




BANCO PASTOR REDUCES COSTS AND IMPROVES SCALABILITY WITH RED HAT, SAP®, AND IBM SOLUTIONS

FAST FACTS

Industry	Financial Services: Banking		Banco Pastor
Geography	EMEA: Headquarters in Spain		
Business Challenge	Improve payroll and human resource systems management and achieve cost savings and performance improvements with an upgrade of the email infrastructure		
Migration Path	From distributed platform to Red Hat Enterprise Linux on IBM System z10 Business Class mainframes		
Solution	The implementation of Red Hat Enterprise Linux running on IBM System z10 Business Class mainframes to run SAP NetWeaver®, SAP ERP, and IBM Lotus Notes software		
Software	Red Hat Enterprise Linux Server v5.3, SAP NetWeaver 7.0 SR3, SAP ERP 6.0 SR3, and IBM Lotus Notes for Collaboration 7.0.2		
Hardware	Two IBM System z10 Business Class mainframes, with three and four IFLs		
Benefits	The new email platform reduced recurrent costs by 30 percent, improved performance for IBM Lotus Notes for Collaboration software and SAP applications, and guaranteed an exhaustive and scalable control of resources		

BACKGROUND

Founded in 1776, Banco Pastor has become the seventh largest banking group in Spain with 4,500 employees and 650 branch offices, and has presence in the US, Europe, and Latin America.

Banco Pastor is a bank focused on relationships, and closeness to the customer is a top priority in all their expansion decision making. The bank has firmly opted for new distribution channels, mainly telephone and the Internet, and it has an active presence in the Spanish market in both direct and Internet banking.

Banco Pastor occupies a prominent position in the Spanish banking sector's rankings; it has the most advanced management systems and a highly effective and well dimensioned organizational structure, flexible and ready to take on the challenges of a rapidly evolving environment. In 2008, it increased its client base by 15 percent from the year before.

Banco Pastor has migrated its critical human resource and email systems running SAP NetWeaver, SAP ERP, and IBM Lotus Notes for Collaboration software to Red Hat Enterprise Linux. Through a combination of Red Hat Enterprise Linux on IBM System z10, Banco Pastor has experienced decreased annual IT costs of 30 percent for the platform supporting its email system, improved performance, and increased scalability for the platforms running its SAP and IBM Lotus Notes applications.

“We have chosen Red Hat for the quality of its solutions and its outstanding technical support. Both Red Hat and IBM have clearly understood our project objectives.”

-Montserrat Torres
computer systems manager of Banco Pastor

BUSINESS CHALLENGE

Banco Pastor looked to update its human resources management system. Banco Pastor desired a new operating platform that would help it to scale with growth, reduce costs, and provide flexibility for the infrastructure supporting those applications.

The bank's email system, based on IBM Lotus Notes for Collaboration software, also needed an updated operating platform base to provide the reliability, security, and efficiency needed to serve its professional workforce, as well as the critical internal applications that rely on the platform.

When making the decision for a new platform, Banco Pastor looked for a robust, reliable, efficient, and secure alternative to service the bank's 4,500 employees and the internal applications that rely on the platform, as well as those that support mail exchange, both internally and on the Internet.

SOLUTION

From the various alternatives considered, Banco Pastor selected an SAP solution for its human resources management system, including its payroll, career, and training systems. As part of the overall IT project, Banco Pastor looked for a new operating platform that would enhance the SAP system's performance, reduce hardware costs, and enable scalability.

Having previously utilized Red Hat Enterprise Linux on distributed platforms, Banco Pastor had great confidence in Red Hat's technology, support, and ability to deliver reliable, secure, enterprise-class solutions at lower costs than proprietary vendors.

This positive experience, coupled with Red Hat's close relationship with IBM and SAP, prompted Banco Pastor to select Red Hat Enterprise Linux as the operating platform for its business-critical SAP and IBM Lotus Notes for Collaboration applications.

Today, Banco Pastor's new SAP and IBM Lotus Notes infrastructure is based on two IBM z10 Business Class mainframes running Red Hat Enterprise Linux 5 - one server with three IFLs and the other with four IFLs. Banco Pastor's selection of Red Hat Enterprise Linux on IBM System z10

reflects the business's need for one of the world's most sophisticated business servers, with the equivalent computing capacity of nearly 1,500 x86 servers, an 85 percent smaller footprint, and up to 85 percent lower energy costs.

"Our consolidation project and upgrade to the SAP system is a critical component of our business strategy, and we needed to ensure that we selected the optimal operating platform and hardware for immediate results and future scalability. We valued the close integration with Red Hat, SAP, and IBM, and with Red Hat's service and technical support, we knew we made the right decision. The performance of our Red Hat systems has matched our expectations as well," said Montserrat Torres, computer systems manager of Banco Pastor.

The SAP platform represented a completely new infrastructure for the bank. Red Hat's scalable solution on IBM System z10 mainframes has enabled Banco Pastor's engineers to maintain maximum control of the platform's growth - a top priority for the company. Once the second phase of the SAP project comes into operation in 2011, the bank intends to expand its Red Hat environment and acquire new systems.

"The proven performance of Red Hat Enterprise Linux on IBM System z allows Banco Pastor to increase their response capability and the availability of their business applications," said Carlos Roldan, IBM System z Manager in Spain, Portugal, Greece, and Israel.

"Through the benefits of Red Hat Enterprise Linux on IBM System z10 Business Class, customers like Banco Pastor can invest in innovative solutions that deliver important cost reductions and improve their services and security."

-Carlos Roldan

IBM System z Manager: Spain, Portugal, Greece, Israel



BENEFITS

The combination of Red Hat Enterprise Linux, IBM System z, and SAP applications has provided Banco Pastor with a significant reduction in annual IT costs, a strengthened ability to scale with continued business and IT platform growth, and the ability to manage resources easily and with optimal performance.

“With our Red Hat solution, we have achieved annual cost savings of up to 30 percent in recurring expenses. But more importantly, Red Hat Enterprise Linux on IBM System z has enabled our IT team to plan the resources required to manage the SAP system in a dynamic way, without having to increase the number of machines, and consequently to reduce the complexity of the platform and control the management costs,” said Torres.

“Red Hat provides proven enterprise-class solutions at an affordable price. We make our IT decisions with our business, the required performance, and the associated operating costs in mind. In that sense, running SAP and IBM Lotus Notes applications on Red Hat Enterprise Linux delivers maximum value to our business.”

Banco Pastor is one of the most efficient banking institutions in the Spanish market and has the best efficiency ratio, achieved through a meticulous management of its resources, including financial, human, and technical resources.

The benefits that Banco Pastor achieved by choosing IBM System z Business Class with Red Hat Enterprise Linux to implement its SAP and IBM Lotus Notes applications includes increased efficiency by maximizing its cost savings, increased control over planning the diverse environments installed within the company, and strengthened control over the platform’s growth, which is one of the bank’s top IT strategic concerns. Banco Pastor has also saved valuable manpower resources in troubleshooting time, allowing its IT professionals to work on other projects to maximize resources.

“We were able to implement Red Hat at substantial savings over competitive offerings and receive premium 24x7x365 support, and in the end all of the improvements will allow us to serve customers better - increasing satisfaction - while controlling mainframe hardware and software costs,” said Torres.

SAP ON RED HAT ENTERPRISE LINUX

To learn more about migrating your SAP applications to Red Hat Enterprise Linux, please email: SAP@redhat.com

To start planning a platform migration to Linux with minimal downtime and to learn more about how SAP solutions on Linux could enhance and integrate into your current platform strategy, please email: MDS@sap.com

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