Innovating Italian Logistics Market with Cloud

Customer Case Study

Artoni Trasporti gets ten times more SAP performance for half previous cost

EXECUTIVE SUMMARY

Customer Name: Artoni Trasporti

Industry: Logistics

Location: Italy

Number of Employees: 650

Challenge

- Protect business continuity with more agile, lower-cost IT model

Solution

- SAP as Cloud Sourcing IaaS delivered with Cisco CMSP certified cloud infrastructure
- Designed, installed, and managed by Dedagroup

Results

- Costs down by 50 percent
- SAP speeds up by factor of 10
- Batch jobs complete 30 percent faster

Challenge

When supply chains fail, they can hurt brand, sales, and cash flow. Clients of Artoni Trasporti do not have this problem. The forward-looking logistics firm invests heavily in IT, so it always stays on top of its transport operations. And that's impressive. Artoni serves 13,000 clients and handles 30,000 daily shipments via 35 branches and 35 partners. Operations must be visible in real-time. Anytime, anyplace. In the warehouse, in the office, and on the road.

"Take a manufacturer. If their IT systems go down, they might be able to revert to manual workarounds," says CIO Marco Crivelli. "In our case the business would come to a complete stop. One warehouse alone could have 5000 packages to be processed. And we have lorries driving all over Italy throughout the night."

Artoni used to rely on SAP systems that were hosted off-site on traditional servers as part of a standard outsourcing contract. This set-up was costly and ran slowly. It was also difficult to scale and adapt to changes. Crivelli felt there must be another way. "The operating cost and the capital cost needed to upgrade were high, so the time was right to look at cloud services and a different provider," he adds.

Solution

Logistic operations now run on one SAP system and one Cisco® cloud platform. The solution is managed by Dedagroup from two of its data centers and delivered as Cloud Sourcing IaaS. The local partner also handled the solution design and delivery.

"Moving to cloud went better than we could have hoped," says Crivelli. "There was no need to lift and shift both old systems. We simply moved SAP straight onto the Cisco servers. And there was no downtime, then or since going live."

Founded on the Cisco Unified Computing System™ (UCS®), the platform allows more SAP users to be hosted per server through features such as extended memory. UCS service profile templates also help to automate IT workloads.

Results

SAP performance has been transformed. It is a lot quicker and more reliable. This could not have been done with the old set-up. "SAP transaction speeds are ten times faster. And it's easier to manage peaks that occur at certain times of the day," says Crivelli.

© 2014 Cisco and/or its affiliates. All rights reserved. This document is Cisco Public Information.

"SAP transaction speeds are ten times faster. And it's easier to manage peaks that occur at certain times of the day."

Marco Crivelli
CIO
Artoni Trasporti

For major clients, Artoni can handle up to 1500 items a day. It uses Electronic Data Interchange (EDI) links to automate this process. Batch jobs are mostly done overnight and now take 30 percent less time to complete.

Cloud also made good financial sense. Costs have reduced by 50 percent, giving an annual saving of €1.5 million, just for the infrastructure. "Cost control and efficiency is vital," says Crivelli. "We live in a very competitive market with a low barrier of entry. Before, we were bound to costly and inflexible traditional outsourcing contracts. Now, we pay by processing capacity in the cloud, so this is not a problem for us."

This is just the start. The company plans to give clients better and easier EDI links. Artoni is also looking to reduce data entry. One idea is to provide drivers with smartphones so they can take a picture of documents and forward images. Data entry could start while the lorry is still on the road. These tactics would flatten SAP peaks in the evening and lower IT costs further.

"It's been a wonderful result for us. If we need more capacity in the future, it will be much easier and faster," says Crivelli.

For More Information

To learn more about the Cisco solutions featured in this case study, go to:

www.cisco.com/go/cloud
www.cisco.com/go/datacenter
www.cisco.com/go/ucs

Product List

Data Center

- Cisco Unified Computing System (UCS)
  - Cisco UCS B Servers

Management

- Cisco UCS Manager

Applications

- SAP Enterprise Resource Planning

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.**

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. 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)

© 2014 Cisco and/or its affiliates. All rights reserved. This document is Cisco Public Information.