This business solutions customer migrated to Oracle Cloud Infrastructure using Fujitsu application services, reducing the total cost of ownership by 30% and increasing availability to 99.99%.

In the driving seat with Oracle Cloud Infrastructure

At a glance
Country: USA
Industry: Manufacturing

Challenge
This business solutions customer produces an electronic parts catalog for vehicle manufacturers, which had been hosted on its legacy Oracle GEN1 Cloud platform. It was keen to migrate to the more technically advanced Oracle Cloud Infrastructure and needed an application management partner.

Solution
Fujitsu built a new Oracle Cloud environment consisting of 25 Oracle e-Business Suite modules, including QA, financials, supply chain and order management all connected to the parts catalog, which is accessed by tens of thousands of car dealerships from around the world daily.

Benefit
- TCO reduced by 30%
- Availability increased to 99.99%
- Better response times and improved performance enhance productivity
- Fujitsu dashboard provides total real-time visibility of all operations
- Disaster recovery tools ensure that data is never at risk of being lost

shaping tomorrow with you

FUJITSU

Customer

This tool manufacturer began by selling a socket tool that snapped together interchangeably and this launched a company that would shape an industry. Today, with a revenue of $3.7 billion, the business solutions subsidiary designs productivity solutions that provide practical access to actionable information, such as electronic parts catalogs, accessory sales tools, warranty process management solutions, and manufacturer network development services.

Products and Services

- FUJITSU Managed Application Services
- Oracle Cloud Resell
- Cloud Migration and Managed Services

Making congested ports collision-free

This business solutions customer produces an electronic parts catalog for vehicle manufacturers, which changes daily and so must be constantly updated. It had been hosting the underlying Oracle application on its private, legacy Oracle GEN1 Cloud platform but was keen to migrate to the more technically advanced Oracle Cloud Infrastructure (OCI).

The customer went to market to evaluate who could best perform this migration as well as supply associated managed services. Following careful consideration, the company chose Fujitsu to move it to the Oracle Cloud, provide cloud managed services and to become its application services partner. Fujitsu beat three competitors, a regional player, Oracle Consulting and the incumbent, based on its competitive pricing, compelling references and strong relationship with Oracle.

Fujitsu also demonstrated its approach to managing cloud environments through dashboards which provide deep visibility into operations. This made Fujitsu the ideal partner to transform the cloud environment.

Next generation flexibility

While first-generation Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS) clouds are built on decade-old technology, Oracle's modern, second-generation OCI is built and optimized specifically to help enterprises run their most demanding workloads securely. With unique architecture and capabilities, Oracle Cloud delivers unmatched security, performance, and cost savings. Built from the ground-up to meet the needs of mission-critical applications, it supports the customer's legacy workloads while delivering modern cloud development tools.

Fujitsu has built this new Oracle Cloud environment for the customer to provide significant flexibility, with the ability to scale up and scale down according to demand. Fujitsu's dashboards and tools give a view of real-time performance that show how the workload is performing and related trends. Over the course of three months, Fujitsu and the customer collaborated closely to ensure a seamless transformation from the old environment to the new OCI platform.

The customer now runs 25 Oracle e-Business Suite modules, including financials, supply chain, order management and service contracts all connected to the parts catalog, which is accessed by tens of thousands of car dealerships from around the world daily.

Reducing costs by 30%

The new OCI environment, managed by Fujitsu, provides a much more stable platform, with 99.99% uptime, which is crucial for the global network of car dealers who rely on the information around the clock.

Oracle and Fujitsu's enterprise-class cloud managed services delivers industry leading performance at low, predictable prices, reducing TCO by 30% through simplified management – money that can then be redirected into more strategic projects.

The Fujitsu-built Oracle Cloud for the customer's infrastructure also provides better response times and increased performance, helping employees and partners to become more productive. At the same time, disaster recovery tools ensure that data is never at risk of being lost.

Most importantly, the new environment gives the customer total visibility of operations at all times. This enables it to make smarter decisions faster and to resolve incidents quickly before they become issues.

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