



## Bluefin Solutions unlocks hybrid cloud with VMware vCloud Hybrid Service

### CUSTOMER

Bluefin Solutions

### WEB SITE

[www.bluefinsolutions.com](http://www.bluefinsolutions.com)

### INDUSTRY

Global independent consultancy

### LOCATION

London, United Kingdom

***“With vCloud Hybrid Service, we can now seamlessly move data and applications freely across private and public cloud environments. As a global technology company, Bluefin Solutions has always been at the forefront of new and emerging technologies. With The vCloud Hybrid Service we can continue to drive innovation - new ways of doing business supported by new uses of technology. I can now create a full hybrid cloud model based on a technology I know and trust, in support of enterprise workloads such as SAP.”***

Kevin Turnbull, Head of IT, Bluefin Solutions

Bluefin Solutions needs to swiftly move SAP applications from the test and development stage in the public cloud (off-premises), to a live environment in the private cloud (on-premises). They have been building these systems in the Amazon public cloud, but once the test and development stage is complete, there is no way of moving the SAP systems back to on-premises. Instead, the team has to entirely rebuild them, replicating days, weeks, or even months of work.

VMware’s vCloud Hybrid Service is the first solution Bluefin Solutions has come across which enables almost instantaneous transfers between the two cloud environments. It will enable the consultancy to create a full hybrid cloud model based on a technology it knows and trusts.

Bluefin Solutions, headquartered in London, is a leading global consultancy which specialises in SAP implementations. Since its launch in 2002, the company has been managing successful SAP projects for international customers including Premier Foods, Barclays, British American Tobacco, Tata Global Beverages, and Centrica.

### Organisational challenges

Each month, Bluefin Solutions can be managing up to 100 SAP servers, ensuring that its clients’ critical business SAP systems including forecasting, financials, logistics and customer relationship management are implemented quickly, without disruption to their business.

A crucial part of these projects is the test and development phase, a process which Bluefin’s IT team is currently running in Amazon Web Services (AWS).

Building these systems in the public cloud is not a problem, but once Bluefin Solutions has completed the test and development stage, there is no way of moving the SAP systems back to on-premises. Instead, the team has to entirely rebuild them, replicating days, weeks, or even months of work.

Kevin Turnbull explains: “We need to be able to move the SAP applications on-premises as they are fairly resource

intensive and we’d have to pay a hefty price for dedicated resources with AWS, while risking performance issues related to working in a shared environment. A lot of our customers also need to store their data on-premises in accordance with legal requirements. There is absolutely no sense in replicating months of work, but AWS gives us zero capability to export, so it essentially forced us into a slow and inefficient way of working. Yes, there are tools you can use to convert the systems so that you can import / export them out of your existing environment, but in our experience they are almost impossible to use, frequently fail and often result in data corruption. Before vCloud Hybrid Service came along, we were essentially locked into Amazon Web Services.

“This is the first solution we have come across which will truly enable us to move data and applications between the private and public cloud with minimal effort and no complications. We have been searching for a while, but there was nothing else on the market which was suitable. However, once we started working with one of VMware’s partners, Softcat, that all changed.”

### The Solution

Softcat introduced Bluefin Solutions to VMware’s new vCloud Hybrid Service. They claimed that it would enable Kevin and his team to move data between

private and public cloud environments completely seamlessly, using their existing tools and processes.

“We are already running a fully virtualized estate on-premises with VMware vSphere, so this was a completely natural extension of our private cloud environment into the public cloud and meant that we didn’t have to learn how to use an entire new set of tools like we do with Amazon Web Services. It sounded too good to be true, but the process of signing up to the beta trial was very straightforward and I was offered dedicated support from VMware’s sales team,” explained Kevin.

After registering an account for the vCloud Hybrid Service beta programme, Kevin was able to have a VMware environment fully setup and integrated with the beta vCloud Hybrid Service in just two days. Setting up the equivalent with Amazon Web Services could take weeks.

“The vCloud Hybrid Service interface is very similar to our existing VMware solutions, so the team knew how to work with the solution straight away. We started the testing phase immediately, creating an image in the cloud and moving it back to our on-premises VMware environment. This was truly straight forward and simply a case of hitting the right click button and ‘copy’. I had never seen functionality like this and it just knocked Amazon Web Services straight out of the park. There is absolutely no comparison.”

Following the test phase, Kevin and his team then created a virtual machine on their on-premises system and started the migration to vCloud Hybrid Service. “Again, moving the data ran entirely smoothly, with no corruption or data loss, and the performance levels met the tough requirements of the SAP systems,” confirmed Kevin.

### The results

“The first and foremost benefit of using VMware vCloud Hybrid Service is that we will save up to months of man hours on each SAP implementation project due to the fact that we no longer have to recreate the entire system on-premises. We will now be able to simply click on a button and move it across, and do not

need to rely on SAP consultants to help us rebuild the applications on-premises. This will enable us to complete SAP demo and proof of concept projects for our customers in days rather than weeks, while also freeing up consultants to work on other projects.”

Bluefin Solutions has also been seeing an increasing demand from its clients for SAP systems with mobile capabilities. In the past, Kevin and his team had to create a specific demo for each customer in AWS, to demonstrate the functionality in the cloud, before completely rebuilding the solution for the customer in a private cloud environment. With vCloud Hybrid Service, the demo can simply be moved to an on-premises environment, saving weeks or months in project development time.

### The Future

Following a very successful beta programme for vCloud Hybrid Service, Bluefin Solutions is looking to fully implement the solution for both test and development and disaster recovery services.

Kevin concludes: “vCloud Hybrid Service was very easy to set up, did not require us to invest in new technologies, and we had fantastic support from VMware from the word go. vCloud Hybrid Service provides a solution that we have been searching for, for a while. As a global technology company, Bluefin Solutions has always been at the forefront of new and emerging technologies. With The vCloud Hybrid Service we can continue to drive innovation - new ways of doing business supported by new uses of technology. I can now create a full hybrid cloud model based on a technology I know and trust, in support of enterprise workloads such as SAP.”

“We can also see the value of vCloud Hybrid Service for years to come down the line. Currently, all our core systems are on-premises, but once the supporting hardware comes to its end of life, we are looking to move all of our systems to a cloud environment. I have full confidence that we could move all of our business critical applications so that we are running of a complete hybrid cloud environment with vCloud Hybrid Service.”

