Training Institute Adopts New Datacenter Architecture

SENAI Santa Catarina uses Cisco data center architecture to manage growth, simplify operations, and offer cloud services.

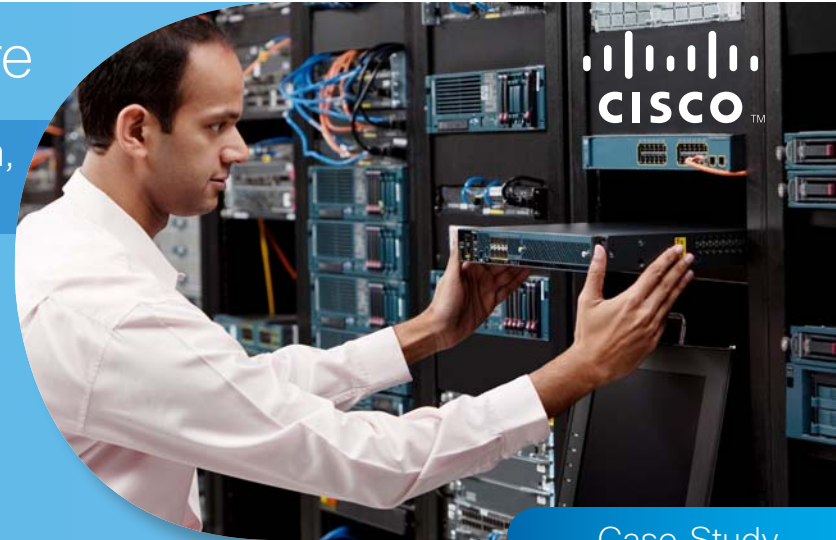**Customer Name:** Serviço Nacional de Aprendizagem Industrial de Santa Catarina (SENAI-SC)

Industry: Education

Location: Santa Catarina, Brazil

Number of Employees: 3000

Business Impact

- Time to provision services reduced by nearly 90 percent
- Infrastructure costs are expected to be reduced by up to 50 percent
- Energy consumption reduced by about 18 percent
- Return on investment enhanced by scalable platform

Case Study

Business Challenge

SENAI-SC provides technical training and vocational higher education to citizens of the Santa Catarina state in southern Brazil. Part of a national SENAI network that is funded at the local level, the institute currently has more than 100,000 registered students, who learn both on-site, in 35 locations throughout the state, and remotely; its facilities include 400 laboratories and 36 libraries.

With demand for IT services rising in the professional education sector, SENAI-SC was looking for a new data center environment that would enable growth without adding complexity. To increase capacity and reduce costs, the institute had already started consolidating several physical servers onto a single device as "virtual" entities. However, extending this approach throughout the data center using the existing platform would be prohibitively costly and complicated.

In addition to simpler and more scalable IT systems, SENAI-SC also wanted greater flexibility so that it could better manage processing peaks such as those caused by student subscription periods. The ability to provision, or

decommission, services more quickly and cost effectively was a top priority, together with streamlining the entire data center environment.

A long-standing member of the Cisco Networking Academy, SENAI-SC had been using Cisco networking solutions successfully for several years and had developed a reputation as an early adopter of innovative technologies. "Being an early adopter means putting trust in a manufacturer like Cisco, and we were confident about doing that," says Dociatti.

Solution and Results

SENAI-SC already liked the Cisco® Data Center Business Advantage strategy and architecture for managing growth, and eventually chose the Cisco Unified Computing System™ (UCS) as its new data center platform. UCS integrates computing, networking, and virtualization elements and provides a unified management environment. This integration greatly simplifies both the data center operation as a whole and the task of managing it, helping reduce costs and improving efficiency.

Because UCS was designed to enable rapid provisioning, the IT team at SENAI-SC can now respond much faster to

changing requirements from any part of the organization or from outside. "The time to provision services is being reduced from eight hours to one," says IT coordinator Paulo Alberto Violada.

In addition, skilled employees are spending less time on routine tasks, which helps IT contribute more value to core activities such as teaching and supporting students. It is also possible to carry out preventive maintenance during business hours, without interrupting or degrading services in any way, making everyone more productive.

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> **Marco Antonio Dociatti**
> Director, SENAI Santa Catarina

Before choosing UCS, SENAI-SC calculated that the Cisco platform would bring a better return on investment than other solutions because it is inherently more scalable. With the ability to create up to 56 virtual servers on one UCS chassis, and add up to 20 chassis in the same configuration, the institute will be able to minimize its future capital expenditure while vigorously supporting long-term growth.

The "unified fabric" in the UCS platform means that SENAI-SC no longer needs to purchase separate devices, cables, and connections for both networking and storage traffic. Because both types of traffic can now use the same infrastructure, SENAI-SC expects to reduce infrastructure costs by up to 50 percent, having already cut energy consumption by about 18 percent.

The end game is to help SENAI-SC remain at the forefront of a competitive sector for a long time to come. "We are changing the way we serve our customers in order to differentiate ourselves in the market," says Dociatti.

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Paulo Alberto Violada
IT Coordinator, SENAI Santa Catarina

For More Information

To find out more about Cisco Data Center Business Advantage vision and architecture, please go here ●

To find out more about Cisco Unified Computing System, please go here ●