

Delivering SAP, Faster and for Less Cost

Cisco UCS helps Venezuelan steel distribution to empower employees and make better use of IT resources.



Customer Name: Hierro Barquisimeto

Industry: Manufacturing

Location: Venezuela

Business Impact

- Consolidation of IT applications
- Greater access to information and tools
- Anticipated 70% reduction in hardware, power, cooling, and space



Case Study

Business Challenge

Hierro Barquisimeto is a leading provider of steel products. Based in Barquisimeto, Venezuela, the company sells welded mesh, steel plates, beams, and aluminum coils to companies across Venezuela.

Although these operations are highly integrated by nature, the various applications and systems that supported them were not. Built using proprietary technologies, these customized solutions were unable to integrate and communicate with one another. This siloed approach made it difficult, for example, to get a single, up-to-date view of business and sales activities procurement, sales statistics, cost structures and business management across the business.

In addition, Hierro Barquisimeto faced a common and interconnected problem: the need to eliminate sprawl of applications and servers. With software maintenance and development costs rising, the company was also looking to reduce capital expenditure associated with servers that were largely being underutilized.

To consolidate applications and improve access to information, the company decided to overhaul its systems architecture and move to a common environment that could support SAP applications such as SAP Enterprise Resource Planning, and Product Development and Planning. The next part of the challenge was to find the most economical data center platform capable of virtualizing the SAP solution and lowering costs per user.

Solution and Results

After consulting with its trusted adviser and Cisco partner, the company decided to buy the Cisco Unified Computing System™ (Cisco UCS™). The solution is a cornerstone within Cisco® [Data Center Business Advantage](#), Cisco's vision for accelerating data center transformation. The fact that it comes pre-integrated and will work from day one with the VMware vSphere Hypervisor was an added bonus.

Cisco UCS has enabled Hierro Barquisimeto to virtualize its entire SAP domain—faster, and for 30% less cost than other solutions. In turn, this has led to significant improvements in data availability and decision-making across the company. The solution, comprising three Cisco UCS C-Series Rack-Mount Servers, currently supports 250 dedicated SAP users.

Going forward, Cisco UCS will enable Hierro Barquisimeto to quickly adapt to changing market conditions, while keeping operational costs low. Scalability is no longer an issue. If the company chooses, it can add SAP applications and users by taking advantage of UCS extended memory features.

In addition, the company has a way of simplifying operations and on-boarding users faster. By removing manual steps in the provisioning process, Cisco UCS introduces new levels of automation by allowing service profile templates to be created.

Having virtualized its data center, the company expects to see a 70% saving on hardware, cooling, power, and space over the longer term.



“We went to see a display of Cisco UCS and were amazed at how easy it was to use. We discovered that it was possible to host more SAP users on UCS compared to other vendor solutions. That was a major factor in our decision to go with Cisco.”

Jhoanna Terán
IT Manager, Hierro Barquisimeto

For More Information

To find out more about Cisco's approach to the data center, please go [here](#)

For more information about Cisco UCS, please go [here](#)