

# Harnessing data to drive manufacturing excellence.

How a **leading medical manufacturer** based in India used Lenovo ThinkSystem servers and storage to deliver a high-performance platform for its new SAP HANA environment—cutting time-to-insight and enabling better-informed decision-making.

Lenovo Infrastructure Solutions  
for The Data-Centered

Lenovo

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One of India's leading manufacturers of medical products, this company has a vision to become the industry standard for quality, customer support, and corporate integrity.

## Background

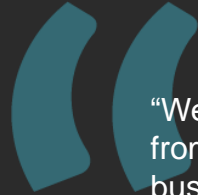
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To realize its vision, the company strives for the highest levels of efficiency in every aspect of its operations: from the factory floor to the back office. Like many manufacturers of medical products, the company relies on SAP ERP solutions to integrate and optimize workflows from end-to-end.

## Challenge

A spokesperson comments: "Our SAP ERP environment includes applications for materials management, sales and distribution, and quality assurance, allowing us to maintain high levels of product quality and on-time customer deliveries. We also use our SAP solutions to share important data with key decision-makers, including profit and loss statements for our manufacturing plants."

The company recognized that timely data on operational performance would enable it to make faster, better-informed decisions. Cutting time-to-insight promised to deliver other benefits too—for example, by allowing managers to identify and resolve production and customer services issues more rapidly. To help achieve these goals, the company aimed to move its subsidiaries to the cutting-edge SAP HANA data platform.



“We knew that switching from a traditional relational database to in-memory analytics from SAP HANA would enable us to gain insights into the performance of the India business faster than ever. However, our existing data center infrastructure was approaching end-of-life. To maximize the business value of our investment in SAP HANA, we targeted a new platform with high performance, scalability, and availability.”

**Spokesperson**

Leading medical manufacturer



## Why Lenovo? Rock-solid reliability and high performance.

After a thorough review of several potential data center solutions, the company decided to build its new infrastructure platform on Lenovo technology. The solution is based on Lenovo ThinkSystem SR550 and Lenovo ThinkSystem SR650 servers, connected to a Lenovo ThinkSystem DE4000H Hybrid Storage Array.

To deliver low latency for SAP HANA workloads, the new platform includes a 10GbE network fabric. By virtualizing the environment with VMware vSphere, the company empowers its IT team to provision and manage new SAP environments rapidly. To protect its mission-critical SAP data, the company performs regular, automated backups using an IBM TS4300 Tape Library.

“We’ve relied on IBM and Lenovo data center solutions for many years, which gave us great confidence that the Lenovo ThinkSystem platform would meet our technical requirements for SAP HANA,” adds the spokesperson.

## Effective partnership.

Working together with a local Lenovo business partner and systems integrator, the company deployed the Lenovo server and storage environment, migrated its SAP ERP workloads to the platform, and implemented the new SAP HANA data platform.

“Lenovo was there to support us on every step of our deployment, and we’ve been delighted with the responsiveness and quality of their services,” recalls the spokesperson. “Early in the process, the COVID-19 crisis hit, and India went into lockdown. Despite the disruption, Lenovo helped us to complete our move to SAP HANA with minimal delay.”



“Throughout the implementation project and beyond, Lenovo was always willing to go the extra mile. When we asked a question that our Lenovo consultants couldn’t answer, they always proactively tracked down the information for us—and their commitment to our success was truly impressive.”

### **Spokesperson**

Leading medical manufacturer

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## Results

By moving to SAP ERP and SAP HANA on Lenovo ThinkSystem technology, the company can offer rapid access to vital data insights to its managers and senior leadership team—supporting better-informed and more effective decision-making.

“We’ve seen a significant performance boost in key user journeys, especially in our finance department,” comments the spokesperson. “We can now deliver profit and loss reports to our parent company on the first day of the month without delay. Looking ahead, we’re planning to enhance our SAP environment with SAP Fiori mobile applications—putting key insights right at our employees’ fingertips for even greater responsiveness.”

As well as optimizing the experience for its users, automated data backups in the new Lenovo infrastructure help the company shrink the business risk of data loss in the event of a recovery scenario.

- ✓ **Delivers high compute performance and low storage latency for demanding SAP HANA workloads**
- ✓ **Enables automated data backups, cutting business risk of data loss in a recovery scenario**
- ✓ **Offers faster access to key business insights, contributing to more responsive and better-informed decision-making**



“We see Lenovo as one of our most trusted partners, and we’re very pleased with what we’ve achieved together. Without a doubt, Lenovo will be our first choice for future IT projects.”

**Spokesperson**

Leading medical manufacturer

## What will you do with Lenovo smarter infrastructure solutions?

The Data-Centered keep manufacturing operations on the right track with Lenovo smarter infrastructure solutions.

[Explore Lenovo Smarter Infrastructure Solutions](#)

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