COMARCH ICT

THE WAY TO DEVELOP
INFRASTRUCTURAL SERVICES

IBM
Business Partner

Comarch makes managed infrastructural services more productive, reliable and flexible with IBM POWER8™, IBM Spectrum Virtualize and FlashSystem mass storage.

A producer and provider of innovative IT systems, Comarch has worked with global customers for more than 20 years now. The company boasts extensive experience with a wide range of industries, including telecommunications, banking, insurance, commerce, IT infrastructure, public administration, production, healthcare services and SMEs, among many others.

Comarch's core business comprises comprehensive services consisting of providing access to and maintaining comprehensive system platforms to cover hardware, software and administrative services. These are delivered with the Comarch Data Center, based on the latest standards and advanced architecture (Tier III and Tier IV), as well as service delivery models, such as IaaS, PaaS and SaaS. The best proof of the quality of Comarch's services is the fact that its contracts are consistently renewed and it keeps attracting new large international customers.

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We use IBM Power servers along with the Spectrum Virtualize solution and IBM FlashSystem storage arrays to provide hosting and managed services, most of them made to order. One of our clients is a leader of the European service industry. Based on standard elements of our Infrastructure as a Service range of products and complementary solutions, we deliver products specific to our customers' industry needs for efficiency, availability, reliability and security"

Marcin Trzaskowski,
Data Center Manager, Comarch S.A.

Comarch provides its customers with 24/7/365 support and monitoring services and prides itself on being able to address any threats and failures instantly. Data archiving and backup processes translate into high security, and our solutions offer the unique advantage of flexible resource management. As Data Center resources are scalable, customers' infrastructure can be readily and quickly expanded whenever needed. We also offer reporting services tailored to customers' needs, based on agreed KPIs, and a full range of deployment and project management services using ITIL, Agile, PMBoK and PRINCE2.

To address customers' hosting needs, Comarch has developed a business-class platform based on IBM Power Systems with POWER8™, a virtualizing solution called Spectrum Virtualize and IBM FlashSystem mass storage. The platform lets us provide, among other things, fully managed solutions for IBM Power Systems, IBM i, Linux, AIX® and others. It is a product dedicated to medium and large enterprises that meets supreme reliability and security standards and helps our customers boost their productivity while also reducing their cost of using POWER-based IBM systems. With the latest infrastructural solutions from IBM, the core of cognitive systems, end customers can now enjoy even higher efficiency and quality of their systems.

Comarch's offer is a perfect choice for any businesses looking to release their IT departments from managing their infrastructure and commit more to their strategic business areas. The access to highly skilled and experienced engineering staff, less complex owned infrastructure and less costly IT systems all make it possible.
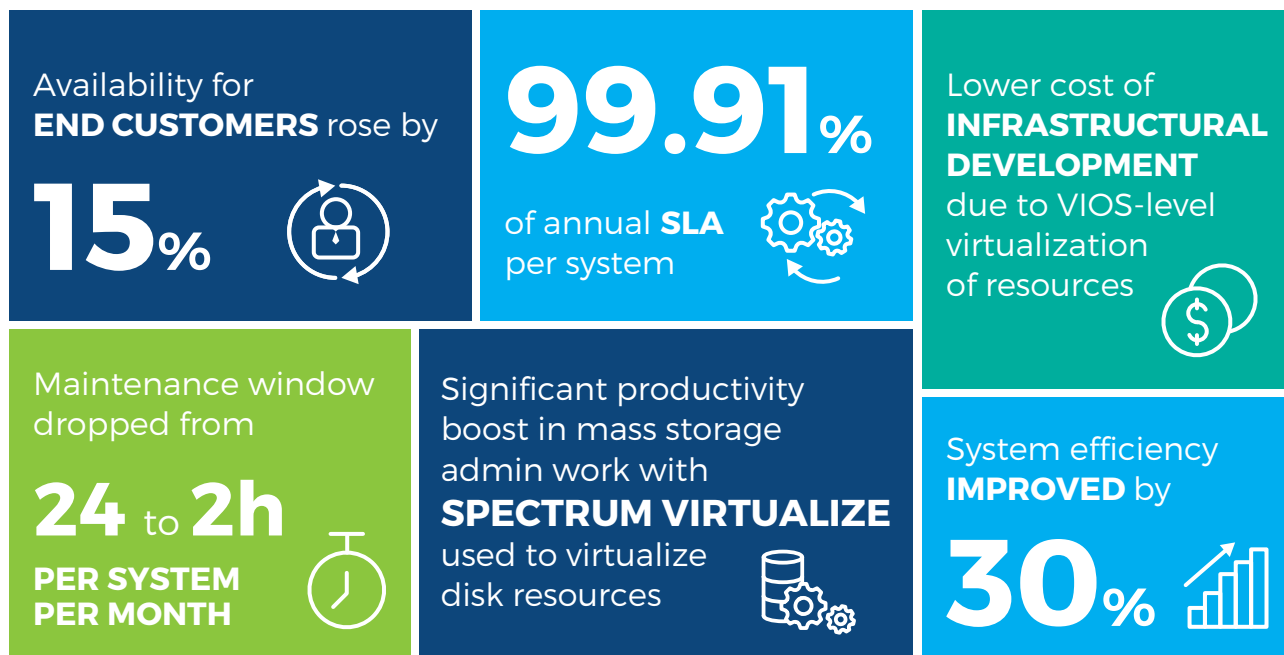
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> With the deployment of IBM Power Systems and POWER8™, the Spectrum Virtualize solution and the IBM FlashSystem it comes with, we provide our customers with greater availability than ever before. With the Full System Replication functionality, backups can be made within the cloned system. There is no need to force the unavailability of the production machine. From a business perspective, the shorter maintenance window results in longer availability of the app for end customers."

Daniel Rembiszewski,
Senior System Engineer,
Team Leader, Comarch S.A.

ADVANTAGES

Upgrading the hosting platform with POWER8™ - based IBM Power Systems along with Spectrum Virtualize and IBM FlashSystem storage arrays.

Availability for **END CUSTOMERS** rose by **15%**

99.91% of annual **SLA** per system

Lower cost of **INFRASTRUCTURAL DEVELOPMENT** due to VIOS-level virtualization of resources

Maintenance window dropped from **24** to **2h** **PER SYSTEM PER MONTH**

Significant productivity boost in mass storage admin work with **SPECTRUM VIRTUALIZE** used to virtualize disk resources

System efficiency **IMPROVED** by **30%**

THE WAY WE'VE MADE IT

The solutions and people behind Comarch's success story

IBM POWER SYSTEMS: THE PILLAR OF COGNITIVE SOLUTIONS

With the high efficiency of the IBM POWER8™-based infrastructure, chunky data pools can now be analyzed at a click. Don't rely solely on your instinct any more. Making a decision based on raw data takes mere seconds. This is a cognitive revolution resting on IBM Power Systems hardware solutions.

IBM POWER8™ technology ensures efficiency needed to analyze large pools of structured and unstructured data in real time so that you can reach information previously unavailable.

IBM Power System servers provide an open innovation platform for variously sized businesses. These are solutions enabling highly productive cloud computing that is both safe and open and is based on innovation generated within an increasingly diverse ecosystem, one that offers a wide range of apps and supports optimization.

IBM Spectrum Virtualize is a proven way to virtualize one's disk resources. The solution allows you to manage all of your storage resources from one interface, separate server-based apps from any changes within the storage infrastructure and use advanced

copying functionalities both locally and remotely (replication). Additionally, Spectrum Virtualize is a great way to facilitate the management of mass storage and cut down on related costs.

The family of IBM FlashSystem mass storage solutions consists of ultra-fast storage arrays that we use to help our clients reduce their costs and improve profitability. The storage is characterized by extremely low lags, scalable efficiency and the capacity necessary to secure information from large data volumes.

Any business that wishes to tap into cognitive systems should pick IBM. The mix of technologies that accelerate business processes, including analytics and solutions as part of key data center needs, drive innovation and support better decisions and actions that lead to foreseeable outcomes. IBM delivers systems that blend large computing capacity, mass storage and smart load management mechanisms.

KRZYSZTOF OSMULSKI, SERVER SOLUTIONS CONSULTANT, IBM POLSKA

Along with IBM FlashSystem storage arrays, IBM POWER8™-based IBM Power Systems offer supreme efficiency, reliability and flexibility. It is a combination of highly efficient computing, fast and safe data relocation and high-speed storage capacity for handling high data volumes. The solution provides for outstanding productivity required by the businesses of the cognitive business era. The features of deployed computing clouds allow businesses to quickly access required environments in the most

optimum of manners. We are talking complementary technologies that make it possible to process large data volumes in no time.

ŁUKASZ WINIARSKI, SENIOR STORAGE SALES SPECIALIST, IBM POLSKA

The deployment of the IBM Spectrum Virtualize solution along with the Flash System storage arrays comes with great technical and business advantages. The increased availability of apps and greater system efficiency combined with lower admin costs for mass storage solutions are key benefits for both end customers and the service provider. The blend of the best software-defined storage technologies and highly efficient IBM FlashSystem storage arrays let us develop a secure, efficient and flexible environment, ready for the dynamically changing needs of Comarch's current and prospective customers.

STANISŁAW DANILUK, CLOUD AND SERVICE PROVIDERS BUSINESS DEVELOPMENT, IBM POLSKA

As Comarch provides end customers with managed services, the latter expect not only business app hosting services that are viable from an economic viewpoint and system integration, but also comprehensive business advice. Currently, true success is available only to companies that provide their customers with expert support and flexible solutions tailored to diverse needs. Comarch is adept at identifying and catering to specific vertical markets and niches. It provides services that stand out not only with their price but also their maturity, flexibility, short deployment times and high reliability.

IBM works with providers of cloud and managed services and offers the best business-class technology and knowledge transfer.

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Our platform operates on the 7/24/365 basis, offering a global reach and high SLA levels ensured by expert engineers. One of the unique solutions offered by the IBM technology is the hardware replication of data between the primary and back-up DCs. In case of any failure, the customer is switched instantly without even noticing that. Compared to software-based products, this solution helps businesses reduce their need for admin work needed to verify data consistency and reduce RPO and RTO."

Marcin Trzaskowski,
Data Center Manager, Comarch S.A.

COMARCH

ABOUT COMARCH

Comarch, a global software provider, also offers reliable services related to IT infrastructure. Comarch outsourcing gives customers access to thirteen Data Centres located all around the world. Extensive international experience and the number of international offices allows the company to offer nearshoring services. The flexibility of our solutions convinced global brands, including Thomas Cook, Heathrow and BP, to establish a long-term cooperation with Comarch. For 23 years, the company has helped them to optimise business costs by using the latest technologies and ensuring the highest data security standards.

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