

IT consolidation supports business success at ZIIC



"HP's IT consolidation solution represents a major step forward for ZIIC. With HP as a strategic technology partner, we expect to achieve further gains in efficiency, flexibility and agility in the future."

Zaki Sabbagh, CIO,
Zamil Industrial Investment Company





Zamil Industrial Investment Company (ZIIC) is an international manufacturing and fabrication group headquartered in Dammam, Saudi Arabia. Its three sector businesses - Zamil Air Conditioners, Zamil Steel Industries and Zamil Glass Industries - employ over 5,000 people in 50 countries.

In a market where competition is becoming ever more intense, ZIIC is keenly aware that its continued success depends on minimising costs - for example, through IT consolidation. For historical reasons, each of ZIIC's business sectors had its own IT department and IT systems until recently. It was clear that the use of standardised technology, deployed within a single data centre, would bring big savings. According to CIO Zaki Sabbagh, ZIIC also wanted to achieve better synchronisation between IT and business strategy.

"By having a standardised, consolidated platform, we believed that we could become more flexible and adaptable, with better services for the end-user," he commented.

ZIIC chose HP to provide a complete IT consolidation solution. The main reasons for this choice were HP's excellent local support, coupled with its ability to provide a complete range of hardware, software and services.

As part of the solution, HP was responsible for designing the new architecture with all the hardware components, including HP Alpha and HP ProLiant servers. Storage consolidation was achieved using HP storage area network (SAN) solution and automated backup mechanism. Zamil is also standardising on HP commercial desktops and notebooks. Finally, HP provides 24 x 7 support for the infrastructure, including proactive remote monitoring and HP's Onsite Call-to-Repair Service.

Strategic partner

With its new architecture, ZIIC is poised to make major cost savings. Elimination of overlap and duplication, combined with standardisation on the HP architecture, will lead to a dramatic fall in IT maintenance costs. It

will also free up resources for value-added tasks that contribute to the core business.

At the same time, the architecture as a whole is more reliable and easier to manage, with fewer problems being reported. Consolidation and standardisation have also led to a more adaptive infrastructure, which supports enhanced business agility. This will become increasingly apparent as Web-based applications replace client-based applications across ZIIC's global operations. With HP's help, ZIIC is now embarking on further consolidation of its back-office infrastructure utilising HP Blade technology, migrating its E-business platform, currently running into Alpha systems, into hp best of breed Itanium servers and planning to implement IT service management solutions.

"HP's IT consolidation solution represents a major step forward for ZIIC. With HP as a strategic technology partner, we expect to achieve further gains in efficiency, flexibility and agility in the future," concluded Sabbagh.

Customer at a glance:

Industry sector: Manufacturing

Name: Zamil Industrial Investment Company (ZIIC)

Headquarters: Dammam, Saudi Arabia

Founded: 1998

Telephone: +966 3 847 1840

Number of employees: 5,000 +

URL: www.ziic.com

Partner at a glance::

Company: Natcom

Headquarters: Jeddah, Saudi Arabia

Telephone: +966 2 644 4777

Number of employees: 100

URL: www.natcom.com.sa

Business: Provider of technology solutions

Products: Hardware, software, specialist applications, networking solutions, Internet and eCommerce solutions, IT consulting



Challenge

- Support continued competitiveness by cutting costs.
- Implement IT consolidation initiative.
- Replace disparate IT systems used in different business units with a single standardised architecture.
- Replace multi-brand midrange servers.

Solution

- Implement a shared services model, using a single data centre to provide IT services to all business units.
- Engage HP Services to design the consolidated infrastructure.
- Base architecture on HP Alpha and HP ProLiant servers, supplied by local HP partner Natcom.
- Consolidate storage using HP SAN/NAS solution.

Results

- Standardisation and consolidation leads to greatly reduce IT maintenance costs.
- The new infrastructure is more reliable and easier to manage.
- A more adaptive infrastructure supports enhanced business agility.
- With HP as a strategic partner, further gains in efficiency, flexibility and agility can be achieved.

Why HP?

- Ability to provide a complete solution.
- Leadership position in the global market.
- Excellent local support.

Hardware

- HP Alpha servers planned to be replaced by HP Itaniums during 2005
- HP ProLiant servers consolidated using HP Blade technology
- 300 x HP Compaq Evo Desktop and Notebook Computers have been deployed this year
- HP StorageWorks Enterprise Virtual Array 5000 (EVA 5000)
- HP StorageWorks MSL6000 series Ultrium tape libraries
- Various HP printers

Software

- Oracle E-Business Suite
- Oracle 9i database

HP Services

- Design of consolidation architecture
- 24x7 support, including proactive remote monitoring and HP Onsite Call-to-Repair Service



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