

Scott Sports accelerates business planning

Deploys HPE ConvergedSystem for SAP HANA

Objective

Migrate legacy Oracle data warehouse to HPE ConvergedSystem for SAP HANA in-memory computing platforms

Approach

Leverage the expertise of HPE service professionals to swiftly migrate Oracle data warehouse to SAP HANA

IT Matters

- Dramatic improvements in processing performance
- Efficient disaster recovery via automated backup
- Initial migration completed in less than 3 months

Business Matters

- Provides the finance department with improved business planning and analytics capabilities to support digital transformation
- Improved and more timely reporting allows more rapid and informed decision-making
- Scalable solution enables additional migrations to SAP HANA



Switzerland-based sporting goods company Scott Sports was founded in 1958 and distributes its high-quality products globally in 82 countries and in about 30,000 stores. Its Oracle data warehouse lacked the performance and analytics capabilities needed to help improve business operations, so after a careful search the company migrated to HPE ConvergedSystem for SAP HANA.

As a leading provider of sporting goods for bicycling, winter sports, running, and motorsports, Scott Sports is a global business with distributed operations. The company was relying on a legacy Oracle data warehouse, but needed to improve performance and reporting to help management continuously improve operations.

Consolidating financial reporting and leveraging this data to improve business operations is essential for providing management in the finance department with accurate and timely business results. The company needed more up-to-date sales information for each of its four product lines so it could identify trends and effectively allocate business resources to improve operations.

“Scott Sports is growing worldwide, and our finance department needed faster access to business results and improved abilities to analyze business performance. Our Oracle data warehouse lacked the performance and reporting capabilities that we needed, so after a careful search we migrated to HPE ConvergedSystem for SAP HANA.”

— Steve Murith, IT Project Manager for Scott Sports

“We had a legacy Oracle database that was no longer delivering the performance or the reporting that we needed,” says Steve Murith, IT project manager for Scott Sports. “We didn’t want to renew our license for the Oracle database and evaluated alternative solutions.” After considering a solution from IBM, Scott Sports selected two HPE ConvergedSystems for SAP HANA.

The company was running SAP Business Warehouse (BW) on the Oracle database and wanted to migrate its existing SAP BW module to SAP HANA. Management also sought to deploy SAP Business Planning and Consolidation (BPC) to provide the finance and operations departments with powerful tools for analyzing business performance.

Scott Sports selected HPE Datacenter Platform SAP Consulting Services to support the migration. According to Murith, “The only way to install the SAP BPC module was to migrate our existing SAP BW from Oracle to SAP HANA, and we selected HPE because of the flexibility of the HPE ConvergedSystem, the strong business relationship in place between HPE and SAP, and the ability to leverage HPE consulting services to augment our internal IT staff in drive a timely and efficient migration.”

Migrating to SAP HANA

Because of the critical nature of maintaining its legacy systems during migration, Scott Sports ran its legacy systems in parallel while migrating to the HPE ConvergedSystem for SAP HANA platforms.

The HPE ConvergedSystem for SAP HANA portfolio consists of optimized systems built to deliver the highest levels of performance and availability for in-memory computing initiatives. It can help businesses like Scott Sports unlock operational efficiencies and turn large amounts of data into real-time, actionable business insights. The company planned to deploy a production HPE ConvergedSystem 500 in a remote location and a second ConvergedSystem 500 in the same location to use for development and backup.

The first implementation was done by creating a sandbox environment where HPE and Scott Sports IT migrated the SAP BW module to SAP HANA. “Scott Sports has worked with HPE for over 20 years, and the collaboration we’ve received has always helped us achieve our IT goals,” states Murith. “We didn’t have the internal expertise necessary for installing and configuring the HPE ConvergedSystem 500 in two locations, so we relied on HPE to drive the migration.”

HPE consulting provided project management and implementation support, and offered expertise on SAP HANA migration so Scott Sports could optimize performance. The company leverages HPE OneView to automate the configuring, monitoring, and updating of the ConvergedSystem 500 environments. The migration began in February, 2016, and by May the ConvergedSystem 500 production environment was running live in the data center, and was backed up to the ConvergedSystem 500 development environments in a remote location.

“We enjoyed working through the migration with HPE because the HPE consulting team was willing to share and transfer its knowledge of SAP HANA so we could quickly build up our internal expertise on our new systems,” says Murith. “HPE empowered us to migrate to our new production and development environments for SAP HANA. Personally, I found it very efficient to work closely with the HPE consulting team because they know perfectly how their hardware operates and also know how to optimize it for SAP HANA deployments.”

HPE Technology Partner MIB also supported the migration by configuring and installing both of the HPE SAP HANA appliances. Established in Switzerland in 1997, MIB SUISSE SA has developed high-value technological solutions based on close collaborations with partners and customers. As a Certified HPE Gold Specialist, this organization offers expertise in a wide range of HPE products and services and provides complex project management services and after-sales support.

Scott Sports also selected HPE Proactive Care Advanced Service to support the SAP HANA solution, giving the organization a single point of contact to help make the most of this new solution. This helps Scott Sports prevent potential problems and stay up to date on current technologies. Products connected to HPE leverage 24x7 monitoring, pre-failure alerts, and rapid issue diagnosis and resolution.

Improving business operations

SAP BW and SAP BPC are now operational, and management has faster access to sales data from worldwide operations. According to Murith, “SAP HANA is now the central point in our business intelligence strategy, and we can provide management, finance, and operations personnel with more timely and insightful reporting so they can improve business operations.”

According to Bruno Fasel, IT Division Manager for Scott Sports, “Scott Sports and SAP have been working together for years, and SAP is a very important strategic partner to us. We have several SAP software tools in place and they serve as the central platform for all our business processes worldwide.”

The company has an aggressive acquisition strategy, and the enhanced reporting enables faster assimilation of acquired companies into the business and provides business analysts with greater abilities to determine its future acquisition needs. This digital transformation is providing management with faster access to actionable information, and greater insight into market and sales trends.

Case study
Scott Sports

Industry
Sporting goods

Customer at a glance

Hardware

- HPE ConvergedSystem 500 for SAP HANA

Software

- HPE OneView

Services

- HPE Datacenter Platform SAP Consulting Services
- HPE Proactive Care Advanced Service

Executives can review sales results and inventory levels, and can leverage the rapid collection and aggregation of critical metrics to guide the development and distribution of its product line. “We have much faster access to data now, and our next step is to adapt our business modeling so we can leverage the power of SAP HANA running on the HPE ConvergedSystem 500 to enable even deeper understanding of management metrics and provide our executives with more actionable information to help them guide our digital transformation,” explains Murith.

He expects that this will enable Scott Sports to accelerate time-to-market for new products. “By enhancing our modeling structure and swiftly providing management reports, we will be able to help each of our business units understand market trends faster. This will help us develop products faster, and allocate our development resources to focus on the products that are most in demand.”

He continues, “We now consolidate business information much faster, and the quality and timeliness of our reporting helps executives improve our planning processes,” says Murith. “With the aid of HPE Technology Services Consulting, our migration and testing process was completed in record time. Within just three months, we were able to migrate, test, and deploy HPE ConvergedSystem 500s and deliver high-quality reports to executives throughout the company.”

This implementation has resulted in swifter access to management information and improved reporting capabilities for the company, and the company is now planning to migrate additional SAP modules to SAP HANA. “The management reports are helping us improve financial and product planning, and we’ve just begun to explore the many more advantages we will get as we build more robust models that will allow executives across the company to more effectively analyze operational results,” he concluded.

Learn more at
[**hpe.com/services/convergedsystem**](https://hpe.com/services/convergedsystem)



Sign up for updates


**Hewlett Packard
Enterprise**

© 2016–2017 Hewlett Packard Enterprise Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for Hewlett Packard Enterprise products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HPE shall not be liable for technical or editorial errors or omissions contained herein.

4AA6-8871ENW, March 2017, Rev. 1