



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





© 2017 Lenovo. All rights reserved.

Lenovo may not offer the products, services, or features discussed in this document in all countries. Consult your local Lenovo representative for information on the products and services currently available in your area. Any reference to a Lenovo product, program, or service is not intended to state or imply that only that Lenovo product, program, or service may be used. Any functionally equivalent product, program, or service that does not infringe any Lenovo intellectual property right may be used instead. However, it is the user's responsibility to evaluate and verify the operation of any other product, program, or service. Lenovo may have patents or pending patent applications covering subject matter described in this document. The furnishing of this document does not give you any license to these patents.

You can send license inquiries, in writing, to:

Lenovo (United States), Inc.
1009 Think Place - Building One
Morrisville, NC 27560 U.S.A.

Attention: Lenovo Director of Licensing

LENOVO PROVIDES THIS PUBLICATION "AS IS" WITHOUT WARRANTY OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF NON-INFRINGEMENT, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

Neither this documentation nor any part of it may be copied or reproduced in any form or by any means or translated into another language, without the prior consent of Lenovo. This document could include technical inaccuracies or errors. The information contained in this document is subject to change without any notice. Lenovo reserves the right to make any such changes without obligation to notify any person of such revision or changes. Lenovo makes no commitment to keep the information contained herein up to date. Any references in this publication to non-Lenovo Web sites are provided for convenience only and do not in any manner serve as an endorsement of those Web sites. The materials at those Web sites are not part of the materials for this Lenovo product, and use of those Web sites is at your own risk. Information concerning non-Lenovo products was obtained from a supplier of these products, published announcement material, or other publicly available sources and does not constitute an endorsement of such products by Lenovo. Sources for non-Lenovo list prices and performance numbers are taken from publicly available information, including vendor announcements and vendor worldwide home pages. Lenovo has not tested these products and cannot confirm the accuracy of performance, capability, or any other claims related to non-Lenovo products. Questions on the capability of non-Lenovo products should be addressed to the supplier of those products.

Lenovo, the Lenovo logo, System x and For Those Who Do are trademarks or registered trademarks of Lenovo in the United States, other countries, or both. Other product and service names might be trademarks of Lenovo or other companies.

A current list of Lenovo trademarks is available on the web at: <http://www.lenovo.com/legal/copytrade.html>.

Intel, Intel Xeon, Itanium, and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries.

UNIX is a registered trademark of The Open Group in the United States and other countries.

Linux is a trademark of Linus Torvalds in the United States, other countries, or both.

Other company, product or service names may be trademarks or service marks of others.

© 2017 SAP AG or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.