



# Fashion made faster, simpler, and more scalable than ever before

*Leader stores migrate their SAP ERP to Cisco HyperFlex for higher performance*

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**Betanio Nascimento**  
IT Manager, Leader

## Leader Group

**Industry**  
Retail

**Location**  
Brazil

**Number of employees**  
Over 5,500 employees

The fashion industry is dynamic. And in a digital world, consumers continue to want faster answers. For Leader, this is no different. They consider agility and speed to be necessary attributes within the DNA of the retail industry.

Leader opened its doors in 1951 within the retail industry and have since opened 83 stores in eight different states throughout Brazil. They continue to put the customer at the forefront of their decisions with a goal of providing an all-in-one customer experience.

### Fast Fashion

“Fast fashion” is a concept based on the efficiency in the supply of products to the market. The guarantee that this fast process is delivered with mastery is directly related to the management software (ERP) used by the company. “We have a coupling of all operations centralized in SAP,” explains Betanio Nascimento, IT infrastructure manager at Leader. Leader has a network with 127 stores and a complex distribution chain that needs to be well planned.

The system was running within the data center of a major technology service provider. In search of cost optimization, Leader decided to migrate the tool from the German manufacturer, leaving a dedicated hosting model for a colocation model.

In order to make this move, the technology team knew it would be imperative to choose a robust and fast infrastructure that would ensure quick responses and availability to the Leader business.

### Evaluating Hyperconverged Solutions

According to Nascimento, one of the main challenges was to replicate the performance that existed on the old servers with Risc processors in a computational architecture with Intel x86. Based on this demand, the technology team began analyzing options in the market, evaluating systems based on their capacity, performance, and cost of ownership.

After analysis, the retailer opted for Cisco HyperFlex, a hyperconverged platform that brings together the server, network and storage into a single

solution. “The technology is very simple to deploy, to handle, very easy and quick to install, manage and scale,” comments Jonatas Marques de Souza, account manager for Nereidas IT Services, Cisco partner who installed the machines in late February 2017.

### A Better Experience, At Least 60% Better

The simplicity and agility of the solution is validated by Leader: “In three days, we already had the software and the tests completed, and we started to release the virtual machines”, comments Nascimento, signaling that the entire SAP migration was completed in March 2017.

According to him, the solution delivers a performance 60% superior to the other technologies evaluated in the project. He estimates that they will realize a return on investment within five months of moving to Cisco HyperFlex.

The company is considering the possibility of bringing other applications to the Cisco hyperconverged platform. The technology meets all SAP requirements by consuming less than 15% of the physical machine’s CPU. “It’s a robust and very viable solution to be used in many projects,” says Nascimento.

The retailer network bases its business model on cost-effective and time-to-market product delivery and production efficiency, and SAP ERP plays a key role in ensuring this efficiency. Now, with the management system running on Cisco HyperFlex, Leader’s fast fashion has become even faster, simpler, and scalable.

## For More Information

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

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