

Intensum trusts unmatched HPE scalability for SAP HANA solutions

“Considering our size we are far from being a big HPE* customer, but HPE showed interest in our project, had a very down-to-earth approach, demonstrated transparent communication and, above all, showed a win-win strategy similar to what we want to achieve with our customers”

– Stefaan Ovaere, Director,
Intensum



Objective

Maintain a leading role in advising customers and helping them in their journey to the adoption of SAP HANA

Approach

Implement the very latest versions of SAP software on premise in the new Brussels offices

IT Matters

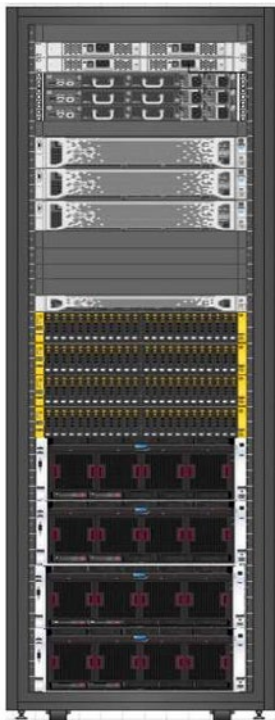
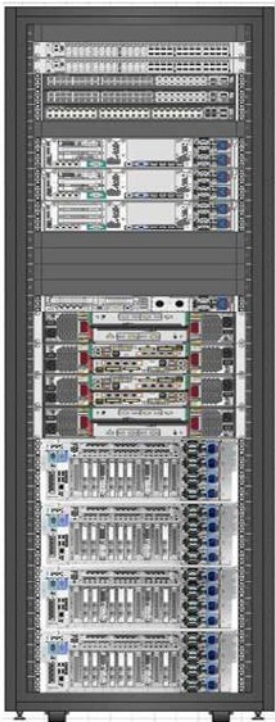
Set up and configure new IT solutions, capable of scaling with increased customer data needs, and at an acceptable cost

Business Matters

Working to a limited timeframe requires a partner with solid experience to guide the project and to provide proven solutions



* HP split into 2 entities on November 1st 2015. The products and entities referred to herein as Hewlett Packard Enterprise or HPE were under the company Hewlett-Packard or HP at the time of solution implementation.



Business Matters

Intensum has always taken a leading role in implementing the latest SAP solutions in-house and was an early adopter of solutions like the SAP Business Objects BI platform and Enterprise Performance management. Today they host around 15 SAP demo and training servers in a datacenter. These servers have been completely virtualized since 2008. Although Intensum already had 2 SAP BW HANA servers running in the Amazon cloud, for the implementation of SAP S/4HANA Business Suite and Simple Finance, they took the strategic decision to implement the very latest version on premise in the new Brussels offices.

The cost of set up and configuration, network infrastructure changes, and use of new technology all presented risks. However, the company saw the implementation of components like Integrated Planning, BO & Lumira reporting and Embedded Search as key success factors to keep their leading role in advising customers and help them in their journey to the adoption of SAP S/4HANA.

Requirements

In June 2015, Intensum launched an RFP to several hardware and implementation partners as they knew they could not run the project successfully without strong partnerships. The key partner requirements were:

- Limited time scale - Hardware to be ordered, delivered and ready for customization by 1 September 2015
- Expertise and guidance - Validation of "best-fit" SAP infrastructure, preferably virtualized and future-proof for the coming three to four years
- Experience - Strong references in comparable industry sectors and/or system sizing
- Cost - A fixed price offer with low maintenance effort and costs

A win-win strategy

"We worked with one hardware vendor for over ten years, but for this particular project we pre-selected six other parties with the help of SAP and an external advisor. The evaluation was based on interviews, expertise, the proposed hardware/software solution and cost. In the end we were convinced and had trust in HPE to tackle this project together"

– Stefaan Ovaere, Director, Intensum

"The proposed solution met our requirements and an expert team was able to understand our needs and translate them into a future-proof solution." Furthermore, the proximity of service and the Hewlett Packard Enterprise SAP HANA deployment accelerator, providing the right service and knowledge transfer, proved to be crucial elements in the decision to have an onsite S/4HANA system.

But perhaps the key element was the way that HPE treated Intensum as a valued client: "Based on our size we are far from being a big HPE customer, but they showed interest in our project, had a very down-to-earth approach, demonstrated transparent communication and above all, showed a win-win strategy similar to what we want to achieve with our customers," says Stefaan Ovaere.



Solution

Intensum chose the HPE ConvergedSystem 500 for SAP HANA Scale-up configurations solution architecture and, more specifically, an HPE ProLiant DL580 Gen8 server platform with 512 GB RAM.

A 128 GB or 256 GB RAM solution would have been enough for current requirements, but the company intends to implement additional SAP HANA solutions. The HPE ConvergedSystem 500 offers additional scalability to add capacity in the coming years.

It is appropriate for customers who are looking for a cost-effective way to fast track their transformation journey into a data-driven enterprise. Designed for small to medium-sized SAP environments, for use cases across analytics, business warehousing, and S/4HANA or small business applications, and with over 1,000+ scale-up and scale-out configurations, the HPE ConvergedSystem 500 offers best in-class performance with improved cost of ownership and ease of management.

HPE has performed the certification and testing of the HPE ConvergedSystem 500 to comply with SAP's design and performance criteria. As the leading provider of x86 systems for more than a decade, HPE has put generations of servers on to the market. The accumulated experience is the corner stone of the current 500 offering.

Results

Planning and respecting a tight schedule is something Hewlett Packard Enterprise is used to dealing with on a daily basis. For this particular project, the biggest

challenge was ensuring that all resources were on site at very precise moments.

The right people were then tasked with preparation of the initial hardware and software setup and ensuring network connectivity and remote maintenance access till the actual implementation of the virtualization layer and the SAP HANA database installation.

With the successful implementation of the system, Intensum is now ready to drive growth and propose innovative solutions to their customers.

Partnership and collaboration

“We are a first-time customer and had no HPE hardware in-house. We have many additional challenging IT projects coming up, such as: migrating our full SAP environment from our datacenter to our new offices, implementing a new backup strategy, continuing the professionalization of IT-maintenance, and numerous other projects. We are quite sure Hewlett Packard Enterprise will play a key role in these projects.”

– Stefaan Ovaere, Director, Intensum

Customer at a glance

Intensum

- Headquarters: Luxembourg
- Formed: 2005
- Website: intensum.com

Intensum is an independent European consulting agency which aligns business and IT through a unique service offering combining Senior SAP and SAS competencies and solid business expertise.

It delivers first-class implementation skills, focusing on the optimization of the Financial Supply Chain & Treasury processes, Business Analytics & Planning, and process improvement through innovative solutions.

HPE solutions

HPE ConvergedSystem 500 for SAP HANA Scale-up configurations solution architecture, HPE ProLiant DL580 Gen8 server platform.

Brief project description

- Applications: SAP S/4HANA Business Suite and Simple Finance
- Hardware: HPE* ConvergedSystem 500 for SAP HANA Scale-up configurations solution architecture / HPE ProLiant DL580 Gen8 server platform / 512 GB solution
- Software: SUSE Linux for SAP S/4HANA Business Suite, MS Windows Server for the SAP application servers
- Virtualization layer: VMWare
- HPE services: HPE HANA deployment accelerator

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“HPE has decided to team up with Intensum as we see great potential with SAP HANA for simplification around finance and reporting, and believe Intensum is strongly focused and positioned in this area. We are jointly committed to driving innovation in the financial supply chain and treasury processes. HPE is constantly looking for great partners to do business with, Intensum fits that bill.”

– Corinne Haesaerts, Presales Manager, Hewlett Packard Enterprise

Hewlett Packard Enterprise SAP HANA solutions

The new SAP HANA platform offers great new features to existing and new SAP customers.

At the same time, this real-time environment also requires an adequate IT infrastructure flexible in scalability, trustworthy for fail-over and backup and coming with the right service offering and project guidance.

Market leading enterprise-class portfolio

Engineers from SAP, HPE, and Intel develop solutions in co-innovation Labs in Palo Alto and Walldorf.

Simplicity and choice in your HANA deployments

HPE offers all HANA deployment options, ranging from on premise to public cloud.

Flexible consumption models and financing

Leveraging Financing and Purchasing options to provide CAPEX and OPEX choices.

Consolidated support

HPE is offering a comprehensive portfolio of services for infrastructure and SAP HANA.

Based on the experience from the SAP Business Warehouse Accelerator (BWA), HPE have unique IP in how to implement, run, operate and support SAP HANA. From our roles and responsibility model we have detailed insight into all the tasks in implementing and operating SAP HANA. HPE is the single point of contact for the full stack.



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