

Case Study Fujitsu Glovia

»Our energy bills have dropped by half – that’s a big cost saving for us but also helps us reduce our environmental footprint. It could only be done with an integrated solution such as FUJITSU Integrated System PRIMEFLEX® vShape.«

Chi Ho Kwok, Technical Support Representative, Fujitsu Glovia



The customer

Fujitsu Glovia is a leading innovator in manufacturing ERP software and solutions, helping manufacturers, assembly businesses and mixed-mode companies worldwide optimize, manage and grow their operations. From single-location manufacturers to multi-national, multi-lingual, multi-currency corporations, the company offers the expertise and technology to deliver simple, yet scalable ERP solutions that solve its 1,000+ customers’ most complicated business process issues.

The challenge

Fujitsu Glovia had originally been using a collection of desktop PCs as servers which led to significant maintenance and performance issues. The company therefore switched to rack-mounted servers running VMware for ease of management and added redundancy. Eventually, this platform reached end of life and Fujitsu Glovia returned to the market for a new cost-effective server solution with increased performance.

“Our existing servers were no longer supported and almost six years old so it was clearly time for a refresh,” says Chi Ho Kwok, Technical Support Representative at Fujitsu Glovia. “We wanted a simple solution that would deliver the performance and functionality we need within a strict budget.”

As a subsidiary of Fujitsu, Fujitsu Glovia’s first port of call was obvious and the local team had no hesitation in recommending FUJITSU Integrated System PRIMEFLEX vShape.

“The Fujitsu solution appeared to meet all our needs as an all-in-one server/storage system, preinstalled with VMware,” adds Kwok. “It has all the features we need at a low price point.”

The solution

Fujitsu Glovia deployed FUJITSU Integrated System PRIMEFLEX vShape, comprising three Fujitsu PRIMERGY RX2540 M1 servers and integrated Fujitsu ETERNUS DX100 storage with Brocade switches. These together deliver a straight out-of-the-box, fully converged, enterprise-class IT architecture and infrastructure for the company while eliminating the hassle of designing, integrating and testing.

The customer

Country: Netherlands
Industry: Technology
Founded: 1970
Employees: 30
Website: www.glovia.nl/fujitsu-glovia/



The challenge

Fujitsu Glovia wanted to replace its outdated server infrastructure with a new integrated solution that would deliver better performance at lower cost.

The solution

The company deployed FUJITSU Integrated System PRIMEFLEX® vShape, which combines servers, storage and switches, in a single, off-the-shelf converged solution.

The benefit

- The new system delivers three times faster performance, making applications and databases more responsive enabling employees to be more productive
- Energy costs have reduced by 50 percent, saving money and reducing Fujitsu Glovia's environmental impact
- The solution is reliable with minimal downtime, allowing the IT team to focus on strategic business objectives rather than firefighting
- Validated IT infrastructure based on standards

FUJITSU Integrated System PRIMEFLEX vShape cleverly integrates the company's storage, server, and VMware vSphere virtualization software, thus reducing the cost of design and time to deployment, freeing Fujitsu Glovia's internal resources.

"The entire installation was conducted by the Fujitsu team, who set up and configured the environment in the factory according to our specifications and then delivered it within a month," explains Kwok. "Because we had a limited number of VMware licenses, we thought it would be tricky to migrate to the new solution without causing downtime but Fujitsu applied creative thinking to ensure a smooth migration."

In the end, over 20 virtual machines were transitioned to the Fujitsu vShape platform over the course of a single day without any disruption to the business. Each of these supports a core business-critical application that enables Fujitsu Glovia to operate effectively.

"The actual migration was remarkably smooth, thanks to the help of the Fujitsu engineers," continues Kwok. "They made the process seamless and quick."

The benefit

FUJITSU Integrated System PRIMEFLEX vShape not only offers a competitively priced, all-in-one server and storage solution, it also boasts great performance – a fact that Kwok was quick to notice. With an increase in utilization and service quality, Fujitsu Glovia was able to achieve a faster and more responsive operations resulting in Fujitsu Glovia's staff enjoying a better experience and becoming more productive.

Products and services

- FUJITSU Integrated System PRIMEFLEX® vShape comprising:
- 3 x FUJITSU Server PRIMERGY RX2540 M1
 - FUJITSU Storage ETERNUS DX100 with Brocade switches

"Applications are more responsive so there's less frustration among employees and it's totally reliable so we don't need to worry about downtime," comments Kwok. "It's also scalable so we can add new servers and storage easily giving us practically limitless capacity for growth."

Another critical advantage of the new solution is that it has dramatically reduced energy consumption by 50 percent. That's because rather than having ten servers running 24/7, Fujitsu Glovia now only has three, which are idle much of the time due to built-in redundancy. It also means that the air conditioning doesn't need to work as hard.

"Our energy bills have dropped by half – that's a big cost saving for us but also helps us reduce our environmental footprint," says Kwok. "It could only be done with an integrated solution such as FUJITSU Integrated System PRIMEFLEX vShape."

Conclusion

Fujitsu Glovia now has a stable, high-performing and scalable converged IT environment that actually costs less and has a lower TCO than the previous server infrastructure and delivers an improved user experience. This means that Kwok and his team don't need to worry about firefighting server issues and can concentrate on adding more strategic value to the business.

"FUJITSU Integrated System PRIMEFLEX vShape is a simple, robust and convenient integrated solution that quickly delivers great performance," concludes Kwok. "Installation was painless and since then we've had no issues with the hardware, which means we can get on with our jobs."

"Fujitsu made the whole process simple and painless – from configuration to installation and migration, the Fujitsu team took the lead and ensured a successful transition."

Chi Ho Kwok, Technical Support Representative, Fujitsu Glovia

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