CASE STUDY
SALEM TUBE, INC

For Salem Tube, an ITAR-compliant SAP Hana instance gets them out of a five-year CapEx hardware purchasing cycle.

OVERVIEW

Salem Tube Inc, a Tubacex Group company, is a leading global manufacturer of high precision stainless steel tubing and Nickel Alloy tubes based in Pennsylvania, USA.

Salem Tube is proud to offer the industry's largest portfolio of high-performance tubing, corrosion-resistant alloys, as well as a commitment to delivering on short lead times and emergency projects. This company supplies tubing to many high demanding markets including Oil & Gas, Aerospace, Nuclear, Food Processing, and Automotive. Products include:

- Hydraulic & Instrumentation
- Chemical Process
- Aerospace & Military Tubing
- High Pressure Tubing
- Nuclear
- High Precision Tubing

In order for Salem Tube to be successful, their technology needs to be highly available and focused around their unique needs as a leader in the industry.

CHALLENGE

Salem Tube was deploying a new SAP Hana instance and needed an ITAR-compliant environment. Their current on-site technology environment was aged and did not meet standards for ITAR-compliance.

Other Factors

- Required ITAR-compliance
- Required NIST 800-171 capability
- Secure accessibility from multiple locations
- Highly redundant network
- Maximum uptime and availability

Business Solution

Due to our consulting and professional services, combined with our experience deploying solutions in the Azure Government cloud – and previously successful SAP Hana deployments in Azure – we were the best option for Salem Tube.

Microsoft Gold Partner

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ABOUT US

We are not your typical IT provider, and we mean it!

As an IT consulting company, we see technology as an enabler, not the answer for everything. Our Team's hard work and dedication to that principal makes all the difference for our clients. We don't start with technology; we start with understanding. Our clients see that we are more thorough and that we take the time to communicate with them, their management, and their staff to deliver technology needs aligned with their business goals. Our clients say it best: "they don't work for you; they work with you."

SOLUTIONS

InsITe was able to quickly deploy a functional Azure environment, securely connected to Salem Tube's premise in just a few days.

We created a virtual environment in Azure Government that allowed for SAP to be deployed on an ITAR-compliant platform while granting the access required for the implementation team to set up SAP with minimal interruptions.

Microsoft Azure Government Cloud is a certified platform for SAP Hana hosting, with no additional on-premises hardware footprint. This SAP Hana deployment also gets Salem Tube out of a five-year CapEx hardware purchasing cycle.

Azure Government platform was chosen to host the Virtual Machines and networking to allow for a flexible, scalable solution while maintaining compliance requirements. A third-party virtual firewall was also implemented in the Azure Government tenancy to match the firewall product line that Salem Tube had already invested in onsite to provide simplicity in WAN connectivity.

InsITe provided the Azure government subscription and configured the Azure Virtual Machines, Azure Virtual Networks, and connectivity, as well as Azure Backups to create a complete hosted environment for their SAP Hana application.

100%
ITAR Compliant

99.999%
Uptime

BENEFITS

● **ITAR compliant environment**
The Azure-hosted server environment is 100% ITAR compliant, only allowing U.S.-based resources access to any components of the infrastructure.

● **NIST 800-171 capable**
The new cloud-hosting environment is fully capable of reaching complete NIST 800-171 requirements. Ongoing effort to complete the goal is being performed by InsITe security experts.

● **Secure accessbility from multiple locations**
Salem Tube is now able to access their new SAP Hana environment from anywhere, anything while maintaining maximum security for their data and information assets.

● **Highly redundant and available infrastructure**
Microsoft guarantees 99.999% uptime with this new server infrastructure. InsITe also performs ongoing maintenance on the environment to ensure the applications also maintain this uptime.