Mindtree
A Larsen & Toubro Group Company

Welcome to possible

Mindtree helps a leading American telecom equipment giant to improve the time-to-market of its data center products by 25% and grow business revenue by $37mn

Client * Overview

The client is an American multinational technology conglomerate headquartered in California, US. The firm develops, manufactures, and sells networking hardware, software, telecommunications equipment, and other high-technology services and products. It also specializes in specific tech markets, such as the Internet of Things (IoT), domain security, and energy management.

In addition to the above, the client also offers data center products, consisting of computing hardware, virtualization support, switching fabric, and management software. The data center products are marketed for scalability by integrating many components of a data center that can be managed as a single unit. The client has over 60,000 customers for their data center products.
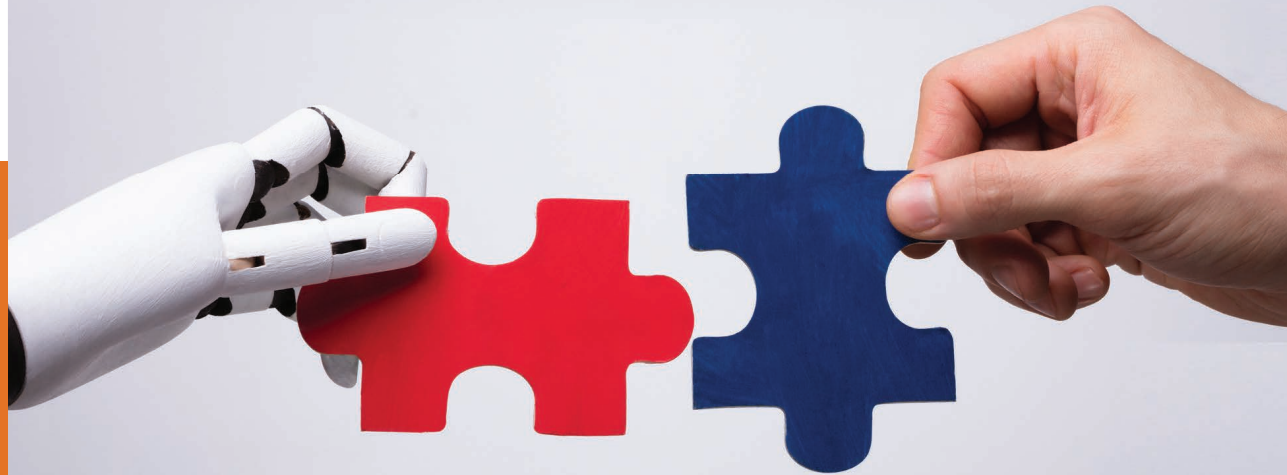
Business
Challenges

- The client was looking for a partner who could provide interoperability across the gamut of devices in the data center and enable consistent high data refresh speed.

- High-speed computing devices (Rack and Blade servers) along with peripheral devices are required to enable high data refresh speeds. Financial institutions and players in the stock market are some of the end customers who require high-speed data refresh across the globe. Hence, there was a critical need to enable the interoperability of peripheral devices with increased accuracy and automation.

- There was a huge combination of hardware that had to be configured and tested to ensure storage and network adapters, third-party adapters, and operating systems mapping are in accord with the data center servers. Hence, there was a need to build a framework to handle the software packaging of the huge support matrix without any inconsistencies.

Solutions Highlights

- Mindtree developed a Python-based automation framework to cover interoperability across data center devices including all types of operating systems (Linux, VMware, and Windows), network adapters, and storage adapters with the data center servers.

- Automatic installation of operating system images on the servers and drivers for peripheral devices.

- Automated the interoperability matrix report for the client's end customer to enable them to make hardware procurement decisions to keep their environment upgraded for higher performance.

- Zero-touch automation that will automatically create Return Merchandise Authorization (RMA) based on the prediction for the hardware.

- The technology used to develop an end-to-end automation tool was Python, MongoDB, JSON, and API automation

Client Benefits

- Faster Time-to-Market: Improved Time-to-market by 25%. Increased the software release efficiency from three to eight releases yearly.

- Customer saw reduction in defects by 30%.

- Reduced L2/L3 support requests by 70%.

- The client appreciated the quality of work done. Mindtree is selected as the sole strategic partner for the client's data center product testing.

- Mindtree's solution with customized automation framework helped the client to win **$37mn** business from marquee clients.

- Mindtree delivered an automation tool that helped the client to get additional revenue of **$37mn** through product license renewals testing.

Customer Accolades

> " Good one team! Glad to see the ecosystem being leveraged & the partnership in high gear. Keep the innovation going.
>
> **- Vice President Engineering, Client Org.** "

> " Supported quarterly release for marquee clients which paved way for winning the large opportunity of around $37.5M. Good job Team, Glad to see all the excellent contributions from the team.
>
> **- Director Engineering, Client Org.** "

About Mindtree

Mindtree [NSE: MINDTREE] is a global technology consulting and services company, helping enterprises marry scale with agility to achieve competitive advantage. "Born digital," in 1999 and now a Larsen & Toubro Group Company, Mindtree applies its deep domain knowledge to 275+ enterprise client engagements to break down silos, make sense of digital complexity and bring new initiatives to market faster. We enable IT to move at the speed of business, leveraging emerging technologies and the efficiencies of Continuous Delivery to spur business innovation. Operating in more than 15 countries across the world, we're consistently regarded as one of the best places to work, embodied every day by our winning culture made up of over 22,000 entrepreneurial, collaborative and dedicated "Mindtree Minds."