

“Fujitsu has given us a cost-effective, high-performing solution that meets all our needs today and can readily scale to meet future demands.”

Jason Rotolo  
Systems Manager  
Honda Parts Manufacturing Corporation

Fujitsu deployed servers and storage to support HPMC's new virtualized environment, leading to lower energy costs, simpler management and improved performance.

#### At a glance

Country: Philippines

Industry: Automotive

Founded: 1992

Employees: 340

#### Challenge

When Honda Parts Manufacturing Corporation's old physical servers reached end-of-life, the company decided to introduce a new virtualized environment for improved agility, better performance and lower costs.

#### Solution

After evaluating the leading vendors, it chose to partner with Fujitsu and replaced eleven physical servers with just two Fujitsu VMware servers supported by Fujitsu storage.

#### Benefit

- Energy costs have reduced by 20 percent
- Dedicated storage automates backup and adds disaster recovery capability
- Application performance has increased for improved user productivity
- Simple system management relieves the burden on the IT team

## Customer

Honda is a Japanese multinational corporation primarily known as a manufacturer of automobiles, motorcycles and power equipment. It has been the world's leading motorcycle manufacturer for over 50 years and also produces the largest number of internal combustion engines per year by volume. In the Philippines, it has a subsidiary, Honda Parts Manufacturing Corporation (HPMC), dedicated to the manufacture of Honda-transmission cases, gears, shafts and assembly.

## Products and services

- 2 x FUJITSU Server PRIMERGY RX2540s
- 1 x FUJITSU Storage ETERNUS DX100

## Challenge

HPMC had a traditional physical server infrastructure which was energy-intensive and took up lots of space. When this hardware approached end-of-life, the company decided to modernize its approach to IT and introduce a virtualized environment.

"We thought we could save space and energy through switching to a virtual platform," explains Jason Rotolo, Systems Manager, Honda Parts Manufacturing Corporation. "This would enable us to have a more flexible, agile and reliable back-end infrastructure on which to build the business."

HPMC issued an RFP to several vendors with a number of criteria in mind: cost, performance, support capability and the ability to deliver quickly. Having also suffered some hardware failure, reliability was also a concern. Fujitsu came out on top because of the hardware build quality and the excellent local support.

"We have already built a long-term relationship with Fujitsu so we were immediately familiar with the specifications and the service provided," adds Rotolo. "That made it a simple decision to partner with them on our journey to a virtualized infrastructure."

## Solution

Over the course of one Christmas vacation week, Fujitsu worked closely with Rotolo and his team to migrate the eleven physical servers' applications and data to a new VMware environment running on just two FUJITSU Server PRIMERGY RX2540s, supported by one FUJITSU Storage ETERNUS DX100 device.

"Fujitsu helped us onsite with the technology transfer as well as orientation and training to equip us with the right tools and skills," continues Rotolo. "That made the process seamless and we were able to touch a button and go-live in the most convenient way."

The new environment now runs a specialist manufacturing system, Oracle databases, SQL servers and HR applications. New applications can be provisioned quickly and easily while capacity and storage can be increased without fuss.

Fujitsu provides 24/7 support from its local office just five minutes from HPMC, meaning in the event of any issues, an engineer can be onsite within an hour. This provides peace of mind for the IT team and ensures optimal availability.

"The system is remarkably stable but if there are any minor problems, we can normally solve them over the phone," says Rotolo. "Fujitsu is responsive to our requirements and ensures we get the attention we need."

## Benefit

HPMC has noted multiple benefits from the new virtualized platform. Not only does it take much less room, it also uses less energy, reducing costs by 20 percent. By introducing dedicated storage, it has also made backing up critical data automatic and hassle-free.

"We had no storage device previously; now the Fujitsu ETERNUS enables daily backup using Symantec to capture 2TB, which gives us the disaster recovery capability we need," comments Rotolo. "Having that capability adds resilience to our operations and means we can ensure continuity and availability in the event of failure."

The new Fujitsu infrastructure is also delivering improved application performance, which means users can be more productive. At the same time, it is much easier to manage, freeing up valuable IT team resources.

"Based on user feedback, it is much faster so they are less frustrated and can get on with their jobs," remarks Rotolo. "And, for my team, it is more convenient – rather than having to maintain physical servers in the data center, we can control everything from our workstations. That is less of a drain on resources so we can concentrate on more important tasks."

With the new Fujitsu virtualized server and storage environment successfully deployed, HPMC is already exploring other areas where the two can collaborate. Most recently, they embarked on a global WiFi enablement program with access points from Fujitsu.

"Fujitsu has given us a cost-effective, high-performing solution that meets all our needs today and can readily scale to meet future demands," concludes Rotolo. "As our business evolves, we are confident that Fujitsu will continue to play an important role in that development."

## FUJITSU

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