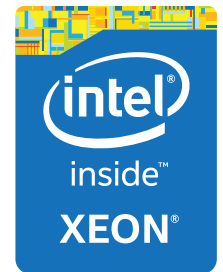


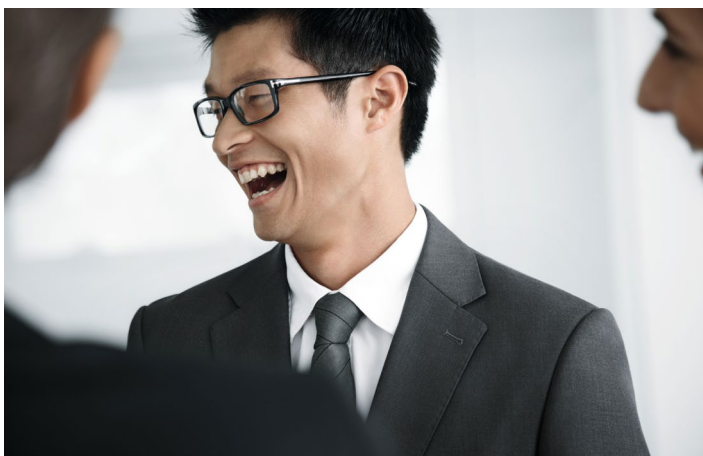
# Case Study

## AXA Tianping Property Insurance



»Fujitsu PRIMERGY servers play a key role for us in driving business growth by providing extremely high performance and quality.«

Huinan, Ren, Manager, IT Department, AXA Tianping Property Insurance



### The customer

Tianping Insurance was founded in 2004 as the first company to offer professional auto insurance in China. Today it is one of China's biggest insurance companies and a market leader in the field of auto insurance. In addition to auto insurance, the company covers enterprise property insurance, cargo insurance, health insurance and more. Currently it is also striving to become a pioneer in the field of internet insurance.

In 2014, Tianping Insurance merged with global insurance leader AXA and has expanded its operations to over 62 branches across China with more than 6,000 employees, servicing 4 million customers.

### The challenge

Tianping Insurance's IT system runs various core applications which can have a direct impact on its business performance. It needed to engage a reliable vendor that supports a full range of infrastructure product solutions.

By focusing on server infrastructure performance, stability and manageability, Tianping Insurance strived to reduce long-term operational costs while at the same time establishing a reliable foundation for core business applications.

### The solution

Tianping Insurance implemented a full range of FUJITSU Server PRIMERGY systems from entry level RX200 to high-end RX900 models, to cover a diverse range of business applications. These servers will form the basis of its data center and call center facilities.

Tianping Insurance chose FUJITSU Server PRIMERGY RX900 S2 to replace its old UNIX server for database operations and Fujitsu server PRIMERGY RX200 S7 for the web server. Fujitsu servers RX300/RX500/RX600 were also used to construct a high performance IT platform that supports its core business applications on virtualization infrastructure such as call center operations, ERP and internal management systems.

### The customer

Country: China  
Industry: Finance  
Founded: 2004  
Employees: 6,000+  
Website: www.axatp.com



### The challenge

- The IT system runs a variety of core applications that directly impact business performance and therefore need a reliable vendor to supply a comprehensive range of product solutions
- To establish a reliable foundation for the core business applications, with the focus on server performance, stability and manageability, as well as reducing long-term operational costs

### The solution

- A full range of FUJITSU Server PRIMERGY systems were implemented, from entry level RX200 to high-end RX900, to construct its data center and call center facilities
- FUJITSU Server PRIMERGY RX900 S2 was used to replace the old UNIX server used for database operations, and PRIMERGY RX200 S7 was replaced as the web server
- FUJITSU Server PRIMERGY RX300/RX500/RX600 were used to construct a high performance IT platform

### The benefit

- PRIMERGY ensures efficient operation of applications, improving time required for testing
- Full line-up of PRIMERGY servers fulfilled all requirements and enhanced management efficiency and reliability
- Tianping Insurance recognized and were impressed with PRIMERGY's high performance

### Products and services

- FUJITSU Server PRIMERGY RX900 S2 x 4
- FUJITSU Server PRIMERGY RX600 S6 x 8
- FUJITSU Server PRIMERGY RX500 S7 x 6
- FUJITSU Server PRIMERGY RX300 S7/RX300 S8 x 30
- FUJITSU Server PRIMERGY RX200 S7 x 20

### The benefit

Tianping Insurance is required to run various complex systems. Besides the core system, the business application system supports business operations and development for areas such as billing, CRM, and call center functions. Fujitsu PRIMERGY provided a solution to meet these various system requirements ensuring efficient operation of applications and reliability and high performance. Fujitsu also strengthened the overall vendor/product management solution and reduced compatibility risks.

### Conclusion

PRIMERGY's integrated product range delivered strong advantages over other vendors. Tianping Insurance needed one vendor to fulfill its entire server requirements and to develop a reliable solution. Fujitsu improved management operation efficiency and drastically reduced the operational costs.

It chose FUJITSU Server PRIMERGY RX200 S7 for the high quality. As business expands, the system can easily be extended with higher models of the Fujitsu server. Tianping Insurance is highly satisfied with the quality of Fujitsu's server range. Fujitsu will continue to support Tianping Insurance as its business grows through experience, expertise and the capability to deliver the latest in technology.

*"PRIMERGY's full product line with excellent compatibility perfectly carries our various systems and applications, the outstanding performance and stability expressed all the teams that our business operating efficiency was enhanced. As IT capability is currently considered as one of the most important competitive advantages in insurance industry, in a certain extent, Fujitsu PRIMERGY contributes a lot in our business promoting and expanding, just like the slogan Fujitsu people highlighted – turn your IT into a business advantage."*

Huinan, Ren, Manager, IT Department, AXA Tianping Property Insurance

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