

“Moving to the Fujitsu data center has helped us to future-proof our IT strategy, including our planned migration to SAP HANA. The quality of service is very high too.”

Holger Bühring-Uhle  
Deputy Head of SAP Applications  
Berlin Hyp

Berlin Hyp chooses Fujitsu as its new data center operator due to the company's high level of flexibility and excellent value for money.

**At a glance**

Country: Germany  
Industry: Banking  
Founded: 1868  
Website: berlinhyp.de

**Challenge**

The task of operating Berlin Hyp's SAP system landscape is put out to tender every five years. On this occasion, there was a certain amount of time pressure as the existing data center was due to close as part of a consolidation project. The company had only three months to migrate all of its SAP systems.

**Solution**

All of the SAP systems were migrated to the Fujitsu data center within an extremely short timeframe. The solution not only fulfils the security requirements the bank has to adhere to, but also offers it the chance to future-proof its digitization strategy by moving toward SAP HANA.

**Benefit**

- Smooth migration to the new data center
- Excellent service quality and availability
- Fujitsu has a high level of expertise in SAP hosting and SAP consulting
- Data is stored in Germany
- Solution fulfils regulatory requirements for the financial sector
- Option to future-proof the landscape by converting to SAP HANA

## Customer

Berlin Hyp specializes in large-volume real estate financing for professional investors and housing enterprises, developing tailored financial solutions for its customers. As a member of the German Savings Banks Association, it is also able to offer these institutions a comprehensive range of additional products and services. With its clear focus, almost 150 years of experience and close relationship with the Association, Berlin Hyp has become one of Germany's leading real estate and Pfandbrief banks.

## Products and Services

- SAP system landscape hosting
- SAP BW4/HANA system landscape hosting and SAP BW4/HANA consulting

## Challenge

Berlin Hyp is in the process of consolidating and standardizing its IT system landscape. Its goal is to reduce the complexity of its in-house IT and achieve maximum flexibility by making cost-optimized adjustments to its infrastructure. "As part of this strategy, Berlin Hyp has decided to consolidate as many of its business applications as possible to SAP HANA, using the data center, consulting and system services offered by Fujitsu," says Thomas Haeske, Head of IT at Berlin Hyp.

Nicole Dittmann, Head of SAP Applications, continues: "For regulatory reasons, the contract for operating the data center has to be put out to tender every five years. The time pressure for the migration was high; it had to be completed within three months. But at the same time, it was also clear that we needed the new data center to be extremely future-proof and flexible, and as well as being able to meet the bank's security requirements, would also have to offer the option of using SAP HANA."

"Fujitsu proved to be the candidate in the tender with the best presentation, a convincing concept and most cost-effective offer. The company also focused more on our needs than the other candidates," says Holger Bühring-Uhle, Deputy Head of SAP Applications at Berlin Hyp. For Volker Blumenthal, the project manager responsible for the migration, flexibility was also a key factor. "Even during the tender phase, we made sure that the resources could be adapted flexibly and react to our new requirements."

## Solution

The existing ERP applications for development, consolidation and production were moved over one-to-one, as were two project systems for development and testing and two further systems with SAP Solution Manager. The bank also brought in a new ERP sandbox and two Adobe document systems for PDF creation that were separate from Solution Manager.

"We had always wanted a sandbox," explains Blumenthal. For compliance reasons, the bank needed to find an operator that could guarantee that its data would be kept in Germany. It would also have to store it in two redundant data centers situated at least ten kilometers apart. An external service provider had already checked whether the bidding companies held the key security certificates required by the banking sector during the tender process.

Fujitsu fulfilled every criterion easily. Berlin Hyp's IT security team also carried out their own thorough tests on the new site. Fujitsu then installed the systems for the customer. As part of a test migration, online system copies of all of the systems affected by the migration were created on NAS boxes and uploaded at the new data center. The important factor here was avoiding system downtime. For the live migration, offline system copies were created on NAS boxes at the old site and then uploaded at the new data center. "The migration project was a complete success. It was all very time-critical as the data center we were using was a fixed date for its closure. And we could only start three months before that deadline," summarizes Blumenthal.

## Benefits

"Moving to the Fujitsu data center has helped us to future-proof our IT strategy, including our planned migration to SAP HANA. The quality of service is very high too," explains Holger Bühring-Uhle. Fujitsu's level of SAP expertise is also excellent. And the company meets all of the regulatory requirements affecting the data centers used by banks. The Berlin Hyp team appreciated Fujitsu's willingness to take its customers' needs into account. Blumenthal gives an example: "We do all of our application support in-house. But it's still interesting for us that Fujitsu offers these services. If we get stuck, we can contact them for help." Fujitsu also has a competent consulting department. "We appreciated the fact that there is seamless communication between the consulting and hosting teams. You don't always get that kind of support," adds Bühring-Uhle.

## FUJITSU

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