



# Global Apparel Manufacturer Supports Fast Growth with Cisco HyperFlex

**“With Cisco HyperFlex, our total hardware investment has dropped by 15%, alongside a 30% reduction in service and management. This has dramatically reduced TCO and improved ROI, allowing for more focus on business innovation.”**

**Qi Li**

R&D director and CIO, Leacheng Apparel Group

## **Leacheng Apparel Group**

**Industry**

Manufacturing

**Location**

Suzhou, Jiangsu, China

**Number of employees**

More than 2,000 employees



## Network Solution

- Fully-converged computing, network, and storage
- Cisco hyperconverged infrastructure allows IT to scale easily according to business needs
- Simplified Cisco data center architecture improves manageability, helping IT employees be more effective and efficient



## Business Results

With Cisco HyperFlex, Leacheng Apparel Group has:

- Simplified IT and enhanced system accessibility
- Scaled smoothly and seamlessly according to business needs
- Reduced hardware costs by 15 percent and management costs by 30 percent

Leacheng Apparel Group, founded in 1999, is a comprehensive, multinational manufacturing corporation integrating design, manufacturing, and sales. It also provides supply chain management services to apparel clients at home and abroad. Leacheng consists of ten enterprises, including the parent company and other wholly-owned subsidiaries or branches. With more than 2,000 employees, Leacheng achieved nearly US \$1.2 billion in sales in 2015. Committed to gaining market share in the textile and apparel industry, Leacheng is experiencing rapid worldwide business growth.

### Modernizing IT to Support Growth

The spirit of innovation has been integral to Leacheng's success, demonstrated both in its adoption of a new business model and by embracing cutting edge IT technologies. With the construction of a new data center building near completion, Leacheng needed a next-generation IT infrastructure to support business agility and predictable operations.

### Reducing IT Complexity

Leacheng expects to require more enterprise-class storage to support future initiatives such as virtual desktops. The company wanted to avoid a complex traditional storage solution that would make storage management and maintenance more complicated and potentially present availability challenges. Leacheng focused on the following requirements for the future of their IT infrastructure:

1. **Scaling Without Limits:** China's Internet Plus Initiative is encouraging companies such as Leacheng to adopt new and more efficient technologies. To keep pace, Leacheng is planning to deploy more applications to support its rapidly expanding business. Leacheng wanted an IT infrastructure that would make it easier to elastically scale IT systems as needed to eliminate IT silos and get more from its technology investments.

2. **Reducing Total Cost of Ownership:** Conventional IT infrastructure deployments require management of disparate systems such as servers, storage, network, and virtualization. Scaling these layers in an ad-hoc manner increases purchase cost (capital expenditures; CapEx), while the expanded operation and maintenance (O&M) resources increase management costs (operating expenses; OpEx).

3. **Improving vendor communication and support** conventional architectures usually require integration and communication among multiple hardware and software vendors, increasing communications complexity. Leacheng wanted to avoid finger pointing among vendors to help ensure timely and effective support.

### A Total Solution for Hyperconverged Infrastructure – Cisco HyperFlex

Meeting all their infrastructure requirements, Leacheng chose to base its new data center around Cisco® HyperFlex, an innovative total solution for hyperconverged infrastructure. By unifying compute, storage, and networking, HyperFlex can meet all of Leacheng's current needs and easily scale to support future growth.

With compute, networking, and storage integrated into one easy-to-use system, Leacheng is achieving greater agility, efficiency, and adaptability, so it can provide better performance than end users have ever experienced before. Leacheng can scale compute, storage, and cache to quickly accommodate all types of business requirements. Cisco HyperFlex makes unified management possible across compute, storage, and networking, reducing complexity of the whole system.

Additionally, to meet Leacheng's requirements for networking and security, Cisco also provides a solution

integrating both wired and wireless networks, as well as an all-in-one threat protection solution with Cisco ASA and FirePOWER™ Services.

With outstanding performance, availability, and scalability at a lower total cost of ownership, HyperFlex has eliminated Leacheng's previous concerns and is helping the company improve business competitiveness in the following areas:

1. Eliminating information islands thanks to the elastic scalability of Cisco HyperFlex, Leacheng is able to achieve seamless on-demand scaling as it introduces more enterprise applications. It can scale storage and computing to address specific application demands, improving performance without wasting resources. In the future, Leacheng can scale one system to accommodate all of its application needs, eliminating isolated information islands and keeping the environment simple to manage as the business grows.

2. Dramatically decreasing IT operations TCO Cisco HyperFlex simplifies hardware configurations for networking and storage, and thanks to continuous data optimization, Leacheng can increase storage capacity use without compromising performance. Inline data deduplication and compression reduce capacity requirements, reducing CapEx investments. Moreover, with the single and simplified management interface, it is no longer necessary for the company to expand the O&M team. With HyperFlex, Leacheng has reduced hardware purchase costs by 15 percent, and cut service and management costs by 30 percent, significantly reducing total cost of ownership (TCO).

3. Excellent, unified support with all HyperFlex

components covered under the same Cisco support contract, Leacheng benefits from excellent communication and fast troubleshooting—a vast improvement over its previous model of multiple vendors and agents. Standardizing on Cisco reduces communication costs and has transformed Leacheng's support experience with proactive service.

### Leading a Digital Transformation

By providing a software-defined adaptive infrastructure platform, HyperFlex aligns with Leacheng's consumption model, which the company summarizes as “whenever business grows, it's time to grow IT.” Leacheng can smoothly scale with unprecedented agility, efficiency, and adaptability, helping company to keep staying ahead and accelerate its digital transformation.

“With the help of Cisco HyperFlex, we have successfully built our next-generation IT system, which has significantly simplified system deployment, management, and future on-demand scaling. We have seen a sharp decrease in TCO with higher ROI, saving approximately 15 percent of our total hardware purchase cost and 30 percent of management costs. This makes our IT more effective and enables us to better concentrate on innovating our business.” says Qi Li, R&D director and CIO of Leacheng Group.

### For More information

To learn more about the Cisco HyperFlex featured in this case study, visit:

<http://www.cisco.com/go/hyperflex>

## Products & Services

### Hyperconverged Infrastructure

- Cisco HyperFlex HX240c M4 Nodes
- Cisco UCS Manager

### Routing and Switching

- Cisco Catalyst® 6800 Series Switches
- Cisco Catalyst 6800ia Instant Access Switches

### Wireless

- Cisco 2500 Series Wireless Controllers
- Cisco Aironet®1832i wireless access points

### Security

- Cisco ASA 5525-X with FirePOWER Services