



Enhanced security for users with integrated multi-factor authentication



Anytime and anywhere access to applications and user data



Improved Recovery Time Objective (RTO) for applications and user data



Seamless operations at any given time

# VMware Upgraded The Aging IT Infrastructure At JM Financial Asset Management Limited To Support Their Business Growth

Modernizing IT to support business growth

Aiming to achieve increased user productivity, while ensuring a secure, highly available IT environment that is responsive to dynamic changes in business, JM Financial Asset Management Limited commenced on a journey of Digital Transformation with VMware. The VMware team helped the organization deploy a versatile platform that ensures cost-effective scalability, remote user access, and a reliable Disaster Recovery solution.

## Introduction

JM Financial Asset Management Limited serves global customers with an array of portfolio management and advisory services. Like any Asset Management Company (AMC) dealing with varied customer groups, and handling large amounts of finances, the uptime, and security become invaluable to the business. When you are in the business of growing wealth, having deep understanding and sound decision-making capabilities are of paramount importance. Businesses of this nature need to be backed by clockwork operations that ensure flawless execution at any given time. For JM Financial Asset Management, its reputation of being trustworthy helps generate and



JM Financial Asset Management Ltd., formerly known as JM Financial Asset Management Private Limited was incorporated on June 9, 1994. In September, the same year, it was appointed as the Asset Management Company for the JM Financial Mutual Fund. The AMC is sponsored by the JM Financial Limited. All entities are part of the JM Financial Group, having a heritage of over four decades.

## INDUSTRY

BFSI

## HEADQUARTERS

Mumbai, Maharashtra, India

## ABOUT THE PARTNER

Indus Systems & Services Pvt. Ltd. was founded in the year 1998, starting off as a hardware reseller. Today, the company delivers enterprise solutions focused on six different areas of IT - Business Continuity, Core Infrastructure, Network & Security, Mobility, User Devices, and Professional Services.

## VMWARE FOOTPRINT

VMware vSphere® Enterprise Plus Edition™  
 VMware Horizon® 7  
 VMware vSAN™  
 VMware Site Recovery Manager™  
 VMware vCenter Server®

retain long-term business. This trust amongst its customers is built on not only the results of their financial management decisions, but also through assurance of having seamless operations, with robust business processes in place.



For any large organization to ensure seamless operations, a highly structured and reliable IT infrastructure plays a key role. A company that manages several portfolios and performs business transactions daily is at risk of incurring huge losses, if it encounters system failure or any form of security breach.

JM Financial Asset Management was running on an aging IT infrastructure, with traditional Storage Area Network (SAN) and Server Farm architecture. IT management was a daunting task, while future scalability seemed impossible. The existing infrastructure of the company restricted the use of complete capabilities of few applications that had greater potential. Subsequently, acquiring new technologies like software-defined storage and data at rest encryption, also faced resistance due to the IT infrastructure limitations.

The need of the hour was procuring a comprehensive solution from a single solution provider, having easy integration capabilities, with a wide range of offerings. VMware owns an extensive portfolio of software solutions to support multiple IT priorities. Hence, it was a natural choice for JM Financial Asset Management to award the project to VMware.

### The Challenge

For JM Financial Asset Management Limited, business growth and scalability were the primary challenges that could only be resolved by having a robust IT infrastructure. Therefore, the company was looking to modernize its IT, to make itself immune to disruptions and unmanageable shifts in their business landscape.

Modernizing the IT was the core requirement. But there were couple of roadblocks that posed serious threats to the business if the team went ahead with the upgrade. Firstly, every application used by JM Financial was critical for the business. The company could not afford any downtime in its business operations. The second challenge was regarding

user acceptance. The upgrade would change the workflows for many users within the team. To enhance the security of the new workflows, multiple measures, not limited to multi-factor authentication, would be implemented, which was expected to face some resistance by the users. Also, during the entire upgrade JM Financial Asset Management had to strictly follow the compliance requirements and ensure that all data was encrypted.

### The Solution

VMware offered JM Financial Asset Management a complete solution, delivering software that could easily integrate with each other and help the customer iron out all their challenges

"We use several solutions from VMware. By deploying vSphere and vSAN we got rid of the legacy three-tier architecture and now can adopt a more simplified hyperconverged scalable architecture which helped us in reducing the Total Cost of Ownership by 15% and cost of future expansion. VMware Horizon has simplified the complexities of managing desktops and laptops, while enhancing the security of user environment. At times, it's a bit tricky to adopt new technologies if you don't get a right partner. Thankfully, Indus Systems deployed all of it smoothly with the least amount of disruption."

AKET DINGAL  
SVP, HEAD OF IT & CISO, JM FINANCIAL ASSET  
MANAGEMENT LIMITED

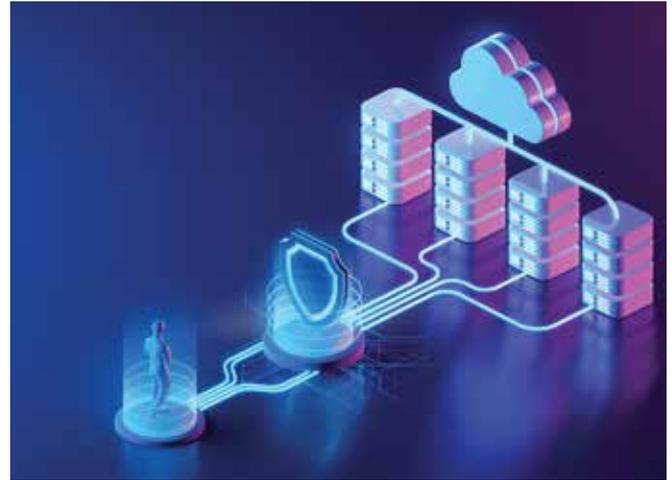


and boost productivity. The VMware vSphere® Enterprise Plus Edition™ was deployed to help modernize the IT- to run on a virtual architecture. The VMware Horizon® 7 deployment offered desktop virtualization of around 120 desktops for the users, enabling them with access to more applications, not limited to their localized resources. The VMware vSAN™ configuration and encryption defined the virtual architecture and workflows on Dell's hardware - a total of 9 nodes were configured on a capacity of 100 TB. To address the critical need for a Disaster Recovery (DR) integration, the VMware Site Recovery Manager™ was set-up, to combat future system failure issues. The VMware vCenter Server® empowered the IT team with centralized management, using a single platform. The team had better visibility into the architecture, the data flow, applications, and the security measures in place.

The implementation was carried out by Indus Systems & Services Pvt. Ltd., a VMware solution implementation partner. The final deployment was carried out in multiple phases, post the acceptance of validation set-up.

### The Benefits

JM Financial Asset Management Limited is now enabled with IT infrastructure that allows integration of the latest technologies, like the software-defined storage, which simplifies management and optimizes future scalability costs. Also, the IT is now equipped with better end user management capabilities with enhanced availability, which ensures greater productivity. On the security front, the Site Recovery Manager ensures redundancy on each level to minimize the impact of unexpected failure with a strong Disaster Recovery plan in place. The single platform for management allows better visibility and offers a window into the architecture, making future integrations more cost-effective and much simpler.



### Looking Ahead

JM Financial Asset Management Limited wants to build an IT infrastructure that is powered by a single IT service provider, to simplify future integration and have a centralized management platform. As a result, VMware is in a great position to help JM Financial Asset Management with any future IT needs, to support its business.



**#JMFinancial** gets an IT upgrade that improves productivity, with a one-stop solution from **#VMware**