



INDIA PISTON CASE STUDY

COMPANY OVERVIEW

Anticipating the auto component revolution in India, IPL was formed by the late visionary Mr. S. Anantharamakrishnan way back in July 1949. IPL not only became the first and exclusive autoancillary production house in India but continues to maintain its pre-eminent position by working in close collaboration with domestic OEMs, helping them achieve a firm footing in their engine development initiatives.

India Pistons is one of the flagship companies of the highly-successful Amalgamations Group. The company maintains its leadership position in the domestic automotive market and expands its customer base by consistently scaling up its engineering skills and performance standards.

IPL continues to be the 'top-of-mind' choice of a majority of domestic OEMs, due to its path-breaking innovations in product

design and need-specific enhancements in production processes.

FEEDBACK FROM INDIA PISTON

- Cutting edge technology
- Positive and quick response
- Customized solution
- Cost optimization

THE CHALLENGE:

The automotive company had critical workloads for which security was the prime concern for them. They didn't have a standard co-location partner, and previously they had a third-party DC setup in Chennai that could not meet their dynamic business needs. The company identified security risks and didn't have adequate service for **disaster recovery**. In the event of a disaster, recovering the system would take a long time, which could impact business significantly. "We had a setup in another datacentre and weren't comfortable investing on hardware upfront. We did not want to compromise on performance or security, and thus the hunt for another service provide was on," recalls **Siddharth Rao**, India Piston's Senior General Manager - IT.

THE SOLUTION

India Piston was convinced that they needed a "future-ready" technology platform to support business growth. Leadership evaluated multiple cloud service providers before choosing NxtGen. "We looked at performance, customized solution and cost-effectiveness while evaluating cloud providers, and finally chose NxtGen as our trusted partner. Its pace of innovation, years of experience, track record, business. and the customer-first approach are unmatched," explained Mr. Rao.

Since security was the major issue for India Piston, NxtGen recommended a customized solution that included private cloud and **dedicated hosting**. NxtGen also invited Mr. Rao to visit their datacentre in Bangalore to get a better understand of the service and business.

THE OUTCOME

India Piston is now consuming dedicated service and private cloud from NxtGen, that can support their business growth and expansion. Not only the service but IPL got a hardware makeover with Tier 3 standard. Additionally, the company states that the flexibility and responsiveness of NxtGen is helping it to prepare for more growth. Rao says, "We've seen that NxtGen listens our need and always comes up with positive and quick solutions." After moving to NxtGen, India Piston has also seen cost optimization of around 30 to 40 percent over the year.

INDIA PISTON

Industry: Automotive Company

Solution: Dedicated Service, Private Cloud

Outcome:

- Better security
- Cost optimization
- Tier 3 Datacenter
- **Disaster recovery** to any location



Siddharth Rao
Senior General Manager - IT

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