Fujitsu & SAP Partnership

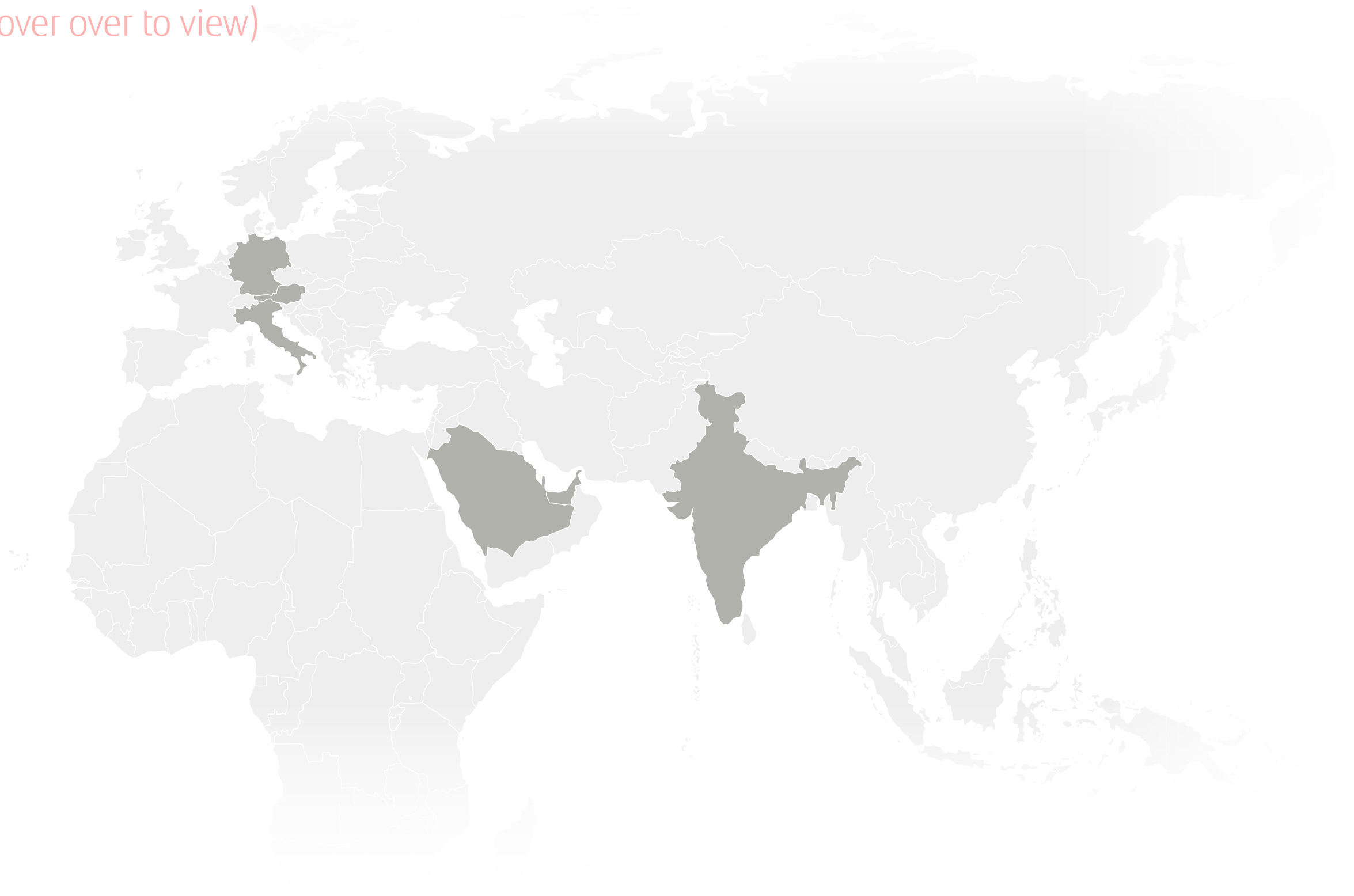FUJITSU

shaping tomorrow with you

Introduction

Fujitsu's relationship with SAP stretches back many years to the founding days of SAP AG and the global technology alliance with Fujitsu Siemens Computers. The formal Fujitsu/SAP AG partnership now operates at both a local and global level.

As well as our Global Technology Partner status, which was achieved in 2000, we also have been a Global SAP Services Partner since 2006 and were named a Global SAP Hosting Partner in 2007. With this, Fujitsu is one of the very few SAP partners to achieve global partnerships in Technology, Services, and Hosting.

Fujitsu can provide a compelling end-to-end service and technology offering to customers worldwide, incorporating the latest SAP solutions as well as first-hand support, while also ensuring that our own product development remains closely in line with that of SAP. This combined offering enables companies anywhere around the globe to successfully shape their digital transformation and boost competitiveness by optimizing their overall operations using SAP's business applications based on Fujitsu's cutting edge, high reliability platform products and consulting, implementation and integration services.

Locations (hover over to view)

Remmers Baustofftechnik GmbH

"The task of improving the performance and availability
of our system landscape is becoming increasingly
challenging. FUJITSU and SVA help us to keep up
with these demands."

Heiner Stalling, IT Manager
Remmers Baustofftechnik GmbH

Remmers Baustofftechnik GmbH

The challenge

Remmers Group needed to provide an efficient reporting system for sales and accounting departments dealing with a variety of currencies. The system needed to support and control the supply chain in one of Europe's most state-of-the-art logistics centers.

The solution

FUJITSU and its SELECT Circle Partner, System Vertrieb Alexander GmbH (SVA), provided the hardware the company needed to migrate to SAP and convert to Linux and SAP-based solutions.

The benefit

- Enormous data volumes can be processed very quickly
- Business data can be accessed in real-time, so decisions can be made faster
- Converting to the new infrastructure has enabled the company to use the latest generation of SAP applications
- Investing in the latest technology ensures that the company is well prepared for future market developments

Products and services

Data center

- 2x FUJITSU Server PRIMERGY RX300 S7
- 4x FUJITSU Server PRIMERGY RX500 S7
- 4x FUJITSU Storage ETERNUS DX

- 1x FUJITSU Server PRIMERGY RX100 S8
- 1x FUJITSU Server PRIMERGY RX500 S7
- 2x FUJITSU Storage ETERNUS JX 40
- FUJITSU Deployment Service for SAP HANA®
- 100x FUJITSU Notebook LIFEBOOK E754 per year
- FUJITSU Migration Service for SAP and SAP HANA®

For SAP HANA®

- 1x FUJITSU Server PRIMERGY RX2520 M1 12x 3.5 inch
- 2x FUJITSU Server PRIMERGY RX4770 M1

Customer overview

The Remmers Group is a successful medium sized family company based in Löningen, a town in the west of Lower Saxony, Germany. It employs over 1,400 people and is an established premium supplier for the building sector, offering around 400 system products with a focus on structural, wood and flooring preservation. With 16 subsidiaries and sales partners, the Remmers Group has a commercial presence in over 40 countries across Europe and Asia, and is exhibiting strong, sustained growth on both a national and international level. Remmers Baustofftechnik is responsible for development, production and sales.

Siemens AG GS IT

"Together with Fujitsu we have developed a solution for supplying SAP HANA systems to our customers in a standardized and automated manner, in a very short space of time. The cooperation with Fujitsu was excellent."

Dr. Jürgen Droletz, Project Management
Siemens AG GS IT

Siemens AG GS IT

The challenge

All the SAP systems at Siemens' central data center were to be migrated to SAP HANA® and additional SAP HANA systems were to be provided. The key requirement for a joint project between Siemens and Fujitsu was the assurance to install the systems quickly and to a high standard in a fully automated manner.

The solution

To meet these requirements, the data center team at Siemens AG entered into a joint project with Fujitsu:

- The associated detailed technical requirements were worked out together
- A suitable infrastructure was developed to provide the hardware basis for the SAP HANA systems (HANA Power-Block)
- A solution for the automated provisioning of a storage infrastructure, including snapshot and clone technology, was designed and implemented

The benefit

- Rapid provisioning of SAP HANA® systems
- Low operating costs as a result of increased standardization of the SAP HANA systems and infrastructure with potential sources of error reduced to a minimum

Products and services

- 50x FUJITSU Server PRIMERGY RX4770 3TB
- 4x FUJITSU PRIMEQUEST 2800B
- SUSE Linux Enterprise Server
- 3x FUJITSU Storage ETERNUS DX600 with 480 HDDs each of 900GB SED each (HANA production)

- BROCADE SAN/LAN infrastructure
- Firewall systems
- Consulting services
- Design services

Customer overview

Siemens AG (Berlin and Munich) is a global technology powerhouse. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitization. The central data center of Siemens AG is responsible for hosting and running the company's business-critical applications.

VBH Holding AG

"Fujitsu provided us with highly professional
support and consulting services when migrating
our Business Warehouse system to SAP HANA."

Oliver Maisch, CIO
VBH Holding AG

VBH Holding AG

The challenge

VBH found that its Business Warehouse system was no longer performing satisfactorily. Data queries often took several minutes, testing employees' patience and slowing down service and sales processes. To resolve the situation, it decided to implement SAP HANA® in-memory database technology.

The solution

As part of a PoC, Fujitsu set up a production environment based on a virtualized HANA system. Following extensive tests, PRD and DEV were set up in parallel. Fujitsu provides the technical infrastructure in its high-security, certified data centers in Germany and handles the operation of the entire SAP HANA architecture.

The benefit

- PoC enables extensive tests without impairing ongoing operations
- SAP HANA significantly increases performance of Business Warehouse system
- Customer data called up in seconds thanks to in-memory technology
- Analysis and evaluation of large quantities of data during complex reports improve management of customer relationships
- Professional and reliable operation of the SAP HANA infrastructure in high-security, certified data centers in Germany

Products and services

- Comprehensive project management
- Close collaboration with customer to adhere to the very challenging schedule
- Set-up of a PoC environment for the PRD system on SAP HANA
- Backup configuration and system management
- SAP release upgrade for the PoC environment and migration of the database platform to SAP HANA using SAP DMO

Customer overview

The VBH Group deals in all forms of building hardware. For 40 years, the market's leading building hardware trader has been providing industrial companies and tradespeople with everything they need to manufacture and install windows and doors. In addition to an extensive and demand-oriented product range and a wide variety of brands, the company also offers a comprehensive service portfolio – from an online customer portal to a web platform for the CE marking of windows and doors and a customer-specific product catalog at the touch of a button.

DPD

"Only systems that function smoothly
help us to make the correct decisions
based on valid data."

Stefan Grundmüller, Team Manager SAP BI
DPD Geopost GmbH

DPD

The challenge

Speed and reliability are important factors when delivering letters or packages to retailers and consumers.
DPD must therefore continuously optimize the quality of their services and the underlying business processes.
Data analysis plays a special role in evaluating quality and processes. However, it can only unfold its full potential
if the results are available as quickly as possible.

The solution

Migration of the SAP Business Warehouse to SAP HANA infrastructure.

The benefit

- SAP hosting and SAP HANA from a single source
- Investment protection thanks to comprehensive and free-of-charge test options in the SAP HANA Demo Center
- Accelerated data scanning time (more than 50%)
- Reduced monthly load runs
- Accelerated data provision for monthly reports by a factor of 5.75
- Shorter reaction times permit faster intervention
- Reduced storage volume

Products and services

- Test phase in the SAP HANA Demo Center run by Fujitsu with detailed test scenarios
- Updated system scenario to NetWeaver 7.3
- Migrated the SAP BW to SAP HANA infrastructure
- Optimized storage space assignment

Customer overview

DPD Dynamic Parcel Distribution GmbH & Co. KG is one of the leading parcel and express service providers, transporting 2.5 million packages within an international network on a daily basis. More than 24,000 employees and 18,000 vehicles in approximately 800 depots serve customers in more than 220 countries.

Publiacqua S.p.A.

"SAP HANA® will allow us to bring in operating and management reporting, while cutting development times and associated infrastructure costs, thereby improving business reporting performance."

Luciano Caroti, Head of IT Systems
Publiacqua S.p.A.

Publiacqua S.p.A.

The challenge

Publiacqua launched a technology audit with an eye to building a business intelligence environment that is flexible, fast and helps optimize business processes. The main goal of the project was to consolidate operating and management reporting – together with strategic planning – within a single data warehouse architecture capable of handling a growing number of users.

The solution

SAP HANA® was integrated into existing SAP systems using a multi-node configuration, allowing the client to use business warehouse datasets that will run faster thanks to SAP HANA®. At the same time, development tools will be used to gradually build an application architecture, which is both robust and flexible.

The benefit

- Consolidation of business intelligence environments
- Faster and more flexible reporting
- A greater number of users can access the system
- The TCO of business intelligence infrastructure has fallen
- Guaranteed system recovery in the event of component fail

Products and services

FUJITSU Integrated System PRIMEFLEX for SAP HANA®
- FUJITSU Server PRIMERGY systems (incl. failover node)
- NetApp 3240 storage
- Detailed support on infrastructure planning and extensions

Customer overview

Since 1 January 2002, Publiacqua S.p.A. has been contracted to manage the integrated water services for Italy's 'Local Authority Water Board No 3 – Medio Valdarno'. The company has 648 employees, turns over €160 million and provides services across four Italian provinces (Florence, Prato, Pistoia and Arezzo) and 49 municipalities, serving around 1,277,000 people across more than 380,000 properties. Publiacqua's role ranges from producing and selling drinking water, to filtering and managing sewers, chemical and biological laboratory checks, and the assessment and management of partnerships pertaining to its core business.

KÜNZI S.p.A.

"In six months we migrated our management
system to SAP Business One on HANA, based on
a Fujitsu platform. The speed and performance
of the new environment has had a real impact
on the business."

Mirco Raschetti, Chief Operating Officer
KÜNZI S.p.A.

KÜNZI S.p.A.

The challenge

Operating in Italy, KÜNZI S.p.A. imports and distributes domestic and professional kitchenware and leisure items, dealing mainly with specialist resellers. The company's entire business depends on efficient data management and in-depth analysis. The need for real-time business and financial reports was the main driver of the switch to SAP Business One on HANA®.

The solution

As an early believer in SAP's in-memory technology, Fujitsu now has extensive experience and has made it a point of differentiation with a market share of 95% in this environment. The brand's reputation, extensive product range and Linux support led KÜNZI to choose a solution that in two years has already seen a 30% increase in orders processed.

The benefit

- Overhaul of an obsolete management system
- Faster and more flexible production of reports
- Staff can generate business and financial analyses themselves
- Greater scope for negotiation with suppliers and partners

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA® (SAP Business One) 128 GB
- FUJITSU Server PRIMERGY RX300
- Full pre-installation of the system at the factory
- SUSE Linux Enterprise Server operating system

Customer overview

Founded in Milan in 1936, KÜNZI S.p.A. specializes in the import and sale of products for home and professional kitchens, as well as leisure items. In addition to the exclusive rights in Italy to the Victorinox brand, KÜNZI has a catalog of about 8,000 products from about 60 manufacturers around the world, ranging from small items to large products such as professional blenders, charcoal ovens and slicers. With a staff of about 70 people, the company caters mainly to large retailers and resellers.

SAP Academic Competence Center Vienna (ACC Vienna)

"Having SAP Business Suite running on Fujitsu PRIMEFLEX
for SAP HANA has given us a solid, reliable foundation that
we can use both for professional research and to provide the
best possible education to our students. It makes it much easier
to explain SAP In-Memory technology to the students and will
drive our forward-looking research programs."

Prof. Dr. Alexander Redlein, SAP Academic Competence Center
at Vienna University of Technology

SAP Academic Competence Center Vienna (ACC Vienna)

The challenge

Adapting and expanding the IT infrastructure to cope with increasing user numbers and the latest SAP technologies (SAP Business Suite powered by SAP HANA). Ensuring both hardware and software are up to the latest technological standards.

The solution

Running SAP Business Suite on Fujitsu Integrated System PRIMEFLEX for SAP HANA to support teaching and research.

The benefit

- Access to a range of SAP systems
- Ability to teach in virtualized environments using the latest technologies
- Concepts, infrastructure, implementation and support from a single source
- Future-proof investment as the infrastructure can be expanded flexibly

Products and services

FUJITSU Integrated System PRIMEFLEX for SAP HANA®

- 1x FUJITSU Server PRIMERGY RX600, 1TB memory
- 4x FUJITSU Server PRIMERGY RX300 (2 CPUs, 72 GB memory)
- 1x FUJITSU Storage ETERNUS DX80 S2 (20 x 300/15k 3.5" SAS disks)
- Fujitsu SolutionContract PRIMEFLEX for SAP HANA, 9x5 maintenance, 36 months
- 24x7, 8h recovery time maintenance contract for the other SAP systems

Customer overview

Vienna University of Technology is Austria's largest research and education institution focused on the natural sciences and engineering. Its campus is also home to the SAP Academic Competence Center Vienna (ACC Vienna). As part of its contractual relationship with SAP Österreich GmbH the ACC supports around 160 schools and universities in Austria, helping them to utilize SAP software in their teaching and research programs. The ACC Vienna is the first port of call when any of the connected institutions has a query related to curriculum creation, research and teaching with SAP software.

paysafecard.com Wertkarten GmbH

"Our fraud detection experts could not do without SAP Business Warehouse and the enormous boost to performance provided by SAP HANA® and FUJITSU."

Christian Ganner, SAP Application Management
paysafecard.com Wertkarten GmbH

paysafecard.com Wertkarten GmbH

The challenge

Migrate the database containing the card and transaction data for paysafecard's prepaid cards to SAP HANA® to speed up the provision of data and enable real-time analyses.

The solution

Back in 2012, paysafecard initially migrated SAP BW to a SAP HANA database based on Fujitsu hardware. This was followed in 2014 by the migration of the SAP Business Suite to HANA with the FUJITSU Integrated System PRIMEFLEX® for SAP HANA® for R/3, which comprises two FUJITSU Server PRIMERGY RX600. The HANA system for BW was expanded at the start of 2015. Today, the FUJITSU Integrated System PRIMEFLEX for SAP HANA is used, which is made up of two FUJITSU Server PRIMEQUEST 2800B servers.

The benefit

- Quicker provision of data in SAP Business Warehouse: Data from the previous day is processed in one hour and loaded to BW
- Faster reporting: Comprehensive reports in under 10 seconds
- Increased user-friendliness: Ad hoc queries with reliable response times
- Restricted complexity: Most requests are processed via a single transaction table. No more database optimization required for specific requests/selects
- Compliance ensured with anti-money laundering regulations

Products and services

- Business Warehouse on SAP HANA: 2 x FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, comprising: FUJITSU Server PRIMEQUEST 2800B (2TB) and each with 1 x FUJITSU Storage ETERNUS JX40 with 18 x 900 GB/10 SAS
- Business Suite on HANA: 2 x FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, comprising: 2 x FUJITSU Server PRIMERGY RX600 with HD SAS 6G 600GB 10K HOT PLUG 2.5" disks (internal)

Customer overview

paysafecard.com Wertkarten GmbH (the holding company for all paysafecard companies), www.paysafecard.com, is headquartered in Vienna and has subsidiaries in cities such as London, Düsseldorf, Lucerne, New York, and Buenos Aires. It was founded in Austria in 2000. The company's core product, paysafecard, is now available in over 500,000 sales outlets in 42 countries around the world. It is a prepaid payment solution for the internet that anyone can use, and does not require a credit card or bank account. paysafecard can be used in thousands of online shops.

Al Nasser Group

"When we decided on SAP® Business Suite powered by SAP HANA®, we were looking for experienced partners to work with us. With PRIMEFLEX for SAP HANA, Fujitsu promised us an easy to implement and bullet proof solution and delivered it with the highest quality. If we need further guidance regarding optimized infrastructure solutions which are easy to implement, we would surely choose Fujitsu again."

Alaa Al Nasser, MD - Retail
Al Nasser Group

Al Nasser Group

The challenge

Al Nasser was running its business on an outdated ERP platform that struggled to produce reports and dashboards in a timely fashion and could not support the company's plans for strategic growth.

The solution

In 2013, Al Nasser decided to implement SAP Business Suite powered by SAP HANA and at the time was the first customer for this specific solution in Saudi Arabia. There was little local experience in the implementation of the application and the specific infrastructure. Fujitsu supported Al Nasser in this innovative project and demonstrated that FUJITSU Integrated System PRIMEFLEX for SAP HANA would be the perfect fit for the company.

The benefit

- Report generation has reduced from weeks to hours, making the company more responsive and enabling more proactive, predictable and real-time decisions
- SAP Business Suite powered by SAP HANA enables continuing growth through an integrated software platform encompassing sales, logistics, purchasing, finance and HCM
- ROI will be achieved within 18 months
- Fujitsu's extensive SAP HANA experience and expertise made it a trusted partner in all phases of the project

Products and services

- FUJITSU Integrated System PRIMEFLEX for SAP HANA and IT implementation services

Customer overview

Al Nasser Group is one the largest suppliers of lighting, wiring devices and advanced building control systems in the Middle East. Founded in 1976, it employs over 400 people and has an annual turnover in excess of $75m. With retail showrooms (N plus and N Gold) and projects division (Al Nasser Pro) selling own brands SIDRA and NOORTEK professional lighting solutions it has worked on numerous high profile building projects across the region. The company is headquartered in Riyadh and has over 20 showrooms and offices around the country.

Nakilat

"Fujitsu has reduced the resources required to run our business, which has led in turn to dramatic cost savings. We have halved our annual IT investment and when you add in the decreased manpower required to manage the SAP environment, further savings are made."

Hamad Suwaid, Information Technology Manager
Qatar Gas Transport Company Ltd

Nakilat

The challenge

In the past, Nakilat operated multiple servers with six storage devices dispersed across its three main lines of business. The organization had an interest in implementing a consolidated IT environment that would unify the company, reduce operational demands and make Nakilat SAP HANA® equipped.

The solution

After evaluating numerous vendors, Nakilat decided that Fujitsu demonstrated the best combination of cost-effectiveness, hardware and expertise. It rolled out SAP HANA® using the FUJITSU Integrated System PRIMEFLEX® platform, combined with FUJITSU FlexFrame Orchestrator for SAP as a basis for a highly efficient private cloud.

The benefit

- Halved annual IT spend while also reducing the amount of resources required to support the system
- Critical business reports which previously took hours to generate are now available in seconds, making the company more responsive and productive
- Nakilat and its joint ventures now have highly available access to the information the organizations need via a secure private cloud
- Management and maintenance have been streamlined and simplified, reducing the burden on the IT team
- Nakilat is now prepared to take full advantage of the latest SAP features

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU FlexFrame Orchestrator
- FUJITSU Professional Services and project management

Customer overview

Nakilat (Qatar Gas Transport Company Ltd.) is a Qatari LNG transport company providing an essential transportation link in the State of Qatar's LNG supply chain. Its LNG shipping fleet is the largest in the world, comprising 63 LNG vessels and four large LPG carriers. Nakilat operates the ship repair and construction facilities at Erhama Bin Jaber Al Jalahma Shipyard in Ras Laffan Industrial City via two strategic joint ventures: N-KOM and NDSQ. The company also offers a full range of marine support services to vessels operating in Qatari waters.

Modern Bakery

"The implementation of FUJITSU Integrated System PRIMEFLEX® for SAP HANA® was much faster than we expected and enabled us to make a totally seamless transition without disrupting the business."

Lakshman Prakash, Chief Financial Officer
Modern Bakery

Modern Bakery

The challenge

Modern Bakery was burdened with an outdated and inefficient collection of ERP systems that were limited in functionality and could no longer support the company's growth.

The solution

SAP Business Suite powered by SAP HANA implemented on Fujitsu Integrated System PRIMEFLEX for SAP HANA enabled the company to increase efficiency and improve business analysis.

The benefit

- Ensures maximum productivity and business continuity due to zero downtime since installation
- Ability to track orders and production from start to finish, making for a more effective operation
- Enables accurate reporting and smarter decision making with more detailed business insight
- Delivers Return on Investment within one year
- FUJITSU Storage ETERNUS CS200c Powered by Commvault provides data protection with improved recovery time and application availability

Products and services

- FUJITSU Integrated System PRIMEFLEX for SAP HANA
- FUJITSU Storage ETERNUS CS200c backup appliance
- Commvault Simpana backup software

Customer overview

Modern Bakery is a large-scale, Dubai-based baked goods company with over 2,500 employees. It boasts an ultra-modern facility with enormous production capacities and highly trained professionals. The company's product range consists of over 600 varieties of quality products produced under strictly monitored hygienic conditions. Its reputation and multiple international certifications have enabled it to build a business that serves almost 90 percent of the fast food industry in the UAE as well as numerous retail outlets.

Dubai Golf

"Fujitsu helped to educate us on the best way to maximize the potential of SAP and all the options and features we could adapt. This meant we could automate every aspect of each business and have a single, integrated view of transactions of any kind."

Suyash Misra, Director
Support Services, Dubai Golf

Dubai Golf

The challenge

Dubai Golf's multiple operations, including food processing unit, restaurants, golf booking, club membership management, golf academy, real estate leasing, shops, and marina, all relied on discrete applications.
It wanted to consolidate on a single ERP platform to maximize efficiency and introduce new functionality.

The solution

The company chose SAP as its unifying environment and selected Fujitsu as its systems integrator to help design and deploy the software, based on its local presence and SAP expertise.

The benefit

- New ERP platform enables a centralized, integrated view of every aspect of the business, enabling maximum efficiency and reducing the need for manual intervention
- Fujitsu met tight deadlines and ensured there was minimal disruption to the business with an overnight go-live approach
- Since deploying the new solution, Dubai Golf has won a SAP Silver Award for quality, reflecting the enhanced customer experience provided by the new infrastructure

Products and services
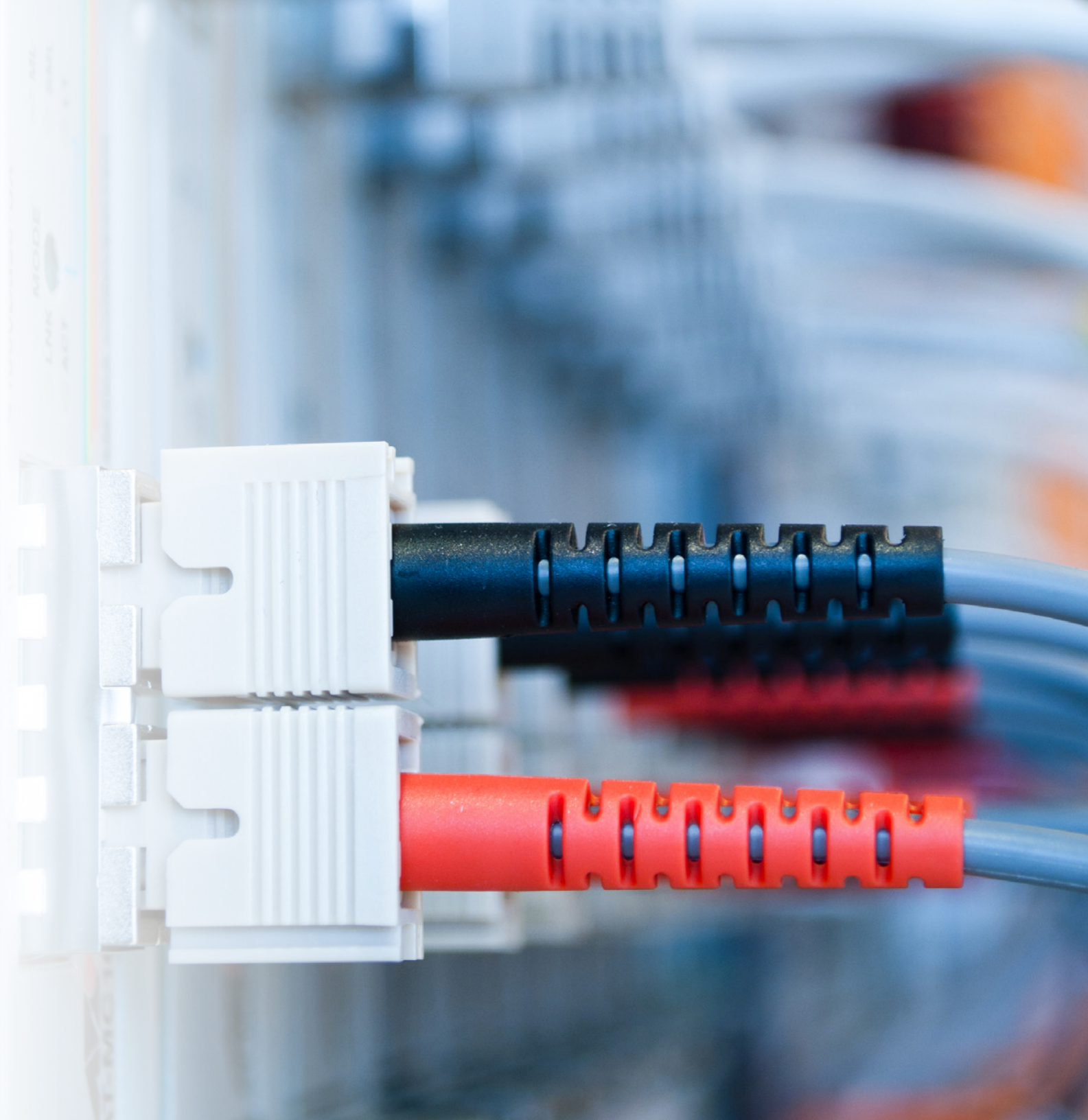
- FUJITSU Systems Integration

Customer overview

Dubai Golf manages the region's two leading golf clubs, Emirates Golf Club and Dubai Creek Golf & Yacht Club. Emirates Golf Club was the first grass course in the region and, with 27 years of experience, is the most established in the Middle East. Through its premier facilities and golf academy, the Emirates Golf Club remains at the forefront of golfing development. The Dubai Creek Golf & Yacht Club offers a five-star leisure experience in the heart of the city. Alongside its 18-hole and par three courses, it boasts a state-of-the-art golfing academy as well as quality restaurants within its iconic sail-shaped clubhouse amidst an idyllic setting.

Sterlite Technologies Limited

"Fujitsu met every commitment, both in terms of scope and timelines. I am glad to have Fujitsu as our strategic partner, to drive ultimate speed."

Prasanth Puliakottu, CIO
Sterlite Technologies Limited

Sterlite Technologies Limited

The challenge

Sterlite's aging HPE hardware platform and old SAP software release made producing critical business reports a time-consuming drain on resources. It wanted to upgrade to SAP HANA but needed the right infrastructure and implementation partner for this strategic step into the future.

The solution

After evaluating multiple vendors, the company decided to extend the collaboration with its proven SAP software support provider, Fujitsu. FUJITSU Integrated System PRIMEFLEX® for SAP HANA® now supports Sterlite sales, logistics, production and supply chain operations with the leading-edge in memory technology to gain the full benefit of SAP Business Suite on HANA and SAP BW on HANA.

The benefit

- Analysis and reports that once took hours can now be generated within seconds or minutes, making the business more responsive and employees more productive
- Scalable system that can provision new services easily as the company grows
- Reduces burden on the IT team as it no longer has to spend 50 percent of its time firefighting performance issues
- Saves money by ensuring that it meets all of its customer commitments on time, courtesy of the new hardware and software environment
- Seamless and risk-free migration from existing SAP systems to new SAP HANA-based landscape – making Sterlite ready for further HANA innovations and applications

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- Fujitsu Services for SAP HANA implementation, OS and DB migration

Customer overview

Sterlite Technologies Limited is India's only fully integrated optical fiber producer and one of the largest suppliers to overseas markets in China, Europe and South East Asia. Ranking among the leading global providers of solutions in telecom and power transmission, the company has also expanded its portfolio to include software services through the acquisition of Elitecore Technologies. Sterlite employs around 1,500 people in ten global locations.

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Shape the digital future with Fujitsu!

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