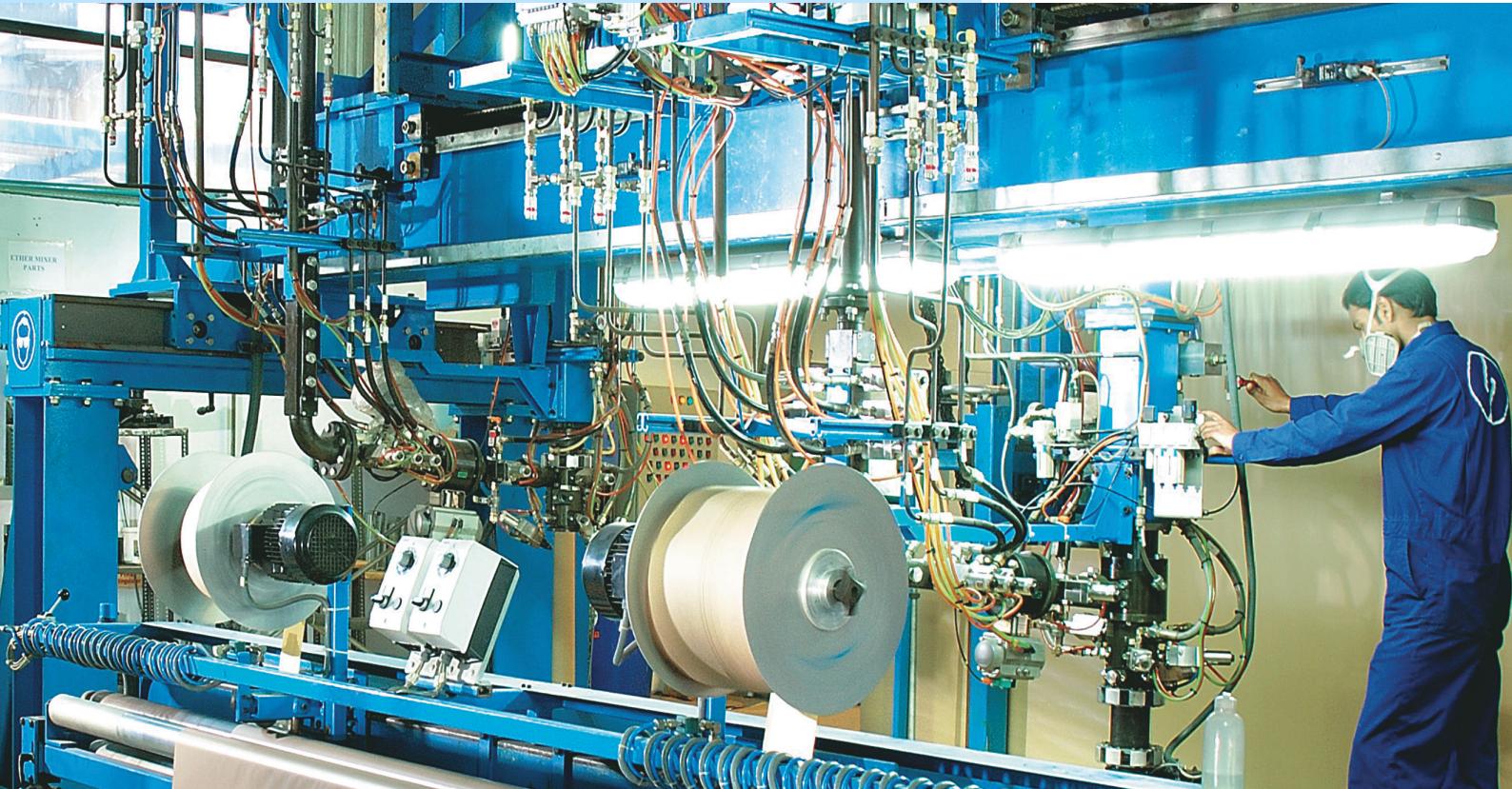# Improved data resiliency helps Sheela Foam sleep better at night

NetApp

SheelaFoam

NetApp ASA storage delivers rock-solid uptime for critical ERP data.

Sheela Foam is India's largest manufacturer of mattress foam, and one of the largest foam producers in the world. Sheela Foam's mattress brand, Sleepwell, is one of the most popular mattress retailers in India, generating $350M in revenue annually with around 10,000 stores across the country.

The company depends on their enterprise resource planning (ERP) system for every aspect of their business, from running and monitoring manufacturing to managing shipment and distribution to retail stores and partners across India. To maintain customer satisfaction and drive consistent sales, Sheela Foam needs reliable, high-performance storage. NetApp partnered with Sheela Foam to modernize their storage infrastructure and deliver 24/7 availability.

10,000 stores worldwide connected to NetApp storage

"NetApp systems are very dependable, and it's helped everyone at Sheela Foam sleep better at night."

Pertisth Mankotia
CIO, Sheela Foam

Business is built on confidence

Just as Sheela Foam's customers depend on their mattress to give them a good night's sleep every night, Sheela Foam relies on their ERP system to make sure that business never stops for any reason. The company has to be confident that data is available at any time so that customers and partners can get the mattresses and foam they need when they need it.

"In a world built around data-driven decision making, our focus is on improving the quality of our data," says Pertisth Mankotia, CIO of Sheela Foam. "At Sheela Foam, our data has to flow efficiently and effectively from our manufacturing units to dealers and distributors to facilitate an integrated value chain."

Sheela Foam's ERP system is a custom-built application that was running on legacy storage. In addition to supporting their primary ERP applications, the company's storage also underpins their VMware virtualization infrastructure. For both their ERP and their VMware workloads, everything is on premises, giving Sheela Foam high performance and control over their storage.

With its continued growth, Sheela Foam recognized that they needed to adopt a modern, robust, and agile storage system that could support the availability and growth capabilities they needed.

"Our system is not just connected to end customers, but to distributors and retailers as well," says Mankotia. "To make sure that we are delivering a high-quality customer experience, our storage needs to be fast, available, and responsive."

Maximizing availability for critical ERP systems

Sheela Foam sought a data management partner that could support their crucial application environment. The company reached out to NetApp, which quickly provided a standby system with professional services to get it installed immediately. The NetApp® all-flash SAN array (ASA) helps Sheela Foam maintain business continuity, and it also provides improved enterprise data management capabilities.

With the ASA A-Series, storage performance has increased by 2x, enabling massive optimizations in shop floor and supply chain efficiency as well as streamlined invoicing and transactions. This improved performance has increased customer satisfaction while increasing efficiency—with zero impact to production workloads. Users had no idea that a change to the storage event took place.

NetApp storage provides the simplicity and resilience that Sheela Foam needs for its business-critical applications. The reliability of the storage backed by NetApp Professional Services gives Sheela Foam the confidence that their applications won't experience unplanned downtime for any reason. NetApp storage is also easy to manage and operate, saving time and effort for Sheela Foam's IT team. NetApp sets Sheela Foam management at ease with specialized consulting, installation, and support.

"Our business is built on trust," says Mankotia. "NetApp systems are very dependable, and it's helped everyone at Sheela Foam sleep better at night."

NetApp products
ASA A-Series storage systems

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