

Case Study

NIBCO Transforms IT Into Strategic Business Contributor

Keeping up with the demands of a rapidly growing business had the IT team at Indiana-based manufacturer, NIBCO Inc., considering moving its applications from its data centers to the cloud. NIBCO's IT leadership wanted to modernize the infrastructure and redirect existing resources to projects focused on business value. This was a challenging goal, as a large percentage of time was allocated to data center operations and SAP support.

Through their existing partnership with Dell EMC, leaders within NIBCO's IT team were introduced to the SAP experts at Virtustream, who collaboratively worked to help NIBCO build a business case to consider its options. Ultimately, the team at NIBCO chose Virtustream Enterprise Cloud as its solution, offloading the responsibility of its day-to-day SAP operations to the specialists and realizing considerable flexibility, agility and speed of execution.

About NIBCO

NIBCO, Inc. is a leading provider of valves, fittings and flow control products for commercial, industrial and institutional construction as well as residential and irrigation markets, and has a manufacturing history that spans nearly 115 years under five generations of family leadership and employee ownership.

Serving a global marketplace, NIBCO operates 10 manufacturing facilities throughout the United States, Mexico and Poland. The company has seven U.S. distribution centers and offers more than 30,000 SKUs to its customers. In the last two years, NIBCO has expanded its footprint with the acquisitions of the Sure Seal® and Webstone® brands, substantively extending its reach in the industrial and hydronics markets.

Challenge

As the company grew, the NIBCO IT team was tasked with designing an environment for its mission critical SAP applications that was cost and labor efficient. At the time, NIBCO was relying on its data centers to host these applications, but after evaluating the benefits of enhancing its on-premises infrastructure versus pursuing an off-premises cloud deployment, NIBCO determined that moving to the cloud would be the best fit for the organization.

Due to a business model built on evaluating and pursuing mergers and acquisitions (M&A), NIBCO needed a cloud environment with the speed to support the ebb and flow of the business. Additionally, NIBCO had previously been locked into hardware purchases and leases that set capacity boundaries, leading to higher capital costs and additional maintenance burden.

When examining these two challenges, NIBCO needed a cloud provider that could present a simplified technical landscape while delivering the flexibility, agility and speed of execution that was mandatory for its growth. Additionally, to enable their staff to focus on innovation rather than maintenance, NIBCO needed to select a solution which allowed it to offload the responsibility of the day-to-day operations to experts who knew its mission-critical applications inside and out.

Solution

After carefully evaluating several solutions, NIBCO determined that Virtustream Enterprise Cloud would not only reduce the overall cost and burden on the IT team, but also would improve the performance of its SAP applications.

By placing the responsibility of the mundane, yet important, task of “keeping the lights on” for SAP in the hands of Virtustream, NIBCO was confident its internal staff would receive more time to focus on efficient tasks and applications – both internally and with business partners.

Virtustream’s flexible pricing model also enabled NIBCO to have the flexibility it needed to continue pursuing M&A opportunities, supported by the ability to spin up and spin down as its growing business demands continue to evolve.

The Results

According to NIBCO CIO, Cody Huffines, migrating its SAP applications from data centers to Virtustream Enterprise Cloud has been “truly transformational,” and has enabled NIBCO to begin shifting its infrastructure focus from being primarily a cost center to becoming a strategic contributor to the business.

By entrusting its SAP applications with Virtustream’s SAP-credentialed experts, NIBCO no longer worries about day-to-day operations. And if a member on their account team leaves, Virtustream has the in-house depth and expertise to simply assign another member from a plethora of well-trained resources who are credentialed in SAP. Giving NIBCO the time and resources to focus on creating a more highly available environment, including disaster recovery functions for production landscapes going forward, lessening business risk.

NIBCO frequently engages with Virtustream’s experts to gain insight into how its data and systems are being consumed, and how to best optimize its usage. By utilizing live data capabilities, NIBCO and Virtustream can easily summarize overall system utilization to achieve a greater realization of spend versus benefits against NIBCO’s technology landscape.

Contact

For more information on Virtustream, please contact us at info@virtustream.com or visit us at www.virtustream.com.

About Virtustream

Virtustream, a Dell Technologies Business, is the enterprise-class cloud service and software provider trusted by enterprises worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers and government agencies, Virtustream’s xStream® management platform and Infrastructure-as-a-Service (IaaS) meets the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud – whether private, public or hybrid.

