

Making real-time data insight available from the cloud

RapidCompute pursues transformation of enterprise services in Pakistan with SAP HANA hosted on Dell EMC



Hosting Solutions

Pakistan

Business needs

RapidCompute is a leading provider of cloud services to businesses in Pakistan and wanted to retain its status as an innovator by launching a certified SAP HANA hosting service for customers. It needed a trusted solution partner to deliver a platform that would maximize SAP HANA's performance.

Solutions at a glance

- [Dell EMC PowerEdge for SAP HANA](#)
- [Dell EMC SC9000 hybrid flash array](#)
- [Dell EMC Networking S4148-ON switches](#)
- [Dell EMC ProSupport](#)

Business results

- Enables launch of transformative SAP HANA service
- Reduces implementation time by 2 months
- Expert support ensures efficient deployment
- Trusted technology partner status reduces fears of project risk
- Confidence among RapidCompute's customers is high with Dell EMC backing

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Imtiaz Ahmed Khan
Chief Technology Officer, RapidCompute

Companies worldwide are looking to bolster their competitive advantage by increasing the speed at which they process operational data. Many are turning to in-memory database software SAP HANA to deliver the actionable insights they need. They are also looking to switch from licensing agreements for SAP HANA with significant hardware costs to agreements where SAP HANA comes as a service.

RapidCompute is a leading cloud provider in Pakistan and part of Cybernet, one of the country's largest and oldest internet service providers. RapidCompute identified the growing demand for SAP HANA among its customers across multiple industries, including financial services, healthcare and manufacturing. "Many were already accessing SAP line-of-business applications as a service through our cloud, so it was a logical step for them to move up to SAP HANA," says Imtiaz Ahmed Khan, chief technology officer at RapidCompute.

An innovative service requiring blazing performance

SAP HANA owes its transformational power to its hardware as much as anything else. Indeed, SAP won't allow its software to run on just any platform and accredits only those it believes will optimize performance. For this reason, RapidCompute needed to find an accredited platform the company could deploy in its data center to deliver SAP HANA effectively across its cloud platform. Comments Khan, "We looked at solutions from Huawei, HPE, Supermicro and Dell EMC as part of our investigations. We had a long-standing relationship with Dell EMC, and this relationship, as well as the good reputation the brand has with our customers, prompted us to select Dell EMC."

A long-standard partnership boosting efficiencies

RapidCompute has approximately 70 Dell EMC PowerEdge rack servers, of multiple generations, deployed at its three data centers in Pakistan. Owais Kazmi, cloud infrastructure manager at RapidCompute, says, "The servers are stable and reliable, and with iDRAC [integrated Dell Remote Access Controller], we have a tool for remote configuration and management." Crucially, this has enabled RapidCompute to run one of its data centers without an IT team permanently on-site. "We remotely install and administer all the servers at our data center using iDRAC," says Kazmi, "It reduces our operational costs, including HR costs for the remote site."

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Cloud Infrastructure Manager
RapidCompute

Accredited solution professionally deployed

With the support of a Dell EMC SAP HANA deployment specialist, RapidCompute implemented the infrastructure for its service solution. The infrastructure includes a cluster of three SAP HANA-certified Dell EMC PowerEdge rack servers and a Dell EMC SC9000 hybrid flash array that is also SAP HANA-certified. As part of the Dell EMC service, RapidCompute received the storage with all SAP HANA software components pre-installed, including an operating system. “The Dell EMC SAP HANA specialist helped us to fully configure the storage. We were highly satisfied with the overall service,” says Kazmi. Data links between the servers and storage is provided by a pair of Dell EMC Networking S4148-ON switches, and all equipment has Dell EMC ProSupport 24/7 assistance.

RapidCompute is currently beta-testing its SAP HANA service. Kazmi says, “Five of our leading customers are testing the service now. We are planning for the service to go live in a few months and for our customers to transfer their production systems to our SAP HANA service.”

Next-gen service in place two months faster

RapidCompute has been able to innovate quicker with Dell EMC—speeding the launch of its SAP HANA service. Khan explains the importance of this: “SAP is already well established in Pakistan, and more SAP customers are looking to adopt SAP HANA, with its real-time insight capabilities. Given the growth of cloud services as well, an increasing number of SAP customers want to access SAP HANA using our cloud. We can capitalize on the momentum around SAP HANA adoption by working with Dell EMC. We’ve saved at least two months on development thanks to Dell EMC—which means we can get our service out to market faster—giving us an advantage over our competitors.”

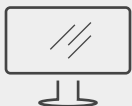
He adds, “Because our customers avoid lengthy procurement cycles, they can go live on SAP HANA at least six months faster.”

Reduced business risk with trusted advisor

Not only did RapidCompute save time with Dell EMC, but it also took a great deal of uncertainty out of the project. RapidCompute has invested lots of time and resources in its SAP HANA infrastructure—believing the service will help the company retain its leading position as a cloud-service provider to businesses. Even so, RapidCompute always wanted to protect its investment. “In our experience of Dell EMC, you are working with a solution vendor that offers the same high-quality products and services the world over,” says Khan. “We have a lot of trust in the brand.”

Greater customer confidence with Dell EMC

Whenever RapidCompute approaches customers about the SAP HANA solution, clients ask the same question. Says Kazmi, “They want to know what hardware the service is running on. We say Dell EMC, and suddenly all doubts about the infrastructure disappear. It’s not the same if you say it runs on other vendor solutions. Then, customers want much more information on guarantees that the service won’t let them down. We’re excited about the future of our SAP HANA service backed by Dell EMC—and how it will transform customers’ operations.”



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