



# Case Study ON

## Infrastructure For Implementing & Hosting SAP HANA®



## About

The company is engaged in the production, trading and distribution of oleoresins and value-added teas. In fact, the company is the largest exporter of Marigold oleoresins in the world. The Company started marigold cultivation on a land area of 200 acres, which has now grown to 35,000 acres. This produces 100,000 metric tons of flowers. Listed on National Stock Exchange (NSE), the company has a current market capitalization of approx. INR 500 Cr.

Technology has played an extremely important role in the steady growth of the company. In order to stay relevant in the global market, the company realized the necessity of their business processes to be matched up to an enterprise grade platform.

## The Challenges

The retail giant required a major upliftment of their IT infrastructure in order to reap the benefits of an advanced enterprise platform like SAP HANA® which called for a highly stable and agile environment, that would be certified by SAP. The organization was looking out for a cloud service provider who can commit superior performance and maximum uptime with significant experience in implementing large scale SAP HANA® instances. Needless to mention that the customer was keen on receiving a highly cost competitive proposal for this scope.

## How Pi Led the Way

- The engineers at Pi performed a tremendous job in spinning off a high-performance environment for implementing and hosting the customer's SAP HANA® application
- The highly experienced SAP team at Pi designed an optimum infrastructure solution for the customers in order to implement SAP HANA®
- Pi's proximity to the fiber optic lines from almost all major ISPs in the country guaranteed significantly lower latency
- Due the location advantage of Pi's data center, and its innovative solutions, the Pi could offer an extremely cost-effective pricing for the infrastructure solution
- Pi could successfully instill trust and confidence in the customer for deploying the SAP HANA® instance backed by the fact that SAP already certified Pi Cloud for hosting Cloud Operations, Infrastructure Operations, Hosting Operations, and SAP HANA Operations. Owing to its long list of the existing SAP HANA® clients who have been availing Pi's services for few years already, Pi could provide a few good references to this retail giant

### Customer Benefits

- The environment where the customer's SAP HANA® application is hosted, is offered by Pi, which is an Uptime Institute TIER IV data center that guarantees 9.995% uptime of its customer's workloads
- The experience of the customer is further enhanced due to very low latency of less than 25 milliseconds
- Pi completed the scope of work as per the customer's objective at a 25% lesser cost in comparison to the quotes shared by its competitors, thereby delivering maximum ROI to the customer
- The highly mature environment offered by Pi for implementing and hosting the SAP HANA® application has helped the customer to focus on their core business as they continue to enjoy zero downtime



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