

Italian retailer Unicomm selects Huawei RH5885 V2 server for its SAP HANA database and S7700 and S5700 switches.

Huawei's SAP HANA application came about as a result of a successful switching project and helps Unicomm to analyse sales data in real time.

Background

Unicomm is an Italian retailer based in the North East of Italy and one of the top five retail companies in the country. Based in Vicenza, it operates through four different brands in over 200 outlets. These range from small village shops to large shopping malls. One of their most famous brands is Emisfero, which has shopping malls in locations such as Perugia and Vicenza.

This situation provides a unique challenge for the IT team at Unicomm. Unlike a bank, which will experience rush hours but can undertake maintenance at the weekend, Unicomm needs a 24/7 IT setup. This is because, even when the shops are closed, warehouses have to operate and deliveries need to be made. Also, Unicomm has a relatively small IT team, so systems that run smoothly are very important.

Key Challenges

Huawei began dealing with Unicomm in February 2013, via Unicomm's telecommunications provider FastWeb and local partner SAIV. The first project involved core switching infrastructure and the second project was to do with server support for a SAP HANA application.

Unicomm had started to evaluate the switching infrastructure in 2011 having decided to split this project over two years. However, after only one year, they realised that their initial approach had not worked. They had experienced support issues and found it difficult to accurately forecast how the system could grow in the future. Unicomm were looking for a solution that would minimise network risk, fit their existing requirements and be able to expand.

Having completed the switching project successfully, Unicomm then looked at Huawei hardware to support their new SAP HANA application.

"With the SAP HANA solution, we needed a partner that was ready to support us in every way possible. By helping us to stay in budget and to adopt a system that could grow in line with company requirements, Huawei really delivered."

Federico Vecchiatti, Head of IT, Unicomm

"Before they started the SAP HANA project, Unicomm had been reassured by their dealings with Huawei in the switching project. They had a similarly successful relationship during the SAP HANA project. Their budget was met, their system requirements were met, their investment was future proofed and they developed a partner for the long term."

Stefano Berrettini, Key Account Manager, FastWeb

"These projects were great collaborations between partners that understood the customer's needs and delivered. Huawei's approach was key to this success. They made the most of the proof of concept process to let the customer trial the system and become comfortable with its reliability and flexibility."

Fabio Zambon, Data Center & Innovation - Business Unit Manager, SAIV

Customer Name

Unicomm

Industry

Retail

Huawei Solution

Tecal RH5885 V2 (for SAP HANA)
S7700 and S5700 switches

Business needs

- Core switching that provided availability and flexibility
- Cost efficient server for a new SAP HANA application
- Flexibility to expand both systems in the future

Results

- Fully implemented the Huawei SAP HANA application.
- Effortless expansion to incorporate a company acquisition.
- Cost effective and flexible solutions that will last.

Case Study



They had previously been using Business Objects with an Oracle database to process the large amounts of data that came from the companies shopping network. The company generates almost a million items from point of sale machines every day and the commercial department wanted real time data to ensure the shelves were always stacked with the right products.

However, having tried to add memory to the existing system, Unicom decided this would not work and they required a new system. They wanted to know they'd be supported throughout the implementation of this new system. Also, they wanted a system that fitted their relatively small budget and could grow in the future.

Solution

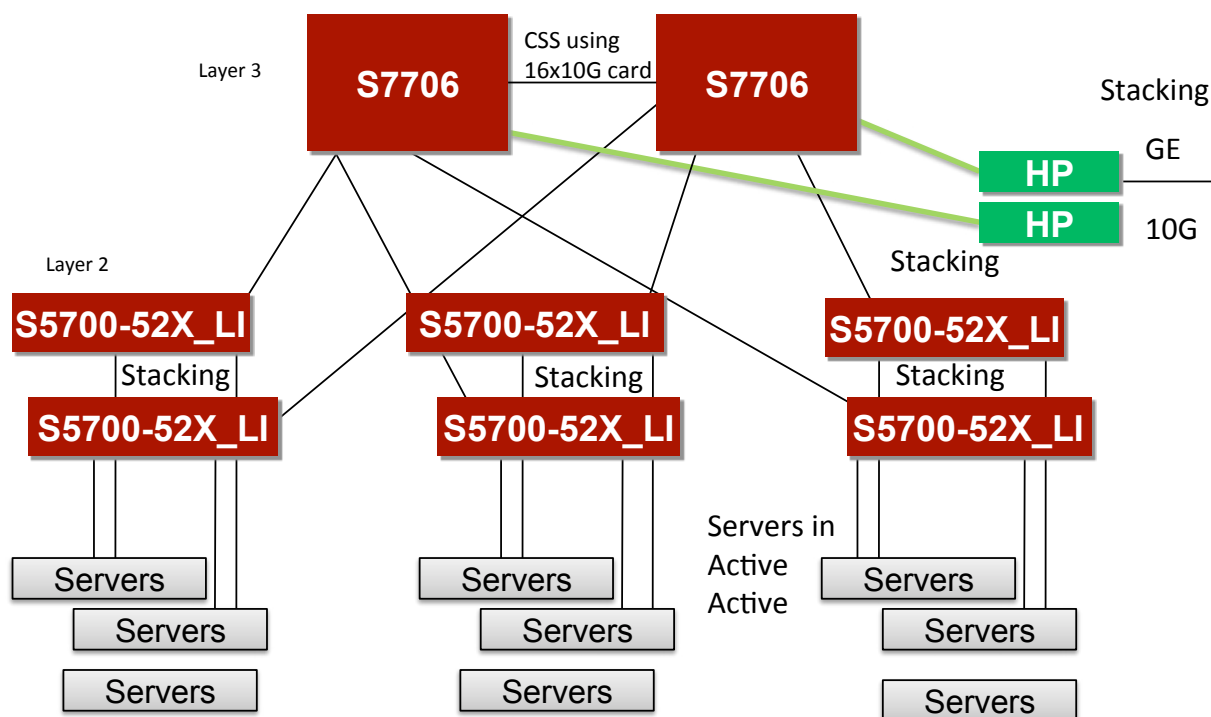
Having experienced support and scalability issues in the past two years, Huawei were looking for core switching that minimised risk. In addition, it had to be a modular solution that could grow in the future.

Huawei provided seven S5700 switches connected to two S7700 switches. The infrastructure has an aggregated centre and top of rack access, so Unicom can introduce new technology without interrupting the existing system. With the switches working successfully, Unicom decided to involve Huawei in plans for a new SAP HANA application.

Huawei recommended their 8-socket rack server RH5885 along with an E3000 SSD card because of its combination of high performance and high stability. It supports Intel Xeon E7-8800/4800 series CPUs and can accommodate up to 80 cores with 4TB memory plus 35 RAS features.

This solution is extremely reliable and the ES3000 SSD card supports the real time analysis that Unicom need from the SAP HANA application. The RH5885 V2 is optimized for SAP HANA because it offers preinstalled, preconfigured and optimized setups that support all sizes of application in a single host.

Vertical Intra Stacking



Case Study



End-User Benefits

For both projects, Unicomm wanted solutions that were cost effective. They needed to fit with their requirements now and be flexible enough to expand in the future. Most importantly, Unicomm was looking for extensive and uninterrupted support to help them implement hardware that they were unfamiliar with.

With the switching project, support was important because of the issues that Unicomm had experienced when it first investigated new switching infrastructure. It became even more so when Unicomm acquired another business only a month into the project. This required the IT team to provide 20 10GB network cards that weren't in the original specifications. This upgrade was made without affecting the existing system, mainly because Huawei had provided a modular system that was highly available, completely redundant and certified.

When Unicomm began a proof of concept for the SAP HANA server, Huawei were able to not just deliver but also install it. This allowed Unicomm's IT team to concentrate on the database at the heart of the application, rather than the hardware. As a result, the entire solution was adopted in just 3 weeks.

With Huawei's help they realised they could utilise their existing storage and implement a SAP HANA solution that is licensed 'per GB'. Now they have hardware that can support future expansion through RAM or CPU upgrades.

About Unicomm

Unicomm is a leading Italian company in large-scale distribution of food products. Founded in 1969, it has responded to the evolution of the market over the years by taking a unique, centralized and efficient structure. This centralization of executive and operational areas has improved the coordination and integration between functions and ensured operational efficiency and logistics, achieving economies of scale, negotiating power and critical mass. In Italy, Unicomm is present in 7 regions and 25 provinces with retail outlets located in 210 different municipalities.

About FastWeb

FASTWEB, a Swisscom Group company, is the leading Italian, incumbent-alternative broadband telecommunications services operator. It was also the first operator worldwide to develop a next generation network entirely based on fiber optic.

For over a decade FASTWEB has worked on developing a widespread IP based broadband network that has enabled the launch of voice, data and video services. The "Triple Play" offering is accessible at the same time, with a single connection, for residential and business customers alike.

In the executive (large enterprise) segment, FASTWEB is acknowledged as a highly reliable partner of excellence. In the government industry, it has been the primary provider of fixed and mobile telephony services since 2006.

About Saiv

SAIV Group is a System Integrator based in Vicenza – Italy. SAIV, as a "One Company Solution", leader in the Information and Communication Technology market, with 5 branches in North East of Italy and international branches in Algeria and Qatar directly provides excellent solutions in small and big size projects for enterprise, public administration, health centre, shopping mall, hospitality. SAIV portfolio covers data centre infrastructure, server and storage consolidation and virtualization, cloud services, networking, unified communications, security, videoconference, video surveillance, energy management, monitoring services, network operations centre. www.saiv.it

About Huawei Enterprise Business Group

Huawei Enterprise Business Group ("Huawei Enterprise") is one of the three business groups of Huawei, a leading global information and communications technology (ICT) solutions provider. Leveraging Huawei's strong R&D capabilities and comprehensive technical expertise, Huawei Enterprise provides a wide range of highly efficient customer-centric ICT solutions and services to global vertical industry and enterprise customers across government and public sector, finance, transportation, electric power, energy, commercial businesses and ISPs.

Huawei Enterprise's innovative and leading solutions cover network infrastructure, unified communications and collaboration (UC&C), cloud computing & data center, enterprise information security and industry application solutions. <http://enterprise.huawei.com/en>

