

# Case Study Nakilat

“Fujitsu has reduced the resources required to run our business, which has led in turn to dramatic cost savings. We have halved our annual IT investment and when you add in the decreased manpower required to manage the SAP environment, further savings are made.”

Hamad Suwaid, Information Technology Manager, Qatar Gas Transport Company Ltd.



### The customer

Nakilat (Qatar Gas Transport Company Ltd.) is a Qatari LNG transport company providing an essential transportation link in the State of Qatar’s LNG supply chain. Its LNG shipping fleet is the largest in the world, comprising 63 LNG vessels and four large LPG carriers. Nakilat operates the ship repair and construction facilities at Erhama Bin Jaber Al Jalahma Shipyard in Ras Laffan Industrial City via two strategic joint ventures: N-KOM and NDSQ. The company also offers a full range of marine support services to vessels operating in Qatari waters.

### The challenge

Nakilat consists of three different divisions: ship-building, transportation and repairs, each of which had its own discrete IT environment. This meant there were myriad servers dispersed across the business, making management and maintenance both costly and time-consuming. The company wanted to integrate its approach to IT for a more efficient and automated experience.

In addition, Nakilat was faced with introducing a fourth part of the business into the equation, making the project all the more pressing. Having decided that migrating from Oracle to SAP HANA would be the best technical solution, the company issued an RFP and evaluated a number of leading vendors.

“Based on our criteria for expertise in SAP HANA projects and hardware performance, Fujitsu was the appropriate choice with regional resources and experience in delivering this type of ambitious project,” adds Suwaid. “We wanted to have one vendor with no third party involvement to undertake this huge migration project to SAP HANA® and Fujitsu proved it had the skills and technology required.”

### The solution

Over the course of three months, Fujitsu planned the careful deployment of FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes in both Nakilat data centers, including disaster recovery. This pre-configured infrastructure solution is based on SAP certified components and includes specialist partner technology, such as NetApp Storage and SUSE Linux, providing Nakilat with an all-in-one SAP HANA platform for the whole business.

### The customer

Country: Qatar  
Industry: Shipping  
Founded: 2004  
Website: [www.nakilat.com.qa](http://www.nakilat.com.qa)



### The challenge

In the past, Nakilat operated multiple servers with six storage devices dispersed across its three main lines of business. The organization had an interest in implementing a consolidated IT environment that would unify the company, reduce operational demands and make Nakilat SAP HANA® equipped.

### The solution

After evaluating numerous vendors, Nakilat decided that Fujitsu demonstrated the best combination of cost-effectiveness, hardware and expertise. It rolled out SAP HANA® using the FUJITSU Integrated System PRIMEFLEX® platform, combined with FUJITSU FlexFrame Orchestrator for SAP as a basis for a highly efficient private cloud.

### The benefit

- Halved annual IT spend while also reducing the amount of resources required to support the system
- Critical business reports which previously took hours to generate are now available in seconds, making the company more responsive and productive
- Nakilat and its joint ventures now have highly available access to the information the organizations need via a secure private cloud
- Management and maintenance have been streamlined and simplified, reducing the burden on the IT team
- Nakilat is now prepared to take full advantage of the latest SAP features

"Fujitsu gave us a well-defined path and made sure we stuck with it. They ensured the project was on time and synchronized all activities regarding infrastructure and SAP services, such as implementation and migration to SAP HANA," says Suwaid. "That type of commitment helped us meet tight deadlines without disrupting the business."

The new SAP platform now enables all internal Nakilat users, as well as the additional joint venture employees, to use the value of SAP HANA for faster and better decision via a secure private cloud powered by the FlexFrame Orchestrator software. This optimized operations management concept facilitates the operation of SAP applications and the SAP HANA platform and makes it faster and more effective. It also simplifies the management of complex SAP environments, optimizing planning, operation and change management.

"We now have an integrated solution for all Nakilat SAP business needs acting as one single virtual environment, meaning we have in-built resilience and flexibility," continues Suwaid. "That gives us total control and visibility of operations."

### The benefit

FUJITSU Integrated System PRIMEFLEX for SAP now provides Nakilat with a scalable and easily managed IT environment that can rapidly provision new SAP HANA-based applications and services. It's a truly end-to-end solution that creates a secure, private cloud with best-in-class functionality and availability.

"Fujitsu has reduced the resources required to run our SAP environment, which has led in turn to dramatic cost savings," remarks Suwaid. "We have halved our annual IT investment and when you add in the decreased manpower required to manage the SAP environment, further savings are made."

### Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU FlexFrame Orchestrator
- FUJITSU Professional Services and project management

Nakilat also enjoys a more responsive and agile business landscape that can produce critical financial and ERP reports much more quickly. This makes for a more productive workforce with data instantly available at the touch of a button.

"There is a huge advantage in terms of speed of reporting. Previously, it could take hours to generate the information we need to succeed; now, it is there within seconds," says Suwaid. "That means we can act more swiftly and manage the business more effectively."

### Conclusion

The Fujitsu solution has made a tangible, positive impact on Nakilat's operations, leading the company to explore other areas where it might extend the relationship. As a result, it is considering implementing Fujitsu PalmSecure ID recognition technology to ensure the security of its buildings. More significantly, Nakilat is also looking at the modernization of its fleet of 67 LNG vessels, each of which has its own IT infrastructure.

"Every one of our ships acts as its own data center operating as a single node, making them vulnerable to system failure. By deploying FUJITSU Integrated System PRIMEFLEX we can ensure business continuity, which will save us a lot of money down the line," concludes Suwaid. "Storage, archiving and security will all exist within an on-board virtual environment with thin clients providing employee access."

**"Our new virtualized SAP HANA platform implemented by Fujitsu makes us more productive and is easier to manage. That means we can work smarter as a company."**

*Hamad Suwaid, Information Technology Manager, Qatar Gas Transport Company Ltd.*

In collaboration with



### Contact

FUJITSU Qatar  
Dubai Silicon Oasis, Opp.  
Academic Cit  
DSOA Head Quarter Building,  
Office 706, C-Wing  
PO Box 341045, Dubai, U.A.E.  
Website: ae.fujitsu.com  
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