



# HPE and Willow

Operational AI and secure networking for smart, sustainable buildings

## Introduction

Buildings represent the world's largest asset class, and one of its most complex and costly to operate. Organizations are facing mounting pressure from rising energy costs, labor shortages, aging infrastructure, and increasing sustainability and compliance requirements. At the same time, operational technologies (OT) and IT systems are converging, introducing new cybersecurity risks and exposing long-standing inefficiencies.

Despite increased digitization, most facilities still rely on fragmented systems—building management systems (BMS), CMMS platforms, IoT sensors, and network infrastructure—that lack a unified data model. This fragmentation limits visibility, slows response times, and prevents organizations from proactively managing performance, risk, and cost.

If these challenges are addressed, organizations can unleash significant value: reduced downtime, lower operating costs, improved occupant experiences, and measurable progress toward sustainability goals. Achieving this requires a modern approach that unifies data, enables real-time intelligence, and supports automation at scale.

HPE and Willow have partnered to deliver this capability. By combining Willow's Operational AI and digital twin platform with HPE Networking solutions, organizations gain a secure, scalable foundation for transforming building operations through data-driven intelligence and automation.

## Why HPE and Willow

- **Secure, unified data foundation**—Connect OT, IT, and IoT systems through HPE Networking secure infrastructure to enable trusted data flow into Willow's platform
- **Real-time operational intelligence**—Leverage live network and device data from HPE Aruba Networking Central and HPE Mist to power AI-driven insights
- **Energy optimization at scale**—Use occupancy and utilization data to dynamically adjust HVAC systems, reducing energy consumption by up to 30%<sup>1</sup>
- **Improved operational efficiency**—Gain visibility into distributed assets and systems, including those outside traditional IT ownership
- **Faster issue detection and resolution**—Correlate network, asset, and environmental data to proactively identify and resolve issues
- **Scalable, future-ready architecture**—Support portfolios ranging from single sites to global enterprises with a flexible, integration-agnostic platform



<sup>1</sup>“Adopting occupancy-based HVAC controls in commercial building energy codes: Analysis of cost-effectiveness and decarbonization potential,” ScienceDirect, November 1, 2023.



## About Willow

Willow is a leader in operational AI for the built environment. The Willow Platform brings together digital twin technology, a comprehensive ontology for built assets, and advanced AI capabilities to unify data, identify potential issues, and enable informed or automated actions across buildings, campuses, and critical infrastructure.

Organizations across 38 countries use Willow to support operational efficiency initiatives, including reducing unplanned equipment downtime, optimizing energy usage, improving compliance, and extending asset life. Willow works with a range of global enterprises, including airports, healthcare systems, universities, and large commercial portfolios.

Built on Microsoft Azure, the Willow Platform integrates with HPE Networking infrastructure to support a secure and scalable data foundation for operational insights.

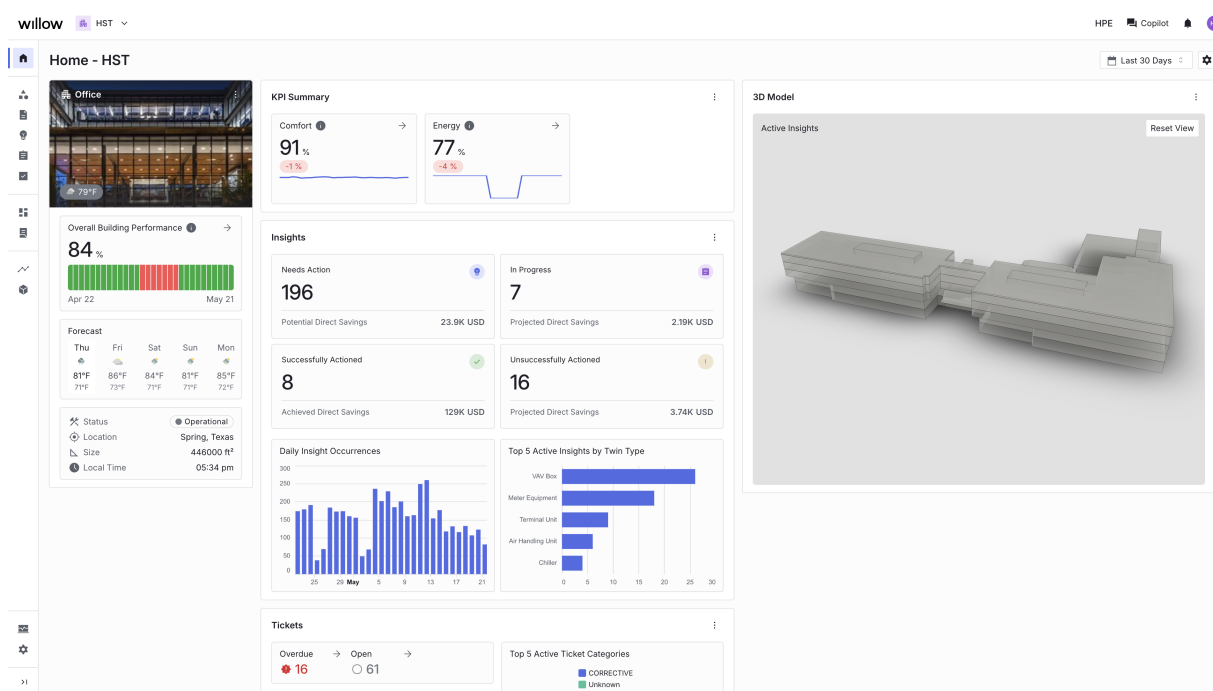


Figure 1. Willow Platform dashboard

# Better together

HPE and Willow deliver a unified solution that bridges the gap between building operations and network infrastructure. HPE Networking provides secure, cloud-managed connectivity and real-time data visibility while Willow transforms that data into actionable intelligence through its digital twin and operational AI platform.

Within the customer environment, HPE Networking solutions collect and manage data from connected devices, sensors, and systems. This data is securely integrated into Willow’s platform, where it is contextualized within a digital twin and enriched with AI-driven analytics. The result is a real-time, unified view of buildings, assets, and network performance.

This integration enables key use cases such as:

- **Occupancy-driven HVAC optimization** using network-derived utilization data
- **Cross-domain visibility** across IT, OT, and facilities systems
- **Predictive maintenance and fault detection**
- **Automated workflows and decision support through Willow Copilot, an AI companion for the built world**

By combining networking intelligence with operational context, the joint solution eliminates data silos, improves situational awareness, and enables faster, more proactive decision-making across the built environment.

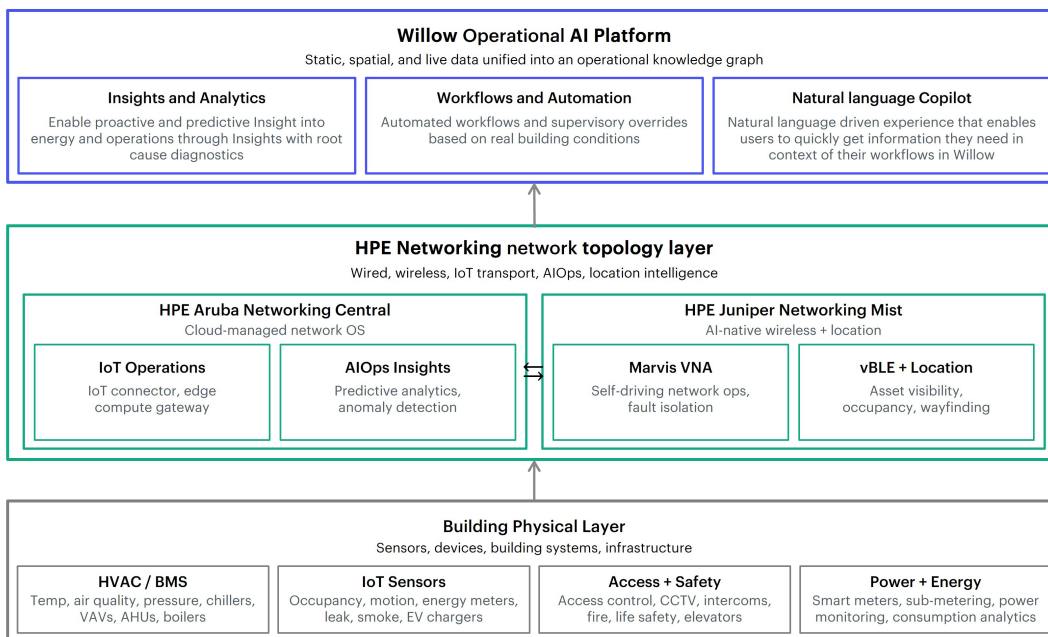
## Unique value proposition

The HPE and Willow solution stands out by turning building operations into a measurable, outcomes-driven function. Instead of relying on reactive processes and disconnected tools, organizations gain the ability to continuously optimize performance across energy, maintenance, and space utilization.

This approach directly addresses some of the most pressing challenges facing operators today, including rising costs, limited resources, and increasing sustainability expectations. By enabling more efficient use of energy, reducing unplanned downtime, and prioritizing high-impact actions, organizations can significantly lower operating expenses while improving service levels. At the same time, the solution supports long-term resilience by extending asset life and enabling consistent performance across entire portfolios.

Organizations are already seeing measurable results, including significant reductions in maintenance costs at large international airports and multimillion-dollar operational savings across universities and retail environments.

### Joint Solution Diagram



### Joint Solution Outcomes

- (1) Direct Savings**  
Energy | Maintenance & Asset | Labor & Workforce Efficiency
- (2) Cost Avoidance**  
Avoided Revenue Losses | Avoided Remedial Work | Avoided Downtime
- (3) Protection & Risk Prevention**  
Safety & Compliance | Cascading Impact Prevention | Environment & Occupancy Protection | Operational Resilience

Figure 2. Joint solution diagram



## Certified interoperability

We've taken the guesswork out of smart building operations by certifying interoperability between the Willow Platform and HPE Aruba Networking and HPE Juniper Networking infrastructure. Set-up is simple, and joint deployments are faster and easier to maintain.

Deployment follows a phased approach, starting with secure network architecture and segmentation using HPE Networking solutions. Building systems, IoT devices, and enterprise platforms are then integrated into Willow and mapped into a unified digital twin. AI-driven insights, automation, and workflows are configured to drive operational improvements, with Willow Copilot enabling natural language interaction and support. The solution then scales seamlessly across sites with centralized management, reporting, and ongoing optimization.

## Summary

HPE secure, AI-driven networking infrastructure provides the ideal foundation for deploying Willow's operational AI platform across buildings and portfolios of any size. Contact your local sales representative to learn how, together, HPE and Willow deliver a future-ready solution that drives operational efficiency, reduces costs, and supports sustainability goals across many industries.

## Partner information

- **Partner description:** Willow is the leader in operational AI for the built world, helping organizations transform building data into actionable insights and automation at scale.
- **Website:** [Willow webpage](#)
- **Contact:** [sales@willowinc.com](mailto:sales@willowinc.com)
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