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Fujitsu. Together  
we can change  
the world

Manufacturing

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FUJITSU



Great work leads  
to great references

We co-create with our  
manufacturing customers, working  
together to enable their vision.

What others say about us is infinitely more persuasive than anything  
we could say ourselves, that's why we've selected these ten case  
studies that showcase our joint success with our customers.

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# Awinta

“awinta and Fujitsu have enjoyed a long-standing, successful collaboration, particularly in the area of server technology. This fruitful cooperation gave rise to the PalmSecure™ vein scanner project for pharmacies”

Sven Bertram, Managing Director, awinta GmbH

To ensure the secure authentication of employees in pharmacies, awinta GmbH relies on the hygienic palm vein scan technology PalmSecure™ from Fujitsu.

## Challenge

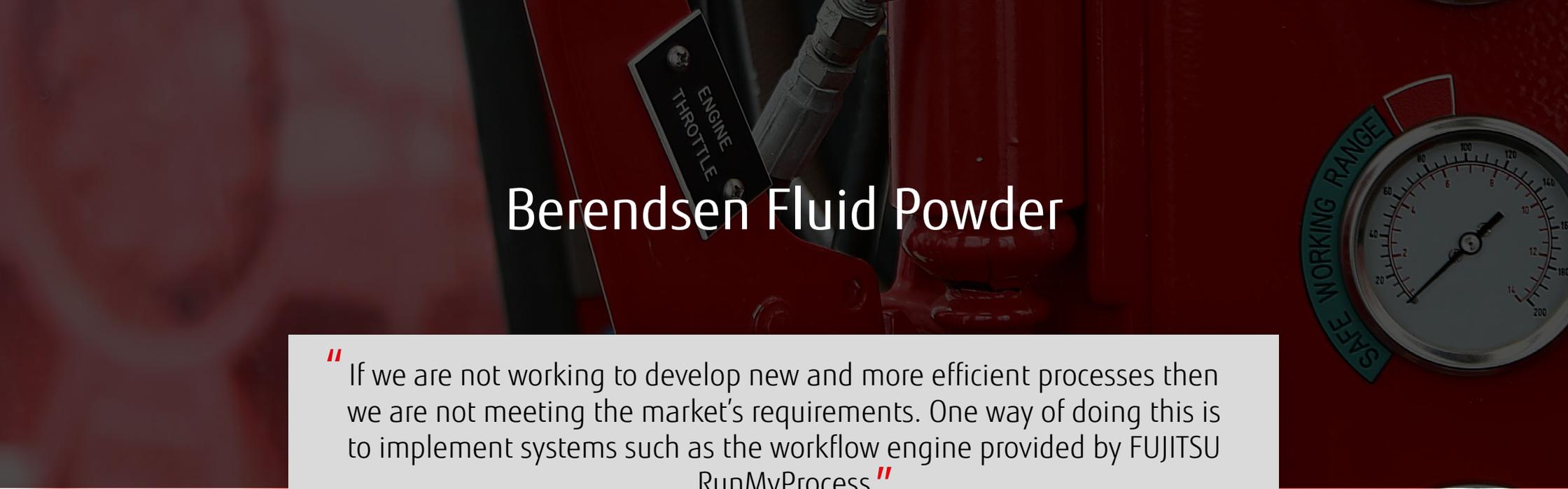
awinta GmbH requires a secure authentication solution for cash register stations in pharmacies. The solution is supposed to accelerate the medication provision process and warrant the security of patient data.

## Solution

The PalmSecure™ technology (detection of specific palm vein patterns) from Fujitsu is a particularly hygienic and secure biometric authentication solution, which awinta is now integrating in its software platform. Pharmacy staff using the pharmacy software can be identified quickly and easily.

## Benefits

- Secure and rapid authentication at the point of sale in pharmacies through biometric palm vein detection.
- Contactless and therefore hygienic method.
- Extremely secure through detection of palm vein patterns.
- Viable technology that can also be used in other areas, e.g. access control for pharmacies.



# Berendsen Fluid Powder

“ If we are not working to develop new and more efficient processes then we are not meeting the market’s requirements. One way of doing this is to implement systems such as the workflow engine provided by FUJITSU RunMyProcess ”

Ben Johnson, General Manager, Berendsen Fluid Power

Berendsen Fluid Power migrates its core cylinder repair processes to an automated FUJITSU RunMyProcess platform, which has improved efficiency by 40 per cent.

[Click here to read the full customer story.](#)

## Challenge

Berendsen relied on a combination of paperwork and Excel spreadsheets to track the progress of key repair projects. However, this was time-consuming and prone to human error. It wanted to find a more efficient, automated way to manage processes.

## Solution

After trialling several digital solutions, Berendsen decided that FUJITSU RunMyProcess offered the best functionality and could be deployed using in-house resources. The company is now designing its entire repair management journey, involving ten different stages, around the new digital platform.

## Benefits

- Process efficiency improvement of up to 40 per cent.
- Customer quotations now delivered in three to five days rather than one week.
- All relevant information, including photos, available at the touch of a button via an iPad app.
- Automated reports provide increased visibility and enable the speedy identification and resolution of problems.

# FlexLink

“Each part name change took us 20 minutes to complete manually – Fujitsu RPA does it within five. That means we can deliver products more quickly to our customers and provide better service”

Per Siesing, Product Development Manager, FlexLink

FlexLink wanted to automate time-consuming and monotonous admin tasks. It turned to Fujitsu RPA which has made two key processes faster and more accurate.

## Challenge

FlexLink was reliant on a huge number of mundane and repetitive admin tasks performed by highly skilled engineers. It wanted to explore the possibility of automating these manual tasks to speed up processes and reduce errors.

## Solution

The company identified two key processes, part name changes and supplier reporting, to form the basis of an RPA pilot. It chose Fujitsu as its RPA partner based on its experience and access to its Center of Excellence in Copenhagen.

## Benefits

- The part name change process, which previously took 20 minutes, now takes five.
- Supplier reports which took two hours to create can now be generated in just 15 seconds.
- Highly qualified engineers no longer spend time on repetitive data entry and can focus on higher value tasks.
- The risk of human error has been eliminated.

# Yokohama Rubber

“ It’s amazing because it’s like something you see in a movie. We were able to think outside the box and come up with an unprecedented design. We’ve achieved our goal of using a stylish design to encourage visualization ”

Tadashi Suzuki, Managing Corporate Officer, Yokohama Rubber

Yokohama Rubber has implemented FUJITSU Intelligent Dashboard to provide real-time, cross-sectional visibility of its Japanese and overseas factories’ operations.

[Click here to read the full customer story.](#)

## Challenge

Yokohama Rubber relocated its production bases overseas, making global and total factory optimization difficult. It wanted to improve operational visibility, automate data retrieval, and increase efficiency.

## Solution

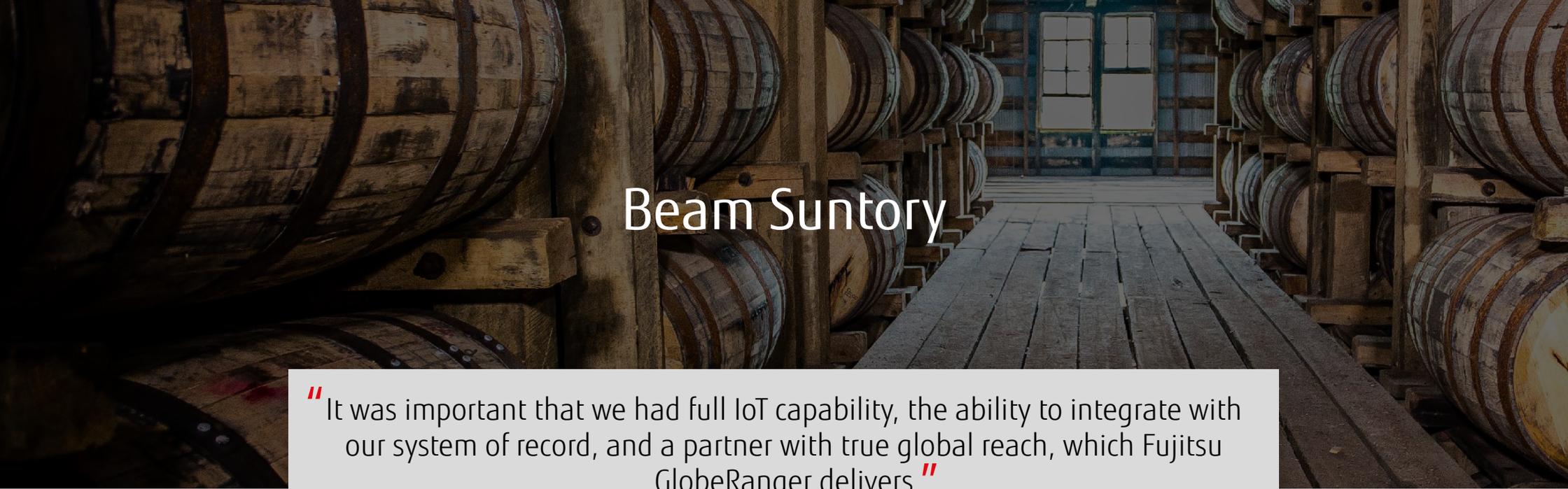
The company implemented the FUJITSU Intelligent Dashboard and developed a system which allows users to make real-time, cross-sectional comparisons of the state of all the company’s Japanese and overseas factories.

## Benefits

- Intelligent Dashboard provides instant visibility of production base status.
- Access to real-time information enables smarter decision making.
- Automated data retrieval from multiple factory systems increases efficiency.



Country: **Japan**  
Industry: **Manufacturing**  
[y-yokohama.com](http://y-yokohama.com)



# Beam Suntory

“ It was important that we had full IoT capability, the ability to integrate with our system of record, and a partner with true global reach, which Fujitsu GlobeRanger delivers ”

Nick Moberg, Senior Manager of Platform Solutions, Beam Suntory

Jim Beam® deploys GlobeRanger iMotion® to track production of thousands of barrels of Bourbon, reducing potential risk of error.

[Click here to read the full customer story.](#)

## Challenge

Jim Beam® was monitoring the production, storage and distribution of millions of barrels using a process heavily reliant on paperwork, leaving it exposed to error. It wanted to find a more efficient, transparent and accurate way of keeping track of inventory.

## Solution

The company deployed GlobeRanger iMotion IoT Edgware Platform, which connects sensors and IoT devices to gain rich data on production, storage and distribution of Jim Beam's® critical assets. Through a series of automation and software development, its barrels are now RFID-tagged and tracked through every stage of production.

## Benefits

- iMotion provides total visibility of the entire production process via a single pane of glass.
- The potential for error – and costly wastage – has been minimized.
- Supervisors spend less time on paperwork, freeing them to focus on more important tasks.
- Enables the possibility of consumer connectivity deeper into the liquid maturing lifecycle.

# AKG Gruppe

“ For us, the Managed on-premise Cloud Solution combines the benefits of having SAP Basis hosted by the experts at Fujitsu, and retaining control over our sensitive data as our management board requires ”

Michael Kramer, Head of IT, AKG Group

Careful outsourcing with Fujitsu Managed on-premise Cloud for SAP Solutions. The customer retains control over data whilst relieving strain on internal IT department.

[Click here to read the full customer story.](#)

## Challenge

The customer wanted to free up its in-house employees to work on its global SAP rollout and other urgent matters, but did not want to lose control over its sensitive data.

## Solution

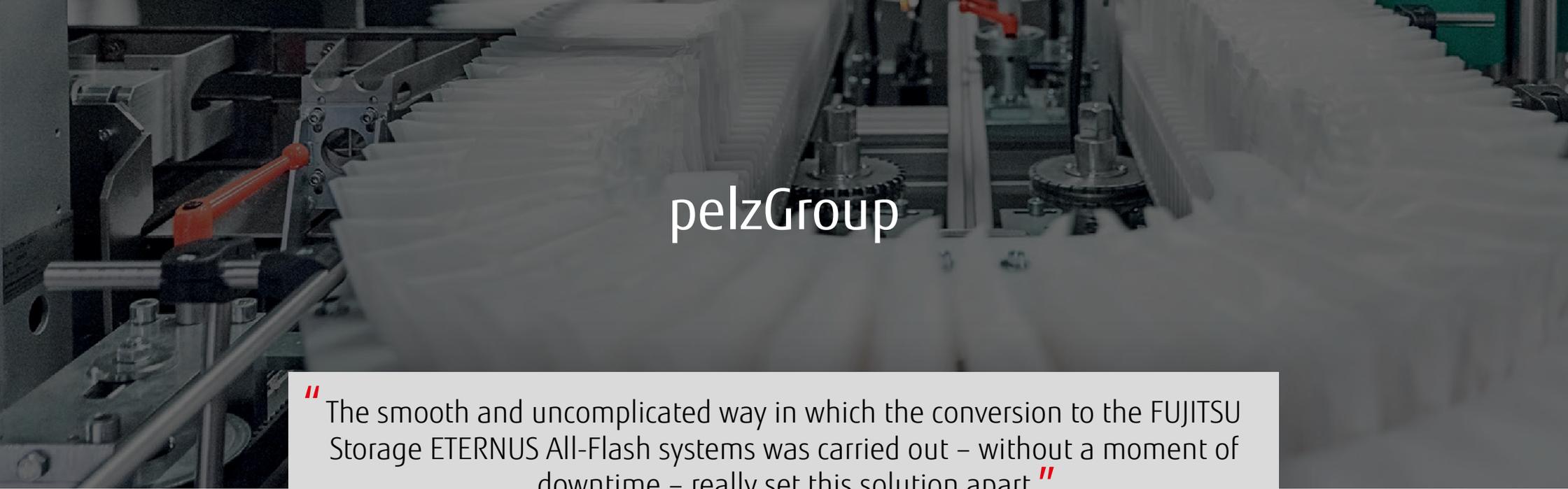
The Managed on-premise Cloud for SAP Solutions approach combines the benefits of professionally-managed SAP hosting with the ability to keep data and processes running on hardware in the customer's own data center.

## Benefits

- Full-service offer minimizes migration expenditure for the customer.
- Greater flexibility and minimization of cost and performance issues by having the infrastructure provided to suit the company's needs.
- Turnkey package that can grow with the customer's demands over time.
- Complete control over data and processes.



Country: **Germany**  
Industry: **Manufacturing**  
[akg-gruppe.de](http://akg-gruppe.de)



# pelzGroup

“ The smooth and uncomplicated way in which the conversion to the FUJITSU Storage ETERNUS All-Flash systems was carried out – without a moment of downtime – really set this solution apart ”

Jan-Peter Raichle, IT Team Leader, pelzGROUP

Moving to a pair of FUJITSU Storage ETERNUS All-Flash systems has reduced access times and safeguarded critical just-in-time processes for the company.

[Click here to read the full customer story.](#)

## Challenge

pelzGROUP's existing storage server from a competing manufacturer could no longer keep pace with its dynamic growth. Latency times for some of the company's critical applications had become untenable. It began looking for a system that could keep up with it long-term.

## Solution

A pair of FUJITSU Storage ETERNUS AF250 All-Flash systems reduce latency and significantly improve efficiency. Business-critical applications for the logistics and accounting departments now run at least ten percent faster. Further benefits include transparent failover and energy efficiency.

## Benefits

- Redundant, futureproof storage system.
- Business-critical applications now run ten percent faster.
- Not one minute of downtime during the conversion.
- Trusting, direct relationship with German speaking representatives.

# AL Khaleej Sugar

" Fujitsu provided comprehensive SAP HANA project management, helping ensure our digital business transformation aligned our people, processes and technology with our business goals "

Senthil Vel, IT Manager, Al Khaleej Sugar

Al Khaleej Sugar upgrades aging SAP infrastructure to FUJITSU Integrated System PRIMEFLEX for SAP HANA® - providing real-time mobile analytics and enabling growth.

[Click here to read the full customer story.](#)

## Challenge

Al Khaleej Sugar's existing SAP platform was built on outdated IBM Power hardware and was proving expensive to maintain. The company wanted to find a better performing, innovative solution that would cut costs while also delivering new SAP HANA based business functionalities.

## Solution

After close evaluation of the market, Al Khaleej partnered with Fujitsu to deploy FUJITSU Integrated System PRIMEFLEX for SAP HANA®, which integrates virtualized servers and storage with Intel® Xeon® processors in one end-to-end, pre-configured solution. It also includes a separate disaster recovery facility.

## Benefits

- Forty percent reduction in overall costs.
- Improved decision making thanks to real-time predictive analysis.
- Secure mobile access promotes faster decision making by senior management.
- Enhanced operational visibility thanks to improved integration with critical systems.
- Optimized availability and scalability – ensuring the company remains ready for future innovations, e.g., Internet of Things.

# Schwan Stabilo

“ Fujitsu managed the migration of MaxDB to a virtualized SAP HANA environment and executed the technical aspects of the project. This was carried out very successfully within the predefined timeframe ”

Frank Bauer, Head of IT, Schwan-STABILO Cosmetics

Fujitsu migrates Schwan-STABILO Cosmetics' existing SAP ERP® landscape to a virtualized SAP HANA system environment.

[Click here to read the full customer story.](#)

## Challenge

Schwan-STABILO Cosmetics controls its production processes through SAP. This makes a stable and high-performing IT system which is crucially important for the business.

## Solution

Migration from a MaxDB environment to a SAP HANA database within the Fujitsu data center.

## Benefits

- Short, defined implementation time.
- Minimal risk thanks to the extensive SAP expertise of Fujitsu's consultants.
- Future-proofing the international rollout of SAP ERP.
- Significant improvements in performance for database-intensive applications.

# Kimplas Piping Systems

“ Fujitsu created an interface with SAP, which is simple, fast and helps us understand actual costs. It delivers a level of visibility that was previously lacking ”

Preeti Patki, CFO, Kimplas Piping Systems Ltd

Kimplas partnered with Fujitsu to deploy a new SAP Services platform that now underpins the business and makes the generation of reports and invoices simple.

[Click here to read the full customer story.](#)

## Challenge

Kimplas wanted to replace its disparate legacy ERP systems with one consolidated platform for better efficiency and data visibility. It also needed to ensure compliance with the incoming mandatory Goods and Service Tax.

## Solution

Kimplas selected Fujitsu to create a new SAP Services model, the first of its kind in India. Fujitsu now provides support and operational services, including infrastructure hosting, from its own local data center and Global Delivery Center, based in Pune, India.

## Benefits

- Full compliance with the Goods and Service Tax introduced by the Indian government.
- Reports and invoices now generated at the touch of a button, making the company more responsive and increasing productivity.
- Significant increase in operations visibility - enhancing efficiency and eliminating errors.



Country: **India**  
Industry: **Manufacturing**  
[kimplaspiping.net](http://kimplaspiping.net)

# Co-create with Fujitsu

Let's share your story with the world

To find out more contact [umesh.patel@uk.fujitsu.com](mailto:umesh.patel@uk.fujitsu.com)

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