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Hiral Desai
Executive Director
Detox Group



Hitachi Converged Technologies Boost Performance and Cut Costs for Leading Environmental Waste Management Company

The Detox Group of Companies offers environmental services, provides sound engineering practices and develops waste management facilities. To serve its vast clientele across sectors, including oil and gas, power, chemicals, pesticides, pharmaceuticals, textiles, paper industry, steel plants, municipal corporations and various state-level boards, the company was looking at implementing an enterprise resource planning (ERP) solution that offered high availability. Consequently, they wanted an integrated hardware solution that provided end-to-end benefits with computing, storage and networking, as well as a virtualization platform under one banner, to realize business benefits. Hitachi Unified Compute Platform provided that solution.

The Challenge

The Detox Group, headquartered in Surat, Gujarat, has established itself as a leading provider of environmental infrastructure services to industries and corporations within Gujarat looking to achieve their sustainability goals. The group has chalked out ambitious growth plans for each of its verticals over the next five years and aims to be among the largest environmental infrastructure services companies in India by 2020. In order to attain this goal, the Detox Group sought to adopt an ERP solution to gain the advantage of improved reporting, optimized processes, enhanced data quality and better regulatory compliance.

As this was the first ERP deployment for the Detox Group, they were looking for a partner with knowledge and expertise on ERP infrastructure. They wanted the partner to provide consultancy and guidance with regard to the complexities and redundancies of the available options to decide the best way forward for the group.

“Detox was looking to implement an ERP solution for the first time ever. We sought a partner who could counsel us regarding the best-suited solution to fulfill our needs. We wanted a single solution that spanned the entire spectrum of requirements, including computing, networking and storage, at no additional cost,” recalls Detox Group Executive Director Hiral Desai.



Detox Group

INDUSTRY

Services: Environmental Infrastructure

SOLUTION

Converged

HARDWARE

Hitachi Unified Compute Platform (Compute Blade 500, Unified Storage 110)

SOFTWARE

Hitachi Command Suite, (Device Manager, Replication Manager, Tuning Manager, Tiered Storage Manager, Dynamic Link Manager Advanced); Hitachi Storage Viewer for Capacity, powered by APTARE; logical partitioning manager feature

SERVICES

Provided by Hitachi TrueNorth Partner MicroHard IT Solutions Pvt. Ltd.

Benefits at a Glance

- Reduced capital expenditure.
- Simplified management.
- Process optimization, staff training.

SUCCESS STORY

The company had already opted for SAP for its ERP implementation (in fact, this was the first SAP implementation for a waste management company in India). With respect to hardware, while they were already working with an existing vendor, Detox was on the lookout for a complete solution, one that encompassed computing, networking and storage. The existing vendor had the capability of providing them with the complete solution but had to look at a third-party virtualization platform for business-critical application roles. As a result, Detox would have to incur additional expenses for licensing this platform as well as year-on-year support costs.

As part of a fast-growing business and with further scaling plans having been chalked out, a comprehensive hardware solution was the need of the hour. This all-inclusive solution needed to provide the advantage of being more process driven and thereby more efficient, enabling improved accountability with respect to publishing business results and financial reporting.

The Solution

While Detox had already opted for SAP as its ERP vendor, it was unsure about continuing with its existing hardware vendor, which required a third-party virtualization platform and thus additional cost. HDS provided an all-inclusive, comprehensive solution, encompassing computing, networking, storage and a platform with logical partitioning (LPAR) on X86 servers. It was the first secure, hardware virtualization to be used by the client, and they had their reservations. However, HDS overcame competition from the existing vendor as a result of detailed consultation with Detox. In addition, one of the aspects that really worked in favor of HDS was critical certification with SAP for LPAR technology: It states that organizations can deploy secure, LPAR environments running SAP on-premises and in the cloud, as well as in hybrid cloud environments.

“Despite considering other solution providers, we opted for HDS infrastructure as they clearly offered us an all-inclusive, comprehensive Unified Compute Platform solution comprising computing, networking, and storage with logical partitioning,” explains Desai. “Their willingness to outline all

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complexities and redundancies with the existing system, provide clear SLAs, (service level agreements), a full suite of implementation services and comprehensive training to our team, gave us the confidence to partner with HDS on this implementation.”



The HDS hardware solution included, 2x1g network switches, Hitachi Compute Blade 500 (CB 500) including chassis and blade servers, and Hitachi Unified Storage 110 (HUS 110). Almost 80 processor cores and 1TB memory compute blades with 8GB/sec Fibre Channel connectivity to HUS 110 were populated with 13TB for production and 17TB for nonproduction data. And a full suite of implementation services was included. As an enterprise-class server platform, CB 500 provides performance, scalability and virtualization benefits to the data center. It is also an excellent platform for server and application consolidation without impacting performance. It is equipped for workload optimization, which delivers the ability to efficiently distribute compute-intensive workloads on either Microsoft® Windows® or Linux. CB 500 allows for scalability, flexibility, efficiency and availability.

The HUS 100 series platform eases information management by managing existing storage and consolidating all data in a single, virtualized platform. It was built with reliability for application availability, flash-accelerated performance and lower cost of ownership. Delivering enterprise storage virtualization in a unified platform allows organizations to manage information more efficiently.

Detox also opted for hardware-based virtualization with LPAR technology from HDS for business-critical application roles. LPAR

provides server virtualization at the firmware level with very low performance overheads. LPAR embedded in the CB 500 provides dedicated and secure partitions to help allocate resources efficiently and improve utilization rates for non-Windows environments. With the ability to logically partition the server, multiple SAP HANA-based workloads can run on fewer servers with minimal impact to application performance.

This implementation was a green field opportunity and, apart from business process changes as a result of switching to ERP solution, there was no disruption in the day-to-day activities of Detox.

HDS worked with Hitachi TrueNorth Partner MicroHard, a trusted IT infrastructure solution provider in the region. Along with MicroHard, HDS met with the team at Detox to discuss why the HDS solution was best suited to their requirements. Simultaneously, HDS also began the process of training personnel at Detox on how to utilize the hardware technologies effectively. SLAs were agreed upon and the Detox group felt confident about collaborating with HDS to take the deployment forward.

LPAR and Hitachi Command Suite software allows Detox to continue to work on SAP, in spite of any hardware failures that may occur. This is because the Hitachi Compute Blade chassis and storage are physically connected with the redundant path for high availability. In case of component failure in any path, the setup continues running without downtime through the redundant path. In addition, the shared resource pool for critical workload helps overcome potential errors in the blade server as the workload automatically starts using the shared resource pool.

The Benefits

An ERP system offers benefits, such as scalability, improved reporting, better data quality (as ERP improves underlying processes), and lower cost of operations (with resources being managed better). ERP enables improved customer relations through enhanced customer relationship management (CRM), advanced business analytics and business intelligence, superior data access, improved procurement, more regulatory compliance and reduced complexity (as the ERP system is designed on workflows). With the deployment of the HDS solution, the Detox Group has experienced:

Reduced Capex and Training Costs

Continuing with their previous storage provider, Detox would have incurred significant capital expenditure (capex) to procure licenses for the third-party virtualization platform. In addition the company would have also incurred further operational expenses for the platform for software support year on year.

Further, they would have had to offer training to employees on the use of the platform. Since HDS offered its virtualization platform LPAR as part of an end-to-end solution, these additional expenses were eliminated, thereby delivering mammoth cost savings to the Detox Group.

“With the implementation of the HDS virtualization platform, LPAR, Detox realized tremendous cost savings. The solution was deployed without the costs related to obtaining licenses for third-party virtualization as well as the software support costs by opting for the all-inclusive HDS solution,” explains Desai. “Detox has witnessed an increase in speed of process, reports and decision making with SAP in productivity with the deployment of the HDS infrastructure, as it allows for 24/7 availability.”

Data Availability Assurance

As the Detox Group had already sanctioned the ERP to SAP, it was important that HDS worked in sync with the SAP team to ensure that their infrastructure was up and operational along with that of SAP. The HDS team worked closely with all teams to ensure that the Detox solution was up and running within the set deadline.



Simplified Management

The HDS solution was fully comprehensive and catered to the computing, networking, storage and virtualization requirements. Since the HDS solution was an integrated suite, a single point of contact was available for all hardware solutions. This in turn ensured significant simplicity of management.

Training of Manpower

HDS ensured that the technical team at Detox was upskilled and trained in the use of implemented technologies. They were trained ahead of time on how to manage the new system, which helped tremendously during the implementation phase.

High Availability

The HDS infrastructure allows for 24/7 availability as does the SAP solution, which has subsequently resulted in an increase in productivity for Detox.

Process Optimization

The entire implementation was conducted on an ERP platform, which is focused on process delivery and monitoring, and has translated to process optimization for Detox.

The Detox Group now has ERP solution for the first time and is likely to gain the advantage of improved reporting, optimized processes, enhanced data quality and better regulatory compliance. With the HDS infrastructure, Detox now has an all-inclusive, comprehensive Unified Compute Platform solution comprising computing, networking, storage and virtualization with logical partitioning.

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