



# A smart enterprise transformation accelerates business

KPIT Technologies undergoes a digital transformation, modernizing its infrastructure and application environment for better agility.

“Automation plays a crucial role in our ability to adapt to dynamic market and customer needs.”

- Mandar Marulkar, Vice President and CIO, KPIT Technologies

Differentiating and delivering services in a volatile and competitive global market puts IT in a position to drive a fast-growing business forward.

## Challenges

- Provide more on-demand services to developers
- Identify and respond to issues faster
- Increase agility across all aspects of IT

KPIT Technologies (KPIT) is one of the fastest-growing IT consulting firms in the world. The company provides product engineering and IT consulting services largely to customers in the manufacturing, automotive and transportation, and energy and utilities sectors. With more than 50 patents to its name, KPIT understands the role that innovation plays in a competitive global economy.

“In an always-connected world, we must adapt to the changing nature and pace of business to remain a marketplace leader,” says Mandar Marulkar, vice president and chief information officer (CIO) of KPIT. “We needed to embrace digital technologies and transform into a smart enterprise that is agile and responsive to our customers’ changing needs.”

## Case Study | KPIT Technologies

Size: 10,000+ Employees   Location: India   Industry: Information Technology





But a legacy IT infrastructure was standing in KPIT's way. Despite a private-cloud deployment several years ago enabling KPIT to provision computing resources to its application developers on demand, it still took up to 4 weeks to deliver network, security, and storage resources. The company needed to improve the availability and performance of its IT infrastructure. Getting to the root cause of performance and infrastructure issues was also a lengthy process.

KPIT needed to update its legacy IT infrastructure to support an infrastructure-as-a-service (IaaS) business model. These improvements would enable KPIT to modernize its business processes using social engagement, mobility, analytics, and container tools. Together, these initiatives could provide market differentiation and help drive business growth and profitability.

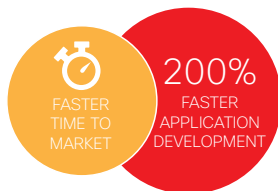
## KPIT boosts agility with a software-defined networking (SDN) model on Cisco® data center solutions.

### Solutions

- Used Cisco Unified Computing System (Cisco UCS®) as a platform for digital IT
- Optimized development lifecycle with Cisco® Nexus switches and Cisco Application Centric Infrastructure (ACI) technology

### A foundation for a digital transformation

KPIT's smart enterprise is anchored by Cisco UCS, a scalable data center framework that supports IT innovation and business acceleration. Cisco Wireless and Cisco Mobility Experience Services provide location-aware applications for complete Wi-Fi coverage.



Authentication and provisioning of guests' smart devices are managed through Cisco Identity Services Engine (ISE). Video content is delivered to smart devices and laptops using VBricks.

"Our enterprise video portal gives employees access to events, such as CEO briefings, as they're happening," says Marulkar. "We also use the content portal to create and deliver training material to new and existing employees."

### Delivering speed and quality with automation

An SDN strategy using Cisco Nexus data center switches combined with the Cisco Application Policy Infrastructure Controller (APIC) helps KPIT maximize the benefits of Cisco ACI technology. "We can configure our entire IT infrastructure from a central orchestration point, with a single policy model that can be applied to our networks, servers, storage, and security," says Marulkar. "Automation tools help us improve the quality and speed of our services to internal and external customers."



### Saving time and money

KPIT has improved the operational efficiency of its IT team by minimizing the need for manual IT configurations. The company has also reduced its capital expenses.

“Idle assets are a thing of the past, because developers can self-provision virtual machines based on their needs,” says Marulkar. As a result, end-to-end application deployment time has been cut from 4 weeks to 1 hour. “We want to further empower our developers by moving towards an infrastructure-as-code model, and Cisco gives us the tools to accomplish this,” adds Marulkar.

### Guaranteed response times

Central to KPIT’s IaaS approach is the ability to quickly identify the root cause of application performance issues for critical corporate services. Cisco ACI technology gives KPIT greater visibility into its entire data center infrastructure for faster troubleshooting and problem resolution, enabling it to meet or exceed service-level agreement (SLA) objectives.

### A consolidated approach

With fewer vendors and technologies to manage, KPIT can manage its growing environment while drawing on the skills of existing staff. “Implementing end-to-end Cisco solutions minimizes the learning curve, allowing us to gain advantages more quickly,” says Marulkar. “The deployment was even smoother with the ongoing support of the Cisco Services team, who engaged with us to ensure that all of our requirements were met.”

**Results**

- Accelerated time to market for new products and services
- Improved application deployment performance by 200 percent
- Enhanced availability and operational efficiency

### A digital success story

Cisco technologies are the cornerstone of things to come at KPIT. “We now have a scalable, reliable foundation in place to support new ‘smart’ initiatives as we continue our journey to becoming a truly digital enterprise,” says Marulkar. “With Cisco, we can not only achieve our business objectives—we can potentially surpass them.”



## Products & Services

### Data Center

- Cisco Nexus 7000 Series Switches
- Cisco Nexus 9000 Series Switches
- Cisco ACI
- Cisco Application Policy Infrastructure Controller (APIC)
- Cisco UCS B-Series Blade Servers

### Fabric Interconnects

- Cisco Nexus 5000 Series Switches and Fabric Extenders

### Cloud

- Cisco Intercloud Fabric

### Cloud Orchestration

- Cisco UCS Director

### Wireless

- Cisco Mobility Experience Services

### Collaboration

- Cisco Capture, Transform, Share
- Cisco TelePresence® technology

### Security

- Cisco Identity Services Engine (ISE)

### Services

- Cisco Advanced Services

### Storage

- EMC

### Applications

- Pivotal Cloud Foundry
- F5 load balancers
- Checkpoint firewalls



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