



UNISYS DELL EMC AIRPORT BLUEPRINTING

DELL EMC PARTNERSHIP HIGHLIGHTS

Unisys and Dell EMC bring clients business and IT benefits. Here are highlights of our partnership:

Unisys & Dell EMC partnership credentials

- Longest Dell EMC partner
- Platinum Level partner
- Global OEM partner
- Platinum Level Global Alliance Cloud Service Provider partner
- Largest Dell EMC Authorized Service Network (ASN) partner

What Unisys & Dell have accomplished together

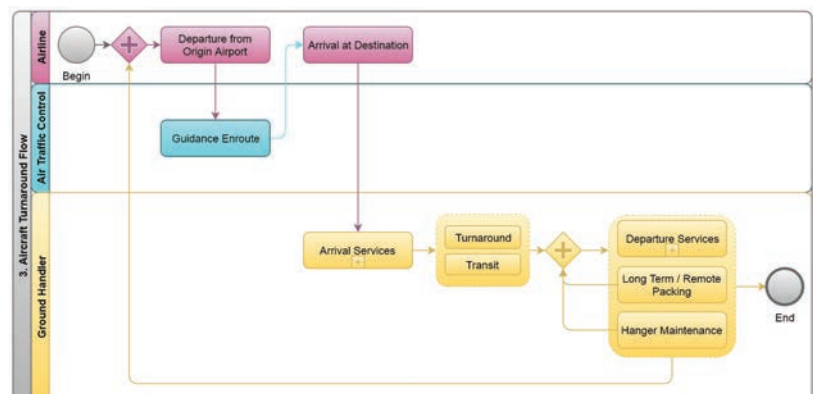
- Dell EMC is the exclusive primary storage for Unisys Tiered Storage managed service offerings
- Unisys serves 100+ airports worldwide
- Unisys is a master systems integrator, providing airport operations for airports worldwide
- Unisys developed and designed a first-of-its-kind print-at-home bag tag solution that reduced queues at check-in by 50%

Streamlining Airport Complexity

Airports are undergoing a global transformation, one driven by heightened customer expectations, new technologies, industry initiatives, and increasing security demands. Given these complex environments, airports need trusted partners to help integrate and manage the multiple mission-critical, interconnected processes and stakeholders they encounter daily. This transformation is a global concern as the number of air travelers is increasing worldwide, and smaller issues today, like baggage flow, can balloon into bigger issues in the future.

Unisys Airport Blueprinting visualizes key airport processes so that airports can streamline and strengthen their operations for maximum efficiency and cost-effectiveness. With Airport Blueprinting, airports can optimize key processes, such as the passenger flow, baggage flow, and aircraft turnaround flow, to ensure that the airport is running as efficiently and securely as possible.

Together with Dell EMC, we bring the industry-focused solutions and market-leading technology needed to meet these challenges.



Aircraft Turnaround Process Flow Visualization

Addressing Industry Challenges

- Difficulty prioritizing pain points in airport environment
- Need to more effectively leverage airport space and resources
- Processing bottlenecks for passenger, baggage, and aircraft turnarounds
- Need to improve operational efficiency while ultimately cutting costs

Benefits We Deliver

- **Know where your airport needs help**—With Airport Blueprinting, managers can more easily prioritize and address pain points that are unique to their environment, ensuring they are focusing on the biggest issues first.
- **Optimal results with limited resources**—By analyzing and visualizing the data within an airport, Unisys can help management make the best use of limited airport space and resources.
- **Improve flow and efficiency**—With Airport Blueprinting, airport management can address passenger, baggage, and aircraft turnaround processing bottlenecks and alleviate them, leading to a better experience within the airport and a more efficient operation.
- **Meet your objectives while reducing costs**—By utilizing the in-depth information Airport Blueprinting gathers, airport management can better implement solutions to solve the problems they spot, leading to an improvement in operational efficiency that will ultimately cut costs as the solutions are implemented.

Key Features Unisys Airport Blueprinting Offers

- **Get an in-depth look at your unique environment**—Unisys Airport Blueprinting provides clarity into airport processes, including the unique aspects or touch points that an airport might have.
- **Analyze operations**—More effectively identify interdependencies between processes and stakeholders to smooth complex operations.
- **Remove inefficiencies of the past**—Airport Blueprinting can enable the untangling of snarls caused by redundancies and inefficiencies that may have been woven in over the years.
- **Address challenges, get stakeholder buy-in**—When the Unisys Airport Blueprinting and Airport Innovation methodology are used together, airports can quickly and efficiently address key operational challenges and move into growth planning, discussion, and decision making after those challenges are met.

How Our Clients Use Our Services



Congestion and Bottlenecks

Congested airports lead to unhappy customers, inefficient workflows, and potential security risks.

While it is possible to address congestion by adding new facilities, it's an expensive investment, and the same results can be seen by making better use of existing resources which may not be possible due to the terminal design.

Airport Blueprinting identifies precise pain points so that processes and technologies that are experiencing bottlenecks can be optimized for maximum efficiency.

HOW UNISYS AND DELL EMC HELP

***Trusted, end-to-end solutions**—Unisys Airport Blueprinting is deployed on best-in-class solutions from Dell EMC that are designed to cater to the most demanding IT environments and drive innovation throughout organizations.*

***Get a full picture**—Visualize key airport processes to understand where bottlenecks may be occurring and address those issues to streamline and strengthen operations.*

***Better understand your airport flows**—Analyze detailed swim lanes for passenger, baggage, and aircraft turnaround flows, leading to a more complete understanding of an airport's efficiency level.*

***Step-by-step**—Unisys can help airport managers understand the environment their airport runs in by providing step-by-step instructions and processes that model the airport in an easy-to-understand fashion.*

***Increased security**—By using Airport Blueprinting, airport managers can increase the security of their airports by ensuring that baggage and passenger flows are running appropriately and are not susceptible to irregular slowdowns or bottlenecks which could lead to security concerns.*



Efficiency and Management of Airport Operations

Baggage, passenger, and aircraft turnaround flows are all operations that need to be monitored closely for efficiency within an airport.

When these operations experience inefficiencies, it could be due to a systems issue or a communication issue.

By working with Unisys to blueprint the airport, management can discover what's causing specific inefficiencies and implement new practices to avoid those issues in the future.



New Airports and Terminals

With the growth that the airport industry is seeing, new airports and terminals are a must.

These new airports and terminals can be structured efficiently from the outset by leveraging Airport Blueprinting.

By working with Unisys, airports can design optimal and secure process flows for passengers, baggage, and aircraft turnaround, leading to a more efficient airport from the get-go.



Privatization

Many airports that were formerly government-owned are now being privatized.

These airports come with commitments to services and profitability that must be met.

Airport Blueprinting can help new owners fulfill their commitments to the government to provide quality services while achieving expected profitability.



Take the next step and sign up for an Innovation Workshop

Unisys Airport Blueprinting can also be used in conjunction with Unisys Innovation Workshops to help participants prepare for the workshop by reviewing current airport flows and identifying areas for improvement or new design. Using Airport Blueprinting to prepare for an Innovation Workshop adds value to the event and enhances the output of the workshop.

For more information, contact: travelandtransportation@unisys.com

Take a Deeper Look into Our Award-Winning Partnership with Dell EMC



Large Dell EMC Global Alliance Partner

- Platinum Level partner—Channel Partner Program
- Platinum Level partner—Global Alliance Cloud Service Provider
- Largest Global Services partner for Dell EMC (Customer Support Services)
- Global OEM partner



Platinum Level Global Alliance Cloud Service Provider Partner

- Member of Service Provider Partner Advisory Board (PAB)



Platinum Level Partner—Channel Partner Program

- Platinum in NA and LATAM, Gold in EMEA due to revenue



Largest Dell EMC Authorized Service Network (ASN) Partner—EMC Metrics

- Over 3,700 trained/certified staff support the full portfolio of Dell and EMC server and storage products
- 53,000+ storage units and countless client/enterprise devices under service in over 50+ countries globally
- Handle over 1.1M service calls annually



Dell EMC Is the Exclusive Provider of Server and Storage Technology for Clearpath Forward

- Unisys is the only Dell EMC partner that offers this level of storage platform exclusivity (ClearPath®)
- This relationship is the foundation of our alliance dating back to 1994

“Airports today realize how critical digital transformation is in order to stay competitive. In addition, advanced analytics can be used across a wide range of airport operations leveraging the data generated through advanced and predictive analytics tools to help airports improve their experience they offer, and just as importantly, bolster their own efficiency, organization and profitability.”

*—Dheeraj Kohli,
Vice President and Global Lead of Travel and Transportation Unisys*

Let's get started

Taking full advantage of Unisys and Dell EMC solutions can help you increase productivity and reach your business goals. Get in touch with us today and discover how Unisys can help you get started.

Contact: **GlobalAlliances@unisys.com**

Visit: **www.unisys.com/strategic-alliance-partners**



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