

Turbo-charging business insight

Pakistan Petroleum Limited (PPL) delivers key business reports 3 to 4 times faster with SAP HANA running in a Dell Technologies private cloud



Pakistan Petroleum Limited

Oil & Gas

Pakistan

Business needs

PPL wanted to increase business agility and enable executives to make decisions based on real-time access to data. It looked for a vendor that could deliver a private cloud solution for a SAP HANA in-memory database management system to maximize the business value of PPL's existing SAP investment and pave the way for an S/4HANA application upgrade.

Solutions at a glance

- [Dell EMC PowerEdge R740xd servers](#)
- [Dell EMC XtremIO all-flash storage](#)
- [VMware vCloud Suite](#)

Business results

- Delivers key reports 3 to 4 times faster for greater productivity
- Improves business agility through real-time data and analytics
- Enhances decision-making with better business intelligence
- Reduces costs through process automation
- Simplifies management using single-vendor solution

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Head of IT Infrastructure, PPL

Pakistan Petroleum Limited (PPL), founded in 1950, contributes more than 20 percent of the country's natural gas supplies in addition to producing crude oil, natural gas liquids (NGL) and liquid petroleum gas (LPG). Focused on producing clean and safe energy, the company realized the effectiveness of its operations relied on the speed of access to data. Executives needed information on the company in real time to make the best decisions.

A business run on SAP

PPL kick-started an IT transformation project that would turn its SAP systems into an analytics powerhouse. The company wanted to deploy SAP HANA, whose in-memory database management system would give executives the real-time insight they needed. Saleem Muhammad Shaukat, head of IT Infrastructure at PPL, says, "With SAP HANA, we were looking for agility and business insight that would allow us to make decisions that could have a major impact on our operational efficiency."

Trusted partners deliver critical upgrade to SAP HANA

PPL engaged IBL Unisys—a Dell Technologies Platinum partner for two years—to design, build and deploy a Dell Technologies SAP HANA private cloud. It wasn't the first time PPL and IBL Unisys had worked together. In the past, IBL Unisys had successfully implemented Dell EMC VNX, Dell EMC Unity 400 hybrid-flash storage, Dell EMC XtremIO all-flash, and Dell EMC blade servers for PPL. Shaukat says, "We selected IBL Unisys because of its expertise in SAP HANA deployments and an exceptional track record of delivery at PPL."

Maximizing value with single-vendor solution

IBL Unisys designed a Dell Technologies end-to-end cloud platform for SAP HANA. It comprised Dell EMC PowerEdge R740xd servers and Dell EMC XtremIO all-flash storage, both SAP HANA-certified, combined with the VMware vCloud Suite and SUSE Linux. What PPL gained was a high-performance, tightly integrated private cloud with reduced total cost of ownership. Shaukat summarized, "We simplified support and reduced our overheads with IBL Unisys and Dell Technologies collaborating over our SAP HANA solution."

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IBL Unisys also oversaw deployment, installing four PowerEdge R740xd servers at PPL's primary site and two R740xd servers at its secondary site for a fully redundant solution. The beauty of IBL Unisys's design was that it enabled PPL to integrate XtremIO storage with its existing IT investments, such as Dell EMC Unity All-Flash, to support the SAP HANA cloud. "We were highly satisfied with the work from all parties. The project was completed as planned within the agreed timeframe," comments Shaukat.

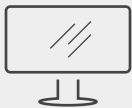
Greater business agility with real-time data

With the right technology in place, PPL executives can now obtain the real-time data they need to make better decisions in a large-scale organization where operational costs run to millions of dollars. The business has data at its fingertips to analyze where it needs to increase efficiencies to ensure it delivers the maximum return on investment. Shaukat states, "We are improving decision-making because we have better business intelligence from Dell Technologies private cloud running our SAP HANA infrastructure."

Key reports available 3 to 4 times faster

As SAP HANA becomes more tightly integrated with PPL's operations, the company is starting to see an uplift in key performance indicators. "We process our payroll reports three to four times faster with Dell Technologies running our SAP HANA database," Shaukat says. It's still early days, and the impact of the Dell Technologies and SAP HANA solution will increase over time. Shaukat continues, "We've made an improvement to real-time decision-making with our Dell Technologies SAP HANA cloud and the support of IBL Unisys. Insight, agility, greater efficiency—we've got it covered."

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