

Fujitsu & SAP Partnership



shaping tomorrow with you

Introduction

Fujitsu's relationship with SAP stretches back many years to the founding days of SAP and the global technology alliance with Fujitsu. The formal Fujitsu/SAP partnership now operates at both a local and global level, and Fujitsu belongs to the SAP Premium Customer Network.

Fujitsu can provide a compelling end-to-end portfolio to customers worldwide, incorporating the latest SAP solutions aligned to our three-fold approach: Simplify, Transform and Digital. This combined offering enables companies anywhere around the globe to successfully shape their digital transformation and boost competitiveness by optimizing their overall operations using SAP's business applications based on Fujitsu's innovative, high reliability platform products and consulting, implementation and integration services.



Locations (hover over to view)



“For this project there was a requirement for high-volume SAP® processing and one of the few machines able to meet our needs was Fujitsu’s own platform.”

Alexandre Rocha, Head of the Operations and Infrastructure Department
Sabesp

Sabesp

The challenge

Sabesp was using a proprietary mainframe platform with obsolete technology and high maintenance costs due to the difficulty of finding qualified personnel. It needed to install modern infrastructure that would provide it with greater processing power and be open to the products and services on the market.

The solution

Fujitsu won the Sabesp tendering process to meet its specified capacity price criteria regarding the installation of an open environment platform with PRIMEFLEX for SAP HANA®, based on x86 architecture.

The benefit

- Platform with modern technology
- Flexibility to use market tools and solutions
- Increased support availability
- Reduced costs
- Improved data protection security
- Improved processing power
- Modularity enables equipment and services to be easily scaled up

Products and services

- 8x FUJITSU Server PRIMEQUEST 1800E2
- 10x FUJITSU Server PRIMEQUEST 2800E
- 2x FUJITSU Server PRIMEQUEST 2800E2
- FUJITSU Integrated System PRIMEFLEX for SAP HANA®

Customer overview

Sabesp is one of the largest waste management companies in the world. It was founded in 1973 following the merger of several municipal companies. It is responsible for the catchment, treatment, and distribution of drinking water, as well as the collection and treatment of sewage in the 366 municipalities of the State of São Paulo, serving in total almost 30 million people. Whilst its shares are traded on the New York and São Paulo stock exchanges, it is controlled and managed by the State of São Paulo. In 2016, its operating profit was BRL 10,768 million.

H.B. Fuller

“Fujitsu’s infrastructure offers the kind of stability that we need to ensure a secure worldwide rollout of our SAP® systems.”

**Michael Schmidt, SAP Technical Manager & Information
Security Officer Information Technology**
H.B. Fuller



H.B. Fuller

The challenge

To ensure standardized business processes at its globally distributed locations, the adhesives manufacturer wanted to introduce a global SAP® solution. The company's intention was to initially implement the systems at its head office in the US, followed by a gradual rollout at other locations in North and South America, Europe, India, the Middle East, Africa and the Asia-Pacific region.

The solution

Fujitsu implemented a classic, three-level SAP environment at the head office in St. Paul (Minnesota). During the outsourcing process, Fujitsu built the systems at its certified high-security data center in Neckarsulm (Germany) and subsequently mirrored them at the data center in Neuenstadt am Kocher. In addition, Fujitsu takes care of the rollout process in the other global locations in the regions South America, Asia and Europe.

The benefit

- 99.5 percent global availability of SAP systems
- Reports now produced in minutes rather than hours
- Wide area network (WAN) ensures secure and high-performance connection of all systems with the US head office
- Stable infrastructure enables secure worldwide rollout of SAP systems
- Flexible allocation of server and storage resources upgrade the global SAP environment in each individual country

Products and services

- Implementation of a three-level SAP® environment at the US head office
- Systems hosted in certified high-security data centers in Neckarsulm
- System mirroring at second data center in Neuenstadt am Kocher
- Infrastructure rollout in other global locations like South America, Asia and Europe

Customer overview

H.B. Fuller has been one of the world's leading manufacturers of industrial adhesives for nearly 130 years. Founded as a one-man workshop for wallpaper paste by Harvey Benjamin Fuller in 1887, the company develops innovative solutions that meet a variety of adhesive requirements in the industrial environment. The product portfolio includes thermoplastic hot melt adhesives as well as cyanoacrylates, solvent-based, water-based, epoxy, urethane, and other reactive adhesives. The company's customer base includes businesses from the engineering, electronic and assembly materials, hygiene, construction, automotive, packaging and other industries. In 2013, the multinational manufacturer, whose head office is located in St. Paul (Minnesota), generated net sales of two billion USD.

“Fujitsu helped us digitally transform our IT platforms as we became an independent company, optimizing interfaces with other key systems and business partners.”

Jacqueline Grunwald, VP and CIO
AdvanSix



AdvanSix

The challenge

AdvanSix needed to quickly build an ERP platform to migrate its SAP® systems enabling it to thrive as an independent company. AdvanSix wanted to explore the public cloud option but needed an experienced partner to guide it.

The solution

Working with Fujitsu, AdvanSix transitioned to Linux®-based SAP HANA® on Microsoft Azure®, including over 50 interfaces with non-SAP systems. At the same time, it moved to a Microsoft SQL Server® platform from an Oracle database.

The benefit

- ERP systems can scale effortlessly to meet demand
- New functionality makes the business operate more efficiently
- Improved performance and reliability increase productivity
- AdvanSix exited its original service agreement six months early, saving considerable expense
- Cloud approach is 10 percent less expensive than a traditional data center

Products and services

- FUJITSU Professional Services

Customer overview

AdvanSix is a new, public company with roots in the chemical industry stretching back more than 90 years. The company is a pioneer in resin and chemical production and is now a leading manufacturer of Nylon 6, a synthetic polymer resin used by customers to produce fibers, engineered plastics, filaments and films. The company was established in 2016 following a spin off from Honeywell.

Diana Holding Group

“FUJITSU PRIMEFLEX® for SAP HANA® arrived pre-configured based on our specifications so it was literally plug-and-play to install. That allowed us to quickly begin on-boarding the different parts of the business one by one.”

Reda Loudiyi, CIO
Diana Holding Group



Diana Holding Group

The challenge

Faced with multiple, siloed IT environments across its many business units, Diana Holding wanted to consolidate and centralize its business processes on SAP HANA®. When it wanted to extend its initial implementation, it needed a partner with the right skills and experience.

The solution

Diana Holding worked with Fujitsu Morocco, in collaboration with central SAP HANA experts and local partner, to set up the new FUJITSU Integrated System PRIMEFLEX® for SAP HANA® platform. This fast implementation supported the short overall project timeline of five months to deploy the new SAP HANA-based services to its subsidiaries.

The benefit

- Savings of €700k per year courtesy of improved inventory tracking in its bottling business
- The HANA infrastructure is flexible, can be extended, new modules can be added, and will support a future migration towards S/4 HANA
- Hundreds of users will enjoy increased productivity and enhanced visibility of operations for optimal efficiency

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- Fujitsu Technology Advisory Services for SAP HANA® including preload services and data center integration

Customer overview

Since its original foundation in 1956 and eventual incorporation thirty years later, Diana Holding Group has become one of Morocco's leading players in the agri-food industry. Inspired by its love of the land, the company has diversified into multiple sectors, including viticulture, olive oil production and farming, consequently laying the foundations for a fully integrated and constantly evolving organization. Diana Holding is the seventh largest private group in Morocco, with a turnover of three hundred million Euros and 6,500 employees.

Siemens AG GS IT

“Together with Fujitsu we have developed a solution for supplying SAP HANA® systems to our customers in a standardized and automated manner, in a very short space of time. The cooperation with Fujitsu was excellent.”

Dr. Jürgen Droletz, Project Management
Siemens AG GS IT



Siemens AG GS IT

The challenge

All the SAP® systems at Siemens' central data center were to be migrated to SAP HANA® and additional SAP HANA systems were to be provided. The key requirement for a joint project between Siemens and Fujitsu was the assurance to install the systems quickly and to a high standard in a fully automated manner.

The solution

To meet these requirements, the data center team at Siemens AG entered into a joint project with Fujitsu:

- The associated detailed technical requirements were worked out together
- A suitable infrastructure was developed to provide the hardware basis for the SAP HANA systems (HANA Power-Block)
- A solution for the automated provisioning of a storage infrastructure, including snapshot and clone technology, was designed and implemented

The benefit

- Rapid provisioning of SAP HANA systems
- Low operating costs as a result of increased standardization of the SAP HANA systems and infrastructure with potential sources of error reduced to a minimum

Products and services

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|---|----------------------------------|
| ■ 50x FUJITSU Server PRIMERGY RX4770 3TB | ■ BROCADE SAN/LAN infrastructure |
| ■ 4x FUJITSU PRIMEQUEST 2800B | ■ Firewall systems |
| ■ SUSE Linux Enterprise Server | ■ Consulting services |
| ■ 3x FUJITSU Storage ETERNUS DX600 with 480 HDDs each of 900GB SED each (HANA production) | ■ Design services |

Customer overview

Siemens AG (Berlin and Munich) is a global technology powerhouse. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitization. The central data center of Siemens AG is responsible for hosting and running the company's business-critical applications.

Globus Gruppe

“We would not have been able to expand our infrastructure as quickly as we did without PRIMEFLEX.”

Bernd Grande, Head of IT
Globus Gruppe



Globus Gruppe

The challenge

In order to use its new SAP® environment to establish a central ERP system for its entire network of branches, the company needed a performant and flexible hardware architecture.

The solution

Fujitsu provided a comprehensive “PRIMEFLEX® for SAP Landscapes” concept, comprising FUJITSU x86 servers, Cisco Nexus network components, NetApp storage solutions and virtualization software from VMware.

The benefit

- Increased flexibility to expand its IT infrastructure
- Highly scalable solution that can be adapted to future demands
- Allows the SAP landscape to be operated reliably and securely
- Centralized ERP system enables the company to standardize the way processes are visualized and managed
- New sites and branches can be integrated into the system easily

Products and services

- Server and storage capacities determined by a comprehensive sizing assessment
- Comprehensive PRIMEFLEX® for SAP Landscapes concept
- Integrated system comprising FUJITSU x86 servers, Cisco Nexus network devices and NetApp network attached storage (NAS) solutions, all sourced from a single supplier
- Highly virtualized using VMware

Customer overview

The history of the Globus Gruppe dates back to 1828, when its founder Franz Bruch opened his first shop. Today, the retailer employs some 17,900 people. One key part of its business strategy is the diverse range of products it offers: each hypermarket has up to 100,000 different items for sale. In the 2014/2015 financial year, the Globus Gruppe achieved sales of around 7 billion Euro, and it is continuing to expand. Globus will open its 47th hypermarket in Rüsselsheim, further consolidating its position in the Rhine-Main region.

Glycotope GmbH

“Fujitsu combines the strength, internationality and long-term security of a large company with an excellent understanding of the needs of an SME.”

Henner Kollenberg, Chief Financial Officer
Glycotope GmbH



Glycotope GmbH

The challenge

Glycotope decided to professionalize its ERP processes by introducing SAP®. Until this point, the SME had never had an integrated IT system. With Fujitsu's help, it implemented a complete, standardized SAP environment within just four months, which it can now use to visualize and efficiently manage all of its business processes.

The solution

Glycotope selected Fujitsu to assist with the project. It saved a great deal of the time and effort normally required to create validated systems by using a pre-configured sector template, 'myTDS.Process'. Fujitsu also agreed to manage the hosting for the SAP system, the IT infrastructure, and the company's various applications.

The benefit

- New SAP landscape for automated, fast and highly efficient ERP processes
- Lower SAP implementation costs with pre-configured sector template
- Focus on standardized SAP processes – no time-consuming customizations necessary
- Complete implementation of the SAP environment within just four months
- Adherence to the strict requirements of the good manufacturing practice (GMP) guidelines for the pharmaceutical sector

Products and services

- Implementation of a comprehensive SAP® landscape including Materials Management (MM), Sales and Distribution (SD), Quality Management (QM), Financial Accounting (FI) and Controlling (CO)
- Applications Management
- Hosting and operation of the entire IT infrastructure, including the SAP system
- myTDS.Process sector template with pre-configured interfaces and sector-specific functions

Customer overview

Glycotope specializes in developing and manufacturing innovative immunological products for treating a variety of cancers. Its expertise in sugar structures on protein molecules has made it one of the largest independent biotechnology firms in Germany. The company was founded in the Buch area of Berlin in 2000 and now employs more than 180 people across two sites. It covers the entire development spectrum from research, molecule optimization, cloning and process development to preclinical and clinical product development and production in accordance with good manufacturing practice (GMP) guidelines.

Warsteiner Brewery

“With the all-flash storage systems from Fujitsu, we have a fail-safe, highly available, mirrored cluster that provides reliable and stable IT storage for our critical data.”

Andre Ifland, System Administrator
Warsteiner Brewery



Warsteiner Brewery

The challenge

The storage infrastructure at Warsteiner Brewery was outdated and needed to be completely replaced. The poor performance of the existing systems meant that they could no longer meet the growing demands.

The solution

Fujitsu brought Warsteiner Brewery's storage architecture up to speed with two ETERNUS AF250 all-flash systems. The storage cluster ensures maximum availability, stability and reliability, thanks to fast and powerful all-flash storage technology and PRIMERGY RX servers of the next generation.

The benefit

- Highly available storage cluster for fail-safe systems
- IT storage for critical production data and application data
- Fast and powerful all-flash storage technology
- Improved SAP® system performance
- Response times reduced by 50 percent
- High storage capacity, even without data deduplication and compression

Products and services

- 2x FUJITSU ETERNUS AF250 storage system
- System connection via fiber channel
- 7x FUJITSU Server PRIMERGY RX5240

Customer overview

Warsteiner Brewery is one of the largest private breweries in Germany. Founded in 1753, it has been in the family for nine generations. The Warsteiner Group includes the Herforder Brewery, Frankenheim Brewery, Paderborner Brewery and a holding in König Ludwig Schlossbrauerei. Warsteiner actively markets its products in over 50 countries around the world.

Caffè Moak

“Thanks to the partnership with Fujitsu and CAT S.r.L, the design and implementation were precise and accurate. We now have a flexible and secure IT environment with the required scalability to support growth.”

Maurizio Pisana, IT Manager
Caffè Moak



Caffè Moak

The challenge

As part of the delicate transition from a family business to an international company, Caffè Moak needed to upgrade its IT system architecture.

The solution

Seeking greater flexibility, scalability and business continuity, the company opted to implement a new SAP® ERP system in a SAP HANA® environment.

The benefit

- Quick and efficient implementation of SAP HANA in a physical and virtual hybrid environment
- Guaranteed business continuity with redundancy provided by a backup system
- Flexibility and scalability with a dedicated appliance for SAP HANA
- Real-time availability of data for business intelligence (BI)
- Consistency of data across various company departments

Products and services

FUJITSU Integrated System PRIMEFLEX for SAP HANA® based on:

- 4x FUJITSU Server PRIMERGY RX2540
- FUJITSU Storage ETERNUS DX200
- FUJITSU Storage ETERNUS CS200c backup appliance
- On-site support
- Consultancy services

Customer overview

Established in 1967, Caffè Moak operates within the coffee-roasting and distribution industry. With over fifty years of experience, the company is now present in over fifty countries. Caffè Moak has achieved considerable success, with significant expansion initially throughout Italy and then abroad, conquering markets on five continents. This success has been achieved thanks to the new modernization and digital transformation projects that the company has embarked upon in its production and management departments.

KÜNZI S.p.A.

“In six months we migrated our management system to SAP Business One® on HANA®, based on a Fujitsu platform. The speed and performance of the new environment has had a real impact on the business.”

Mirco Raschetti, Chief Operating Officer
KÜNZI S.p.A.



KÜNZI S.p.A.

The challenge

Operating in Italy, KÜNZI S.p.A. imports and distributes domestic and professional kitchenware and leisure items, dealing mainly with specialist resellers. The company's entire business depends on efficient data management and in-depth analysis. The need for real-time business and financial reports was the main driver of the switch to SAP Business One® on HANA®.

The solution

As an early believer in SAP's in-memory technology, Fujitsu now has extensive experience and has made it a point of differentiation with a market share of 95% in this environment. The brand's reputation, extensive product range and Linux support led KÜNZI to choose a solution that in two years has already seen a 30 percent increase in orders processed.

The benefit

- Overhaul of an obsolete management system
- Faster and more flexible production of reports
- Staff can generate business and financial analysis themselves
- Greater scope for negotiation with suppliers and partners

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA® (SAP Business One®) 128 GB
- FUJITSU Server PRIMERGY RX300
- Full pre-installation of the system at the factory
- SUSE Linux Enterprise Server operating system

Customer overview

Founded in Milan in 1936, KÜNZI S.p.A. specializes in the import and sale of products for home and professional kitchens, as well as leisure items. In addition to the exclusive rights in Italy to the Victorinox brand, KÜNZI has a catalog of about 8,000 products from about 60 manufacturers around the world, ranging from small items to large products such as professional blenders, charcoal ovens and slicers. With a staff of about 70 people, the company caters mainly to large retailers and resellers.

Caffè Borbone

“FUJITSU Integrated System PRIMEFLEX® for SAP HANA® is a fast, flexible and robust platform. It gives us the ability to explore all the analytics relating to the business in real-time, 24/7.”

Francesco Vitobello, Chief Operating Officer
Caffè Borbone



Caffè Borbone

The challenge

Caffè Borbone's existing IT infrastructure could no longer handle the company's needs as it grew 40 percent year on year. It was also reliant on many time-consuming paper-based processes.

The solution

Caffè Borbone worked with local partner CAT s.r.l. to design and install FUJITSU Integrated System PRIMEFLEX® for SAP HANA® with material management, finance, production planning, sales, distribution and business analysis modules.

The benefit

- Faster performance improves productivity, enabling business to keep pace with 40 percent annual growth rates
- Platform reliability ensures uninterrupted access to critical data
- New functionality enables real-time business analytics, 24/7
- Accelerates digital transformation of the business, removing manual process, improving efficiency and reducing human error
- Establishes the capacity to accommodate future growth

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU Storage ETERNUS CS800
- FUJITSU Storage ETERNUS DX200
- FUJITSU Server PRIMERGY RX2540

Customer overview

Since 1997, Caffè Borbone has brought the quality, dedication and passion of the inimitable Neapolitan espresso to the European market. It manufactures and distributes coffee capsules compatible with most of the popular home coffee machines. The brand offers many different flavors to meet the taste of every consumer.

SAP Academic Competence Center Vienna (ACC Vienna)

“Having SAP® Business Suite running on Fujitsu PRIMEFLEX® for SAP HANA® has given us a solid, reliable foundation that we can use both for professional research and to provide the best possible education to our students. It makes it much easier to explain SAP In-Memory technology to the students and will drive our forward-looking research programs.”

Prof. Dr. Alexander Redlein, SAP Academic Competence Center
Vienna University of Technology



SAP Academic Competence Center Vienna (ACC Vienna)

The challenge

Adapting and expanding the IT infrastructure to cope with increasing user numbers and the latest SAP technologies (SAP® Business Suite powered by SAP HANA®). Ensuring both hardware and software are up to the latest technological standards.

The solution

Running SAP Business Suite on Fujitsu Integrated System PRIMEFLEX® for SAP HANA® to support teaching and research.

The benefit

- Access to a range of SAP systems
- Ability to teach in virtualized environments using the latest technologies
- Concepts, infrastructure, implementation and support from a single source
- Future-proof investment as the infrastructure can be expanded flexibly

Products and services

FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, based on:

- 1x FUJITSU Server PRIMERGY RX600, 1TB memory
- 4x FUJITSU Server PRIMERGY RX300 (2 CPUs, 72 GB memory)
- 1x FUJITSU Storage ETERNUS DX80 S2 (20 x 300/15k 3.5" SAS disks)
- Fujitsu Solution Contract PRIMEFLEX® for SAP HANA®, 9x5 maintenance, 36 months
- 24x7, 8h recovery time maintenance contract for the other SAP systems

Customer overview

Vienna University of Technology is Austria's largest research and education institution focused on the natural sciences and engineering. Its campus is also home to the SAP Academic Competence Center Vienna (ACC Vienna). As part of its contractual relationship with SAP Österreich GmbH the ACC supports around 160 schools and universities in Austria, helping them to utilize SAP software in their teaching and research programs. The ACC Vienna is the first port of call when any of the connected institutions has a query related to curriculum creation, research and teaching with SAP software.

Modern Bakery

“The implementation of FUJITSU Integrated System PRIMEFLEX® for SAP HANA® was much faster than we expected and enabled us to make a totally seamless transition without disrupting the business.”

Lakshman Prakash, Chief Financial Officer
Modern Bakery



Modern Bakery

The challenge

Modern Bakery was burdened with an outdated and inefficient collection of ERP systems that were limited in functionality and could no longer support the company's growth.

The solution

SAP® Business Suite powered by SAP HANA® implemented on Fujitsu Integrated System PRIMEFLEX® for SAP HANA® enabled the company to increase efficiency and improve business analysis.

The benefit

- Ensures maximum productivity and business continuity due to zero downtime since installation
- Ability to track orders and production from start to finish, making for a more effective operation
- Enables accurate reporting and smarter decision making with more detailed business insight
- Delivers Return on Investment within one year
- FUJITSU Storage ETERNUS CS200c Powered by Commvault provides data protection with improved recovery time and application availability

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU Storage ETERNUS CS200c backup appliance
- Commvault Simpana backup software

Customer overview

Modern Bakery is a large-scale, Dubai-based baked goods company with over 2,500 employees. It boasts an ultra-modern facility with enormous production capacities and highly trained professionals. The company's product range consists of over 600 varieties of quality products produced under strictly monitored hygienic conditions.

Its reputation and multiple international certifications have enabled it to build a business that serves almost 90 percent of the fast food industry in the UAE as well as numerous retail outlets.

Dubai Golf

“Fujitsu helped to educate us on the best way to maximize the potential of SAP® and all the options and features we could adapt. This meant we could automate every aspect of each business and have a single, integrated view of transactions of any kind.”

Suyash Misra, Director, Support Services
Dubai Golf



Dubai Golf

The challenge

Dubai Golf's multiple operations, including food processing unit, restaurants, golf booking, club membership management, golf academy, real estate leasing, shops, and marina, all relied on discrete applications. It wanted to consolidate on a single ERP platform to maximize efficiency and introduce new functionality.

The solution

The company chose SAP® as its unifying environment and selected Fujitsu as its systems integrator to help design and deploy the software, based on its local presence and SAP expertise.

The benefit

- New ERP platform enables a centralized, integrated view of every aspect of the business, enabling maximum efficiency and reducing the need for manual intervention
- Fujitsu met tight deadlines and ensured there was minimal disruption to the business with an overnight go-live approach
- Since deploying the new solution, Dubai Golf has won a SAP Silver Award for quality, reflecting the enhanced customer experience provided by the new infrastructure

Products and services

- FUJITSU Systems Integration

Customer overview

Dubai Golf manages the region's two leading golf clubs, Emirates Golf Club and Dubai Creek Golf & Yacht Club. Emirates Golf Club was the first grass course in the region and, with 27 years of experience, is the most established in the Middle East. Through its premier facilities and golf academy, the Emirates Golf Club remains at the forefront of golfing development. The Dubai Creek Golf & Yacht Club offers a five-star leisure experience in the heart of the city. Alongside its 18-hole and par three courses, it boasts a state-of-the-art golfing academy as well as quality restaurants within its iconic sail-shaped clubhouse amidst an idyllic setting.

Meydan Group

“Our business acts more effectively and efficiently as a result of moving to Fujitsu PRIMEFLEX® for SAP HANA®. We have the ability to create and analyze the information we need with total reliability.”

Wassim Hamwi, Vice President Group IT Services
Meydan Group



Meydan Group

The challenge

Meydan had to replace its aging IBM P-Series server platform in order to enable a migration to SAP HANA®. It needed to find the right vendor to provide a future-proof, reliable and high-performing environment that also had the experience to integrate the new SAP HANA landscape into the existing data center.

The solution

Based on very good results from a HANA Proof of Concept together with SAP and consultancy partner Delaware, and following a comprehensive evaluation process, the company selected FUJITSU Integrated System PRIMEFLEX® for SAP HANA® powered by Intel® Xeon® processor to support its new Business Suite on HANA solution.

The benefit

- With the shift from R/3 to Business Suite on HANA Meydan users can create accurate records instantly for improved productivity
- SAP HANA runs in-memory, providing optimal speed and availability and acceleration
- Innovative and quality assured Fujitsu SAP HANA infrastructure solution including high availability for assured business continuity
- Existing storage could be reused and was integrated by Fujitsu HANA experts based on SAP TDI project approach

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA® powered by Intel® Xeon® processor based on SUSE Linux and Intel x86 technology
- Customer specific data center integration of the new HANA landscape into existing Meydan IT environment

Customer overview

Meydan is the culmination of Dubai's vision to create a venue for horse racing as well as an integrated city that is sustainable, environmentally responsible and at the center of the competitive global business stage. It aims to link the world with the Emirate of Dubai through international horse racing and equestrian events, a range of commercial developments, hospitality, sports, entertainment and amusement services, a series of state-of-the-art business parks, residential villa communities, schools, hospitals, business towers with luxury waterfront developments and shopping destinations.



LuLu Group

“FUJITSU Integrated System PRIMEFLEX® for SAP, based on FlexFrame Orchestrator, helped us innovate data center operations and migrate to SAP HANA®. By taking IT processes to the next level, LuLu Group is well prepared for future growth.”

Madhav Rao, CIO
LuLu Group



LuLu Group

The challenge

LuLu Group needed to deliver high levels of flexibility and performance as well as the ability to support SAP HANA®-based applications.

The solution

In 2013, LuLu deployed FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes, powered by FlexFrame Orchestrator, to be scalable on all critical data center components, including server, storage and network. Additionally, it was one of the first customers in the Middle East with Business Warehouse on HANA (scale out deployment), integrating Business Suite on HANA to the landscape in 2015.

The benefit

- Fast, scalable, flexible and cost-efficient SAP operation supporting ambitious growth plans
- Easily move SAP application workloads to meet performance needs with great simplicity
- Faster data loads and analysis enable real-time analysis of many day to day operations
- Smooth and step-wise migration to HANA with minimal downtime and without any disruption for the business

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes, powered by FlexFrame Orchestrator, for running SAP Business Suite for HANA® and non-HANA applications
- FUJITSU PRIMEFLEX® for SAP HANA® for running Business Warehouse
- Comprehensive NetApp storage systems 2x 8040 in a 2 site DC installation including advances DR functionality with NetApp SnapMirror and FlexClone software
- HANA migration services

Customer overview

LuLu Group International is a highly-diversified entity with operations spanning a vast geographical landscape. Spearheaded by the retail division, the Group also has varied business lines in Imports & Exports, and Wholesale & Distribution. It has over 35,600 employees, serving 500,000 customers per day, in the Middle East, India, and Southeast Asian region, making it one of the world's 50 fastest growing retailers.

Al Khaleej Sugar

“Fujitsu provided comprehensive SAP HANA® project management, helping ensure our digital business transformation aligned our people, processes and technology with our business goals.”

Senthil Vel, IT Manager
Al Khaleej Sugar



Al Khaleej Sugar

The challenge

Al Khaleej Sugar's existing SAP® platform was built on outdated IBM Power hardware and was proving expensive to maintain. The company wanted to find a better performing, innovative solution that would cut costs while also delivering new SAP HANA® based business functionalities.

The solution

After close evaluation of the market, Al Khaleej partnered with Fujitsu to deploy FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, which integrates virtualized servers and storage with Intel® Xeon® processors in one end-to-end, pre-configured solution. It also includes a separate disaster recovery facility.

The benefit

- Forty percent reduction in overall costs
- Improved decision making thanks to real-time predictive analysis
- Secure mobile access promotes faster decision making by senior management
- Enhanced operational visibility thanks to improved integration with critical systems
- Optimized availability and scalability – ensuring the company remains ready for future innovations, e.g., Internet of Things

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU Server PRIMERGY RX2540
- FUJITSU Storage ETERNUS DX100
- FUJITSU Storage ETERNUS JX40
- VMware virtualization software
- Comprehensive Technology Advisory and Data Center Integration Services, incl. SAP HANA® software preload

Customer overview

Based in Jebel Ali, Dubai, Al Khaleej Sugar produces 6,000 tons of refined white sugar per day, and employs 800 personnel. Beginning production in 1995, it has made remarkable progress to achieve its status as the largest standalone sugar refinery in the world. Plans are currently in place to increase the capacity of its refinery to 7,000 tons per day to meet growing global demand. In 2011, the refinery produced a record-breaking annual production of 1.5 million tons.

Choithrams

“I’m delighted to report that Fujitsu gave us the commitment, support, and performance we were looking for. The local team is incredibly supportive. We know we can depend upon them.”

Arunachalam Palaniappan, Chief Technology Officer
Choithrams



Choithrams

The challenge

Choithrams' aging SAP® platform was reaching end of life and lacked the capacity to handle the growing business. The company wanted to find a more flexible, virtualized solution.

The solution

Choithrams worked with the local UAE Fujitsu team and Fujitsu Germany Labs to pre-configure Integrated System PRIMEFLEX® for SAP HANA®, consisting of PRIMERGY servers, ETERNUS storage, and Brocade Networking Solutions switches, running SAP HANA on SUSE and VMware. This now supports 300 users across almost 50 sites.

The benefit

- Performance is five times faster, boosting productivity
- Reports now produced in minutes rather than hours
- Improved inventory visibility, enhancing efficiency
- Scalable solution enables easy future growth
- Virtualization makes management and provisioning simple

Products and services

FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, based on:

- 2x FUJITSU Server PRIMERGY RX4770 1.5TB with FUJITSU JX40 JBOD storage subsystem
- 4x FUJITSU Server PRIMERGY RX2540
- 1x FUJITSU Server PRIMERGY RX1330
- FUJITSU Storage ETERNUS DX200 with 28TB capacity
- 2x FUJITSU Storage ETERNUS CS200c Backup Appliance with Commvault software, of 12TB and 6TB each
- SLA 24/7 for 60 months in addition to the Fujitsu SAP Solution Contract
- Comprehensive SAP HANA® pre-load and Data Center Integration Services

Customer overview

The first Choithrams Supermarket and Department Store was established in the UAE over three decades ago. Since then, many additional stores have opened in locations across the seven Emirate states. The company provides a wide range of groceries, from fruit and vegetables to meat, bread, and ready meals. The efficiency of the chain was recognized when Choithrams was awarded the first ever "Grocer of the year" RetailME award in 2005 for overall excellence in the field of food retailing.

Dubai Refreshment Company

“Fujitsu built an all-in-one SAP HANA® solution on a future-ready technology platform with all the modules we need as well as the added SAP Fiori® functionality. It also migrated our 8TB database from Oracle to SAP HANA without impacting the business.”

Anas Taraben, Director of IT
Dubai Refreshment Company



Dubai Refreshment Company

The challenge

DRC's SAP hardware platform was reaching end of life and would cost significant amounts to continue maintenance and support. In order to achieve the shift to SAP HANA®, it decided to replace it with a flexible, future-proof SAP® data center solution but needed to find the right partner to provide both the innovative data center and handle the migration.

The solution

The company turned to FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, running 12 SAP modules including SAP Fiori. Fujitsu also managed the migration of an 8TB Oracle database into the new HANA-based environment. Now all users in five locations have significantly accelerated access to core business functions.

The benefit

- Business reports can be generated in 30 seconds rather than 30 minutes
- Analytics can be performed without the need for a data warehouse
- Predictable monthly payments remove the need for costly up-front investment
- SAP Fiori enables 3G connectivity for mobile users
- FUJITSU Integrated System PRIMEFLEX for SAP HANA is scalable to seamlessly extend capacity, leaving room for business growth

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU SAP Migration Services: – SAP ERP, CRM, SRM, Fiori, BW, BW/BPC, EP migrated to SAP HANA – SAP SCM migrated to SAP HANA with Integrated LiveCache
- SAP Solution Manager 7.2 installed on SAP HANA, configured with Technical Monitoring setup
- FUJITSU Financial Services

Customer overview

Dubai Refreshment Company (DRC) was founded in 1959 and in 1962 was appointed the sole franchisee and distributor for PepsiCo in the UAE. The company aims to be the lower Gulf's leading food and beverage provider, based on the caliber of its staff in combination with best in class tools and technologies. Its extensive distribution network ensures that PepsiCo products are widely available across the UAE and beyond.

Raysut Cement Company

“Fujitsu’s SAP® cement templates ensure best practice and make life easy – instead of having to design a full business process from scratch, it’s all there out-of-the-box.”

Said Ahmed Fadhil, Head of IT
Raysut Cement Company



Raysut Cement Company

The challenge

RCC's aging SAP® platform was unpopular with users and often ignored in favor of time consuming and error-prone paperwork. It wanted to upgrade to SAP S/4HANA® to increase performance, visibility and usability while also adding new features.

The solution

The company partnered with Fujitsu, which offered an end-to-end solution, which provides SAP-certified cement industry-specific templates to automate business processes out of the box. Fujitsu also provides Integrated System PRIMEFLEX® for SAP HANA® built on PRIMERGY servers, ETERNUS storage and Commvault disaster recovery.

The benefit

- Performance speeds have doubled, increasing user productivity and reducing frustration
- SAP-certified templates make process automation simple
- RCC uses 50,000 fewer sheets of paper, saving money and carbon footprint
- Automation, visibility and mobility mean decisions can be made and actioned instantly

Products and services

FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, based on:

- FUJITSU Server PRIMERGY RX4770
- FUJITSU Server PRIMERGY RX2540
- FUJITSU Storage ETERNUS DX100
- FUJITSU Storage ETERNUS CS200c
- FUJITSU Storage ETERNUS LT
- Commvault Data Platform Software
- FUJITSU Technical Support Services

Customer overview

Raysut Cement Company (RCC) is the largest producer of cement in Oman. It distinguishes itself from other cement producers in the region by the variety and quality of its products and its customer-focused marketing and logistics. With a robust maritime fleet, it has slowly expanded its reach across Asia, Africa and the Middle East, including operations in UAE, Somalia and Yemen. RCC has 700 employees in nine locations.

VPS Healthcare

“Because Fujitsu provides every aspect of the solution in one out-of-the-box solution, it makes deployment simple. It also means that Fujitsu can deliver round the clock support should anything go wrong.”

Binu Jacob, Data Center Manager
VPS Healthcare



VPS Healthcare

The challenge

VPS Healthcare has grown both organically and through acquisitions, leading to numerous separate SAP® platforms throughout the companies. It wanted to standardize on one central solution, increase efficiency and needed to find the right partner.

The solution

VPS Healthcare deployed FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes powered by FlexFrame Orchestrator® Management Software for SAP ERP and IS-Healthcare processes, and two FUJITSU Integrated System PRIMEFLEX for VMware vSphere for additional SAP sites, covering 5,000 users in 22 hospitals.

The benefit

- End-to-end Fujitsu solution comes pre-configured for easy installation
- 99.99 percent uptime ensures best patient treatment around the clock
- More responsive applications improve the user experience
- Consolidation of diversified SAP landscape into one operation and monitoring simplifies management

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes powered by FlexFrame Orchestrator® Management Software
- FUJITSU Integrated System PRIMEFLEX® for VMware vSphere
- FUJITSU Storage ETERNUS CS800 Data Protection Appliance

Customer overview

VPS Healthcare provides integrated healthcare services in 22 operational hospitals, 125 medical centers, on-site, homecare & occupational health services, dental education, pharmaceutical manufacturing, healthy eating, patient concierge services, and retail pharmacies with 10,000 employees spread across the Middle East and India. Its comprehensive patient management reflects international quality standards, helping VPS to build a brand image of excellence in healthcare delivery in just 11 years.

Al Ahli Holding Group

“The Fujitsu SAP® technology platform management, PRIMEFLEX® for SAP Landscapes, along with ETERNUS and Commvault data protection, makes my life easy and protects my data.”

Pradeep Kumar, Head of IT Operations
Al Ahli Holding Group



Al Ahli Holding Group

The challenge

Al Ahli Holding Group's numerous subsidiaries managed their own IT infrastructures, which was costly and inefficient. The company wanted to deploy SAP S/4HANA® across the business for better performance, increased visibility and improved productivity while also improving data protection and backup.

The solution

Al Ahli Holding Group deployed the Fujitsu PRIMEFLEX® for SAP Landscapes systems and Fujitsu Storage ETERNUS with Commvault software as backup to host the new platform. It now supports 14 subsidiaries in the UAE, USA and Singapore.

The benefit

- System refresh takes an hour rather than days
- Solution costs a third of enterprise cloud equivalent
- 100 percent availability thanks to Fujitsu reliability
- Integrated backup with Commvault dramatically reduces recovery times from hours to minutes using ultra-fast snapshot-based restores
- Solution can scale to meet future growth

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes, powered by FlexFrame Orchestrator® Management Software, for running SAP HANA®-based applications
- FUJITSU Storage ETERNUS CS200c
- Commvault Data Protection Software

Customer overview

Al Ahli Holding Group (AAHG) is a multi-diversified international conglomerate with over four decades' experience in industries ranging from real estate to turnkey construction, engineering, infrastructure, retail and trading, technology and logistics, lifestyle and fitness, as well as entertainment and hospitality. It is the mother company for around 50 sub-companies with around 9,000 employees in total.

Al Nasser Group

“When we decided on SAP® Business Suite powered by SAP HANA®, we were looking for experienced partners to work with us. With PRIMEFLEX® for SAP HANA®, Fujitsu promised us an easy to implement and bullet proof solution and delivered it with the highest quality. If we need further guidance regarding optimized infrastructure solutions which are easy to implement, we would surely choose Fujitsu again.”

Alaa Al Nasser, MD - Retail
Al Nasser Group



Al Nasser Group

The challenge

Al Nasser was running its business on an outdated ERP platform that struggled to produce reports and dashboards in a timely fashion and could not support the company's plans for strategic growth.

The solution

In 2013, Al Nasser decided to implement SAP® Business Suite powered by SAP HANA® and at the time was the first customer for this specific solution in Saudi Arabia. There was little local experience in the implementation of the application and the specific infrastructure. Fujitsu supported Al Nasser in this innovative project and demonstrated that FUJITSU Integrated System PRIMEFLEX® for SAP HANA® would be the perfect fit for the company.

The benefit

- Report generation has reduced from weeks to hours, making the company more responsive and enabling more proactive, predictable and real-time decisions
- SAP Business Suite powered by SAP HANA enables continuing growth through an integrated software platform encompassing sales, logistics, purchasing, finance and HCM
- ROI will be achieved within 18 months
- Fujitsu's extensive SAP HANA experience and expertise made it a trusted partner in all phases of the project

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA® and IT implementation services

Customer overview

Al Nasser Group is one the largest suppliers of lighting, wiring devices and advanced building control systems in the Middle East. Founded in 1976, it employs over 400 people and has an annual turnover in excess of \$75m. With retail showrooms (N plus and N Gold) and projects division (Al Nasser Pro) selling own brands SIDRA and NOORTEK professional lighting solutions it has worked on numerous high profile building projects across the region. The company is headquartered in Riyadh and has over 20 showrooms and offices around the country.

Nakilat

“Fujitsu has reduced the resources required to run our business, which has led in turn to dramatic cost savings. We have halved our annual IT investment and when you add in the decreased manpower required to manage the SAP® environment, further savings are made.”

Hamad Suwaid, Information Technology Manager
Qatar Gas Transport Company Ltd



Nakilat

The challenge

In the past, Nakilat operated multiple servers with six storage devices dispersed across its three main lines of business. The organization had an interest in implementing a consolidated IT environment that would unify the company, reduce operational demands and make Nakilat SAP HANA® equipped.

The solution

After evaluating numerous vendors, Nakilat decided that Fujitsu demonstrated the best combination of cost-effectiveness, hardware and expertise. It rolled out SAP HANA® using the FUJITSU Integrated System PRIMEFLEX® platform, combined with FUJITSU FlexFrame Orchestrator for SAP as a basis for a highly efficient private cloud.

The benefit

- Halved annual IT spend while also reducing the amount of resources required to support the system
- Critical business reports which previously took hours to generate are now available in seconds, making the company more responsive and productive
- Nakilat and its joint ventures now have highly available access to the information the organizations need via a secure private cloud
- Management and maintenance have been streamlined and simplified, reducing the burden on the IT team
- Nakilat is now prepared to take full advantage of the latest SAP features

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU FlexFrame Orchestrator
- FUJITSU Professional Services and project management

Customer overview

Nakilat (Qatar Gas Transport Company Ltd.) is a Qatari LNG transport company providing an essential transportation link in the State of Qatar's LNG supply chain. Its LNG shipping fleet is the largest in the world, comprising 63 LNG vessels and four large LPG carriers. Nakilat operates the ship repair and construction facilities at Erhama Bin Jaber Al Jalahma Shipyard in Ras Laffan Industrial City via two strategic joint ventures: N-KOM and NDSQ. The company also offers a full range of marine support services to vessels operating in Qatari waters.

Sterlite Technologies Limited

“Fujitsu met every commitment, both in terms of scope and timelines. I am glad to have Fujitsu as our strategic partner, to drive ultimate speed.”

Prasanth Puliakottu, CIO
Sterlite Technologies Limited



Sterlite Technologies Limited

The challenge

Sterlite's aging HPE hardware platform and old SAP® software release made producing critical business reports a time-consuming drain on resources. It wanted to upgrade to SAP HANA® but needed the right infrastructure and implementation partner for this strategic step into the future.

The solution

After evaluating multiple vendors, the company decided to extend the collaboration with its proven SAP software support provider, Fujitsu. FUJITSU Integrated System PRIMEFLEX® for SAP HANA® now supports Sterlite sales, logistics, production and supply chain operations with the leading-edge in memory technology to gain the full benefit of SAP Business Suite on HANA and SAP BW on HANA.

The benefit

- Analysis and reports that once took hours can now be generated within seconds or minutes, making the business more responsive and employees more productive
- Scalable system that can provision new services easily as the company grows
- Reduces burden on the IT team as it no longer has to spend 50 percent of its time firefighting performance issues
- Saves money by ensuring that it meets all of its customer commitments on time, courtesy of the new hardware and software environment
- Seamless and risk-free migration from existing SAP systems to new SAP HANA-based landscape – making Sterlite ready for further HANA innovations and applications

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- Fujitsu Services for SAP HANA implementation, OS and DB migration

Customer overview

Sterlite Technologies Limited is India's only fully integrated optical fiber producer and one of the largest suppliers to overseas markets in China, Europe and South East Asia. Ranking among the leading global providers of solutions in telecom and power transmission, the company has also expanded its portfolio to include software services through the acquisition of Elitecore Technologies. Sterlite employs around 1,500 people in ten global locations.

Tara Jewels

“The service has been absolutely fantastic compared to other technology service providers, there is a huge difference. Fujitsu has helped automate our business and removed the manual intervention that was slowing our growth.”

Vishal Adhyapak, IT General Manager
Tara Jewels



Tara Jewels

The challenge

Tara Jewels' aging SAP® platform was critical to core business operations but could no longer support the current runtime and growing business demands. It wanted to upgrade to SAP HANA® but needed the right partner to make the project a seamless success.

The solution

Fujitsu has enabled digital transformation with 20 Fujitsu servers, two Fujitsu storage devices and two FUJITSU PRIMEFLEX® for SAP HANA® systems to provide fast, reliable performance for over 1,000 users in 40 countries.

The benefit

- Automating critical business processes enabling streamlined administration, and creating bills of material and reports in seconds rather than hours
- In-built resilience provides disaster recovery should issues arise
- ERP operational costs have reduced by 50 percent
- The company has become more agile and can now focus on its ambitious plans for growth

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU Server PRIMERGY
- FUJITSU Storage ETERNUS
- FUJITSU Application Services
- Fujitsu backup integration & deployment services on Symantec/Veritas
- Fujitsu virtualization services on Microsoft platform for associate SAP Instances
- Fujitsu infrastructure, network & backup deployment services

Customer overview

Tara Jewels Limited is one of India's largest jewellery exporters, experienced in the design, manufacturing and retail of studded gold, platinum and silver jewellery. The company has three facilities spread across approximately 53,000 square feet and a range of over 50,000 designs, catering to a diverse customer base in 40 countries across five continents. Tara Jewels set up its India retail business in 2010 under the brand name Tara Jewellers to offer customers certified diamond and hallmarked gold jewellery exemplifying fine craftsmanship and exquisite designs.

iSphere Technologies

“We were literally sold out before deployment because we could finally offer SAP HANA® services on demand in the most cost-effective and high-performing way.”

Hilgardt Cloete, Managing Director
iSphere Technologies



iSphere Technologies

The challenge

iSphere wanted to offer SAP HANA® as a hosted service but considered it too expensive to deploy and maintain. It needed to find a flexible, cost-effective platform that could deliver high SAP HANA performance to its local SME customer base.

The solution

Working with long-term partner Fujitsu, the company implemented FUJITSU Integrated System PRIMEFLEX® for SAP HANA® powered by FUJITSU FlexFrame® Orchestrator to enable a virtualized software and hardware environment that would reduce costs without compromising performance.

The benefit

- Cloud-based SAP HANA hosting solution is doubling business every quarter, bringing new revenue
- Fujitsu-based system is easily scalable to meet rising demand and new customers can be provisioned within an hour rather than weeks
- Bringing enterprise-class applications to SMEs in Africa at an affordable cost
- Provides a white-label offering to local SAP partners who can then expand their own business

Products and services

- FUJITSU Integrated System PRIMEFLEX® for SAP HANA®
- FUJITSU Integrated System PRIMEFLEX® for SAP Landscape

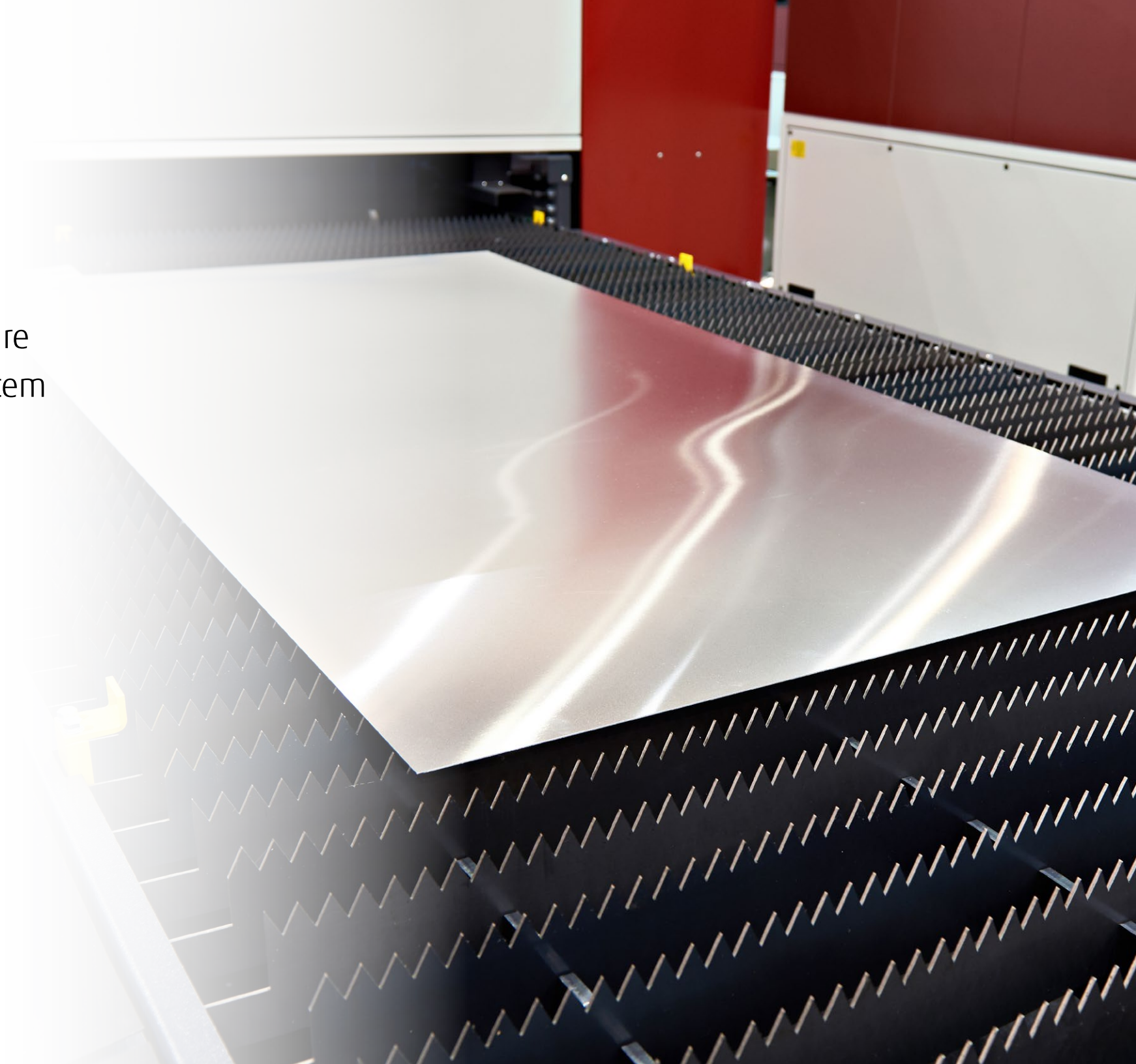
Customer overview

iSphere Technologies provides virtualized hosting services for the South African market, focusing on small and medium sized businesses, which might otherwise be unable to afford enterprise-class technology solutions. It employs 16 specialists and delivers SAP applications to more than 130 customers in South Africa and the wider continent.

Hagihara Industries Inc.

“When we found out that the Azure data centers are located in Japan, we were able to entrust our system and data with peace of mind.”

Satoshi Fukuda, Information Systems Team
Hagihara Industries Inc.



Hagihara Industries Inc.

The challenge

When Hagihara Industries' Windows Server 2008 Windows Server 2008 R2 OS and SAP ERP support ended, it needed to replace these core systems. It also wanted to improve core system data backups, which are done once a month on remotely stored tape media. However, restoring is slow and data immediately preceding a disaster cannot be restored.

The solution

Hagihara Industries successfully created a future-oriented system infrastructure with high availability, scalability and reliability using Azure solutions proposed and provided by Fujitsu.

The benefit

- By switching to Azure, the latest system infrastructure can always be used without worrying about hardware obsolescence
- The costs of running Azure are lower than the total cost of maintaining its previous system infrastructure, which translates into cost savings
- Deploying Azure Site Recovery cuts data backup costs as well as backup-to-recovery lead-time while allowing failback to the most recent data

Products and services

- FUJITSU Cloud Service for Microsoft Azure
- SAP on Multi Cloud Service

Customer overview

Hagihara Industries is headquartered in the Mizushima industrial complex, an industrial zone in the southern part of Kurashiki City in Okayama Prefecture. The company makes high-quality and high-value added sheet materials using "flat yarn" made from synthetic resins, "BarChip" which improve the durability of concrete by preventing peeling and cracking, liquid crystal films, "Slitter", lithium-ion battery separator films, and more.












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Customer proof points taken from references

<p>Maximum uptime minimal disruption to the business</p> 	<p>Analytics/complex reporting in seconds instead of hours</p> 	<p>50% reduction in daily operations</p> 	<p>2.5d to 3hrs reduction in invoice process</p> 
<p>30% increase in orders processed in two years</p> 	<p>110 man d/yr reduced effort</p> 	<p>ROI within 18 months</p> 	<p>3x faster project delivery</p> 
<p>99.5% global availability of SAP systems</p> 	<p>40% reduction in overall costs</p> 	<p>5x faster performance</p> 	

FUJITSU

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