

Agrosuper, the leading animal protein producer in Chile, decided to implement a storage IT infrastructure renovation to support the development of sought-after new company solutions. Agrosuper's IT Management decided to deploy Pure Storage FlashArray//M in all its production systems and SAP HANA applications — a result of Pure Storage technical advantages, costs and references, and the ability to have a site for remote replication for all production systems.



BUSINESS TRANSFORMATION

The deployment of three Pure Storage FlashArrays has allowed Agrosuper to streamline its operations and use its turnkey technical resources to provide direct value in its internal processes and in project development. It has also been able to deploy the SAP Hana platform to accelerate its business processes without complications. Finally, with the recent integration of CAT functionality for SAP, IT Management at Agrosuper has been able to accelerate projects and generate savings, while at the same time providing continuous customer service improvements.

GEO

Chile

INDUSTRY

Food

“Pure Storage has satisfied all of our expectations, we haven't encountered major inconveniences.”

Carlos Pozo,
IT Technology and Architecture Chief

AN IMPERATIVE TECHNOLOGICAL RENOVATION LED AGROSUPER TO LOOK FOR STORAGE ALTERNATIVES

Agrosuper is a leading animal protein producer in Chile, with a presence in more than 65 countries. It has more than 16,000 employees and offices in the United States, Mexico, Italy, China and Japan. The company's core operations include production, distribution and commercialization of chicken, pork, turkey, salmon and other processed foods.

Agrosuper's mission is to provide customers with first-class products and services, with a guarantee of freshness and safety. To achieve this, Agrosuper always aims to be at the forefront of technology with the best solutions that fuel greater productivity and better service.

In 2015, the IT department decided to carry out a technological renovation, and one of the solutions that needed to be updated was the storage. “The storage infrastructure lifespan was coming to an end; at that time, we decided to review the available technologies, looking for a good ratio of benefits, capacities and price,” said Carlos Pozo, Head of IT Technology and Architecture at Agrosuper.

“We decided to evaluate different options of products and technologies available in the market, among which included Pure Storage. Pure arrived with the promise to provide high-quality service, ease of use, as well as the lowest cost per effective TB,” Pozo added.

SERVICE, COST AND EASE OF USE PROVIDE THE WINNING FORMULA

With Pure Storage's recent presence in the Chilean market, Agrosuper had been closely following Pure and found that, although it was a young company, it was experiencing significant growth in Chile and worldwide. Additionally, client references and Pure Storage's inclusion in Gartner's Magic Quadrant for solid-state arrays made Agrosuper want to know more about all-flash storage solutions, and it began to understand the technical and economic advantages offered by Pure.

“We had a very clear metric to achieve regarding the cost per TB, calculated upon systems that consume more storage capacity,” Pozo added. “Under this logic, we analyzed the storage solution, combined with its service level and ease of use. Certainly, the simplicity of Pure Storage was a tremendous differentiator that allowed us to safeguard and better manage the information assets of the company.”

COMPANY:

Agrosuper
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USE CASE:

- Database – Oracle®, SQL Server, SAP® Hana
- ERP – SAP
- VDI – VMware®

CHALLENGES:

- The company needed a storage platform that offers a good cost ratio per TB.
- SAP Hana had to be implemented without service interruptions.
- Allow replicating information to a contingency site in a safe and consistent way and under the time required by the business.
- Simplify storage infrastructure operation with a better TCO in comparison to previous technology.

IT TRANSFORMATION:

- Storage management was simplified, improving the operational continuity of the storage service, due to the fact that the risk of human error was reduced.
- With CAT for SAP, it could complete the copying and cloning of a 21TB database — a process that usually took days — in just 20 minutes.

“Having Pure Storage has eased the execution of critical projects, enabling us to meet the deadlines and scope of projects that are extremely relevant for the company.”

Carlos Pozo,
IT Technology and Architecture Chief



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ALL LEGACY SYSTEMS AND SAP INFRASTRUCTURE MOVE TO PURE STORAGE

Once the analysis was complete and the technical advantages evident to Agrosuper, the IT Management chose Pure Storage FlashArray//M50 to assemble all its systems. Agrosuper's systems included tailor-made developments plus the entire SAP infrastructure — for example ERP, CRM, BW, Portal, SUP, BO, Solution Manager, SAP NetWeaver, among others — as well as the entire VMware servers' infrastructure.

Once the Pure Storage arrays were deployed, the results were swift and evident. Compared to the previous solution, Pure was significantly faster for carrying out the copy processes to migrate the information towards the new infrastructure.

A main benefit when delivering the Pure Storage solution to the Operational Continuity area was its management simplicity. “With the legacy storage, management was more complex because many actions were carried out by command line, which means longer administration time and greater risk of error. Pure provides simplified and more intuitive management tools that allow greater agility when operating or configuring the platform,” Pozo added.

The objective of Agrosuper's technological renovation project was to arrange and migrate all the information contained in the old storage into the Pure Storage array, together with the update of their processing platform. This was done with the support of the Pure Storage team of professionals.

After this renovation project, Agrosuper decided to acquire two new solutions. A FlashArray//M20, used for SAP HANA applications, was placed in the same data center as the FlashArray//M50, where all production environments were assembled. In a second data center, it deployed a FlashArray//M70 where it has all project environments (development environments plus Quality Assurance), in addition to all the replication of production systems.

“Regarding our metric of cost per terabyte, we set it with the purpose of having a financial indicator that allowed us to validate the TB value presented to the database. This enabled us to compare the new technology with the previous one in terms of costs. With the new FlashArray//M20 and FlashArray//M50 solutions, Agrosuper accomplished compression rates of 3:1 and 5:1, which delivered a very good cost ratio per TB,” commented Pozo.

What's more, in 2017 Agrosuper pioneered the use of the Pure Storage Copy Automation Tool (CAT), seeing the opportunity to streamline its operations and convert key technical resources into direct value for its customers. As part of the CAT test program for SAP, Agrosuper was able to complete the copying and cloning of a 21TB database — a process that usually took days — in just 20 minutes.

The solution is easy to use and is embedded directly within Purity Run, a secure, dedicated and isolated execution environment within the FlashArray. This allowed Agrosuper to execute CAT directly on the array without requiring of any additional hardware to install or manage it.

“The internal process required the use of SAP copies for our most iconic and complex projects and historically takes our IT Operations two or more weeks to execute it,” said Ricardo Alegría, IT Operations Assistant Manager at Agrosuper. “This entails pausing critical projects while the copying process is finished. With the implementation of the Pure Storage CAT functionality for SAP, we expect to drastically reduce that waiting time, which will increase productivity and generate operational benefits throughout the organization. With CAT for SAP, we hope to transform costly maintenance efforts into product innovation and service improvements.”