6</sup>

**Over 1B** print cartridges have been recycled with HP Planet Partners

## Deliver Recognized Leadership

Consistently achieving top rankings and certifications



**CDP:** Triple A rating for Climate, Forests, and Water

**Ecovadis:** Among the top companies for corporate social responsibility efforts for 14th time in a row



# Sustainability Throughout the Print Portfolio



2024 EcoVadis Platinum  
Corporate Social Responsibility  
Rating



BLI 2023-2025 Most  
Energy Efficient Laser A3  
Brand Award



2023 Global 100 Most  
Sustainable Corporations  
in the World.

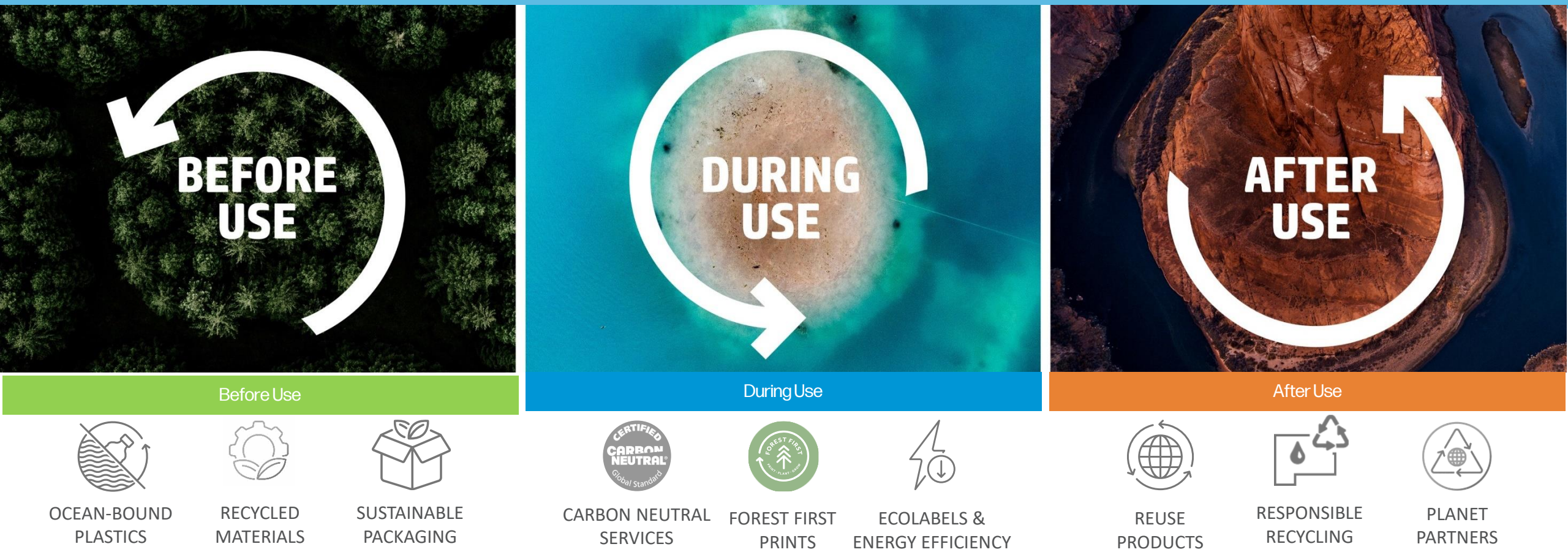


2023 CDP Triple A List for  
Forests, Water, and Climate



# Product Sustainability

Engineering Sustainability throughout the Product Lifecycle





HP WOLF SECURITY

# HP - SHIELD Account manager



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