

“Fujitsu is a great partner – responsive, collaborative and easy to get along with. We look forward to deepening the relationship as our business continues its evolution.”

Matti Tuominen
Group IT Manager
Componenta

Componenta has switched to FUJITSU Cloud Services for SAP Solutions to meet adverse business conditions and reduce costs by 20 percent.

At a glance

Country: Finland

Industry: Manufacturing

Founded: 1820

Website: componenta.com

Challenge

Faced with an adverse business climate, Componenta needed to scale down its SAP requirements while also laying a path for an eventual upgrade to SAP S/4HANA. It needed to find a flexible, cost-effective solution with the right partner.

Solution

The company migrated to FUJITSU Cloud Services for SAP Solutions which enables it to scale usage up or down on-demand without a contractual commitment to capacity. Because it is shared with other Fujitsu customers, there are also economies of scale.

Benefit

- Seamless migration ensured no disruption to business
- Componenta's IT team are free to focus on core business objectives
- New service lays stable path to next SAP upgrade and provides peace of mind

Customer

Established in 1820, Componenta specializes in the flexible supply of cast iron and machined components, typically for manufacturers of vehicles, machines and equipment. The company's shares are listed on Nasdaq Helsinki and in 2018 it had a turnover of €121m. By walking through the whole process from design and engineering to manufacturing and delivery together with the customer, the company is able to manufacture casting products that meet its customers' requirements.

Products and Services

■ FUJITSU Cloud Services for SAP Solutions



Weathering an economic storm

Componenta has been relying on SAP to run its business for years, firstly as an on-premise solution and more recently as a service hosted by Fujitsu. This model was ideal as it could scale as the company grew rapidly, however, volatile market conditions changed the company's outlook and its requirements practically overnight.

"We were using Fujitsu FlexFrame platform designed specifically for SAP, which was perfect when we were enjoying favorable market conditions, but when we faced a downturn, we needed to maintain the flexibility of the SAP services through further changes in the business environment and corporate structure," explains Matti Tuominen, Group IT Manager, Componenta. "Therefore, we wanted to keep our SAP functionality but scale down the cost so we could reinvest in the business. It had to be a long-term solution that would bridge the gap between the termination of SAP R3 and the arrival SAP S/4HANA."

Componenta knew that if it went to market, most of the public cloud options would be based on SAP S/4HANA – a migration it could not at that point afford to make. After consulting with Fujitsu, the company decided that a Fujitsu-hosted private cloud approach would be the most cost-effective solution, while also providing peace of mind in the years before upgrading to SAP S/4HANA.

"In the changed business climate, the Fujitsu private cloud solution offered the right blend of stability, scalability and affordability," adds Tuominen. "Compared with the on-premise alternative, there really was a big difference."

Switching to Fujitsu Cloud Services

Fujitsu Cloud Services for SAP Solutions enables Componenta to scale usage up or down on-demand without a contractual commitment to capacity. This is supported by infrastructure and professional services that can help to maximize the performance of Componenta's SAP systems. Because it is shared with other Fujitsu customers, there are also economies of scale.

"Making the transition was straightforward; it was practically as simple as flicking a switch – all we had to do was upgrade the existing image," continues Tuominen. "That ensured the migration was seamless and secure with no disruption to the business."

Componenta is using the full scope of SAP in terms of modules, including sales and distribution, production, materials management, plant maintenance and warehouse. In four locations 200 users rely on the SAP platform to work effectively and productively. To put that in perspective, at its peak Componenta had 650 users.

Cost-effective efficiency and peace of mind

Componenta now enjoys a reliable, high-performing SAP service at an affordable cost, which will last until the SAP upgrade scheduled for 2022. At the same time, it has freed up the IT team's resources to focus on the core business.

"Our costs have reduced by 20 percent, compared to equivalent solutions which is clearly crucial in our current business climate," says Tuominen. "Moreover, it has bought me time to concentrate on rebuilding the business while employees enjoy the same great user experience."

Fujitsu Cloud Services for SAP Solutions provides a stable path that will support Componenta as it prepares for a possible upgrade to SAP S/4HANA in three years. In the meantime, Fujitsu is on hand to address any issues and help the company grow.

"Fujitsu is a great partner – responsive, collaborative and easy to get along with, which makes us happy," concludes Tuominen. "We look forward to deepening the relationship as our business continues its evolution."

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