



*Logistics leader improves availability and reduces costs with Cisco UCS and Nexus data center technology*

*Estafeta*

Size: 5200 employees  
 Industry: Logistics  
 Location: Mexico

*Solutions*

- Migrate from RISC to x86-based servers
- Complete implementation within a highly ambitious schedule
- Achieve faster application run times

**Extracting RISC from the data center**

Moving things around Mexico is so dependent on one logistics company that the firm’s advertising claims its name, Estafeta, is synonymous with “send.” In more than 36 years of operation, it has developed the most complete national and international courier network in Mexico. Locally, it delivers to 20 percent more postal codes than its closest competitor, making 2.5 million shipments monthly.

That’s underpinned by an IT platform running 55 specialist software packages with three core systems for point-of-sale, tracking, and back-office functions. The software is hosted in a third-party Tier 3 data center with backup for those core systems, which include a large SAP instance with ERP and CRM applications.

Francisco Franco Peña, CTO-IT Operations at Estafeta, says: “Traditionally, we had run all our applications on RISC-based servers, but these were costly and hard to configure.”

So the company started looking at other options and its technology partner, ENTER, suggested a move to Cisco UCS® servers with Intel® Xeon® x86 chipsets.

**Hitch-free transition in a compressed timeframe**

Estafeta was already familiar with the benefits of using Cisco® technology as its standardized enterprise networking and collaboration platform. Specifically, Estafeta chose to implement fourteen Cisco UCS B200 M4 dual-core blade servers on a Cisco Nexus® 7000, 5000, and 2000 Series switching platform secured with Cisco Adaptive Security Appliance (ASA) devices.

At the same time as upgrading the server platforms, ENTER was tasked with updating the Estafeta IBM DB2 database and introducing EMC storage arrays.

Deployment began in 2016 and had to be hurried along because the lease on the RISC servers was due for renewal. Adriana Islas, systems director at Estafeta, says, “We notified the vendor that we wouldn’t be continuing the lease, without knowing if we would have replacement servers in place. It was a fraught three months.”

*“The Cisco brand was very important and the work done by ENTER enabled us to create a good architecture that gave us the opportunity to minimize risks.”*

**Francisco Franco Peña**  
 CTO-IT Operations  
 Estafeta



Employees don't have to work late because of slow applications.



Customers face less of a risk of vital systems going down.



Savings of 30 percent that Estafeta can reinvest in its business.

### For More Information

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

[www.cisco.com/go/ucs](http://www.cisco.com/go/ucs)

Even with the original migration timeline compressed, ENTER was able to complete the work without a hitch. Francisco Franco Peña says: "The Cisco brand was very important, and the work done by ENTER enabled us to create a good architecture to minimize risks."

### Everyone's realizing the benefits

While the Estafeta IT team was relieved, the migration also avoided any operational problems. José Luis Camacho, IT infrastructure manager at Estafeta, says: "The move's success was easy to measure—no news was good news. It was completely transparent."

It soon became apparent that end users were noticing a difference. The accounts department, for example, was able to reduce the time to close monthly accounts from around three hours to just two. Faster financial accounting means bills can be issued sooner, improving cash flow.

Antonio Martínez, head of billing at Estafeta, says, "This has made life better for users. They're going home earlier, because there's no need for them to stay late waiting for the system to finish running."

Another party that noticed a difference was the data center provider. The move to Cisco Unified Computing System™ (Cisco UCS), along with the improvements to the database and storage systems, helped halve the amount of rack space needed from two racks to one. Meanwhile, the Estafeta IT team has seen a reduction in system administration time of up to 45 percent, and 20 percent less time to deploy new servers. Overall IT costs have dropped by 30 percent.

Javier de la Rose, database manager at Estafeta, concludes, "All in all, it was very easy to switch to Cisco for our servers and switching. Now we have the cost effective and highly available infrastructure we need."

### Products and Services

#### Data Center

- Cisco UCS B-Series Blade Servers
- Cisco Adaptive Security Appliance
- Cisco Nexus® 7000, 5000 and 2000 Series Switches



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