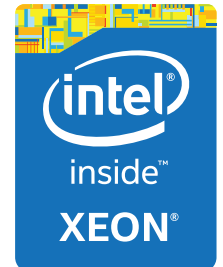


# Case Study

## Stechert Stahlrohrmöbel GmbH

»The main reason behind our decision to invest in the Fujitsu ETERNUS technology was that it enables us to quickly resume productivity after an IT failure. This kind of security is very important to our business operations.«

Harald Zimmermann, Head of IT, Stechert Stahlrohrmöbel GmbH



### The customer

Over the past 60 years, family-owned furniture company Stechert Stahlrohrmöbel GmbH has developed an excellent reputation as a manufacturer of high quality tables and chairs for offices, businesses, lecture halls and sporting venues. So it is no surprise that its slogan is: Top quality, made in Germany. Stechert's seats can be found in sports stadiums across Germany, Europe, Africa and Brazil, including Berlin's Olympiastadion and five of the venues which hosted the football World Cup in South Africa. The company also manufactures office and commercial furniture for concert halls, hotels, restaurants, universities, hospitals and company headquarters. Its industrial operations are split across three specialized sites in Germany: Wilhermsdorf, Trautskirchen and Gössnitz.

### The challenge

Stechert needs a powerful IT system with cutting edge technology to help it maintain its success in its sector and act and react flexibly. Which is why it tests its data center infrastructure every three to five years. When its system last reached its limits, both in terms of age and capacity, the IT department not only had to face the challenge of refitting the data center, it also had to redesign the infrastructure to support the company's imminent conversion to SAP. Stechert needed a highly performant storage solution and powerful deduplication technology to ensure its hard drive backup capacities were used as efficiently as possible. One crucial feature the company was looking for was the ability to maintain a permanent backup of the SAP database with snapshot copies. It also wanted to be able to increase its IT capacities flexibly to cope with future expansion through acquisitions.

### The solution

The team at Stechert decided to refit the data center with a range of IT solutions from Fujitsu. They also brought in Fujitsu SELECT Expert Partner Kaiser Bürotechnik for additional support. Stechert had used Fujitsu products in previous iterations of its data center, and the good experiences it had had with both the company itself and the hardware were key factors in its decision to choose it again. "In the five years since we first had the Fujitsu hardware installed, we've had just two hard drive failures," says Head of IT Harald Zimmermann, adding: "Fujitsu's customer service is simply better than the other providers."

### The customer

Country: Germany  
Sector: Commercial furniture  
Founded in: 1954  
Employees: 200  
Website: [www.stechert.de](http://www.stechert.de)



### The challenge

Refitting the data center, renovating the SAP infrastructure, redesigning the data center concept and increasing availability to cope with future expansion.

### The solution

The FUJITSU PRIMERGY servers and ETERNUS DX storage systems with Intel® Xeon® Processors form the basis of a virtual infrastructure which is constantly backed up using the ETERNUS Snapshot Manager (ESM) and an ETERNUS CS800 deduplication appliance. This solution enables the company to run all of its applications, particularly SAP applications and SAP databases, more easily, quickly and efficiently.

### The benefit

- Performance boost
- Stable, reliable operation
- Comprehensive range of functions including encryption, redundancy, copying and snapshots to ensure data security and high availability
- Fast data restoration if an error occurs
- Modular, scalable capacity
- Intuitive user interface
- Reliable, efficient support

### Products and services

- FUJITSU Server PRIMERGY RX300
- FUJITSU Server PRIMERGY RX200
- FUJITSU Storage ETERNUS DX80
- FUJITSU Storage ETERNUS CS800
- FUJITSU Storage ETERNUS Snapshot Manager (ESM)
- VMware Horizon
- SAP EHP6 – SD, MM, FI/CO, HR, PS, PP
- Microsoft Exchange
- SEP Sesam

Stechert's data center now runs five Fujitsu PRIMERGY Server RX300 S8 devices, one RX200 and Fujitsu's ETERNUS DX and ETERNUS CS storage systems. The data security features provided by the ETERNUS CS800 and the ETERNUS Snapshot Manager (ESM) were some of the main reasons why Zimmermann and his team chose the Fujitsu solution.

The ETERNUS CS800 is a backup-to-disk appliance optimized for environments in which information is stored on hard drives. It reduces storage costs dramatically and protects the data in the event of a disaster. And its deduplication technology can reduce hard drive capacity requirements by up to 95 percent. Integrated replication functions allow data to be copied and transferred between the branches in Wilhelmsdorf, Trautskirchen and Gössnitz and the central data center. This means that the company's data is always stored in a second location and so remains accessible even in the event of a disaster or a failure. The company's business processes and operations can therefore continue as normal. The ETERNUS Snapshot Manager (ESM) enables the company to restore any missing data quickly and consistently, reducing downtime dramatically. The ESM centralizes snapshot management for all of the ETERNUS DX storage systems and automates the restoration of objects, applications and databases.

Stechert's productive SAP systems are backed up every 30 minutes, while its SAP test systems are backed up every six hours. This means that the ESM generates application consistent snapshots of the productive SAP data stored on the ETERNUS DX every 30 minutes. The SAP database can therefore be restored very quickly in the event of a failure. The total data volume at the data center is currently 2.8 terabytes.

### The benefit

"The main reason behind our decision to invest in the Fujitsu ETERNUS technology was that it enables us to quickly resume productivity after an IT failure," says Zimmermann. "Before, we would lose whole days' worth of data, or really struggle to find it." According to Zimmermann, generating and categorizing the snapshots with the ESM reduces the possible amount of lost data to less than 30 minutes. And it is quick and easy to locate and restore. "This kind of security is very important to our business operations," says Zimmermann. The solution is stable and the company has not yet reported any issues with any of the new data center hardware.

Zimmermann is particularly pleased with the performance boost generated by the new infrastructure. "SAP now runs just as quickly and smoothly at the branch offices as it does at the headquarters," says Zimmermann, "there's no difference at all." End-users can see the benefits of the new data center technologies right at their desks.

The company has also already benefitted from the system's flexible capacity. Stechert has expanded considerably since the data center was renovated. It has acquired a number of firms and created an entirely new company out of them. "The efficient IT infrastructure and flexibility of the solution enable us to support all of these changes," says Zimmermann.

### Conclusion

Improved performance, increased reliability and flexibility – Stechert's IT systems have benefitted from Fujitsu's technologies in many different ways:

**"The Fujitsu solution in our data center helps us to ensure our company will remain competitive in the years to come."**

Harald Zimmermann, Head of IT, Stechert Stahlrohrmöbel GmbH

### More information:

[www.fujitsu.com/de/ESM](http://www.fujitsu.com/de/ESM)

[www.fujitsu.com/de/ETERNUS](http://www.fujitsu.com/de/ETERNUS)

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