



V-GRASS meets customer demand for the latest fashion trends with Lenovo, Nutanix, and SAP

V-GRASS is a leading Chinese fashion retailer, specializing in luxury clothing for professional women. With a strong focus on direct marketing, V-GRASS has established partnerships with a number of high-end fashion brands, including Hang Lung, MIXC and Wangfuijing. The company's talented in-house design team has made independent design a top priority, focusing on high-quality materials, exquisite craftsmanship and flattering silhouettes. V-GRASS puts beauty and vogue at the heart of its clothing.

Fast fashion

To grow its market share in the fiercely competitive fashion industry, V-GRASS relies on sophisticated data analytics and data mining systems to support its continuously evolving marketing and sales strategies.

Previously, it took far too long to create reports – sometimes as long as 10 hours. For V-GRASS to take full advantage of growth opportunities, managers needed faster access to business information that would allow them to define and adjust corporate strategies promptly.

To make matters worse, it took so long to prepare weekly and monthly reports that it began affecting the operation of V-GRASS' core SAP® Business Suite applications. This threatened to negatively impact business operations.

Keen to gain real-time insight into customer demand, learn from the best practices of world-leading fashion companies, and to optimize everything from supply chain planning and purchasing to inventory planning and production, V-GRASS decided to deploy SAP Fashion Management, and migrate all of its SAP applications to run on the SAP HANA® database.

Challenge

Keeping track of what's hot and what's not in the fashion world is no easy task. Clothing, footwear and accessory trends are constantly evolving – and so too are V-GRASS customers' tastes. To ensure it stays on top of ever-changing demand, V-GRASS needs rapid insight into sales and operations.

NUTANIX



Rock-solid foundation

V-GRASS sought an efficient, stable and scalable infrastructure solution to support the SAP HANA in-memory platform.

After evaluating potential solutions, V-GRASS realized that it needed a high-performance hardware solution capable of supporting compute-intensive, real-time data analyses – but also one that offered the best possible price-performance ratio. In addition, V-GRASS' limited data center space meant that it required a high-density solution.

With these requirements in mind, V-GRASS decided to implement six Lenovo Converged HX3310 appliances with Nutanix software as the foundation for its SAP application landscape. The company also implemented two Lenovo System x3950 X6 servers to support its SAP HANA database. Powered by the Intel® Xeon® E5 and E7 family of processors respectively, the Lenovo hardware delivers high levels of performance.

Benefits

- **Real-time insight into sales and operations enables V-GRASS to react fast to changing trends**
- **Data-driven decision-making helps managers to make the most of growth opportunities**
- **Frees up data center floor space, reducing time and money spent on IT systems and management**

Solution

After deciding to deploy SAP HANA, V-GRASS wanted to find the best hardware platform to support its real-time data analytics capabilities. The company chose to implement a hardware solution from Lenovo, made up of six Lenovo Converged HX3310 appliances with Nutanix software for its mission-critical SAP application server landscape and two Lenovo System x3950 X6 servers, running as a high-availability cluster for SAP HANA.

Running the SAP application landscape as a hyperconverged cluster and the SAP HANA database on the Lenovo System x3950 X6 servers, V-GRASS gained a rock-solid data center infrastructure from Lenovo to support its mission-critical SAP HANA environment, which includes SAP Business Suite, SAP Business Warehouse and SAP Fashion Management applications.

Staying à la mode

By pooling compute and storage resources into a single shared virtual infrastructure for the SAP application server landscape, the Lenovo-Nutanix solution enables V-GRASS to make the most of SAP HANA's real-time analytics capabilities. Today, the company has almost instant access to sales and operational data, enabling more informed decision-making.

With the Lenovo solution in place, V-GRASS has transformed its IT environment, dramatically simplifying data center operations and reducing the time spent on hardware maintenance and management.

Furthermore, the Lenovo-Nutanix solution takes up two thirds less floor space than V-GRASS' previous hardware platform. These factors have significantly reduced operational costs and enable the V-GRASS IT team to work more efficiently.

Running its SAP HANA environment on high-performance, super-scalable, easy-to-manage Lenovo System x3950 X6 hardware enables V-GRASS to gain deeper insight into customers' changing demands – helping the company to ensure it always delivers the latest fashions. The enterprise-class reliability and availability features of the Lenovo System x3950 X6 solution help ensure maximum availability of the SAP HANA database, while providing the scalability needed to address future growth requirements.

For more information

To learn more about Lenovo Data Center Systems solutions, contact your Lenovo Sales Representative or Lenovo Business Partner, or visit: lenovo.com/systems

For more information on V-GRASS, visit: www.v-grass.com

V-GRASS

Key solution components

Industry

Retail

Applications

SAP Business Suite, SAP Business Warehouse, SAP Fashion Management, SAP HANA

Hardware

Lenovo Converged HX3310 Appliance with Intel® Xeon® E5 family of processors, Lenovo System x3950 X6 with Intel Xeon E7 family of processors

Software

Nutanix Enterprise Cloud Platform, VMware





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