CASE STUDY

Technology refresh with PRIMERGY Servers across more than 20 countries

OMV Turns to Fujitsu for Reliable Server Modernization

»Fujitsu turned out to be the right partner for us in terms of flexibility, speed, efficiency and economy.«

Christian Berndl, Head of Data Center IT, OMV Solutions GmbH

The challenge

Server modernization in more than 20 countries – when the time came to modernize its data centers, OMV’s first priority was to find a premium source of technology and service that the company could count on for maximum performance in the area of industry-standard server technology backed up with worldwide availability and support.

The solution

OMV Solutions GmbH (Global Solutions) is the competence center (Finance, IT and Business Support) of OMV. After reviewing offers submitted by vendors, Global Solutions awarded the contract for modernization of its Intel-based server landscape to Fujitsu. One of the main reasons behind this decision was that the management of Global Solutions felt that the technical features and quality of the servers proposed by Fujitsu represented the optimum solution. For example, the various PRIMERGY rack server models chosen by OMV will result in permanent reduction in the power consumption of the group’s data centers. Another reason that drove the decision to partner with Fujitsu was a deployment plan that will ensure timely availability of the new servers at the group’s locations in Eastern Europe and Central Asia. The contract, which guarantees stable prices for a period of three years, will also enable OMV to achieve significant savings.
The project

When it comes to everything from accessing new sources of energy to management of OMV’s more than 2,500 OMV filling stations in 13 countries, business processes that build on a high-performance IT infrastructure represent an essential prerequisite for optimum implementation of OMV’s corporate strategy. That explains why OMV decided to completely modernize its existing server landscape, which had been in place for three years. Plans called for new rack servers at OMV locations in more than 20 countries to handle infrastructure services, business-critical applications and databases.

When OMV started to look for a project partner, the management’s short list included the names of the best known vendors. They were looking for a source of Intel-based rack servers that would cover the entire range of OMV performance requirements. In addition, the successful candidate would have to overcome special challenges in terms of logistics and service, since “many OMV locations are in Eastern European and Central Asian countries. And experience has shown that logistics and service can present problems in those countries,” says Christian Berndl, Head of Data Center IT with OMV Solutions GmbH. However, the quality of the proposed solution as well as the flexibility and personal commitment of marketing and management during the selection process convinced OMV decision-makers that Fujitsu was the right partner for implementation of this project. Wolfgang Horak, Fujitsu’s Senior Vice President SEE (South Eastern Europe) also commented on the project: “We’re proud that we were able to gain the confidence of OMV. One success driver was that from the very beginning we wanted to build a long-term partnership for OMV’s IT infrastructure with our products and services.” This partnership approach combines with exceptional competence in the areas of technology, service and logistics to give OMV maximum benefit. “The product design of the PRIMERGY servers enables us to achieve significant energy savings in our data centers,” underscores Christian Berndl. “Fujitsu also offers established processes for shipment and customs processing, as well as country-specific service levels. This is especially important in the IT area, since restrictions can delay shipment in some countries, which in the final analysis impacts our business.”

A record of success

By partnering with Fujitsu, OMV can count on its IT resources to support its growth strategy. The worldwide use of Intel-based PRIMERGY servers that comply with group standards provides the basis for exceptional IT efficiency and productivity. Established shipment and service processes also contribute to a high level of reliability at the operational level. When it comes down to the bottom line, the new partnership lets OMV achieve significant savings and provides a stable basis for calculation over a period of three years. “The total package of products and services that we put together with Fujitsu meets our expectations all the way down the line,” says Christian Berndl.

Solution components

- Installation of PRIMERGY rack servers at OMV locations in more than 20 countries
- Servers: PRIMERGY RX200, RX300 S4, RX600
- Services: Logistics and customs processing, maintenance with country-specific service levels

Customer benefits

- Significant reduction in costs as compared with previous products
- Optimum compliance with group standards
- Significant improvement in the energy efficiency of the data centers
- Optimum support for business processes with the most recent Intel-based server technology
- Maintenance of service quality worldwide

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