

Case Study

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

»We worked very effectively with FUJITSU and its project partner SVA, and delivery was fast and complete. The products were perfectly sized and adjusted to suit our requirements.«

Ulrich Roskam, IT System Management Team Leader, Remmers Baustofftechnik GmbH



The customer

The Remmers Group is a successful medium sized family company based in Lönigen, 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.

The challenge

The Remmers Group is processing orders faster than ever before. As a premium supplier, the company offers its German customers an "ordered today, delivered tomorrow" guarantee, but its USP of producing custom shades of facade restoration and protection products poses an enormous challenge both in terms of logistics and IT. If a customer submits their order by 3pm, the product must be manufactured, quality checked and dispatched all on that same day. To cope with these demands, the company uses a fast, flexible IT infrastructure with SAP and SAP HANA. The financial accounting department was the first to be migrated to SAP in 2013, with the company's 3H-Lacke subsidiary moving to SAP ERP in 2014. In early 2015, the entire Remmers Group ERP system was converted over to SAP in seven different countries. A business intelligence system based on SAP HANA is now ready and is due to be installed in 2015.

The solution

Remmers' IT demands are enormous. Every year, it has to process 500,000 deliveries, 450,000 customer orders totaling 1.4 million items and 45,000 production orders for finished goods weighing up to 100,000 tons, and create 420,000 invoices for 1.3 million items. On top of this, it promises to deliver its customers' orders within 24 hours.

A highly available, incredibly robust hardware infrastructure is therefore absolutely essential. Remmers operates two data centers on its site. As well as being a backup system, the second data center plays an additional key role in the company's operations by ensuring that loads are spread evenly during production.

The customer

Country: Germany
Industry: Building materials
Employees: 1,400
Website: www.remmers.de



The challenge

- Providing an efficient reporting system for sales and accounting departments
- Providing a reporting system for 26 companies in Germany and abroad, dealing with a variety of currencies
- Supporting and controlling the supply chain in one of Europe's most state-of-the-art logistics centers
- Processing big data, e.g. for ad hoc sales support

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

FUJITSU Integrated Systems PRIMEFLEX® for SAP HANA® comprising:

- 1x FUJITSU Server PRIMERGY RX2520 M1 12x 3.5 inch
- 2x FUJITSU Server PRIMERGY RX4770 M1
- 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®
- FUJITSU Consulting Services to determine the IT infrastructure requirements for the data center prior to migration
- FUJITSU Deployment Service for the IT infrastructure

Remmers also needs powerful software applications, for which it relies on SAP. The various parts of the company were converted to SAP step-by-step, starting in 2013. The financial accounting department was the first to be migrated in 2013, with the company's 3H-Lacke subsidiary moving to SAP ERP in 2014. In early 2015, the entire Remmers Group ERP system was converted over to SAP in seven different countries.

For its conversion to SAP HANA, Remmers sought support from FUJITSU and its SELECT Circle Partner SVA System Vertrieb Alexander GmbH. "We also advised the company on the infrastructure it would need," explains Heiko Börger, Senior Key Account Manager at SVA. It was clear to SVA right from the start that the infrastructure initially included in the tender would not be sufficient. "We were quickly able to demonstrate that to the managers," says Börger.

Remmers was one of the first customers SVA helped to convert to HANA. The installation was carried out by its own HANA-certified employees with assistance from FUJITSU. Remmers was clearly very satisfied with the service it received from Fujitsu's SELECT Circle Partner. "In future, Remmers will not only source its servers from Fujitsu, but its laptops as well. We will be delivering between 100 and 150 laptops per year," says Heiko Börger.

The benefit

SAP HANA enables Remmers to produce real-time reports for its sales, accounting and reporting departments in 26 companies across Germany and abroad, even dealing with the different currencies. The company also uses the versatile solution to process and provide large volumes of data to its sales teams and secure and monitor the supply chain in one of Europe's most state-of-the-art logistics centers. The entire SAP environment is hosted from the company's headquarters in Lönningen, with the two redundantly designed data centers ensuring high availability.

Conclusion

"We have to process enormous amounts of data. Having SAP HANA running on a FUJITSU data center infrastructure helps us to analyze it in real-time.

"We have an excellent, long-term professional relationship with Fujitsu and SVA. We really value their competent, fast implementation of our requirements and the option to source everything from a single provider."

Ulrich Roskam, IT System Management Team Leader, Remmers Baustofftechnik GmbH

Made in
Germany

In collaboration with



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