FAHRLEHRER VERSICHERUNG
VEREIN AUF GEGENSEITIGKEIT

> "Fujitsu has high-quality, certified hardware, an attractive price/performance ratio, fantastic local service and an excellent reputation in professional circles. That's what won me over."
>
> **Andreas Wizemann**
> **Head of systems engineering**
> **Fahrlehrerversicherung Stuttgart**

Working with Fujitsu and IT partner dualutions, Fahrlehrerversicherung Stuttgart gradually migrated its data center to servers from Fujitsu.

At a glance
Country: Germany
Industry: Banks and insurance companies
Founded: 1952
Website: www.fahrlehrerversicherung.de

Challenge
Fahrlehrerversicherung Stuttgart was looking for a new supplier for its data center hardware. It had to be someone that provided top quality, high VMware integration and reliable service.

Solution
After doing extensive research into various hardware manufacturers, Fahrlehrerversicherung finally settled on Fujitsu. Gradually, its IT partner dualutions replaced the existing x86 servers with new, high-performance Fujitsu PRIMERGY servers, which feature an attractive price/performance ratio.

Benefit
- Uniform server environment in two data centers
- Simple administration
- Fast, local service and support through Fujitsu
- One service number for all relevant topics
- Improved performance with absolute system reliability
- Optimum price/performance ratio

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Customer

Fahrlehrerversicherung offers all-round insurance coverage for driving instructors, employees of motor vehicle inspection institutions, motor vehicle technical experts and inspection engineers, qualified professional drivers and its customers' family members. The company was founded in 1952 as a "mutual society" of professional driving instructors. Today, around 100 employees at the Stuttgart headquarters and 18 state agencies, as well as 12 managing directors, serve some 76,000 customers with over 385,000 insurance policies and a premium volume of 68 million euros.

Products and Services

- 10 x FUJITSU PRIMERGY RX2540 servers
- 2 x FUJITSU PRIMERGY RX2560 servers
- 1 x FUJITSU ETERNUS DX60 storage

A new generation requires new hardware

At its Stuttgart headquarters, Fahrlehrerversicherung Stuttgart operates two data centers that are interconnected via an active/active cluster. All the company's applications, a central database system and a central customer administration system run on a total of ten x86 servers virtualized with VMware. Four other non-virtualized servers are used as management and backup servers.

When two servers were in line for a generation change, Andreas Wizemann, head of systems engineering at Fahrlehrerversicherung Stuttgart, began looking for a new hardware supplier. "Our previous manufacturer had sold its server business. I wanted to make sure that there wouldn't be any future disadvantages in terms of quality and service," recalls Wizemann. "I also wanted to avoid high maintenance costs and for administration to be uniform and simple."

Fujitsu has an excellent reputation in professional circles

So the head of systems engineering consulted professional circles to learn everything he could about the hardware manufacturer landscape – including IT forums, publications and conversations with his long-standing IT partner dualutions from Cologne, Germany. "What struck me about Fujitsu was that the company had such an excellent reputation in professional circles, both in terms of the quality of the hardware and when it came to service."

To form his own opinion of Fujitsu, Andreas Wizemann also attended a meeting of the Fujitsu User Group and took part in a factory tour in Augsburg. "My positive impression was once again confirmed by the local proximity and openness of Fujitsu. And the product roadmap of the x86 servers also won me over."

Superior benchmark rankings

Another factor was the benchmarks of the Fujitsu PRIMERGY servers: According to the SPECpower_ssj2008® benchmark, for example, they consistently feature extremely low energy consumption values with high processing power capabilities. They have also achieved excellent rankings in benchmarks for virtualization with VMware.

"We've already used the Fujitsu servers in many customer projects and have never had any problems," explains Aybars Ayrikci, sales representative at dualutions and project manager for Fahrlehrerversicherung.

"The constant, personal collaboration with the manufacturer is also very important to us as a partner. Fujitsu meets this criterion unreservedly. The company is characterized by its speedy responses to technical questions and excellent technical support."

Since IT partner dualutions had no objections, the decision was made to gradually migrate all the servers in the data center to hardware from Fujitsu. .

High performance and reliable operation

Partner dualutions took charge of the conceptualization. Initially, two existing servers were replaced by FUJITSU PRIMERGY RX2560 servers. Ten additional servers of the type RX2540 were gradually added.

"Delivery periods, implementation, contacts and also the quality of the hardware – everything ran and continues to run perfectly," says Andreas Wizemann. "I'm extremely satisfied with the performance of both the test and productive systems, as well as service." He also benefits from very simple administration of his entire data center, thanks to the integrated ServerView Suite management software. "That's extremely important for us, because we have such a small IT team."

Storage also planned

Based on his positive experience with the servers, the head of systems engineering is also planning the long-term migration of his storage to Fujitsu. He is already testing a FUJITSU ETERNUS DX60 storage system, which is connected behind the existing SAN Volume Controller as supplementary storage.

"The storage system is also making an excellent impression. When the life cycle of our storage systems expires and conditions are right, we'll also use Fujitsu to operate our storage environment."

IN COLLABORATION WITH

dualutions