Delivering Cloud Services for Less

Cisco with SAP helps Novis Chile optimize profitability and deployment cycles.

Customer Name: Novis

Industry: IT (Software-as-a-Service)

Location: Chile

Number of Employees: 100

Business Impact

· 25 percent increase in SAP applications per blade

· Capacity can be scaled five-fold without adding complexity

· Management is much simpler, more automated, and less expensive

Case Study

Business Challenge

Novis has been providing specialized services for the whole lifecycle of SAP solutions since 2001. It is a leader in SAP design, implementation, and operation. This expertise extends right across the SAP landscape: from enterprise resource planning (ERP) and Supply Chain Management, through to Customer Relationship Management, and Warehouse Management System applications.

Novis is the first company in Chile to launch a cost-effective, on-demand enterprise resource planning (ERP)-as a-service, via a cloud service, to its customers. The success of ERP-as-a-service has placed new demands on its data center, not just in terms of improving availability and response time, but also for ensuring accurate metering of usage and space consumption.

By deploying the latest virtualization and cloud innovations Novis intended to bring services to market faster and more efficiently. Key requirements included finding a new infrastructure capable of hosting systems for over 200,000 SAPS (the equivalent of 36,600 standard SAP users) and scaling to more than five times this number without adding complexity.

Novis has a highly efficient engineer team, so reducing provisioning time, points of management, and troubleshooting was especially important. Other key considerations included lowering total cost of ownership by reducing cabling costs and increasing server utilization.

To deliver these improved and new services, Novis needed to replace its existing server environment with one that enabled high levels of automation and integration. This capability would need to include running different operating systems, such as Windows and Linux, alongside each other on the same blade, in turn providing consolidation of servers and infrastructure.

Solution and Results

Novis has made the transformation using an architectural approach based on the Cisco® Data Center Business Advantage framework. The solution, comprised of a Cisco Unified Computing System™ (UCS), Cisco Nexus® 5000 Series Switches, and Cisco Advanced Services, will enable the company to fully maximize profitable growth in a number of ways. UCS also provided Novis with the best option in terms of ensuring integration with its existing NetApp storage.

To help ensure the optimal implementation strategy, Novis purchased the Cisco Unified Computing Accelerated Deployment Service. This package of support services included use case, design, and knowledge transfer workshops; configuration validation; migration support; and the development and execution of a system test plan.

UCS has already made a positive impact. New extended memory capabilities allow more SAP applications to be hosted per blade, saving money on hardware, space, power, and cooling.

Novis has simplified operations and accelerated time-to-market. When provisioning new services, rather than having to create separate VLANs each time on the switch, VMware, router, and firewall, the UCS allows a template to be built and pointed to the new blade. The device then automatically gets the information that it needs from the SAN and configures itself.

The Cisco Nexus 5000 has created a low-latency, lossless 10 GB Ethernet unified fabric, resulting in any-to-any storage (network-attached storage, Small Computer System Interface over IP, and Fibre Channel over Ethernet can all travel on the same cable) and even less cabling, components, and points of management.

> "Cisco shared experience based on their data center knowledge and explained how we could apply this approach to ours in order to obtain greater value from our servers, networks, and storage systems."
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> **Tomas Martinez**
> Regional Operations Director, Novis

For More Information

To find out more about Cisco cloud computing, please go here ●