

Case Study Lingenheld Group

»Even in industries such as civil engineering – where IT is not a direct tool of field work - a technological breakdown is incredibly restrictive and we would grind to a halt.«

Franck Lingenheld, Managing Director, Lingenheld Group



The customer

Lingenheld SAS is an independent SME, whose management remains firmly family-controlled, employing 450 people and turning over €120 million annually. The group is structured around four pillars, each representing one of its four areas: civil engineering, property development, environment and industry. Lingenheld has evolved to serve the entire north-east of France, specifically the regions of Moselle, Meurthe-et-Moselle, Bas-Rhin, Haut-Rhin and Vosges.

Its expertise spans all tasks related to modern transport networks: large earthworks, road construction, landscaping and urban construction, sewer and pipeline construction.

The challenge

The priority for Lingenheld was to ensure the continuity of services in terms of both power supply and internet access. As for infrastructure, all of its sites are equipped with Fujitsu hardware which are connected by a VPN. The company only had one IT room at its site in Dabo. In early May 2014, to ensure availability of its IT system for all of its offices, a second room was created, and the infrastructure was installed in Oberschaeffolsheim. The two sites are linked by a 20 MB optic fiber connection.

The solution

The Lingenheld group opted for an ERP system, allowing all of the company's operations to be tracked. Following consultation, the Group selected Microsoft Dynamics NAV 2013 with the 4PS application layer. To implement this, Fujitsu partner, Merckel Informatique directed the company to servers from Fujitsu, specifically the PRIMERGY RX350 server, which provides storage space for up to 24 hard drives. The use of DataCore software means that a synchronous fiber channel storage area network (FC SAN) could be incorporated.

The customer

Country: France
Industry: Civil engineering
Founded: 1925
Employees: 450
Website: www.lingenheld.fr/



The challenge

- Installation of a second data center
- Create a backup environment to guarantee group production
- Provide a core ERP system: Microsoft Dynamics NAV 2013 with the 4PS application layer

The solution

- 1 x FUJITSU Server PRIMERGY RX350 with DataCore software at the backup site
- 2 x FUJITSU Server PRIMERGY RX350 with DataCore software at the head office

The benefit

- The DataCore software allows a synchronous fiber channel storage area network (FC SAN) to be installed at the head office
- The site recovery manager (SRM), VMware tool, is perfect for disaster recovery planning; above all it allows tests to be carried out on the backup environment without affecting production
- The solution built around VMware and DataCore, with Fujitsu hardware, has helped to create the necessary interfaces to test disaster recovery plans

Products and services

- 3 x FUJITSU Server PRIMERGY RX350
- 1 x FUJITSU Server PRIMERGY RX200
- Installation of a second data center

The benefit

Lingenheld selected Fujitsu as the project developer primarily for the quality of its hardware and the dedication of its technical and sales teams. Fujitsu came out on top for a number of reasons:

- Highly reliable products
- Powerful tracking and data feedback tools
- Products made in Europe (Germany)
- A business on a human scale
- Quality of service
- Availability of materials
- Competitive prices on all purchases and business projects.

Conclusion

Lingenheld put its confidence in Merckel Informatique to set up a second data center to ensure the continuity of services in case of a disruption to power supply or internet access. Faced with this task, Fujitsu positioned itself as THE partner to trust.



About Merckel Informatique

Founded 25 years ago by Philippe Merckel, the company based in Alsace-Lorraine opened a branch in the Loire in 2011. Merckel Informatique specializes in supporting and upgrading IT systems for companies, providing consultancy and implementing IT systems with a high availability rate for SMEs. It recommends regular equipment upgrades to keep operating costs low and user productivity high. Merckel Informatique calls on its team of certified technicians to execute its projects thoroughly. For several years, Merckel Informatique has been recognized as a Fujitsu SELECT Expert. This certification is awarded to trained technicians, reflecting the level of skill and expertise with regard to Fujitsu products and solutions.

It has proven to be a winning partnership over the years, given the number of customer cases managed by Merckel Informatique and Fujitsu, with the solution for Lingenheld standing out as particularly successful.

Customer feedback on the reliability and performance of the Fujitsu products, especially the PRIMERGY RX100, RX200 and RX350 servers, convinced Merckel Informatique to become not only a Fujitsu partner but now a customer, by equipping its data center with PRIMERGY servers. This demonstrates its full confidence and satisfaction in Fujitsu products. The choice naturally fell on Fujitsu, according to Philippe Merckel: "PRIMERGY servers are well known for their reliability and offering a swift return on investment."

Mr. Merckel sums up the relationship by concluding that: "A relationship combining closeness and professionalism proves to be a winning bet."

Contact

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