

“We value Fujitsu as a strong solution partner who provided us with professional and expert support in our migration to a hyper-converged system based on Nutanix software and PRIMERGY server technology.”

Dietmar Hensch
 Head of IT Services
 Kramer & Crew

Fujitsu equipped Kramer & Crew's data center with Nutanix based integrated system that use PRIMERGY server technology and form the basis of the hyper-converged infrastructure.

At a glance

Country: Germany
 Industry: IT services
 Founded: 1992
 Website: www.kramerundcrew.de

Challenge

During the course of redesigning its data center, Kramer & Crew intended to migrate to a hyper-converged infrastructure based on Nutanix software. To do this, the IT service provider had to upgrade its hardware infrastructure.

Solution

They implemented FUJITSU Integrated System PRIMEFLEX for Nutanix Enterprise Cloud, an integrated system from Fujitsu, which combines FUJITSU Server PRIMERGY RX2540 with Nutanix-certified firmware and Nutanix Acropolis to provide a hyper-converged infrastructure.

Benefit

- Highly scalable hyper-converged infrastructure PRIMEFLEX for Nutanix Enterprise Cloud
- Large range of different equipment features
- Extremely easy life cycle management, thanks to one-click updates
- Maintenance processes automated with AIS Connect (call home) monitoring tool
- Significant increase in storage and computing power

Customer

New tasks, growing complexity, greater responsibility: Digitalization presents society with enormous challenges. Founded in 1992 by Uwe Kramer, Kramer & Crew leads the way in IT services for the digital transformation. In this role, the company assists its customers on their journey into the future. Kramer & Crew manages complex IT stagings and implements the individual transformation processes step by step and face to face. Headquartered in Cologne, and with eight branch offices, Kramer & Crew is present throughout Germany and active Europe-wide.

Products and services

- FUJITSU Integrated System PRIMEFLEX for Nutanix Enterprise Cloud
- 13 x XF8055 which combines FUJITSU Server PRIMERGY RX2540 with Nutanix-certified firmware and Nutanix Acropolis



Hyper-converged infrastructure for a new data center

To offer its customers high-performance cloud services, Kramer & Crew decided to expand and completely upgrade its data center. The company intended to replace the existing, outdated hardware from various manufacturers with new, powerful servers. On this basis, it planned to migrate to the hyper-converged infrastructure software from Nutanix. "As the first Nutanix partner in Germany, we have already been successfully implementing these kind of projects for our customers since 2012," recalls Dietmar Hensch, head of IT Services at Kramer & Crew. "During the course of reorganizing our data center, we wanted to make use of the innovative technology for our own purposes." In the search for a suitable supplier, Fujitsu landed on the short list. After all, the two companies have enjoyed a close and successful partnership for many years. Kramer & Crew now has the status of a SELECT Circle Partner.

Fujitsu has been offering FUJITSU Integrated System PRIMEFLEX for Nutanix Enterprise Cloud since 2018. Therefore, the next logical step was for Kramer & Crew to bring its proven solution partner on board and invest in the Nutanix solution from Fujitsu. For demonstration purposes, Fujitsu installed its Nutanix appliances in the "CrewCar," a converted delivery van owned by Kramer & Crew. This vehicle has room for a complete, small "demo data center." Kramer & Crew uses this van to visit selected customers and present its hyper-converged infrastructure technologies on site. Customers can thus experience Fujitsu's integrated system live and in practice.

PRIMERGY servers as the backbone of the Nutanix solution

Based on this successful demo installation, the next step in the project was the comprehensive expansion and updating of Kramer & Crew's data center. For this purpose, Fujitsu supplied 13 Nutanix appliances that use high-performance PRIMERGY RX2540 servers with Nutanix-certified firmware as their hardware. Kramer & Crew migrated the systems to the new infrastructure on its own and also implemented the innovative Nutanix Acropolis hypervisor. One special challenge was to provide the customer with the entire portfolio of cloud services without interruption during the migration phase, which meant carrying out the project quickly. "Thanks to Fujitsu's high availability and short delivery times, we were able to implement a completely operable Nutanix system in only two weeks," confirms Nils Christian Herbig, branch manager and responsible for business development with Nutanix.

Ever since the hyper-converged infrastructure went live, Kramer & Crew has benefited from its many advantages. The systems are highly scalable and can be flexibly adapted to the particular requirements. The PRIMERGY servers stand out due to their enormous range of different equipment features, such as CPUs and types of hard drives and RAM.

Another benefit is the extremely easy life cycle management process of the Nutanix architecture. Thanks to the proven one-click updates, all hardware and software components can be kept up to date with very little effort. The solution's maintenance services are also optimal: The integrated system from Fujitsu comes with AIS Connect, a highly efficient tool for analyzing, controlling and monitoring the systems. If technical faults occur, such as a fan failure, the tool immediately generates an error message, which ensures a high level of automation in the maintenance processes. AIS Connect is supplemented by Pulse, a diagnostic software package from Nutanix. Users thus benefit from a highly reliable, redundantly secured system monitoring function.

Stable basis for fail-safe and highly available IT processes

The hyper-converged Nutanix environment was also able to significantly boost the performance of the storage components as well as the computing power in the data center. The systems guarantee extremely high stability and form a reliable basis for fail-safe and highly available IT processes. Kramer & Crew also benefits from a flexible pay-per-use model, which maximizes planning security and cost transparency. "We value Fujitsu as a strong solution and service partner who provided us with professional support in our migration to the hyper-converged Nutanix infrastructure. Thanks to the powerful PRIMERGY server technology and infrastructure expertise, we can offer our customers secure disaster recovery concepts. The two brands of Fujitsu and Nutanix make a valuable contribution to the strategic further development of our company and help us grow significantly as a popular provider of cloud services," Dietmar Hensch says in conclusion.

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Get in contact with a sales representative at: cic@ts.fujitsu.com

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