ZENSAR | NETAPP PARTNER

Zensar joined NetApp as an alliance partner to help companies using FlexPod and Zensar's Vinci autonomics platform deliver a feature-rich, agile private cloud with self-healing built into infrastructure and apps.

Zensar and NetApp Accelerate Enterprise Wide Digital Transformation

CUSTOMERS ALL OVER THE WORLD BENEFIT FROM NETAPP TECHNOLOGY AND ZENSAR MANAGED SOLUTIONS

Zensar Technologies is a leading digital solutions and services company with offices in more than 24 countries, partnering with global organizations on their digital transformation journey. It recently partnered with NetApp as part of the FlexPod Managed Private Cloud (MPC) program. Zensar can now deliver the FlexPod converged infrastructure MPC offering, which integrates NetApp® storage, Cisco compute, networking resources, and The Vinci, Zensar's smart autonomics platform. Zensar's vision is to enable its customers to deliver superior experiences faster.

61%
improvement in application performance and uptime

34%
decrease in data center floor space required

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In today's digital era, faster deployment of high-quality experiences is key for businesses to succeed. With the acceleration of technology innovation, coupled with an aspiration to adopt digital business models, organizations face realities that make it challenging to meet business needs. Zensar's Digital Foundation Services bridges this gap by transforming the core and simplifying operations through cognitive automation. In fact, according to Abhimanyu Bhatnagar, program manager at Zensar, "a single pane of truth" is often what customers ideally want to see.

"Traditionally, managing multicloud environments has been a challenge for a lot of our customers because there are different consoles, different teams using those consoles, and different skills that are needed to actually realize the benefit of those clouds," he said.

In combination with the FlexPod® solution from NetApp and Cisco, Zensar integrated its own Vinci autonomics platform, which helps bring together disparate enterprise components into a single, customer-friendly view. Its success is fueled by modernizing data centers and full-stack automation.

"Vinci is our secret sauce," Bhatnagar said. "It is used today to operationalize a lot of digital transformation tracks that our customers are leading with their businesses. A lot of our customers are now moving from a technology-centric operating model to a more business-centric operating model."

WHY FLEXPOD AND VINCI?
To understand the benefits of this solution, it helps to understand the factors behind it. Business leaders continue to lay out mandates for their IT departments. These mandates are often driven by economics: IT infrastructure has to consolidate to save energy costs, and it has to host more applications, share resources across different departments, and become more secure.

These requirements can translate into fewer data centers and consolidated server, networking, and storage resources that can host multiple applications shared by multiple departments. Essentially, the business side wants IT to operate as a service.

In response, NetApp and Cisco developed the FlexPod platform to meet these new realities. FlexPod is a data center platform that hosts infrastructure software and business applications in virtualized and bare-metal environments. The platform has been tested and validated across leading hypervisors and operating systems.

"FlexPod is an obvious choice for our customers because it is a best-in-class technology from NetApp that allows developers and infrastructure administrators to provide an operating environment that is performant, resilient, and highly available," Bhatnagar said. "Our customers love FlexPod. They love it because it's flexible and simple to use."

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Zensar Program Manager

NetApp®

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>
> Abhimanyu Bhatnagar
> Zensar Program Manager

BENEFITS OF THE INTEGRATED SOLUTION FOR CUSTOMERS

In an enterprise—or even in smaller, departmental environments—there are many moving parts: disparate data sources, complex networking systems, various cloud needs, and different storage and security requirements. The list is endless. However, the new expectations are bulletproof reliability and consumer-level ease of use. Everything needs to "just work."

"Customers are spoiled by choices. They want flexibility," Bhatnagar said. "So today FlexPod really plays into our digital infrastructure practice, which allows our customers to develop any app for any cloud and deliver those experiences to any device."

By way of example, Bhatnagar described some of the ways Zensar customers are benefiting from the integrated solution. Currently, Zensar generally focuses on a handful of industries: airlines, manufacturing, high tech, healthcare, insurance, and banking. Even in areas outside these vertical markets, where perhaps Zensar serves more as a managed service provider, Bhatnagar said that the company prides itself on being there for the long haul.

"For one major U.S. city, we manage their whole infrastructure, including routers, switches, all the network components as well as infrastructure components," he said. "We are building a digital citizen framework, which is how we can use Vinci as our managed services platform to sense issues before they are raised by citizens. So we are very excited to showcase this capability for city."

Another example is a healthcare manufacturing company. Bhatnagar said that Vinci is used to predict and prevent defects with medical devices. Vinci is integrated with sensors in the devices that enable remote service management.

Vinci is also used with a U.S. airline company to fully manage its IT infrastructure, including monitoring boarding passes and other processes.

Zensar also works with a global wealth company based in South Africa that has operations in more than 50 countries. Zensar measures the company's digital experience and indexes across the markets it serves. Zensar also measures the behavior of the consumers on the wealth company's platform to provide business intelligence data.

Across industries, Zensar also helps optimize SAP HANA implementations, which benefit from various NetApp solutions.

"We feel that SAP HANA workloads need persistent memory as one of the foundations for better performance," Bhatnagar said. "And FlexPod helps us to achieve that. We leverage FlexPod to run our workloads and also give our customers the ability to scale up with the flexibility that is built into FlexPod architecture.

"For one leading airline, they get at least three times better performance running SAP HANA workloads on FlexPod. So faster performance means better conversion rates for them."

BENEFITS OF A NETAPP AND ZENSAR ALLIANCE

"NetApp has been a fantastic partner for us," Bhatnagar said. "What that partnership has given us is the ability to make our vision possible for our customers."

Whether it's edge-to-core-to-cloud computing or innovative AI work, Zensar wants to provide the tools its customers need to succeed.

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"Enterprises today want to leverage technology to strengthen their core as well as build for the future," he said. "We are leveraging AI to deliver better business outcomes. At the end of the day, we want to enable seamless integrated experience for our customers, next-gen cognitive operating model with built-in self-healing aligned to meet business needs and accelerate their digital transformation journey."

SOLUTION COMPONENTS

ZENSAR AND NETAPP PRODUCTS

Zensar Vinci

FlexPod options:
FlexPod Datacenter, FlexPod Select, FlexPod Express, FlexPod Modular Infrastructure

FlexPod components:
NetApp AFF and FAS systems, Cisco Unified Computing System (UCS), Cisco Nexus switches, Cisco UCS Director

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LEARN MORE

www.zensar.com/service/vinci%E2%84%A2
flexpod.com/

NETAPP.COM/CONTACT   +1 877 263 8277