



About the client

The client is one of the world's top three shipping companies with a revenue of over \$20 billion and a market share of nearly 12%. It owns hundreds of container vessels and operates in 70+ countries. In 2016, it was acquired by another shipping giant with a much larger scale of operations.

Business Challenges

- Post the acquisition, the client needed operational alignment across the new entity, which was bigger and catered to a larger audience.
- The SAP CRM, the foundation of all customer support functions across countries, was hosted on premises on AIX, resulting in a high CapEx.
- The client wanted to scale this CRM in response to the newly created market opportunity. To fuel growth, they needed three times their existing load capacity.



Cloud Journey

An on-premise implementation of the CRM meant a significant upfront cost, high ongoing management costs, and long-drawn processes for enabling further scale. The client decided to adopt cloud technologies for their application management needs, albeit cautiously. As an born-in-cloud digital transformation company with deep SAP expertise and close relationships with cloud providers, 1CloudHub was well-positioned to help them take the right steps in this direction.

Our approach



Assessment

- Evaluated migration feasibility, compatibility, and network connectivity.
- Carried out functionality, load, and stress testing.



Pre-migration

- Created an Azure account for the client.
- Conducted VM sizing.
- Designed the architecture.



Migration

- Leveraged table splitting and package splitting.
- Used SAP Export/Import for migration from AIX to SLES12.



Validation and Reporting

- Conducted post-migration functionality, load, and stress testing.
- Fine-tuned the system for 600 concurrent user sessions and 25K emails in 3 hours.



Outcomes



Modernized the client's
OS platform with smarter
OpEx spending by
leveraging MS Azure.



Validated and benchmarked the replatformed environment's performance.



Right-sized the production deployment architecture and data migration approach.



Identified mitigation steps for timeline risks for production.

Looking forward

We have successfully contributed to the first step of the client's cloud transformation journey. We see this as the beginning of a long and fruitful relationship hinged on bringing the many benefits of cloud to the client.



For obligation-free consulting, call our cloud expert



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