The customer
Meydan is the culmination of Dubai’s vision to create a venue for horse racing as well as an integrated city that is sustainable, environmentally responsible and at the center of the competitive global business stage. It aims to link the world with the Emirate of Dubai through international horse racing and equestrian events, a range of commercial developments, hospitality, sports, entertainment and amusement services, a series of state-of-the-art business parks, residential villa communities, schools, hospitals, business towers with luxury waterfront developments and shopping destinations.

The challenge
Meydan installed its first business-critical SAP ERP platform in 2008 prior to its official opening, however, in the following years due to the impressive growth it wasn’t delivering the necessary performance and couldn’t use the benefits coming with SAP HANA. The organization wanted to refresh the underlying hardware in order to provide faster speeds and enhanced functionality.

“We decided that upgrading to SAP HANA® would give us the features and performance to deliver the best business outcomes across our estate, from the racecourse to our hotels, restaurants and entertainment facilities,” explains Wassim Hamwi, Vice President Group IT Services, Meydan Group. “We therefore needed to find the best hardware platform to support this new software solution.”

The solution
Based on very good results from a HANA Proof of Concept project together with SAP and its consultancy partner Delaware, and following a comprehensive evaluation process, the company selected FUJITSU Integrated System PRIMEFLEX® for SAP HANA® to support its new Business Suite on HANA solution.

“Our business acts more effectively and efficiently as a result of moving to Fujitsu PRIMEFLEX for SAP HANA. We have the ability to create and analyze the information we need with total reliability.”
Wassim Hamwi, Vice President Group IT Services, Meydan Group
The solution
SAP HANA is an in-memory data platform that’s best suited for helping customers like Meydan with performing real-time analytics, and developing and deploying real-time applications. Combined with optimized infrastructure and comprehensive services from Fujitsu, SAP HANA enables instant data access resulting in smarter business decisions and faster response to changing market conditions.

Meydan worked with its SAP implementation partner Delaware and Fujitsu to evaluate the fitting platform for its requirements. It opted for FUJITSU PRIMEERGY RX4770 servers as HANA certified Intel x86 system with four sockets, which provides superior levels of performance, scalability and efficiency. This makes it the ideal platform for running databases and transactional applications, back-end and in-memory databases, as well as data-intensive applications.

“We identified a well-defined topology for the new system and worked together to create a sandbox environment so we could fine tune the requirements and make the productive HANA project as efficient as possible,” says Hamwi. “This meant that, when we were confident with the innovative technology, we could perform the migration quickly without disrupting the business.” Over the course of two days, Meydan was able to seamlessly transition its finance, HR, procurement, sales, manufacturing and other core business functions to this new system, which is typically used by 100 employees.

According to the defined specifications, Fujitsu implemented Meydan’s HANA systems connected with its existing storage systems, using the SAP Tailored Datacenter Integration (TDI) program that allows HANA customers to leverage existing hardware and infrastructure components for their HANA environment. This project was the first cross-vendor HANA TDI project that went live in the Middle East region, another innovative aspect of the project.

The benefit
- With the shift from R/3 to Business Suite on HANA Meydan users can create accurate records instantly for improved productivity and user satisfaction
- SAP HANA runs in-memory, providing optimal speed and availability and acceleration
- Innovative and quality assured Fujitsu SAP HANA infrastructure solution including high-availability for assured business continuity
- Existing storage could be reused and was integrated by Fujitsu HANA experts based on SAP TDI project approach

Products and services
- FUJITSU Integrated System PRIMEFLEX® for SAP HANA® based on SUSE Linux and Intel x86 technology
- Customer specific data center integration of the new HANA landscape into existing Meydan IT environment

The benefit
As SAP HANA is using in-memory technology, the principal advantage in deploying it on Fujitsu PRIMEFLEX for SAP HANA is its speed and availability. Previously, reports of any kind had to be generated by the IT team and could take hours to complete, now every user can create accurate records instantly. That makes for improved productivity and increase user satisfaction.

“Our business acts more effectively and efficiently as a result of moving to SAP HANA and Fujitsu,” continues Hamwi. “We have the ability to create and analyze the information we need with total reliability. Since going live, we have had no downtime or any issues, which means we can focus on the business itself.”

The new infrastructure was implemented in combination with the existing storage system that was an important financial project aspect. Fujitsu SAP HANA and IT experts took special care that via the TDI-based project approach Meydan could combine latest technology with a seamless, risk-free and cost-efficient integration into its IT landscape.

“We are enjoying the speed and broad values of the SAP HANA application as well as the flexibility and stability that Fujitsu has given us,” says Hamwi. “As one of the first Business Suite on SAP HANA deployments in UAE, we are proud to lead with such innovations.”

Conclusion
Meydan now has a robust, scalable and high-performing SAP HANA solution based on Fujitsu infrastructure that can meet the requirements of every part of its fast growing operations, from the racecourse to the restaurants and hotels, ensuring that every guest and resident receives the best possible service. As a result of this success, the organization is exploring other areas where it can work with Fujitsu.

“We’ve started a great collaboration with Fujitsu and now also consider to integrate them into other IT projects because we know they are reliable and easy to manage,” concludes Hamwi.

“Fujitsu has the people who know SAP HANA without having to line up external resources. With that experience and expertise, it made sure that this ambitious migration went smoothly and seamlessly.”

Wassim Hamwi, Vice President Group IT Services, Meydan Group