EIS Reduces Costs by 20% and Optimizes SAP by Leveraging the Cloud

About EIS
EIS, a wholly owned subsidiary of Genuine Parts Company, is a North American distributor of various process materials, production supplies, and specialty parts and products for electrical OEM, motor repair and assembly companies. Serving an array of customers across numerous industry segments, EIS supplies over 100,000 critical products from 39 branches and 6 fabrication facilities located throughout North America.

The Challenge
Rapid company growth, combined with a highly complex / high volume diversified electrical components business caused EIS to seek a more flexible set of SAP landscapes to support ECC6. As their on-premises AS400 operating system was nearing end-of-life, prohibiting the full advantage of SAP’s newer technologies, and difficult to find skilled consulting resources to maintain, it was apparent a change in environment was required. To stay aligned with growing business requirements, the company felt it was time to find a cloud service provider who would help optimize and automate their SAP environments, eliminate their on-premises data center operations, create opportunity for additional business agility, and reduce their total cost of ownership.

Why Velocity
EIS evaluated a number of cloud migration and managed service providers using the following criteria:

- Proven SAP expertise
- Rapid migration experience
- Lifecycle application management practices
- SAP implementation, upgrades and enhancement capabilities
- Support for SAP databases
- Proactive application maintenance and administration
- Service levels based on the business-critical processes
- Strategic planning and application roadmap expertise

Velocity’s ability to speak directly to each of these requirements plus a commitment to migrate EIS within six months with minimal disruption appealed to decision makers.
Migration to the Cloud
The entire migration process, from planning and design to production, was completed in six months. EIS and Velocity worked collaboratively to start the design sessions, planning the migration path and determining their ideal SAP environment in four weeks. Once the plan was in place, EIS began working with Velocity's development department to conduct a thorough quality assurance analysis, ensuring they had covered all the bases prior to migration. The plan set specific expectations about when and how to migrate their development, quality assurance, and production landscapes, and Velocity delivered.

Post-migration, EIS continues to leverage Velocity for their managed services and SAP expertise, specifically their technical and functional resources. Velocity continues to review EIS's business processes, and provides recommendations for optimizing operations and enhancing the end user experience. Through the planning, migration, and post-migration phases, Velocity offered a complete solution for EIS.

Benefits: Optimized Application Management
Velocity was able to meet the vision of EIS, and even expand on it. “Everything they said they could deliver, they did,” says Doug Morris, Director of IT, EIS.

The company has gained performance improvements across a number of business areas. One example is the billing/edit report, which used to take 25 minutes to run, now takes 1 minute: time savings of 96%. With this report running three to four times daily, the company saves over an hour each day to reinvest in other tasks. The new-found scalability of the pay-on-demand support directly addresses the peak transactional usage requirements that EIS experiences at the end of each month/quarter.

Realized Results:

- 20% savings in infrastructure costs
- Rapid provisioning of SAP
- Repurposed three full-time employees to other business needs
- 96% time savings with optimized reporting processes

Transforming, hosting and managing their SAP applications in the Velocity Cloud resulted in increased scalability and cost benefits. Velocity optimized the EIS SAP applications management with automation and advanced analytics capabilities to deliver continuous improvement for their application lifecycle. Global functional and technical support has improved the end user experience without straining IT resources.
Extending Capabilities and Modernizing with AWS

As EIS continues to evolve its technology posture they are moving to a hybrid cloud architecture utilizing Velocity’s capabilities to create dynamic sandbox environments on demand on AWS. EIS needed a proven and reliable partner and set of best practices and tools to be able to leverage a hybrid architecture. Velocity’s Cloud Application Management Platform (VCAMP) enabled overnight movement of a multi-terabyte database to AWS on a software defined and provisioned SAP application architecture.

EIS also recently moved its other business unit, operating on Oracle, to Velocity. Since EIS has moved from a traditional infrastructure to a dynamic hybrid architecture, they’ve seen several ways to not only optimize labor but also asset utilization.

About Velocity Technology Solutions

Velocity Technology Solutions (www.VelocityCloud.com), a global enterprise application cloud services leader since 2003, delivers secure, fully managed environments spanning virtual private, public and hybrid clouds. The company’s portfolio includes application-focused cloud managed services, professional services, and analytics-driven cloud software services. Velocity’s expertise in managing leading ERP applications, leveraging the patent pending Velocity Cloud Application Management Platform™ (VCAMP™), gives customers required availability, security, visibility and control at a reduced total cost of ownership. Velocity is headquartered in Charlotte, NC, with facilities in North America, Europe and Asia. Velocity is a portfolio company of Silver Lake Sumeru, a global leader with private equity investments in leading, growth-oriented technology companies. For additional information on the firm and its entire portfolio, visit www.silverlake.com.

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