

O TELHAR

CASE STUDY



SAP IN AZURE BECOMES A STRATEGIC ASSET

CLOUD MODERNIZATION CUTS IT COSTS NEARLY 60%

SUMMARY

As a significant producer of agricultural commodities in South America, O Telhar is focused on the production and commercialization of agricultural commodities in multiple countries. With operations utilizing SAP in multiple and disconnected data centers, they needed to modernize their technologies to achieve growth and digital transformation objectives. O Telhar wanted to expand their public cloud strategy to improve efficiency, communication among their farms, and provide the agility the business requires. By partnering with COMPAREX, now a SoftwareONE Company (hereinafter referred to as SoftwareONE), O Telhar implemented its most challenging, and transformative project by consolidating their critical SAP workloads on Azure. They immediately gained the speed, flexibility, and security of cloud services, while unlocking new business transformation possibilities including deep analytics, machine learning, and AI. They also benefited from a complete transition of siloed systems to a consolidated and robust Azure environment. They reduced Total Cost of Ownership (TCO) by 60% and gained deep operational insights that helped improve efficiencies across their entire company.

ABOUT O Telhar

O Telhar is one of the leading producers of agricultural commodities in South America. The company is focused on the production and commercialization of soy, cotton, and corn, as well as other agricultural products. The company is active in contributing to the development of agricultural activity to meet growing food demand, with Brazil playing a fundamental role due to its favorable climatic conditions, land quality, and abundant natural resources. O Telhar operates with a sustainable agricultural model, committed to the preservation of the environment as well as the health and safety of its people and communities.

THE CHALLENGE

Following rapid geographic expansion in Uruguay, Paraguay, Bolivia, and Brazil, O Telhar was challenged to accelerate their digital transformation. Dispersed IT locations faced multiple challenges from siloed legacy systems, lack of standardized IT systems, inadequate process and governance, and potential security threats. The scope of investment and time to modernize existing IT systems was unacceptable. To meet the challenge, O Telhar began developing plans for a cloud transition.

THE SOLUTION

When O Telhar decided to adopt Azure as the foundation to their public cloud strategy, they began evaluating Microsoft partners who could bring best-in-class knowledge and Azure expertise. They selected SoftwareONE, a certified Azure Expert Microsoft Solution Provider (MSP), to be the trusted advisor they needed to fulfill their ambition.

The solution would be a complete migration to run SAP on Azure. They would enable new capabilities to access the massive amount of data collected by their farms and unlock deep analytics, machine learning, and AI. Using sensors, and drones for planting analysis and crop development, among other actions, they could fuel the SAP systems with valuable data for decision makers across the company. With certified Azure expertise, SoftwareONE was in a strong position to provide initial customer services guiding their complete journey to the cloud, including assessment, planning, cloud transformation, and extended value through ongoing managed services.

By establishing a dedicated team inside SoftwareONE, a single point of contact was available to handle the customer relationship, including procurement, customer experience, services, and executive relationships. And SoftwareONE continues to provide close cooperation and a customer relationship that delivers transparent advice on software and IT strategy decisions, as well as demonstrated high efficiency in helping O Telhar realize their business vision.

Benefits

- O Telhar has transformed its SAP workloads into a strategic asset
- The company now runs SAP in a robust and innovative cloud environment
- Business growth has reached 21.8% compared to 6.7% in the same period last fiscal year
- Successful migration, consolidation, and cloud modernization has reduced IT costs by nearly 60%

CASE STUDY VIDEO

<https://www.youtube.com/watch?v=781PS1HzYgQ&feature=youtu.be>