



Case Study

## Major International Manufacturer Saves \$700K-Plus With Two-Stage SAP Archive Architecture Transformation - Consolidation - Divestiture

By Jochen Hager

It's no small feat to bring the benefits of IT consolidation to a \$2.86 billion global manufacturer. Starting in 2011 the maker of building products for business and residential customers faced two challenges: upgrading its archival landscape for SAP and then, five years later, creating a second system in advance of an upcoming corporate divestiture that would create two corporate entities.

In the first project, West Chester, PA-based Solution Exchange LLC. (SolutionXchg) managed the archive replacement project, helping the company cut archival costs by \$700K over a five-year span. When the manufacturer decided to split into two companies along its product lines in 2016, they again brought in SolutionXchg. The result: additional benefits in cost and time savings, and the companies are positioned for seamless transitions to future archive storage technologies.

### Upgrade Modernizes Document Store While Eliminating High Maintenance Fees and Aging Hardware Costs Associated with Legacy System

#### 2011: First Migration Simplification

In 2011 the company embarked on a cost-cutting campaign and identified its SAP archival landscape as an opportunity for significant improvement. At the time the company was using SAP enterprise software, and relying on an OpenText document management system for SAP to archive about 28 million invoices, purchase orders and other documents.

Archived files went to redundant 20 Terabyte EMC Centera storage systems.

The manufacturer brought in SolutionXchg to oversee the switch from OpenText to KGS ContentServer4Storage (CS4S).

"We saw this as a perfect opportunity to help our client cut archival costs substantially by replacing an outdated, legacy architecture," says

Kristin Gerling, SolutionXchg Managing Partner.

- 700k savings over 6 years from 2011 project
- 300k savings by 2022 from 2016 project
- Simplified UAT in transition
- 24/7 data availability during the migration
- Future readiness through end-to-end virtualization
- Flexibility to move to cloud-based storage

SolutionXchg helped the company replace the OpenText system with KGS CS4S. The new software supports VMWare virtualization and is fully compatible with the SAP ArchiveLink interface, eliminating the need for any changes to SAP applications. In

addition, the utilized KGS migration product features an intelligent proxy function that prevents interruptions in normal business processes while the migration is underway.

#### Cost Benefits

Between 2011 and 2016, when the company again refreshed its migration landscape, the KGS-powered landscape saved more than \$700K.

This savings comes from costs associated with archival maintenance and the ability to reduce hardware and maintenance costs through virtualization:

- \$360K saved – The KGS system cut yearly maintenance fees from \$180K to \$90K, with the first year's costs adding a \$90K fee for migration services. Yearly maintenance savings each year after were \$90K.

- \$300K saved – The old archival system required the services of a half-time administrator, which, with benefits calculates to \$60K yearly.
- \$49K saved – Virtualization helped lower the costs of two servers from \$30K to \$3K; five years of maintenance also fell from \$25K to \$3K.

## 2016: Divestiture Transformation

Based on the success of the 2011 OpenText replacement project, the company decided to bring SolutionXchg back to oversee a new project: As part of a corporate spinoff, the existing archival system had to be split as well.

The spin-off would result in two companies, with the original business concentrating on one product line, and the new one on a separate second product line. The goal: to create identical systems, one for each entity, that would build off, update, and add to the KGS architecture of the original installation.

“We decided to upgrade to the latest, redesigned version, KGS 4.3, and then create an identical system for the new business,” says the manufacturer’s Senior Architect for SAP technology.

SolutionXchg also would help replace the EMC Centera systems with iTernity iCAS software-defined archival storage.

## Reducing Storage Redundancy

Rather than buy new EMC Centeras, the technical team elected to place iCAS with the company’s existing Hewlett Packard Enterprise 3PAR StoreServ

arrays. The parent company was already using HPE 3PAR storage for its SAP ERP applications. Adding the storage retention function would let the company retire the existing EMC Centeras, saving money – and avoiding uncertainty – in the process.

“We were looking at an end-of-life situation with the Centeras,” says the lead technical architect for SAP. “Since we were now going to double up on everything, we didn’t want to have to buy new Centeras and then, a year later, have to buy something else.”

The benefit of the move resulted in an estimated TCO reduction of about \$50k annually by eliminating floor space requirements locally and in the disaster recovery location and reducing hardware management efforts. These savings will amount to more than \$300K over the next six years.

Add this to the \$709K savings from the initial KGS migration and the manufacturer is on the way to save more than a million dollars over the next six-year period.

## Time Saved Future Assured

“Also, it was critical to keep migration time to a minimum because we had a hard deadline,” says the lead architect. “That’s because we needed to get the new system set up, archival and all, in time for the new company’s release of common stock.”

Here again, KGS MIG4AL’s unique proxy functionality made it possible to switch to the new architecture without delay, seamlessly maintaining access to all existing archived documents. Running as a high-speed background process, the

migration engine processed about two million documents a day, and was fully transparent to the end users. Without the

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**Senior Architect,  
Transformation Project**

proxy tool the project would have needed more time and would have incurred substantially greater internal and external costs.

“We made our migration deadline, but best of all we delivered a new archival landscape with an efficient architecture that was greatly simplified from the previous version,” says the lead architect. The new landscape will also help the company fulfill its plan to move some functions to the cloud in the future. First would likely be the disaster recovery function. ICAS features like virtualization and encryption will facilitate that effort.

Now that our archival landscape is fully virtualized it’s a relatively simple matter to point to a new storage architecture, whether it’s hardware-based or in the cloud,” says the architect. “We’d trust SolutionXchg to recommend and configure an ideal setup for us.

“We haven’t yet turned on iCAS’ encryption feature, but it’ll be good to have it there when we do get to the cloud.” ■



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