

“FUJITSU PRIMEFLEX for VMware vSphere enabled us to replace our entire architecture in 24 hours. Now we benefit from rapid processes and short load times, even with very large data volumes.”

Steffi Hoppenthaler
Managing Director
Zech GmbH

Using FUJITSU PRIMEFLEX for VMware vSphere, wholesaler Zech was able to replace, virtualize and consolidate its entire IT architecture in just one weekend.

At a glance

Country: Germany
Industry: Wholesale and logistics
Founded: 1829
Website: www.zech-ag.de

Challenge

To improve the performance of its IT systems, Zech GmbH needed a new IT architecture validated for VMware. As a logistics company with 24/7 order management, the process had to be completed without interrupting business operations.

Solution

FUJITSU Integrated System PRIMEFLEX for VMware vSphere is a pre-configured reference architecture for use in VMware environments. As a customizable all-in-one package, it provides servers, storage, network connectivity and software. Therefore it can be deployed very quickly.

Benefit

- Simple and rapid deployment thanks to pre-configuration
- All components have been tested, optimized and validated for VMware
- A high degree of scalability guarantees future viability
- Optimum price/performance ratio
- Recovery time of only four hours
- German-language support
- Improved IT system performance and faster processes



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Customer

Supplying clean products for 180 years – that is the promise of Zech GmbH from Straubing. This well-established family-owned company is not just a wholesaler of quality cleaning and hygiene products but also a competence center offering advisory and other services to clinics, doctor's offices and care institutions, building cleaners and industrial firms. Its product range is comprised of 60,000 items. With 100 top suppliers, 6,000 m2 of storage space for 7,000 pallets, 80 highly-qualified employees and a fleet of 13 company-owned trucks, Zech is a market leader for cleanliness and hygiene in southern Germany.

Products and services

- FUJITSU Integrated System PRIMEFLEX for VMware vSphere
- 1 FUJITSU ETERNUS DX200 storage with SSD
- 2 FUJITSU PRIMERGY RX2530 servers
- VMware 6.5 as a virtualization solution

New architecture for increased performance and speed

At Zech, everything is focused on quality. This includes timely and full deliveries to customers as well as high-quality equipment in the delivery trucks and taking into account the opening and delivery hours of customers. The company's product range includes approximately 60,000 cleaning and hygiene products, of which 20,000 are permanently in stock. A powerful IT system ensures optimum inventory management and logistics. Customers wishing to place orders have access to personal and telephone advice as well as an online order manager that is available around the clock.

The company uses a VMware-based virtualized IT infrastructure to ensure that logistics processes work smoothly from order placement and goods receiving, quality control and order picking to scheduled deliveries and payments. However, the previous system was no longer able to meet the demands for process speed and load times for large data volumes. But performance is critical to the business, since Zech has to coordinate approximately 300 orders with an average of 1,000 items on a daily basis. "Our intention was to replace the existing IT infrastructure and increase performance with new hardware components," says Steffi Hoppenthaler, Zech's Managing Director.

Renewal of IT infrastructure without interruption

"The IT infrastructure had to be renewed without significantly interrupting business operations," explains Christian Sipmeier, owner of Sippicom IT-Solutions, Zech's long-standing IT partner. "Hence we needed an infrastructure that could be implemented along the lines of a plug-and-play system. The only system that could be considered for this purpose was FUJITSU Integrated System PRIMEFLEX for VMware vSphere."

PRIMEFLEX for VMware vSphere is a pre-configured reference architecture that is tailored to the requirements of VMware environments. All hardware components such as servers and storage have been tested and validated for VMware. They are made at Fujitsu's plant in Augsburg, Germany, and are pre-configured so that customers can start to use them immediately. In addition, they offer extensive scalability and also meet future capacity requirements.

The PRIMEFLEX solution used at Zech includes an ETERNUS DX200 storage system with SSD hard disks. It offers medium-sized companies enterprise-class storage functionality at an excellent price/performance ratio. Furthermore, Zech is using two FUJITSU PRIMERGY RX2530 servers. They deliver high levels of performance, extendibility and energy efficiency in a space-saving housing. Thanks to the powerful Intel® Xeon® Processor Scalable Family CPUs with up to 28 cores, they are ideally suited for virtualization purposes. VMware 6.5 was also

implemented in line with the pre-configuration process. Fujitsu's extensive experience and sound expertise in VMware architectures proved to be an advantage, as the all-in-one IT provider regularly leads the official benchmarks of VMware.

"Our IT partner Sippicom completed the entire migration in one weekend without major interruptions," notes Steffi Hoppenthaler. She adds: "PRIMEFLEX for VMware vSphere supports the consolidation of our IT, which means that we require less hardware and use it more efficiently. In this way, we are able to reduce operating costs as well as administration and maintenance efforts. Since the architecture was tailored to our requirements, we benefit from low purchasing costs and fast deployment and provisioning."

German-language support from one source

Another advantage is that Fujitsu offers German-language support for PRIMEFLEX out of Germany, which covers all hardware and software components and also those of partners such as VMware. "Fujitsu guarantees the recovery of all systems in only four hours. The proximity of our Straubing location to Fujitsu's plant and support is also important to us," explains Steffi Hoppenthaler. And Christian Sipmeier adds: "Our collaboration with Fujitsu has always been a positive experience. Close proximity, excellent solutions and a friendly atmosphere."

Virtual machines that work many times faster

The new PRIMEFLEX solution provides Zech with much faster virtual machines. "Today, we benefit from the optimum performance of our systems," concludes Steffi Hoppenthaler. "It is something we notice in all areas, such as our merchandise management system, processes and the load times for large data volumes. It could not have worked out better. We are very satisfied with the solution, the migration process and our partner."

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