

IMPLEMENTING PAY-PER-USE ON-PREMISE IT INFRASTRUCTURE FOR A GLOBAL STEEL MAJOR

Customer Background



The customer is a leader in steel wire transformation and coating technologies. Headquartered in Europe, it has close to 30,000 employees and operates across 120 countries.

The customer wanted to re-engineer their business with a hybrid IT strategy at the core, comprising of a public cloud set up with on-premise IT infrastructure solutions.



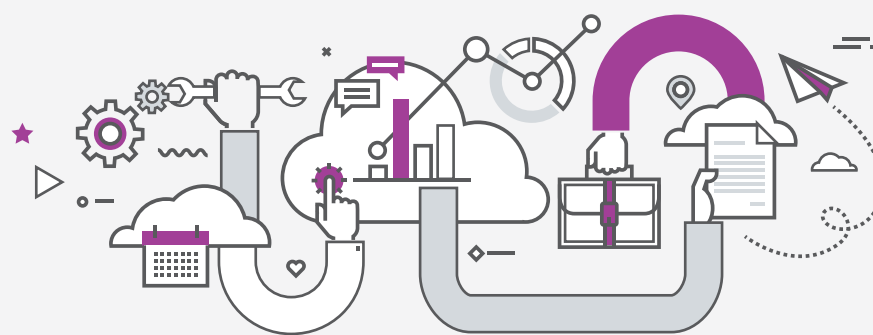
Business drivers for pay-per-use IT model

Fragmented physical infrastructure with outmoded legacy systems were impeding the business agility of this steel wire manufacturer. The organization found it strenuous to deploy new applications and services, and difficult to quickly adjust infrastructure capacity to meet changing application workload demands in order to align operations with rapidly changing market needs. Moreover, numerous storage and backup infrastructure were under different Annual Maintenance Contracts (AMCs).

Some of the major challenges hindering customer operations were:

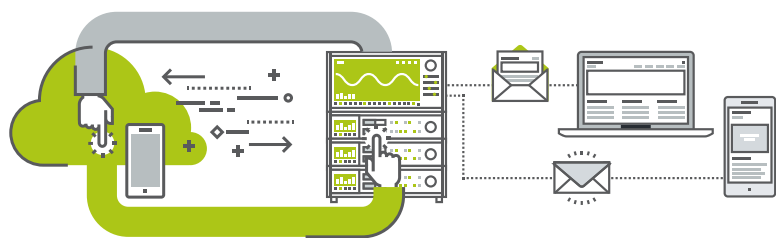
- ▶ High TCO and Data Center footprint
- ▶ Suboptimal data agility for new business requirements
- ▶ No end-to-end control of the environment with the inflexibility to scale up and down the setup
- ▶ Need for Cloud footprint, faster go-to-market strategy and application modernization
- ▶ Effort consuming task of tracking yearly renewals of AMCs of all devices. Thus, adhering to one standard technology refresh strategy was a farfetched proposition.

How HCL helped them realize their vision



HCL was called in as a trusted solution provider basis the deep expertise and experience of large-scale implementations in 'Utility for Everything (U4X)' space. Our Pay-per-use model led to quantifiable milestones:

- ▶ New Tech Refresh strategy was based on end of service life, capacity, maintenance costs, and public cloud readiness
- ▶ Consumption of services was through service catalogue based on U4X construct
- ▶ Global service delivery model and 24X7 support
- ▶ Simplification, Automation, and Consolidation of backup infrastructure
- ▶ Archiving unstructured data via file archiving
- ▶ A safe buffer capacity was maintained which was ready to use as and when required
- ▶ Complete control of the environment and flexibility to 'scale up and ramp down' as per business requirement



Impact

With HCL's pay-per-use solution, the customer experienced many business benefits:

- ▶ **TCO reduction** of approx. 35% by shifting from CAPEX to OPEX model
- ▶ Consistent **high throughput and enhanced data efficiency** across all workloads via Enterprise Flash Storage, which also reduced the DC footprint
- ▶ **DC footprint reduction** - 40% per site footprint was reduced w.r.t namely Hosting space, Power consumption, Operation cost etc. and Carbon footprint via high density - all compute hosts
- ▶ **Faster Go to Market** and ability to leverage best of **technology upgrade** by maintaining a safe buffer capacity, which is ready to use as and when required
- ▶ **Workload optimized storage** via **single business view** and hassle-free chargeback mechanism
- ▶ **Ease of termination** with no AMCs and OEM lock-ins
- ▶ **Greater scalability, flexibility, and availability** with all flash storage in the end state
- ▶ **Complete control of the environment** and flexibility to 'scale up and ramp down' upto 50% per-site and 40% cross-site
- ▶ **Optimization** by archiving unstructured data via file archiving

"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**