

# Case Study PHILIPP Group

»The expectations we had from our virtualization project have been more than exceeded. We now have an IT infrastructure that offers us great agility and fault tolerance. It enables us to meet current market requirements and keep on increasing customer satisfaction.«

Thorsten Philipp, Managing Director, PHILIPP GmbH



## Progress and tradition in harmony

Keep what is tried and trusted, and integrate innovation gently but purposefully – that’s the philosophy of the PHILIPP Group in Aschaffenburg. This family-owned company, which was established in 1972, thus reflects a general characteristic of the Untermain region in Bavaria: tradition in tandem with the pulsating dynamism of a high-tech business community. PHILIPP GmbH’s mission to be at the forefront of technology is also illustrated by its current IT landscape, which is based on cutting-edge server, storage and virtualization technology from Fujitsu and VMware, and was planned and implemented by Fujitsu’s partner SACO Software und Consulting GmbH from Hafenlohr.

## Crisis as an opportunity to prepare for new growth

IT restructuring at PHILIPP was a necessity: the company’s infrastructure was simply too old. »It was a motley assortment that had sprung up over time,« says Managing Director Thorsten Philipp, describing a hardware landscape that had repeatedly undergone piecemeal extension and upgrading. Years of strong order books meant the company simply hadn’t had time to tackle its IT challenges more intensively. But with the onset of the economic crisis, the time was available – and the company seized the opportunity to upgrade its IT for future growth.

The goal was soon clear: a solution that offered high availability and performance, yet lower energy consumption, administration and maintenance costs, and overhead. Transparency in the decision-making process was ensured by a matrix showing various volumes of investment and the services they would buy. The right concept was developed by SACO GmbH, the company’s IT service partner.

## The solution: Virtualization on a high-performance platform

The new solution is based on high-performance server and storage systems from Fujitsu’s PRIMERGY and ETERNUS model families. »They impressed PHILIPP with their reliability and economical power consumption,« says Thorsten Beck, Sales Manager at SACO GmbH. Another highlight is the innovative virtualization technology at the newly created data center, which is founded on integrated VMware solutions and ensures that the implemented server

### The customer

PHILIPP Group is an SME enterprise with around 200 employees. The company manufactures transport and mounting systems for precast concrete units, produces hydraulic and pneumatic components, operates in the field of unit assembly and offers lifting, lashing and rope technology.

[www.philipp-gruppe.de](http://www.philipp-gruppe.de)



### The challenge

Modernization of the IT landscape for around 130 end users, with the objective of sharply reducing the existing number of servers and slashing IT operating costs

### The solution

Implementation of a virtual IT infrastructure with Fujitsu servers, ETERNUS storage systems and VMware virtualization technology in a new data center serving FUTRO clients at the company’s three sites

### Customer benefits

- A virtualized infrastructure ensures optimized resource utilization, lower costs and higher availability
- Lower costs and overhead for administration and maintenance
- Minimized power requirements
- Lower capital tie-up as a result of reduced spending requirements
- Better continuity in production and utilization
- High reliability

### Products and services

- Servers: PRIMERGY RX100 S6, RX300 S6, TX300 S6
- Storage: ETERNUS DX90
- Clients: FUTRO S550-2
- Virtualization: VMware Advanced Acceleration Kit
- FC network: Brocade 8 Gbit/sec
- Software: ERP system, CAD software, Office applications
- Users: approx. 130 at 3 sites

resources are utilized optimally. Around 130 end users at the company's three sites in Aschaffenburg, Coswig and Neuss benefit from it and the computer services supplied by the high-security data center. An eight Gigabit/second fiber-optic network delivers these services to employees' workplaces that are equipped with especially economical, quiet FUTRO clients from Fujitsu.

#### Benefits: Greater flexibility, stability and availability

»Our expectations have been more than exceeded,« is Thorsten Philipp's comment on the results of a migration project that has given the company a future-proof foundation for its IT landscape. »The new virtual systems in the data center guarantee highly flexible, stable and long-term IT performance.« As a result, the company regards itself as excellently equipped to meet constantly growing market requirements and keep on improving customer satisfaction.

A particular advantage in this connection is the solution's reliability, which is »critical to ensuring continuity in production and utilization,« according to Thorsten Philipp. Practical experience confirms that Fujitsu's platform completely fulfills expectations in this respect: »Its operational reliability is optimal.« This means in practice that a failed server can automatically be restarted on another server so that productive IT operation can resume in a matter of minutes. A backup server at a separate data center location also ensures additional security: a second ETERNUS system there is used for data replication.

#### Virtualization reduces hardware costs and capital spending

A total of some 200 employees in the PHILIPP Group enjoy the benefits of the modernized IT. It supports them in developing, producing, selling and supervising an extensive portfolio that includes intelligent system solutions for securing and assembling heavy components, as well as hydraulic and pneumatic systems and units and a wide range of products for lifting and transporting loads. Another field of activity is innovative rope technology that is used in floating dredges, freight elevators or automobile cranes. These products and solutions are marketed in Germany and abroad through branch offices in Germany, Austria, the U.S. and Russia.

Apart from the technological advantages, Thorsten Philipp is also delighted at the drop in IT costs. Virtualization means the number of servers required has been reduced significantly. That and the PRIMERGY servers' energy-saving technology means lower electricity costs, reduced maintenance costs, and lower capital tie-up for hardware investments now and in the future.

By moving toward virtualization, the PHILIPP Group has proven that this technology is also a sensible investment for small and medium-sized enterprises seeking to keep costs down and ensure high availability. »Virtualization means greater cost-effectiveness while also guaranteeing business process continuity,« is Thorsten Philipp's verdict. The move to the new platform is a big step for him and his team, but they've got even greater goals: The next stage is storage virtualization – and the installed ETERNUS technology offers a good platform for this, so that the essential prerequisites are already in place.

Project partner



www.saco.info

#### Contact

Fujitsu Technology Solutions GmbH  
Customer Interaction Center  
Mon. – Fri.: 8:00 a.m. – 6:00 p.m.  
E-Mail: cic@ts.fujitsu.com  
Phone: +49 (0) 1805-372 100  
(each call 14 ct/min.; the prices for calls made from mobile are max. 42 ct/min.)

Copyright 2010 Fujitsu Technology Solutions GmbH. Fujitsu, the Fujitsu logo, are trademarks or registered trademarks of Fujitsu Limited in Japan and other countries. Other company, product and service names may be trademarks or registered trademarks of their respective owners. Technical data subject to modification and delivery subject to availability. Any liability that the data and illustrations are complete, actual or correct is excluded. Designations may be trademarks and/or copyrights of the respective manufacturer, the use of which by third parties for their own purposes may infringe the rights of such owner. Realization: www.tmc-gmbh.de (10498)