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## A Leading Logistics Provider Aims to Refresh Its Storage Technology for Improved Performance and Efficiency

Gati Kintetsu Express Private Limited (Gati KWE) is a joint venture company between Gati, India's pioneer in express distribution and supply chain solutions, and Kintetsu World Express, Japan's leading logistics provider. With an intrinsic network that spans the length and breadth of India, Gati KWE has the capability to cover 667 districts out of 671 districts in India. Since 1989, Gati KWE has introduced many path-breaking initiatives that have made the logistics industry in the country more organized. Today, Gati KWE offers integrated express distribution and customized supply chain solutions to customers across diverse industry verticals.

Gati KWE wanted to update its legacy infrastructure, which consisted of Sun servers and older Hitachi systems. The update would allow the company to extract more mileage out of its core enterprise resource planning (ERP) system, called Gati Enterprise Management System (GEMS), and its Oracle ERP application, while simultaneously boosting storage efficiency. It anticipated that this technology refresh would yield significant improvements in system performance as well as savings in the form of reduced data center costs.



### Gati Kintetsu Express Private Limited

#### INDUSTRY

Express Distribution and Supply Chain

#### SOLUTION

Hitachi Unified Storage VM

Hitachi Accelerated Flash

#### SOFTWARE

Hitachi Basic Operating System

#### SERVICES

Data migration services provided by Hitachi

Data Systems Global Services Solutions

#### Benefits at a Glance

- Improved system performance.
- Energy savings.
- Reduction in storage costs.
- Extended life for legacy assets.
- Reliability and availability.
- Scalability.
- Ease of management.

### The Challenges

Gati KWE's IT infrastructure, which consisted of Sun servers and an older Hitachi storage system, limited the company's overall system performance as well as its ability to scale to keep up with the demands of a growing business. The company used GEMS, Oracle ERP and other custom applications to handle the dynamically growing requirements of its business, but the legacy systems constrained them. They found it expensive to provide the power, cooling and data center space required. The company also needed to reduce the time taken for end-of-day reporting and month-end billing activities. The company realized that it needed a technology refresh to support its mission-critical ERP applications adequately. It also was important to enhance overall storage efficiency to sustain the company's operations around the clock.

Through the refresh, Gati KWE aimed for a significantly more efficient IT environment that incorporated dynamically allocated tiered storage. The company further looked to trim its infrastructure footprint and to reduce the strain on its network and backup windows, while cutting its energy and power consumption. Storage virtualization would enable this and give Gati KWE the ability to abstract old and new storage devices into a single storage pool. It also banked on advanced snapshot and cloning capabilities in the new system to address this challenge.

Simplified management of the new system was another aspect that was important for Gati KWE. It wanted to ensure that the IT team within the company could handle this task, without the need for extensive training or specialized support. Since its new storage infrastructure was likely to consist of heterogeneous components, management simplicity was an even more critical feature for Gati KWE. It needed transparent data migration between these heterogeneous

resources to facilitate the ERP applications' uninterrupted access to data.

In essence, by streamlining its architecture, Gati KWE sought to satisfy growth requirements and to simplify operations, thus reducing the total cost of ownership.

### The Solution

The package that Gati KWE implemented consisted of Hitachi Unified Storage VM (HUS VM), along with virtualization capabilities for the legacy storage array.

Designed to bring enterprise-level capabilities to the midmarket, HUS VM offers infrastructure that delivers comprehensive, enterprise-class storage services.

HUS VM allowed Gati KWE to manage its existing and new storage units and to consolidate all of its data on a single platform. It delivered enterprise storage virtualization so that the company could manage its information more efficiently while keeping its storage costs down. It had other storage efficiency features, such as dynamic provisioning, built into it. Together, these would serve to reduce the company's data footprint and to minimize the load on its storage resources.

The HUS VM solution was further equipped with Hitachi Accelerated Flash (HAF), which is composed of flash memory drives (FMD) and flash-optimized software. HAF builds on the many flexibility, performance, reliability and management attributes that are well established in traditional Hitachi storage. The FMD controllers are designed to provide consistently high performance and support higher storage densities than traditional solid state disk (SSD) configurations. The FMD is the physical equivalent of an SSD but with four times the capacity, IOPS and reliability. This significant increase in capacity translated into considerable cost savings for Gati KWE. The company

**Hitachi  
Unified  
Storage VM**

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“ We were looking for a reliable and capable partner at Gati KWE to help us with our storage technology refresh. We needed someone who could work with us to retain elements of the legacy system while adding critical components that would support us completely as the business grew. After we saw the HDS proposal, we knew we had the right solution that was in line with our expectations. ”

*G. S. Ravi Kumar, Chief Information Officer  
Gati Limited*

incorporated a small number of FMD disks to replace the multiple storage disk drives in the legacy infrastructure.

The HUS VM system was configured as a hybrid array that could leverage both flash and hard disk drives. This gave Gati KWE some control over storage costs without compromising on response times and availability. It also provided protection of investment, as the system was scalable on any type of drives. The disk components helped drive down the overall cost of storage while still delivering very acceptable read performance. As the first vendor to propose this optimized configuration, HDS was able to establish an edge over competitors in this area.

The system also was easy to manage, enabling Gati KWE to reduce administration time and to deliver storage levels as and when needed. Virtualization made it possible to assimilate heterogeneous systems under a single platform and into a consolidated capacity pool. By doing this, Gati KWE was able to extend the life of its legacy storage system through improvement of its performance and updates to its features.

The Hitachi Data Systems Global Services Solutions team handled the implementation, created the solution architecture, designed a plan for data migration and oversaw the entire project.

## Benefits

Following the implementation, some of the primary benefits Gati KWE realized included:

- 1) Improved system performance.** The architecture of the solution, along with its features for enhancing efficiency, made it possible for Gati KWE to boost performance across its storage infrastructure. Flash storage further enabled better performance and transaction rates. For example, batch jobs that previously took up to two hours could now be completed in 15 minutes. Similarly, the system completed month-end billing activities in 7 hours compared to 9.5 hours earlier.
- 2) Energy savings.** Data center optimization meant that Gati KWE was able to cut its power consumption also from 2.9 KVA and 9454 BTU/h to 0.9 KVA and 2839 BTU/h.
- 3) Reduction in data center space.** Through the solution's storage consolidation and optimizing features, Gati KWE's data footprint and related data center costs decreased significantly. For instance, its rack space utilization decreased from 24U to 7U. Combined with the reduction in power bills, this yielded a 66% decrease with respect to earlier storage costs in the data center.
- 4) Reliability and availability.** The solution's storage optimization features improved storage response times. This allowed Gati KWE to boost overall productivity. The new system also enabled transparent data migration between heterogeneous storage components but did not affect the business applications' access to data.
- 5) Scalability.** The hybrid storage array in the solution supported both flash and disk drives, making the process of scaling and adding storage capacity easy and cost-effective for Gati KWE.
- 6) Ease of management.** With a converged architecture to consolidate data and applications, the solution lent itself to simpler and painless management. It provided a single interface to make the process of testing and running applications easier.

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