

Case study Bayernland

»It's good having a central contact for large projects; they gave us excellent advice before the project started. That's what we like about Fujitsu.«

Hermann Wild, Head of IT at Bayernland



The Customer

Country: Germany, with global sales
Business: dairy products
Founded: 1930
Group Sales: 1 billion EUR
Website: www.bayernland.de



The Challenge

Fujitsu developed a concept for a new server- and storage landscape and implemented it in partnership with Profi AG. Fujitsu also assumed maintenance and support services.

The Solution

Fujitsu created a redundant infrastructure to provide greater system stability. Additional capacity is available on short notice. The infrastructure will be ready for the future, thanks to ample scalability.

Bayernland eG

Bayernland eG sells 300,000 tons of dairy products in Germany and abroad each year. Those products may stem from Bayernland's own operations or from dairies belonging to the cooperative. A volume like that makes the cooperative, headquartered in Nuremberg, a leading marketer of dairy products. Bayernland is a modern company with high quality standards, sophisticated logistics, and an efficient system for managing goods. Its information technology is just as modern.

The Search for a Comprehensive Solution

New demands, plus the need for additional servers and storage pointed to the need for a comprehensive solution as the company's IT underwent an overhaul in 2010. The plan called for completely redesigning the data center. Bayernland wanted a highly available platform that offered the option of furnishing additional resources on short notice, such as when Bayernland acquired or invested in another company. Centralization of e-mail services in Nuremberg also rendered additional capacity necessary. Strong growth of Microsoft Exchange data demanded supplemental resources as well. A conversion to SAP ERP 6.0 running on VMware and Microsoft operating systems required new hardware, which came just as the service contracts on the existing 16 servers were about to expire. The ambitious project aimed at creating a flexible, expandable, and highly available IT infrastructure.

The Entire Concept Came from Fujitsu

Fujitsu developed an entire concept for a new data center focused on secure and flexible operation. Servers and storage systems are designed for redundancy and can be housed in different buildings if necessary, ensuring greater system stability. Virtualization permits optimum server utilization. It is easy to establish additional capacity on short notice, while the high degree of scalability assures the system's longevity. Fujitsu partnered with Profi AG to install the new infrastructure. Fujitsu will also handle maintenance and on-site support.

Benefits for the Customer

- Automatic failover for server and storage systems guarantees secure operation
- Scalability means longevity for the entire system
- Additional capacity is available on short notice
- The entire system is easy to manage
- Servers and storage system can be situated in two separate rooms
- Lower energy costs
- High availability makes for satisfied users
- Virtualization makes for better utilization of server systems
- Optimized data storage, synchronous mirroring of data, flexible and easy to expand, SAS and SATA hard drives help to optimize costs
- SnapShot technology permits fast Backup and Restore
- Storage system supports File Services, Fibre Channel SAN, IP-SAN, and a number of network configurations

Products and Services

- The entire concept for a new data center
- Implementation of the data center infrastructure
- Project management and coordination of the partner by Fujitsu
- On-site maintenance and support by Fujitsu
- Reduction of the number of physical servers from 16 to 6 through consolidation into virtual servers running under VMware and Microsoft operating system
- The latest energy-efficient server technology:
 - One Primergy RX100 as a control server
 - Four Primergy RX300: SAP, VMware and applications, "reserve"
- Creation of a central storage system that can be situated in different locations, plus a backup solution:
 - Two NetApp FAS3140s
 - An ETERNUS LT60 tape library
- Configuration of server- and storage environment into two racks that can be housed in two separate rooms, as needed
- Upgrade of the SAP landscape to SAP ERP 6.0

A Single Contact for the Entire Project

In opting for Fujitsu, Bayernland selected an IT provider that can deliver everything from a single source, from planning up to and including the realization of both the infrastructure as well as the SAP and Exchange solutions. A big plus point for Bayernland is that long-time supplier Fujitsu assumed leadership of the project and coordinated project partner Profi AG.

From Sixteen to Six – Virtualization Is the Key

Virtualization is the key to having high dependability, reduced downtime, additional server capacity on short notice, and efficient operations. It's a principle that Bayernland followed successfully. Fujitsu consolidated the existing 16 physical servers into a virtualized environment. What's more, the environment is mirrored, thus guaranteeing protection against downtime. The SAP environment now runs under VMware and Microsoft operating system which permits better utilization of servers. The upshot is that Bayernland only needs four Fujitsu Primergy RX300 servers. All applications run on them but they nevertheless offer reserve capacity. An additional Primergy RX100 server performs a controlling function. Fewer servers also mean less energy. Depending on the scenario, it is possible to save up to 80 percent of the energy needed - per server - compared to the original 16 servers. This, combined with the new energy-efficient Fujitsu racks will result in much lower energy costs for Bayernland.

Two Are Better Than One – That Goes for Storage, Too

Bayernland's data center features a central storage solution – the NetApp FAS3140 system – which is likewise designed for redundancy. The solution permits synchronous mirroring of data during operation. Should additional storage capacity be necessary on short notice, administrators can obtain it online. Faster backup and rapid recovery are among the additional features of the new storage environment.

» Fujitsu has helped us create a new virtualized platform for our data center, and brought our ERP landscape up to date. We're ready for the future.«

Hermann Wild, Head of IT at Bayernland

Bayernland intends to continue consolidating additional decentralized services in Nuremberg. The newly configured server and storage environment makes Bayernland ready for today's challenges and for whatever challenges the future may bring.



Contact

Fujitsu Technology Solutions
 Customer Interaction Center
 Mon. – Fri.: 8:00 a.m. – 6:00 p.m.
 Email: cic@ts.fujitsu.com
 Phone: +49 (0) 1805-372 100

(each call 14 ct/min.; the prices for calls made from mobile devices can vary from this rate)

All rights reserved, including intellectual property rights. Technical data subject to modifications and delivery subject to availability. Any liability that the data and illustrations are complete, actual or correct is excluded. Designations may be trademarks and/or copyrights of the respective manufacturer, the use of which by third parties for their own purposes may infringe the rights of such owner. For further information see ts.fujitsu.com/terms_of_use.html

Copyright © 2011 Fujitsu Technology Solutions

