

Cisco Unified Computing Systems Case Study—NetOne Systems

Customer Case Study



EXECUTIVE SUMMARY

Customer Name: NetOne Systems Co., Ltd.

Industry: IT

Location: Tokyo, Japan

Number of Employees: 2,112

Business Challenge

- Usable time to transition to new database was 3 to 4 months.
- There were no cases yet in Japan where a database system was constructed in SAP HANA.
- Technological concerns had to be resolved through prior technology verification or proof of concept.

Solution

- Because the database infrastructure must combine ERP and CRM data, a platform that contained performance results for the in-memory database SAP HANA was considered: Cisco Unified Computing System (Cisco UCS)

Business Results

- Database infrastructure construction to transition to SAP HANA was completed in 4 months.
- Stable operation continues without any major troubles.
- Disaster response was achieved with SAP HANA, which was introduced in locations in Tokyo and Osaka, on Cisco UCS environments.

Big bang approach towards enterprise resource planning (ERP) means transitioning from basic database infrastructure to SAP HANA.

Business Challenge

The company planned to improve the accuracy of management analyses and speed up decision making by integrating data with SAP HANA. NetOne Systems has achieved growth as a network integrator. In recent years, NetOne Systems expanded its business while taking steps toward becoming a cloud building, that is, constructing cloud infrastructure using extensive information and communications technology (ICT) solutions that include virtual infrastructure and work style reformation, and a cloud broker, which connects clouds through various services.

“I believe that drastic operational reform is essential in order to achieve continuing growth. Thus, the management decided to renovate the basic system using SAP ERP” said Yuichiro Sugiyama, director of Corporate Planning Division and general manager of Corporate Planning for NetOne.

“Although we have continuously made efforts to reform operations thus far, we have stopped at specific optimization from an onsite perspective and did not reach total optimization. As expected, a third party’s perspective is essential in carrying out drastic reforms. Thus, we resolutely decided to make standard SAP templates that will suit our operational processes as to be an ideal situation in the future, says Sugiyama.

In addition, NetOne Systems emphasized speed in this operational reform. A drastic big bang approach is necessary to change awareness across the entire company. The company kicked off the project in September as part of the 2013 midterm business plan. In April 2014, it switched over to a new base system. Furthermore, as of 2015, infrastructure reformation progressed rapidly, which included transitioning from the existing conventional database to the in-memory database SAP HANA.

“It skewers everything from performance data to business negotiation data before settling orders by integrating ERP and CRM data into SAP HANA. It also strengthens

“One great result is that operations are still stable today without any critical troubles related to SAP HANA. Furthermore, Cisco’s support capabilities, including the knowledge of personnel, is very appealing.”

Yuichiro Sugiyama

Corporate Planning Division Director and
Corporate Planning General Manager,
NetOne Systems Co.

governance, improves the accuracy of management analyses, and speeds up decision making,” says Sugiyama.

Network Solution

Cisco’s support capability, which can use SAP joint verification facilities, was a decisive factor. Nevertheless, failure during the transition to the new database, which handles critical operational data cannot be tolerated. In addition, time is of the essence. In 2015, the company also cut back on constructing mobile environments, as well as new accounting platforms that used the Simple Finance function SAP Business Suite 4 SAP HANA (S/4HANA). When calculating backwards, there was essentially only 3 to 4 months of usable time to transition to the new database. There are very few cases in Japan where a database system was constructed in SAP HANA. “Honestly speaking, some people within the company were concerned about unexpected problems,” Sugiyama reflects.

In these circumstances, NetOne Systems focused on Cisco Unified Computing System™ (Cisco UCS®) as an operation platform for SAP HANA.

“Cisco already has plenty of global results using SAP HANA on Cisco UCS. I would like to learn about those experiences and related know-how,” said WaiMin Higa, director of the Corporate Planning Division and leader of the Information Systems Department for NetOne. The decisive factor is the existence of a joint verification facility called SAP Co-Innovation Lab (COIL), where SAP is established in key locations around the world based on close alliances with Cisco. “Cisco’s platform vendors, who provide knowledge on technology verification that borrows COIL equipment, proof of concept, and global SAP, were appealing,” says Higa.

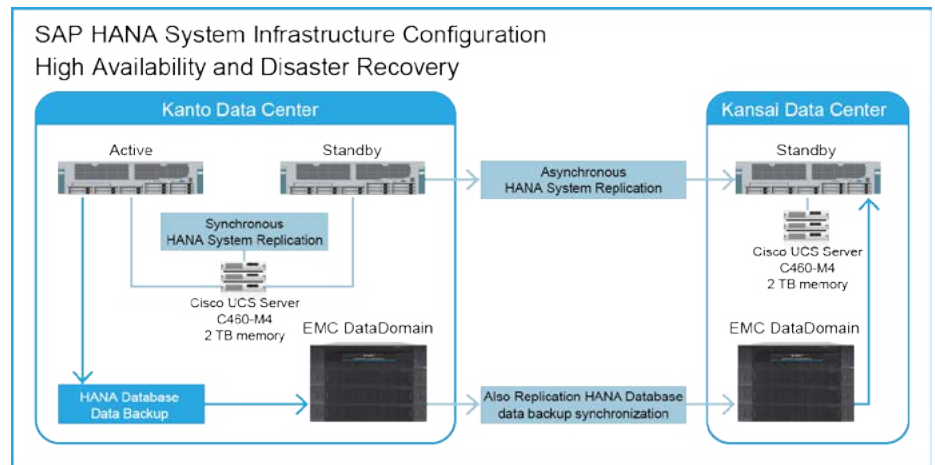
Furthermore, the fact that Cisco consultants empathetically answered NetOne Systems inquiries from the presales stage, and generously provided information about measured performance values and parameter settings necessary for platform sizing, were major factors.

“Cisco UCS is also a versatile server, which uses Intel® architecture, so it might not be that different from other vendors’ products if you only compare its hardware. However, Cisco’s support capabilities, including knowledge of workers, are appealing. Other options quickly disappeared from our minds,” says Higa.

Business Results

Database transition was completed per the short-term schedule, and smooth and stable operation has been implemented.

“The tasks for database transition, which started in April 2015, were completed as scheduled in July. As of August, all basic production data has been operating on SAP HANA. What was noteworthy was that despite this tight schedule, everything including the disaster response system, which replicates data, was constructed simultaneously using the SAP HANA introduced in locations in Tokyo and Osaka. It may seem like a bold challenge from an outside perspective, but the technological concerns have all been resolved in advance through information provision and support from Cisco. We have obtained positive proof using numerical values, so we do not think that it is that difficult of a project,” Higa says. “One great result is that stable operation still continues at present without any critical issues related to HANA,” says Sugiyama.



The construction of a new accounting infrastructure and mobile environment, which uses the S/4 HANA Simple Finance function, has been progressing smoothly, and the implementation of a new database infrastructure has been completed and released by May 2016.

“Customers are also facing many types of problems, including management or work style reform using ICT, ensuring security and IT governance, and improving business continuity. In these circumstances, the series of reforms, which we are conducting now is expected to become one showcase,” says Sugiyama. NetOne Systems hopes that speeding up its management and generously providing accumulated knowledge to customers will lead to more business opportunities.

For More Information

For more information about Cisco UCS, visit

<http://www.cisco.com/c/en/us/products/servers-unified-computing/index.html>.



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