



# High-performance and failsafe data center for complex SAP landscape

## The Customer

The Rodenstock Group is a global innovation leader in the eye health sector and a leading manufacturer of eyeglass lenses and frames. Founded in 1877 with headquarters in Munich, the company employs around 4,900 people worldwide and is represented by sales offices and distribution partners in more than 85 countries. Rodenstock maintains production facilities in 14 locations in 13 countries.

## Challenge

Rodenstock needed a reliable outsourcing partner for its highly complex SAP landscape.

## Solution

- Migration of 19 SAP systems
- Hosting in the highly secure data center in Germany

**“Thanks to Fujitsu, we benefit from highly available and failsafe operation of our complex SAP landscape.”**

Hubertus Schilling, Director of IT Operations, Rodenstock



Performance increased  
by a factor of **3**

## Complex SAP landscape with 19 multilayer systems

Rodenstock has a highly sophisticated and complex SAP landscape consisting of 19 multilayer systems. Among other things, these include solutions for enterprise resource planning (ERP), customer relationship management (CRM), document management (DMS) and archiving. To ensure stable and failsafe processes, the company has for years relied on professional hosting by an external provider. However, the previous supplier could no longer meet the company's requirements. Since the contract had expired in any case, Rodenstock went looking for a new reliable service provider. "It is important to us to have a partner who understands the processes of a medium-sized company down to the last detail, who can address our wishes flexibly and who also contributes in-depth specialist knowledge," explains Hubertus Schilling, Director of IT Operations at Rodenstock.

## Best price/performance ratio and advanced technology

The IT team sent out an invitation to bid and came up with a short list of five candidates, including Fujitsu. "We had already gotten to know the company at the Fujitsu Forum in Munich, and even back then we were impressed with their high level of technical expertise," the IT operations head remembers. Due to Fujitsu's convincing performance during the presentation phase and an attractive contract design, Rodenstock ultimately chose the SAP specialist. "Fujitsu was able to meet every single one of our requirements. The company earned points among all suppliers by providing the best price/performance ratio, demonstrating a thorough understanding of our working style and offering a technologically advanced system landscape," remarks Alfons Dobler, Project Manager and Senior Manager for IT Operations Data Centers at Rodenstock.

The Fujitsu experts subsequently migrated all 19 SAP systems from the previous provider to the company's own highly secure and certified data center in Neuenstadt am Kocher in the German state of Baden-Württemberg. Fujitsu was able to meet the customer's stated 20-week deadline without problems.

## System performance increased by a factor of three

"Thanks to our new hosting partner's powerful hardware and extensive expertise, we benefit from stable, highly available and failsafe operation of our complex and interconnected SAP landscape," says Hubertus Schilling. The Munich-based optical specialist also saw the performance of its systems increase by a factor of three, which significantly boosts process speed and thus productivity. The collaboration between the customer and service provider also turned out to be a highly professional one. "During the project, Fujitsu's entire team provided support on an equal footing and with an extraordinary degree of dedication, both personally and in terms of technical skills," Schilling adds.

Rodenstock's IT managers plan to migrate to SAP S/4 HANA in the future. The powerful data center infrastructure from Fujitsu will serve as a stable and reliable basis here as well.

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