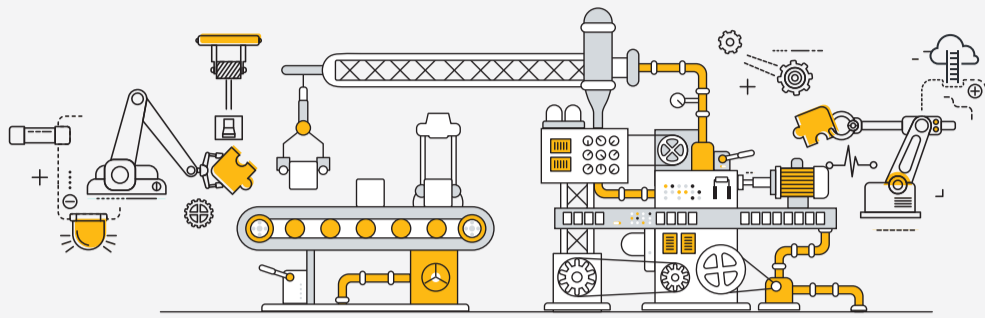


ENABLING ON-PREMISE IT INFRASTRUCTURE FOR A LEADING GLOBAL MANUFACTURING CORPORATION

Customer Background



The customer is a global industrial manufacturer headquartered in Europe, serving more than 45 countries. Their products and services are used in areas such as air conditioning, controlling of electric motors, and compressors etc. The Customer was investing in digital-led business transformation to continue to stay ahead of the competition.



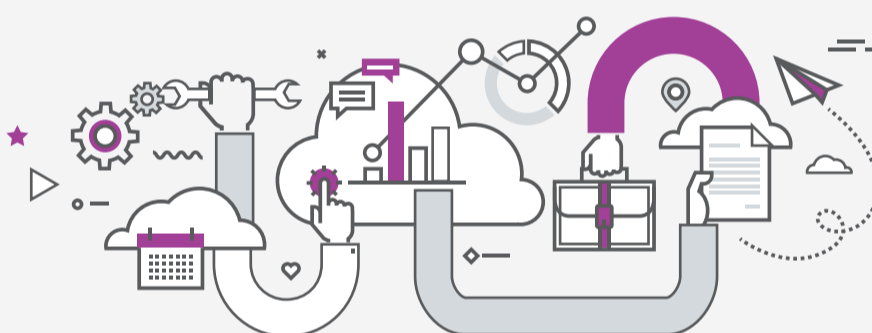
Challenges

Rapid pace of technology changes threatened the customer's competitive advantage in the marketplace. The Customer wanted to digitally transform their business to proactively understand market opportunities and to enhance agility. Thus, enabling them to respond quickly to changing market conditions while being resilient and scalable using on-premise infrastructure. In other words, they sought business transformation with an optimum balance of public cloud and on-premise IT setup.

Prime challenges with existing IT infrastructure were:

- ▶ Expensive Data Center (DC) footprint with high Capital Expenditure (CAPEX) and power costs were impeding operational efficiency and hindering business growth.
- ▶ Inability to 'scale-up and ramp down' the existing DC environment
- ▶ Challenges in application modernization such as the need to upgrade or refresh on-premise technology, enabling cloud setup, enhance mobility via apps
- ▶ Absence of cost commoditization across the technology landscape to achieve business transformation
- ▶ Numerous storage and backup Infrastructure under different Annual Maintenance Contracts (AMCs). Tracking their renewals was highly effort consuming and adhering to one standard technology refresh strategy was a farfetched proposition.

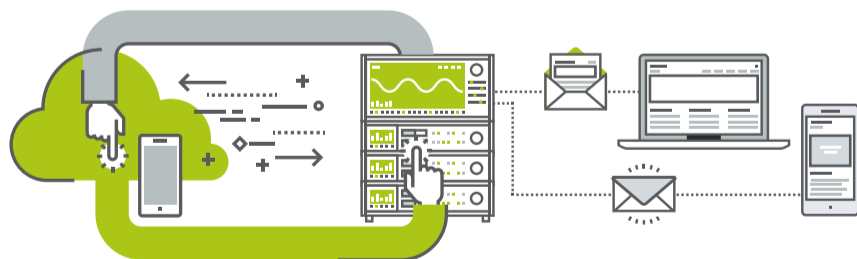
Solution



HCL was the key consulting and implementation partner for the Business Transformation journey leveraging IT infrastructure solutions. HCL's experience with deep expertise in 'Utility for Everything (U4X)' space and of large-scale transformational engagements involving business transformation strategy helped the customer by conducting detailed analysis and suggesting a phased approach of transition, stabilization, and transformation to chart out client's journey.

Our pay-per-use solution included:

- ▶ **Refresh strategy** based on end of service life, capacity, maintenance costs, and cloud readiness was introduced
- ▶ Virtualization **increased to 82%** for Non-SAP workloads
- ▶ **All Flash solution** for the storage was introduced, to be consumed on preferred performance outcomes
- ▶ Disk-based backup with inline deduplication
- ▶ Cross backup replication for **high data protection and quick data restoration**
- ▶ **Complete control of the environment and flexibility** to 'scale-up and ramp down' as per the business needs
- ▶ Global service delivery model with 24X7 support



Impact

With HCL's pay-per-use offering, Customer was able to leverage best of technology upgrade and realized many benefits such as:

- ▶ **TCO reduction** of around 35% by shifting from CAPEX to OPEX model with pay-as-you-go solution
- ▶ **Unparalleled performance** with NextGen IT Infrastructure setup
- ▶ **High backup success rate** by disk-based backup with inline deduplication
- ▶ Increased data protection and lesser restore time
- ▶ **Faster Go to Market strategy** backed up by a safe buffer of capacity, which is ready to use as-and-when required
- ▶ **Ease of termination** with No AMCs and OEM lock-ins
- ▶ **Workload optimized storage** via **single business view** and hassle-free chargeback mechanism
- ▶ **Complete control of the environment** and flexibility to 'scale-up and ramp down' upto 40% per-site and 30% cross-site
- ▶ **DC footprint reduction** of 40% per site was observed

"Gartner rated HCL as a **Data Center Outsourcing and Infrastructure Utility Services leader** consecutively over the years"



To find out more about how HCL's Infrastructure Management services can help you simplify IT complexity and support your business' digital initiatives - **please contact us at ITO@hcl.com**