GERMANIA®
DIE MÖBELMACHER

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Markus Blanke
Head of IT
Germania Werk Krome GmbH & Co. KG

Furniture manufacturer Germania uses Fujitsu servers and storage devices to virtualize its IT environment and create a modern, reliable system.

At a glance

Country: Germany
Industry: Manufacturing
Founded: 1955
Employees: 180
Website: mygermania.com/en

Challenge

Germania's existing landscape of dedicated, physical machines from a variety of different manufacturers had become outdated and needed to be replaced with a modern, consolidated, virtualized solution.

Solution

The company now has a reliable, cost-effective system with a virtualized IT landscape of servers and storage concepts.

Benefits

- Easier to manage homogenous IT environment
- One-stop-shop makes the problem resolution process simpler
- Transparent failover and a second data center ensures data security

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Customer

Germania is a major manufacturer of high-quality, attractive and contemporary flat-pack furniture based in Schlangen, Westphalia. It employs around 200 staff at its 50,000 m² production site. The company's experience in furniture production, comprehensive knowledge of international markets and constant implementation of new ideas provide an excellent foundation for ensuring high levels of satisfaction amongst customers and staff alike. Run by the same family for more than 60 years, Germania is an employer that puts people first.

Products and services

- 4 x FUJITSU Server PRIMERGY RX2530
- FUJITSU Server PRIMERGY RX2540 as a backup server
- 2 x FUJITSU Storage ETERNUS DX100
- FUJITSU Storage ETERNUS JX40 S2
- FUJITSU Rack PRIMECENTER
- FC Switch B300

Challenge

The IT infrastructure at Westphalian furniture manufacturer Germania had become outdated. Support had been discontinued for many of its servers.

"We did not have a virtualized environment. Instead, we had physical servers that required enormous amounts of maintenance and a very heterogenous IT landscape," explains Markus Blanke, Head of IT, Germania Werk Krome GmbH & Co. KG. For Blanke, this problem represented an opportunity to not only replace the hardware, but also entirely convert to virtual servers and a homogenous IT infrastructure. He began looking for a system house to carry out the migration project, and came across SIEVERS-GROUP in nearby Osnabrück.

Blanke was impressed by the system house and Fujitsu's joint suggestion of a virtualized environment with FUJITSU Storage ETERNUS and FUJITSU Server PRIMERGY RX2530 and RX2540 devices. "The cost-effectiveness of the solution was the decisive factor. But we also felt that having a one-stop-shop was important. We really benefit from having one single point of contact," he explains.

Germania also benefits from the fact that it can use the solution in an ETERNUS cluster and take advantage of the transparent failover feature. The team was even able to visit the Fujitsu Demo Center to get a better idea of what the planned storage and software solutions would look like.

Solution

Service provider SIEVERS-GROUP worked with Fujitsu to develop a configuration that would meet the company's needs. When working with medium-sized enterprises such as Germania, Fujitsu uses only specially trained system house partners. In this case, Osnabrück-based SIEVERS-GROUP suggested a joint approach comprising Fujitsu infrastructure components and its own best-in-class managed services for the delivery.

"We looked at many different system houses, but we were really impressed with the expertise and service SIEVERS-GROUP could offer," says Blanke. Another factor in favor of the Fujitsu solution was that it had the option to virtualize the servers to achieve high levels of flexibility, and to use the Fujitsu storage cluster to provide transparent failover. The company was also able to migrate the majority of its applications one-to-one to the new landscape, and install a new exchange server in the process.

With the new solution, Blanke now has a modern platform for all of Germania's applications. All of its ERP systems, including the Factory Network solution and all of its Microsoft environment applications, such as Exchange Server and the domain controller, now run on the virtual machines. This not only gives the company greater flexibility to cope with further growth, but also improves security by distributing redundant systems across separate fire zones.

This redundancy has already proven its worth: "We have already experienced a power cut since the implementation, and we were impressed with how the transparent failover worked without anyone noticing what was happening. It worked brilliantly," says Blanke.

Benefits

"I would definitely recommend the virtualized IT landscape to other businesses of our size. It has really taken a lot of the strain off us and makes everything so much easier," says Blanke. The Head of IT would recommend that other medium-sized enterprises planning a project like this seek out a competent partner: "We had an excellent experience with SIEVERS-GROUP." The virtualization of the IT infrastructure with Fujitsu hardware, and the delivery and service provided by SIEVERS-GROUP, have proven their worth and both increased the company's system stability and reduced its maintenance expenditure.

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