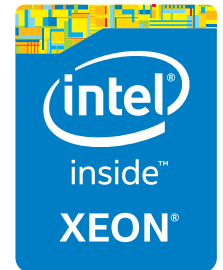


# Case Study

## DURABLE Hunke & Jochheim GmbH & Co. KG

»With the combination of a powerful storage system such as the ETERNUS DX410 S2 and highly performant PRIMERGY servers, we were able to accelerate our SAP applications dramatically, as well as halve our backup times«

Jürgen Schulte, Head of IT & Organization, DURABLE Hunke & Jochheim GmbH & Co. KG



### The customer

DURABLE is one of the world's leading manufacturers of office supplies. The DURABLE range currently includes around 2,000 products, covering everything from folders and binders, name tags, registry systems, desk organization and data processing products, information and presentation systems, filing and archiving systems to cleaning products and self-adhesive items. DURABLE Hunke & Jochheim GmbH & Co. KG is a family company based in Iserlohn, Germany and was founded in 1920 as a manufacturer of metal paperclip tabs. It is considered a pioneer in the development and production of plastic office supplies. One of its most successful products is the patented DURACLIP® clip folder. Introduced in 1959, it has become synonymous with fast, high-quality and professional storage of un-punched writing materials. DURABLE employs around 700 people, making it a medium sized company with a history of production in Germany and a global customer base.

### The customer

Country: Germany/worldwide  
Sector: Office supplies  
Founded in: 1920  
Employees: 700  
Website: [www.durable.de](http://www.durable.de)



### The challenge

With offices and production sites in many different countries and a global network of dealers, DURABLE's IT system has a lot to cope with. At its core is a SAP data warehousing system, but this recently hit its limitations in terms of performance, "Response times were sometimes in the minutes," explains Jürgen Schulte, Head of IT & Organization at DURABLE. "So we were looking for a fast storage system. We also wanted to increase our availability and optimize our backup processes."

### The challenge

Renovation of the data center infrastructure to increase availability and performance.

### The solution

The mirrored data center at DURABLE's Iserlohn site is now split into two separate fire zones and contains a Fujitsu PRIMERGY server with Intel® Xeon® processors, a mid-range storage system from the ETERNUS DX family, a smaller storage system for the mirrored data and a tape library for disk-to-tape storage.

### The solution

With the ETERNUS DX410 S2 from Fujitsu, DURABLE now has a highly performant, very scalable storage system that is still easy to manage.

### The benefit

- Reliable and secure storage of important company data
- Constant data availability
- Fast expansion of the storage capacity
- Flexible scalability
- Fast access times

### Products and services

- 4x FUJITSU Server PRIMERGY RX300 S7, 1x FUJITSU Server PRIMERGY RX200 S7
- 1x FUJITSU Storage ETERNUS DX410 S2, 1x FUJITSU Storage ETERNUS DX90 S2
- Storage subsystem: 1x FUJITSU Storage ETERNUS JX40
- Switches: Brocade 6505 12-port switches
- Tape library: 1x FUJITSU Storage ETERNUS LT20 LTO5 library
- Storage management solution: FUJITSU Storage ETERNUS SF
- Backup solution: Veeam Backup (VMware)
- Design and implementation: PROFI Engineering Systems AG, Bochum

### The benefit

The more than 90 year old company name, DURABLE, demonstrates the company's commitment to lasting, reliable products. And now its IT system lives up to the name. "To increase availability, we moved part of the data center into a separate fire zone," explains Jürgen Schulte. "Here, we have implemented 1:1 mirroring so that the data on our new ETERNUS DX410 S2 storage system is always stored in parallel on a smaller ETERNUS DX90 S2."

The storage capacity of the mid-range system from Fujitsu is some 20 TB, 2.4 TB of which is on fast SSDs. "We brought these in to accelerate our SAP systems," explains the computer scientist. "Both our reporting tool and the data warehousing system now run around ten times faster than before due to the fast drives with Intel® Xeon® processors and the high performance of the ETERNUS DX410 S2 combined with PRIMERGY RX700 S7 servers."

The new data center environment has a lot of work to do. The majority of DURABLE products are manufactured at its German production sites in Gotha, Iserlohn-Sümmern and Kamen-Methler, as well as Stettin in Poland. It also has subsidiaries in the Netherlands, Belgium, Sweden, France, Austria, Great Britain and the USA and a representative office in Russia. Of these, only the American subsidiary has its own data center. All of the other locations are managed from the DURABLE headquarters in Iserlohn.

With the ETERNUS DX410 S2, the headquarters now has plenty of options for further growth. One of the key benefits of the new system is its incredible scalability. DURABLE currently has 72 drives in its storage system. But it could install up to 480 2.5 inch HDDs.

The disc-to-disc backup runs via a storage subsystem, the ETERNUS JX40, from which the data is then written onto tape in an LTO5 standard tape library. "We use Veeam as our backup software," says Jürgen Schulte. "This solution combined with the performant ETERNUS systems have greatly accelerated our backup processes. Before, it would take overnight or around eight hours to run, now a full back up takes just four hours."

### Conclusion

DURABLE benefits from a homogenous data center fitted with solely Fujitsu systems and Brocade switches. Jürgen Schulte is very satisfied with the project that Fujitsu undertook in collaboration with PROFI Engineering Systems AG from Bochum, Germany:

**"For us, the ETERNUS DX410 S2 was the best storage solution available, especially with its price-performance ratio. Combined with Fujitsu's management tools, we have been able to simplify the administration of the storage part of our data center considerably. We have also improved our stability and performance dramatically."**

Jürgen Schulte, Head of IT & Organization, DURABLE Hunke & Jochheim GmbH & Co. KG

In collaboration with



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