TECHNOLOGY SOLUTIONS PROVIDER DELIVERS VIRTUAL DESKTOP ENVIRONMENT WITH VBLOCK™ INFRASTRUCTURE PLATFORMS

VCE successfully deploys Vblock™ Infrastructure Platforms for over 800 users at KPIT Cummins.

Executive Summary

KPIT Cummins is a technology solutions provider based in Pune, India. The company employs more than 7,000 people worldwide. KPIT Cummins works with manufacturing corporations in the following industries: automotive, energy and utilities, industrial equipment, and semiconductor.

Challenge

- Organization was experiencing fast growth and needed an efficient and scalable IT infrastructure
- Existing solution was reaching the end of its life cycle and experiencing performance issues
- Internal IT staff was consumed by system administration and troubleshooting

Solution

- Vblock™ Infrastructure Platforms
- VMware View virtual desktop infrastructure (VDI)

Results

- Increased efficiency from VDI leads to 75 percent reduction in desktop management costs
- Reduced IT asset ratio from 1.20:1 to 1.10:1
- Increased flexibility and ensured compliance through centralized management
- Reduced energy consumption of desktop computers by 60 percent

Challenge

With over 7,000 employees and operations in over 10 countries worldwide, KPIT Cummins is a leading technology solutions provider for global manufacturing corporations with a special focus on automotive, energy and utilities, industrial equipment, and semiconductor industries.

As a rapidly expanding organization, KPIT Cummins infrastructure requirements were changing. With new employees joining on a daily basis, the demands placed on the IT team had increased and complexity was growing. The company had quantified its IT assets and found that it had an asset-to-employee ratio of around 1.20:1, meaning several assets were not being used at a direct cost to the business. In addition, the existing IT infrastructure was reaching the end of its life cycle, many of the organization's core applications would soon be unsupported, and the company had

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started to experience a number of performance issues that impacted users' daily activities.

As a result, KPIT Cummins decided to investigate the possibility of a new VDI. KPIT Cummins wanted to virtualize its core applications, deliver on-demand services to its users, increase IT efficiency, simplify management, and ensure compliance. Previously, KPIT Cummins had been using a virtualization solution in a test and development environment. However, the IT team was unclear on how the business' core production applications such as SAP ERP would perform in a virtualized environment and to date had moved only the less critical applications to the virtual environment.

KPIT Cummins set about finding an IT solutions provider that could deliver end-to-end support. Working with partner VDA Infosolutions Pvt Ltd, KPIT Cummins reached out to three of the leading IT solutions providers in India, including VCE, and requested that each participate in a proof of concept (PoC).

Testing was carried out in Pune, India, for a period of three months, where the top 50 applications were tested on each of the three possible infrastructures. KPIT Cummins compared each vendor against a number of factors: price, technical solution, relationship, availability of customer references, and the management commitment from each organization.

Solution

After evaluating several solutions from leading IT vendors, KPIT Cummins chose the Vblock platform from VCE. Mandar Marulkar, head of IT and chief information security officer for KPIT Cummins, says, "We received a firm commitment to the project from the management of Cisco, EMC, and VMware, and this gave us great confidence in the VCE team. After witnessing the successful performance of the Vblock platform in the PoC, we were convinced that VCE would deliver against our requirements."

VDA Infosolutions worked with the VCE team to deploy the new Vblock platform to more than 800 users over the course of two and a half months. As part of the solution, KPIT plans to also take advantage of VCE support.

Marulkar comments, "The fact that we have one single point of contact for support is a significant benefit to the organization. VCE provides us with an end-to-end solution based on the best practices from each of the individual organizations. With VCE, we have great peace of mind."

Results

Increased Efficiency Leads to a 75 Percent Reduction in IT Desktop Management Costs

The Vblock platform has enabled KPIT Cummins to deploy an easy-to-use VDI using VMware View, a validated virtual desktop solution for Vblock Infrastructure Platforms.

Using VDI, the IT team at KPIT Cummins can now allocate and recover IT assets more efficiently. Previously, it used to take the IT team up to one day to set up a PC for a new user, including the installation of applications and provisioning of the machine. However, using the VDI solution, KPIT Cummins can now set up new users in less than 15 minutes.

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Marulkar comments, “With the Vblock platform, we can manage the entire infrastructure from a central location. As a result, the time taken for allocation and the recovery of assets have been dramatically reduced, which has helped us to reduce our desktop management costs by approximately 75 percent.”

Reduced IT Asset Ratio from 1.20:1 to 1.10:1

A key goal of the project was to help reduce the asset-to-employee ratio. Before deploying the virtual desktop environment, KPIT Cummins had an asset-to-employee ratio of 1.20:1, meaning that much of the IT infrastructure was being underused and thus incurring more costs to the business. Since deploying the Vblock platform with VDI, KPIT Cummins has reduced the ratio to 1.10:1. The IT team predicts that by the end of the calendar year, once all users have been moved to the new system, the ratio can be further reduced to the target ratio of 1:1.

The VDI also helped KPIT Cummins in improving the utilization and flexibility of its IT environment. Users can now access their desktop, applications, and data from any location, without compromising the security of the system. Marulkar comments, “The Vblock platform is delivering increased performance, as compared to our previous infrastructure, while using 40 percent fewer resources. This not only improves the utilization of our assets but provides us with a great opportunity to grow the infrastructure.”

Centralized Management Increases Flexibility and Ensures Compliance

The traditional desktop infrastructure ran on device-based security policies. Such policies meant that if a user had been given special privileges, such as a USB data port on his or her machine, other users who then logged on to the same machine would have access to the same special privileges and all of the data that had been stored locally on the machine.

With the new VDI based on the Vblock platform, KPIT Cummins has implemented user-based policies that provision special privileges, data, and applications based on users’ profiles, regardless of the machines used to log in. By allocating information based on user profiles, KPIT Cummins ensures the security of user data while delivering the flexibility for users to log in from any machine.

Marulkar comments, “The management of our IT infrastructure has been greatly simplified. Using our Vblock solution, the IT team provisions the software and data centrally in a matter of minutes. We can monitor and control the software allocation and ensure compliance.”

Marulkar adds, “End-users receive the same user experience, no matter which machine they are using. The feedback has been extremely positive.”

Reduction of 60 Percent in Energy Consumption Supports Green Initiatives

By moving to the Vblock platform with VDI, KPIT Cummins has managed to reduce its energy consumption by approximately 60 percent. The Cisco Unified Computing System, which is included as part of the Vblock platform, delivers high-memory capacity to support a large number of virtual machines on each blade server, thus reducing the amount of physical equipment needed to power and cool.

Marulkar says, “As an organization, we are very conscientious of the impact our IT solutions have on the environment. Due to using the Vblock Infrastructure Platforms with VDI, we have dramatically reduced our energy bills, demonstrating our commitment to green IT.”

Shared Infrastructure Delivers Increased Performance for Mission-Critical Corporate Applications

In addition to the VDI, KPIT Cummins is also using the Vblock platform to virtualize mission-critical corporate applications using VMware vSphere virtualization software. Since deployment of the virtualized infrastructure, KPIT Cummins has upgraded to the latest editions of a number of corporate applications including Microsoft Active Directory, Microsoft Exchange Server 2010, Microsoft Lync 2010, SAP Portals, CA Service Desk Manager, and various configuration management systems.

Marulkar comments, “Since deploying the Vblock platform, we have seen increased availability and improved performance for all of our corporate applications, including a 40 percent reduction in the compute capacity.”

Next Steps

To date, over 800 users have been migrated to the Vblock platform environment including users in Pune, Mumbai, and Bangalore, India. An additional 400 users are scheduled to be migrated over the coming months, with the intention of adding approximately 600 users within the next year.

In addition, KPIT Cummins has plans to consolidate over 300 servers on to the Vblock platform, as well as add a new disaster-recovery setup for corporate applications. Marulkar says, “We are very pleased with the performance of our Vblock platform. We are working closely with VCE on the best approach for adding a new disaster-recovery site.”

For More Information

For more information about KPIT Cummins solutions, please go to www.kpitcummins.com.

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ABOUT VCE

VCE, the Virtual Computing Environment Company formed by Cisco and EMC with investments from VMware and Intel, accelerates the adoption of converged infrastructure and cloud-based computing models that dramatically reduce the cost of IT while improving time to market for our customers. VCE, through the Vblock platform, delivers the industry's first completely integrated IT offering with end-to-end vendor accountability. VCE's prepackaged solutions are available through an extensive partner network, and cover horizontal applications, vertical industry offerings, and application development environments, allowing customers to focus on business innovation instead of integrating, validating and managing IT infrastructure.

For more information, go to www.vce.com.