

# Manufacturing Company Modernizes Data Center to Align IT Infrastructure with Business Goals

Cisco UCS along with SAP HANA appliance configuration powers business continuity, provides scalability and speed

EXECUTIVE SUMMARY	
<b>CUSTOMER NAME</b>	<b>GREENPLY INDUSTRIES LTD</b> <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Gurgaon, India</li> <li>• 46 branches across 300 cities in 21 states pan India</li> </ul>
<b>BUSINESS CHALLENGE</b>	<ul style="list-style-type: none"> <li>• Need for new IT infrastructure following demerger of its two entities</li> <li>• Reduction in downtime</li> <li>• Robust data management</li> <li>• Reliable scalable integrated solution to run daily business</li> </ul>
<b>DATA CENTER SOLUTION</b>	<ul style="list-style-type: none"> <li>• Cisco Unified Computing System server platform</li> <li>• SAP HANA appliance configuration</li> </ul>
<b>BUSINESS RESULTS</b>	<ul style="list-style-type: none"> <li>• Centralized management of information</li> <li>• Business continuity</li> <li>• Quick decisions can be taken in real time</li> <li>• Pricing optimization</li> <li>• Accelerated business performance</li> <li>• Reduction in TCO</li> <li>• Reduction in floor space, maintenance and energy costs</li> </ul>

## Business Challenge

Greenply Industries Limited, which has a turnover of more than INR 2,000 crore (USD \$307M), sought to build a new IT infrastructure using industry leading solutions, following the de-merger of its two entities – Greenlam and Greenply. For the parent company Greenply, the de-merger meant that it would need to set up a new, resilient landscape—including disaster recovery options—for SAP ERP applications.

Prior to the de-merger, the consolidated company had been running SAP with IBM DB2 databases on the IBM AIX operating system, which runs only on proprietary IBM Power Systems servers.

Greenply saw an opportunity not simply to replicate the previous landscape but to optimise its whole approach to running SAP ERP. While SAP Suite on HANA on x86 was the obvious choice and they also chose to move the data center to a co-location site.

The Greenply team had to explore the most suitable Data Center Compute solutions amongst IBM/Lenovo, HP, DELL and Cisco UCS and separate networking solution for switches, routers & security.

## Data Center Solution

Given the above needs, Greenply evaluated a number of solution platforms, and finally decided to go with the Cisco Unified Computing

System (UCS), along with SAP HANA appliance configuration. The Cisco UCS server platform is designed with the performance and reliability needed to power memory-intensive, mission-critical applications and virtualized workloads. SAP and Cisco have optimized SAP HANA on the next-generation Cisco UCS server platform, giving SAP HANA customers a true competitive edge on a server platform designed to overcome today's challenging business environments.

The Cisco Unified Computing System serves as an ideal server platform for SAP HANA since it provides a unique Intel Xeon processor-based industry-standard infrastructure for enterprise critical applications. The Cisco UCS platform offers stateless computing capabilities with dynamic server provisioning, unified fabric, and comprehensive management across both physical and virtual environments for reduced total cost of ownership (TCO).

“One of the key reasons why Greenply chose CISCO UCS was because it was a completely integrated solution for a Data Center. The integration between Compute + Storage + Network + VMware + Backup was seamless and came with the advantage of an integrated “Solution Support” from CISCO TAC for the entire solution including our SAP HANA DB.” — Dr Vineet Bansal, Chief Information Officer

For systems that are part of the architecture that supports the SAP HANA installation, the Cisco UCS platform offers hardware-state abstraction that transparently integrates server, storage, and networking resources used for any application, virtualized or not, thus eliminating the waste that can be caused by dedicating pools of resources to a specific purpose.

Cisco UCS provides highest configuration of SAP HANA appliance and dramatically improves application response times with persistent, high-performance and high capacity. It helps to minimize application latency to deliver groundbreaking improvements to computing performance, while greatly reducing hardware infrastructure, maintenance, floor space, and energy costs.



## Business Results

Joint coordination between Cisco and third party solution providers like Netapp (Flexpod), Comvault, Suse, VMware, Quantum and involvements of the partner Proactive Data Systems played a critical role in delivering the solution as an integrated system. The integration into existing data center environment was seamless. Greenply could also achieve High Availability by successfully deploying SUSE HANA System Replication on CISCO UCS HANA Appliances.

The integrated solution now supports the organization by enabling centralized management of information, and ensuring business continuity. It also helps to bring all relevant data to decision makers within seconds, in an understandable and user-friendly format, for real-time decisions.

PRODUCT LIST
<b>CISCO and SAP</b>
<ul style="list-style-type: none"><li>• SAP HANA Appliance - 4x 1TB C460 in multi-tenant, with DC DR failover</li><li>• UCS Blades for SAP Apps</li><li>• UCS Racks for Virtualization</li><li>• VMware</li><li>• FirePower/IPS</li><li>• Nexus 9k &amp; 3k</li><li>• Routing</li><li>• Switching</li><li>• Cisco Virtual Wireless</li><li>• Cisco IPT, Jabber for Voice &amp; IM</li><li>• WSA - Web security</li><li>• Cisco AS for SAP HANA</li><li>• Cisco Solution Support SSPT</li></ul>
<b>Third Party</b>
<ul style="list-style-type: none"><li>• Netapp (Flexpod), - Storage</li><li>• Quantam – Tape library</li><li>• Commvault – Backup Solution</li></ul>

The solution also dramatically improves existing planning, forecasting, pricing optimization processes by combining high-volume transactions and real-time analytics. This in turn helps to accelerate business performance while reducing TCO, because of minimal need of hardware, maintenance, and testing. More importantly the implementation was a way to strengthen businesses. The solution has also resulted in time savings of approximately 70 percent for management of data and a related reduction in storage-related costs by 40 percent.

Speaking about the benefits of the implementation, Dr. Vineet Bansal, Chief Information Officer at Greenply said, “As a manufacturing company, we cannot afford any downtime. The entire supply chain is dependent on information being available, protected and reliable so having a rock-solid data management solution is essential to the business. One of the key reasons why Greenply chose CISCO UCS was because it was a completely integrated solution for a Data Center. The integration between Compute + Storage + Network + VMware + Backup was seamless and came along with the advantage of an integrated

“Solution Support” from CISCO TAC for the entire solution including our SAP HANA DB.”

### More Information

To know more about Cisco UCS go to: [www.cisco.com/go/ucs](http://www.cisco.com/go/ucs)

To know more about Greenply go to: <http://www.greenply.com/>



**Americas Headquarters**  
Cisco Systems, Inc.  
San Jose, CA

**Asia Pacific Headquarters**  
Cisco Systems (USA) Pte. Ltd.  
Singapore

**Europe Headquarters**  
Cisco Systems International BV Amsterdam,  
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at [www.cisco.com/go/offices](http://www.cisco.com/go/offices).

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: [www.cisco.com/go/trademarks](http://www.cisco.com/go/trademarks). Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)