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Aurel Tudorache  
IT Manager  
Heurtey Petrochem

Heurtey has expanded its fleet of Fujitsu workstations to include the most up-to-date, high-performing models, enabling it to dramatically reduce design and production times.

#### At a glance

Country: Romania  
Industry: Oil and Gas  
Founded: 1953  
Employees: 1,000+  
Website: [www.heurtey.com](http://www.heurtey.com)

#### Challenge

The oil and gas industry relies on complex 3D CAD modelling tools to architect and build refineries. Heurtey Petrochem wanted to add the latest, best-performing hardware to its existing fleet of workstations.

#### Solution

As a long-time Fujitsu customer, Heurtey knew it could deliver the build quality, performance and reliability as well as the ability to customize every component. It most recently purchased Fujitsu CELSIUS R940 workstations to deliver faster performance.

#### Benefit

- Production times have fallen from six months to one, making the company more competitive
- The devices will repay the initial investment within a year through saved time and resource
- Reliability ensures optimal availability
- Customizable and interchangeable components enable maximum flexibility and extended lifecycle

## Customer

Heurtey Petrochem is an international oil and gas engineering group focused on two market segments: process furnaces for refining, petrochemicals and hydrogen production; and natural-gas treatment, through its subsidiary Prosernat. The group is a technology provider and engineering, procurement & construction player and has developed its business through an extensive network of subsidiaries worldwide, including France, United States, Brazil, Russia, Romania, South Africa, United Arab Emirates, Saudi Arabia, India, Malaysia, South Korea and China

## Products and services

- FUJITSU Workstation CELSIUS M740
- FUJITSU Workstation CELSIUS R930
- FUJITSU Workstation CELSIUS R940
- FUJITSU Display P27T-7
- FUJITSU Display P27-8

## Challenge

Designing and building oil and gas refineries requires complex CAD modelling using application packages such as Autodesk Advance Steel and Autodesk Building Design Suite Premium, including design integration and analysis in Autodesk Navisworks Manage. This means that Heurtey must rely on industry-leading workstations to handle these applications efficiently for maximum productivity. As the company grew dramatically, its existing fleet of workstations required more advanced hardware to cope.

"Our business depends on optimal processing power to solve complicated problems and deliver new components for construction," explains Aurel Tudorache, IT Manager, Heurtey Petrochem. "We also had to deal with massive expansion, which saw revenue quadruple between 2008 and 2012. That meant we needed a new platform to support our ongoing design, development and execution."

With aging graphics cards installed, loading and manipulating complete and complex models would simply be unproductive. Introducing a much more responsive hardware environment that could speed development was critical.

Fujitsu worked with local partner, Radient Consulting, which since 2004 has been a leading Fujitsu and Autodesk partner, specialized on Product Design & Manufacturing. Radient is also regularly awarded as a Fujitsu ambassador in the region due to its in-depth knowledge of the hardware and dedication for Fujitsu based solutions.

"We've used Fujitsu and Radient Consulting for many years in various guises, including PRIMERGY servers and ETERNUS storage, and had a great experience so, when it came to investing in new high-end workstations, it was the natural choice," adds Tudorache. "Fujitsu makes it easy to build a fully customized and scalable workstation with the ability to define each internal component such as Tesla, Quadro or K2 graphics cards, rack conversion kits and RAID controllers - not to mention RAM, CPU and SSD/SAS options."

## Solution

One powerful addition to Heurtey's Fujitsu fleet is the CELSIUS R930 workstation.

Incorporating the latest NVIDIA® Quadro® K6000 12GB graphics cards, the CELSIUS R930 is well prepared for workstation high performance computing. Comprehensive ISV certifications ensure smooth software operation for Heurtey's key applications, including the Autodesk suites.



"We worked with Radient Consulting to define our requirements based on ongoing projects, experience and the complexity of the software. It is a complicated configuration, however, Fujitsu's configurator tool made it easy to meet our needs," continues Tudorache. "We simply used the online portal to select every component and the kit was delivered pre-configured, pre-installed and ready to plug and play. No other manufacturer offers that flexibility."

Heurtey now has an installed base of over 70 Fujitsu CELSIUS workstations, including the FUJITSU Workstation CELSIUS R930. It also recently added the FUJITSU Workstation CELSIUS R940 with NVIDIA® Quadro® M5000 8GB graphics card and Intel® Xeon® E5-2600 processor family with 12 cores. These devices connect to a 27-inch widescreen Fujitsu P27-8 display with 3.7 Mio pixels for flawless picture quality.

## Benefit

The principal advantage of the latest Fujitsu models is the pace with which they handle demanding CAD applications, enabling Heurtey to speed time to market and become more competitive in a fast-moving industry.

"We used to spend six months taking designs from conception to delivery. Now we are completing that process one month faster. That makes us much more agile as a company and helps facilitate our ongoing growth," says Tudorache. "Fujitsu also gives us the flexibility to visualize data on certain older machines while manipulating it on the more powerful devices. That means our 50 super-users and 20 basic users all get the information they need quickly."

The new Fujitsu CELSIUS workstations shave around half an hour each day off typical operations and Heurtey estimates that will translate into immediate cost savings: "We've done extensive tests and, with the time saved, we expect the new workstations to pay for themselves within one year," comments Tudorache.

Reliability is another critical concern and Fujitsu technology has not disappointed in this regard. The original CELSIUS H210 mobile workstation purchased in 2005 is still in service and has not broken down once. The same can be said of the rest of the fleet and, if internal components do fail, they can be easily replaced at minimal cost.

"These devices need to be robust to survive in a factory environment and Fujitsu has certainly met the requirements. Furthermore, unlike other vendors, we can upgrade and interchange components such as graphics cards to extend their lifecycle," concludes Tudorache. "It's this flexibility and versatility that sets Fujitsu apart."

## FUJITSU

Email: office.romania@ts.fujitsu.com

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