# HPE GreenLake

# Unlocking business agility in manufacturing

**Stelmet is poised to accelerate growth and transition to a more flexible ERP environment, maintaining its market leadership position**

Manufacturing group Stelmet has become more agile in its operations and ability to fulfill orders. By adopting a modern, cloud-native data infrastructure platform, the company is meeting the changing needs of its business, including a planned migration of its ERP environment to SAP S/4HANA®. Now it can access and manage its growing volumes of data in the most efficient way possible, enabling it to accelerate order fulfillment, focus on innovation, and capture more growth opportunities.

## Maintaining market leadership

Poland-based Stelmet Group has grown from its early days as a local maker of wooden components for garden architecture into Europe's leading manufacturer of timber products for fencing, furnishing, decorating gardens, and more. Now with six production plants, the company exports to more than 25 countries, supplying products to some of the largest garden furniture retailers on the continent.

To maintain this market leadership and support growth, Stelmet needs to constantly innovate its operations to accelerate order delivery and nimbly respond to changing business needs. The company is known for combining its tradition of making wooden components for garden architecture with technology to roll out new designs and make production and operations more efficient.

"We don't just provide quality products. We process and deliver them in large quantities across a broad geographic area without delay," says Stelmet IT director Rafał Ciepliński. "That success has been possible because we've embraced technology as key to our operations."

## Stelmet

**Industry:** Manufacturing
**Country:** Poland

### Vision

Maintain market leadership and support growth by enabling the company to make faster, smarter decisions backed by data

### Strategy

Adopt a modern infrastructure platform that optimizes data efficiency and paves the way for a transition to SAP S/4HANA

### Outcomes

- Fulfills product orders within 14 days of placement
- Reduces processes that require data conversion by 60% to 70%
- Gains data reduction savings of 10.6 tebibytes
- Enables a planned transition to SAP S/4HANA

## Keeping up with increasing volumes of data

Stelmet has always invested in its data infrastructure to support heavy production and expansive distribution. But rapid growth means it is generating larger volumes of data every day. Its ordering system manages large-scale orders from retailers and distributors for 2600 product designs across six categories, creating increasing amounts of administrative and production data.

While Stelmet's previous storage array was not causing serious operational issues, it had reached 75% utilization, resulting in space and performance constraints. The company also wanted an easier, faster way to store, manage, and process data—as well as the flexibility and reliability of a modern data infrastructure.

Likewise, Stelmet had to start preparing to transition to SAP S/4HANA and, therefore, needed a storage array that is SAP HANA® Tailored Data Center Integration (TDI) certified. The company has been using SAP ERP Central Component for its enterprise resource planning environment, but its legacy SAP® applications, including manufacturing systems, are facing end-of-life support. Its current ERP environment also poses challenges, making it difficult to modify product orders once placed.

"Our goal is to have the best possible integration with our customers' systems once we have transitioned," says Ciepliński. "This means we'll need to anticipate future trends and be ready to add further functions."

## Enabling growth by managing data more efficiently

To prepare, Stelmet decided it needed to modernize its data platform so it could optimize data efficiency. Performance was the company's top requirement for the new storage array, together with support. But its ultimate aim was to support growth by enabling the company to make faster, smarter decisions backed by data.

"We take a realistic approach to making decisions crucial to our company's development, to make sure we're well covered and supported even when circumstances change," says Ciepliński.

After running several tests, Stelmet chose to deploy HPE Alletra 6000—not just for its performance but also for the platform's 6-nines availability guarantee.[1] This ensures Stelmet has access to its SAP HANA data and can drive good business outcomes. HPE Alletra 6000 is also an excellent choice for Stelmet because it scales up to 54 SAP HANA production nodes in an SAP HANA TDI environment.

"The sense of security from the combination of these factors and the ease of integration with VMware® hypervisor and our backup system led us to choose HPE Alletra," notes Ciepliński.

Stelmet also acquired VMware licenses, including VMware vSphere® Essentials and vSphere Standard Accelerator Kits, and deployed HPE ProLiant DL360 Gen10 servers to power virtualization, supporting 18 applications and services. The combination of VMware and HPE ProLiant solutions has given the company the performance and efficiency it needs for these applications.

[1] hpe.com/psnow/doc/a00058506ENW?from=app&section=search&isFutureVersion=true

We don't just provide quality products. We process and deliver them in large quantities across a broad geographic area without delay. That success has been possible because we've embraced technology as key to our operations."

– **Rafał Ciepliński**, IT Director, Stelmet

## Providing useful insights and accelerating order fulfillment

With a new data infrastructure in place, Stelmet is better meeting the changing needs of its business and customers. It can efficiently convert data from orders, customers, and other sources into valuable insights, informing product design, inventory, and production.

Data efficiency has also accelerated the fulfillment of orders.

"We've had no problems processing orders, and we have reduced processes that require data conversion by 60% to 70%," says Ciepliński. This is helping Stelmet process and fulfill large-scale orders within 14 days from placement, including for distant markets.

As HPE InfoSight simplifies infrastructure management with an AI-driven operations framework, staff can access and manage data in the most efficient way possible, enabling them to focus more on innovation than infrastructure maintenance.

## Supporting important workloads and enabling new services

The performance and availability of the new data infrastructure have been crucial to supporting Stelmet's operations. All the workloads and applications running in its virtual environment—including email, workflow, supply chain, data exchange, backup, and energy management—are hosted on HPE Alletra 6000 and HPE ProLiant DL360 Gen10 servers.

The new platform enables optimized data storage without compromising on performance, delivering data reduction savings of 10.6 tebibytes while maintaining an average performance of 25% of available capacity.

"We've had a data reduction factor of 11.9 and that gives us plenty of additional space for more services. Seeing how HPE Alletra's performance exceeds our current needs, we can introduce more services and meet our future needs as we continue to expand our business," says Ciepliński.
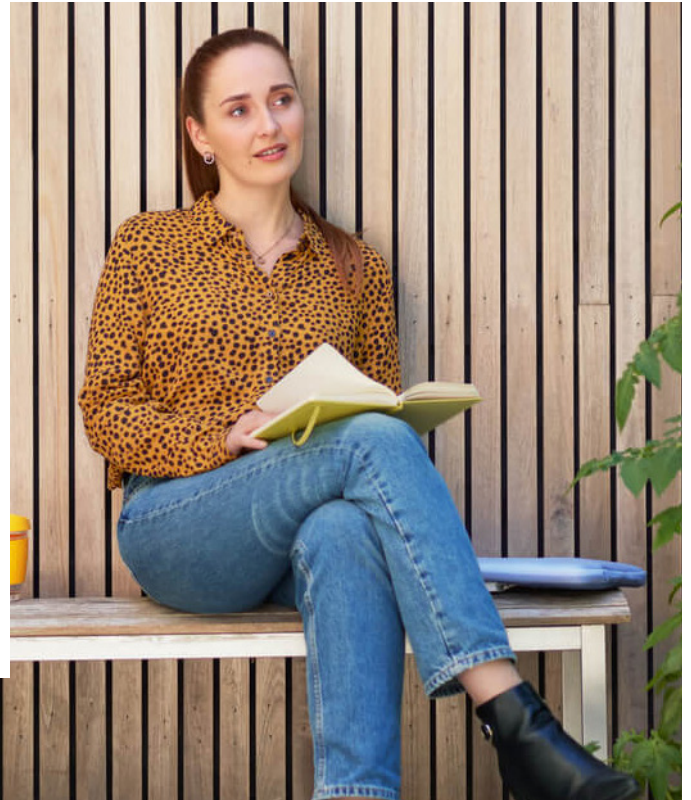
"Our HPE Alletra platform allows us to remain flexible and make necessary changes quickly. It leaves no room for bottlenecks in our delivery of IT services."

> " We always anticipate future challenges and prepare for them in advance so we can make strategic decisions that bring long-term benefits to the company. With HPE Alletra, we believe we can transition to SAP HANA without major problems and support our operations in the new environment effectively and efficiently."

– **Rafał Ciepliński**, IT Director, Stelmet

## Ensuring a smooth transition to SAP S/4HANA

Stelmet aims to migrate to SAP S/4HANA in two to three years' time. That migration is on schedule, and the company is confident its IT resources will not be overwhelmed by its move to a new ERP environment. With HPE's leadership in the SAP HANA space and over 30 years of partnership with SAP, its solutions will provide Stelmet with a perfect starting point for deployment.

"As an organization, we always anticipate future challenges and prepare for them in advance so we can make strategic decisions that bring long-term benefits to the company. Our implementation of a new data infrastructure is a good example of that. With HPE Alletra, we believe we can transition to SAP HANA without major problems and support our operations in the new environment effectively and efficiently."

## Solution

### Hardware

- HPE Alletra 6000
- HPE ProLiant DL360 Gen10 servers
- HPE Fibre Channel Switches

### Software

- HPE InfoSight
- VMware licenses

## Explore more

→ **Learn** more about HPE Alletra

Explore **HPE GreenLake**

**Chat**   **Email**   **Call**   **Updates**

**Hewlett Packard Enterprise**