

# German Leasing Company Simplifies Data Center Operations

Customer Case Study



LHI uses Cisco Unified Computing System to virtualize SAP application for improved efficiency and reduced costs

## EXECUTIVE SUMMARY

**Customer Name:** LHI Leasing

**Industry:** Financial services

**Location:** Germany

**Number of Employees:** 280

### Challenge

- Improve SAP performance
- Simplify infrastructure and reduce cabling

### Solution

- SAP deployed on Cisco Unified Computing System

### Results

- Decreased SAP deployment time from five days to 30 minutes
- Increased virtualization from 50 to 98 percent
- Cut hardware from 50 to nine servers and cabling by 80 percent

## Challenge

Since it was founded in 1973, LHI has developed from a real estate leasing specialist into an investment partner for companies, the public sector, and investors. The Munich-based business provides financing structures and private placements for companies, investors, and the public sector.

From a technology perspective, LHI is a significant user of SAP systems. However, the company was experiencing problems with its computing infrastructure, in particular relating to cost, complexity, and manageability. "Cabling was difficult, and there were challenges with the manageability of the whole system," says Manfred Bellet, IT group leader at LHI.

As the company was hoping to move its SAP systems onto a fully virtualized computing infrastructure, using SAP NetWeaver Landscape Virtualization Management, LHI decided to review its compute systems.

## Solution

Impressed by its virtualization capabilities and ease of management, LHI chose Cisco Unified Computing System™ (UCS®) technology for its upgrade. Initially the company purchased five Cisco® UCS B200 M2 Series Blade Servers, which were later supplemented with B200 M3 Series Blade Servers, all equipped with 95W Intel Xeon Processor E5-2650 chips.

Management is via UCS Manager Version 2.1, while LHI uses a mix of VMware and Microsoft Hyper-V for virtualization. Apart from SAP, all the company's business applications are from Microsoft. The SAP systems were moved over to the UCS platform in four hours, as part of a migration process over a single weekend.



**“For our IT department, UCS is easier to manage and offers greater redundancy. For our customers, that means less downtime.”**

Manfred Bellet  
IT Group Leader  
LHI Leasing

## Results

The data center setup has been simplified with the introduction of Cisco UCS. Previously LHI had around 50 physical servers, whereas now it just has two racks: one for UCS, with nine blades, and one for its NetApp storage arrays. The infrastructure has helped LHI increase its virtualization ratio from around 50 to 98 percent.

Virtualization hosts based on Cisco UCS enable new servers and applications to be deployed much faster compared to the previous traditional hardware-based approach.

For example SAP service deployment times have fallen dramatically, from about five days to just 30 minutes, thanks to the fact that services can be installed on virtual machines instead of needing a physical server. Cabling has been reduced by about 80 percent with UCS.

Says Bellet: “Previously, each physical server required between six and eight cables, whereas now you only cable once, and if you need to expand, you just put in new blades.”

LHI is also saving on licensing costs, since the UCS infrastructure makes it easy to take advantage of Datacenter Editions for Microsoft application licenses. Since the number of physical servers has been cut, from 50 down to 6 Cisco UCS blades, power and cooling requirements have also been reduced.

“For our IT department, UCS is easier to manage and offers greater redundancy,” says Bellet. “For our customers, that means less downtime.”

## For More Information

To learn more about the Cisco architectures and solutions featured in this case study, please go to:

[www.cisco.com/go/ucs](http://www.cisco.com/go/ucs)

## Product List

### Data Center

- Cisco Unified Computing System (UCS)
  - Cisco UCS B200 M2 Blade Servers with Intel Xeon E5-2650
  - Cisco UCS B200 M2 Blade Servers with Intel Xeon E5-2650
- Cisco UCS Manager Version 2.1

### Applications

- ERP Finance
- Cost Accounting
- Asset Management
- Funds Management
- Enterprise Portal
- Leasing Contract Management and Accounting
- Human Capital Management
- Business Warehouse



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