



CMA Group and Codisa are revolutionizing the cloud in Central America

HPE Synergy allows the launch of new products and services for key companies in the region

Industry
Technology

Objective
Improve the cloud service using cutting-edge HPE technology

Approach
HPE Synergy helps the CMA Group and Codisa, whose clients include Software and Consulting Group (SCG), to launch disruptive new services over SAP

- IT matters**
- Improved speed, scalability, and flexibility, along with cost savings
 - Enhanced service levels
 - Fast and easy scalability without changing the service provided to clients

- Business matters**
- Agile and flexible approach to meet the changing needs of the business
 - IT as enabling value



Pioneering and innovative technologies

CMA Group, a pioneering IT company and one of HPE's main channels in Costa Rica, partnered with the Codisa data center to create the first private cloud service in Central America in 2013. Five years later, they were looking to update their services, supported by cutting-edge, innovative technologies from Hewlett Packard Enterprise.

scalability, streamlined operations, and security while generating significant value for their businesses.

Since the launch of the Cloud 1.0 service, the partnership between the CMA Group and Codisa has grown stronger, with over 100 businesses placing their trust in the various cloud services they provide, which are complemented Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS).

Challenge

A successful partnership

In 2013, the CMA Group, a local HPE partner, joined forces with the Codisa data center to launch Costa Rica Cloud 1.0, the first private **cloud service** in Central America. The support provided by the HPE technology has helped businesses in Costa Rica and other American countries to benefit from a service that offers flexibility,

The underlying infrastructure of the 1.0 service was built using the HPE CloudSystem platform, with **HPE BladeSystem** and **HPE 3PAR** equipment. Over time, the equipment has been expanded to meet the needs of a growing customer base.



“Thanks to HPE, Cloud 4.0 is a reliable and robust cloud that can adapt to the needs of the service and our clients.”

– Julio Castilla Peláez, President, CMA Group

“HPE Synergy has allowed us to implement a world-class cloud in the region, a highly competitive platform that puts us on a par with major international players like Microsoft Azure and Amazon Web Services.”

– Julio Castilla Peláez, President, CMA Group



“Three years after the launch of Cloud 1.0 in 2016, as a result of the continuous improvement of our initial infrastructure, we were now running Cloud 3.0. It was then that we decided to take a leap forward with the concept of a cloud of clouds or white box,” explains Julio Castilla Peláez, President of CMA Group. “The project had started out targeting large enterprises. However, the time had come to expand our customer base to include companies with their own cloud or applications hosted by third parties. The focus was on medium-sized companies with between 50 and 750 workstations and those with an opportunity to provide value-added services.”

Solution

Innovation powered by disruptive technology

“While it might have seemed natural to continue adding more HPE blade units, HPE suggested we look at **HPE Synergy**, a disruptive new technology that caused us to rethink our business and service strategy,” explains Castilla. “We saw that HPE Synergy could make us much more profitable when handling multiple virtual machines. The power provided by the HPE Synergy tools and the full suite of products was incredible.”

HPE Synergy provides a single infrastructure for running all workloads. It provides efficiency and control, as well as the ability to quickly deploy IT resources for any workload over a single interface. HPE Synergy, a **software-defined solution**, allows the composition of fluid pools of storage, structural resources, and processing power (physical and virtual) in any configuration and for any application.

After months of analysis, attending international events and studying the latest trends in technology, the conclusion of the CMA engineers was decisive: “We have the right supplier. We need to switch to the new HPE Synergy platform. It is really going to facilitate the operation of the cloud.”

However, Castilla realized that using next-generation technology like HPE Synergy to continue offering the Cloud 3.0 service would leave the full potential of the new platform untapped. These include faster response times, new services with higher availability, an improved user experience, lower costs, and a wide range of third-party tools that can be integrated into the system.

CMA Group and Codisa decided to implement a completely new infrastructure using HPE Synergy 12000 Frame, HPE 3PAR StoreServ 8200 Storage, and **HPE OneView 4.1**, with Microsoft® Hyper-V, VMware vSphere®, and VMware vCenter Server®.

“What started out as a trend a few years back has become a reality. IDC predicts that by 2020, cloud-based services will account for 85% of business IT infrastructure and spending on software in Latin America¹. That’s why we’re committed to upgrading our service at the same pace as the technology,” remarks Castilla on the launch of the new Cloud 4.0 service.

CMA Group and Codisa had the full range of services from HPE Pointnext throughout the full deployment process for the new solutions, critical services for the cloud solution, and training for engineers. Castilla adds: “We have worked closely with HPE from the outset. Its specialists have been essential in configuring the new Cloud 4.0.”

¹ ICT Spending Forecast



Customer at a glance

Hardware

- HPE Synergy 12000 Frame
- HPE 3PAR StoreServ 8200 Storage
- HPE MSA Storage
- HPE ProLiant DL360 Server
- HPE ProLiant BL460c Server Blade

Software

- HPE OneView 4.1

HPE Pointnext

- HPE Proactive Care Advanced Service
- HPE Installation and Startup Service

Benefit

The HPE cloud in Central America

The launch of Cloud 4.0 has not meant the end of Cloud 3.0: “Our goal is for all our clients to migrate to the new platform. Cloud 4.0 clients need 99.9% availability 24x7x365 with SLAs under 20 minutes,” explains Castilla. “We have found some clients who don’t need this level of service, so we plan to retain Cloud 3.0, which is still an excellent, high-quality product.”

Cloud 4.0 significantly increases the options available to businesses and institutions, together with much faster transaction times and access to additional resources almost instantly (within the hour) when needed. Resources can also be scaled back when they are no longer needed. And all this at competitive but highly advantageous prices, given the variety and quality of the services provided.

“We have positioned ourselves as the HPE cloud in Central America, recognized by HPE itself with the award for the best cloud in Latin America in 2017. The competition cannot provide the same service and conditions as we do,” explains Castilla. “We work closely with our clients, from the initial study of their business and needs, managing the full process to migrate to our cloud and providing support every step of the way. We have an extensive portfolio comprising over 14 products and services that only the best data centers can provide, all thanks to HPE solutions.”

Castilla notes that the business has grown by 50% since the launch of Cloud 4.0, leading the company to double capacity since the initial purchase of the equipment. The expansion of the HPE infrastructure has been extremely straightforward and seamless for clients.

A high-performance platform

Part of this growth has come from the use of Cloud 4.0 by SCG, the biggest SAP® Business One distributor in the region. In 2015, SCG had the vision of pioneering the provision of SAP as a service.

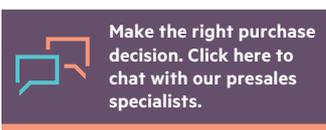
After two years providing the service directly on its own cloud, the company wanted to differentiate itself from other SAP distributors in the region by adding new products and services to its portfolio that went beyond SAP. To do so, it needed a reliable IT supplier that could meet the demanding requirements of SAP and the customer expectations. Guido Goicoechea, CEO of SCG, found the support it was looking for in Codisa and the CMA Group, not only because the 4.0 service was built using next-generation technology but also because HPE Synergy, the first composable infrastructure on the market, was certified for **SAP HANA®** and backed by the latest Intel® Xeon® Scalable processors.

HPE Synergy and SAP HANA provide a perfect solution for cloud service providers running a private cloud environment with multiple workloads. It is a high-performance platform that provides everything organizations need to run SAP HANA, alongside their other applications.

After a 30-day trial that allowed SCG to see the benefits of the solution before signing up for the service, it quickly decided on the Codisa and CMA Cloud 4.0 service for the migration of its customer base and adding SAP as a service to its range of services.

“Thanks to HPE, Cloud 4.0 is a reliable, robust cloud that can adapt to the needs of the service and customers,” explains Castilla. “HPE Synergy has allowed us to implement a world-class cloud in the region, a highly competitive platform that puts us on a par with major international players like Microsoft Azure and Amazon Web Services.”

Learn more at
hpe.com/synergy



✉ Share now

📧 Get updates

© Copyright 2019 Hewlett Packard Enterprise Development LP. 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. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

Intel Xeon and the Intel logo are trademarks of Intel Corporation in the U.S. and other countries. Microsoft is either a registered trademark or trademark of Microsoft Corporation in the United States and/or other countries. SAP and SAP HANA are trademarks or registered trademarks of SAP SE in Germany and in several other countries. VMware vCenter Server and VMware vSphere are registered trademarks or trademarks of VMware, Inc. in the United States and/or other jurisdictions. All other third-party marks are property of their respective owners.

a00066709ENW, March 2019

