Unistar PRO sharpens its competitive edge with SAP and Lenovo

With over 25 years of experience, Unistar PRO is one of Slovenia's leading IT services providers. Based in Ljubljana, the company offers systems integration, fully managed IT services and cloud computing solutions to businesses across the country.

David Bevc, Head of Cloud Solutions at Unistar PRO, begins: "Unistar PRO is one of the biggest IT services providers in Slovenia, but we do not rest on our laurels. We are always looking for new ways to respond to clients' needs to help us maintain our leading position in the domestic market. To capitalize on our success, we recently devised an expansion strategy and are now targeting countries in Central Europe."

In order to support this strategy, Unistar PRO decided to expand its cloud-based business services offerings.

"Although we already provided clients with a comprehensive range of SAP® business applications as a service, including SAP ERP and SAP Business Warehouse, we wanted to expand our cloud offering to include the SAP HANA® platform," says David Bevc. "The idea was to offer the SAP HANA service proactively, rather than waiting for clients to ask for it themselves."

To adequately support its new Unistar PRO cloud solution for SAP HANA and ensure high availability of the service, Unistar PRO recognized the need for a new infrastructure solution that would provide high levels of performance, reliability and scalability.

Challenge

As one of the leading IT services providers in Slovenia, Unistar PRO planned to expand its reach into other Central European countries, while ensuring it stayed ahead of domestic competitors. To do this, the company decided to expand its portfolio and offer SAP HANA in the cloud. To adequately support this new venture, Unistar PRO recognized the need to deploy additional servers from Lenovo.

Finding the perfect match

After evaluating offerings from Dell, IBM, Fujitsu and HP, Unistar PRO chose to implement a Lenovo System x solution to support its new SAP HANA environment. David Bevc recalls: "During the assessment period, our SAP advisor highly recommended Lenovo System x servers for running SAP applications – and for SAP HANA in particular."

Impressed, Unistar PRO deployed a Lenovo System x3950 X6 server at each of its sites, located 120 kilometers apart. Equipped with the latest Intel® Xeon® processors, the System x servers offer best-in-class performance, while the modular design makes it easy to add more memory when needed. David Bevc remarks: "Currently, both servers have 2TB of memory but we plan to increase this as more clients adopt SAP HANA. The outstanding scale-up and scale-out capabilities of System x were an extremely important deciding factor, particularly as we look to expand into new markets."

Solution

Unistar PRO deployed a Lenovo System x3950 X6 server at each of its geographically separate sites. Today, the company runs its SAP ERP, SAP Business Warehouse and SAP Process Integration instances on SAP HANA using the Lenovo infrastructure solution. Unistar PRO also deployed Lenovo Flex System servers at each site to run services such as application and data backup.

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>
> **David Bevc**
> Head of Cloud Solutions
> Unistar PRO

"The implementation went very smoothly," he continues. "We have an excellent relationship with the local Lenovo team – they were a great help throughout the process and supported us in configuring the solution to our exact requirements."

The Lenovo System x solution serves as the foundation for Unistar PRO's SAP HANA environment. Today, the company runs its SAP ERP, SAP Business Warehouse and SAP Process Integration instances in SAP HANA, which runs on SUSE Linux Enterprise Server. David Bevc comments: "Generally, IT providers only offer one application instance on SAP HANA. But because Slovenia is such a small market, we provide multiple SAP business applications running on SAP HANA to our clients. The high-performance Lenovo solution enables us to do so reliably."

To support the new SAP HANA landscape with infrastructure services such as application servers and common infrastructure services, Unistar PRO deployed 4 Lenovo Flex System x240 nodes in a Lenovo Flex System Enterprise Chassis at each site.

Offering top-notch services

With the Lenovo solution, Unistar PRO is now able to offer clients additional business applications as a service on the cloud. “Running SAP HANA on Lenovo System x gives us a strong competitive edge in both domestic and foreign markets,” says David Bevc. “Many clients are unable – or unwilling – to implement their own SAP solutions because of the cost and complexity involved. Thanks to our System x solution, we are now able to offer SAP HANA application solutions as a service at a fixed price.”

Choosing a System x solution from Lenovo also gave Unistar PRO increased reliability, enabling the company to offer its clients a minimum of 99% up-time and system availability in its service-level agreements. “Reliability is critical,” says David Bevc. “It is of utmost importance for us to offer reliable services, as our clients rely on us to manage their IT operations. Should one of our servers go down for a single day, we would lose EUR 40,000 in lost revenues and penalty fines. The highly reliable Lenovo servers give us great peace of mind that our clients’ SAP HANA services will run uninterrupted 24/7.

UNISTAR PRO

Key solution components

Industry

Computer Services

Applications

SAP Business Warehouse, SAP ERP, SAP HANA, SAP Process Integration

Hardware

Lenovo Flex System, Lenovo System x3950 X6 with up to 8 Intel® Xeon® E7 processors / 18 cores per processor

Software

SUSE Linux Enterprise Server, VMware

Benefits

- **Boosts systems performance enabling Unistar PRO to run more workloads on their infrastructure**
- **Ensures 99% up-time and system availability, meeting strict service-level agreements**
- **Scales easily as the company expands internationally**

In addition, being able to easily scale out the solution as we need it ensures that we are well-equipped to handle surges in demand and traffic as we expand internationally."

David Bevc concludes: "The first of our clients to select this service is highly satisfied with our offering so far. The scalability, reliability and high-performance of the Lenovo solution makes us unique in the Slovenian IT services market, and we hope to win even more SAP HANA customers in the coming years – both at home and abroad."

For more information

To learn more about Lenovo Enterprise Systems contact your Lenovo Sales Representative or Lenovo Business Partner, or visit: lenovo.com/systems

For more information about Unistar PRO, visit: www.unistarpro.si

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