SAP HANA
References

JOIN THE BEST!
Run your SAP Solutions on SUSE.
Where SUSE Leads

SUSE, a pioneer in open source software, delivers the smartest Linux and cloud innovation.

- **70%** of all SAP solutions run on Linux
- **90%** of all SAP HANA implementations run on SUSE

**SUSE leads in different markets**

- 7/10 largest pharmaceutical companies
- 7/10 largest aerospace companies
- 7/10 largest retailers in the US
- 10 largest telecom carriers
- 10 largest global manufacturers
- 10 largest manufacturers of household products
SAP HANA & SUSE

#1 Platform for SAP HANA

SUSE Linux Enterprise Server for SAP Application - Recommended and Supported by SAP

SAP Cloud Platform (former HCP - HANA Cloud Platform)

HANA Enterprise Platform

Boost overall performance up to 60% and achieve 99.99% uptime
Recommended Platform for SAP HANA

Leading Technology Innovation.

- **High** availability with automated failover
- **Enhanced** and integrated support
- **Improved** performance to accelerate time to value
- **Safe** security hardening through the operating system
- **Simple** management with SUSE Manager
Overview

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### IT / Computer Services

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SAP SE

www.sap.com

SAP is the world leader in enterprise applications in terms of software and software-related service revenue. SAP wanted to expand its offerings and launch a cloud platform to develop SAP solutions.

For its SAP HANA Enterprise Cloud service, SAP maintains approximately 6,600 servers with over 12,000 CPUs and 16,000 virtual machines running SUSE Linux Enterprise Server and SUSE Linux Enterprise Server for SAP Applications.

Using SUSE technologies helps SAP to offer extremely high availability on its cloud platform as well as reduced total ownership costs and optimized licensing.

“In part due to the great stability of SUSE Linux Enterprise Server, our system availability is 99.999 percent.”

MARTIN HEISIG
SENIOR VICE PRESIDENT
SAP HANA ENTERPRISE CLOUD SAP SE
SAP SE

www.sap.com

Organizational Overview

The world’s 3rd largest independent software manufacturer based on market capitalization.

**Industry:** Computer services  
**Employees:** 84,183

**Headquarters:** Walldorf, Germany  
**Revenue:** $20.8 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story  
- Company  
- Video
APA IT

www.apa-it.at

APA IT is one of the leading IT service providers for the media industry in Austria, responsible for the IT of the Austrian News Agency as well as numerous other media enterprises.

APA IT wanted to centralize and integrate its business processes and systems especially in the accounting departments.

APA-IT teamed up with SUSE Gold Partner XIT-cross information technologies to implement its new SAP landscape powered by SAP HANA on SUSE Linux Enterprise Server for SAP Applications.

Thanks to the simple integration of the SAP landscape into the existing IT environment and operations processes, APA-IT obtains the advantages of a finely tuned operating system without adding complexity to its management and maintenance procedures.
APA IT

[Link to APA IT website: www.apa-it.at]

Organizational Overview

**Industry:** IT  
**Employees:** 140  
**Headquarters:** Vienna, Austria  
**Revenue:** $21.8 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications
CenturyLink

www.centurylink.com

CenturyLink is a global communications and IT services company focused on connecting its customers to the power of the digital world.

As the traditional fixed-line consumer business continues to shrink and fresh competition in non-regulated markets eats into margins, many telcos are seeking scale through mergers and acquisitions.

To support its revenue-growth plans, CenturyLink migrated SAP Business Suite to the SAP HANA database on the IBM Power platform running on SUSE Linux Enterprise Server for SAP Applications, accelerating reporting and projects, and simplifying acquisitions.

Results included faster financial reporting, greater flexibility cuts time-to-value for corporate acquisitions and delivering economies of scale sooner.

“With IBM Power as our platform for SAP HANA, we can adapt to unexpected developments or new requirements and keep moving forward to deliver added value to the business.”

CONNIE WALDEN
DIRECTOR IT & SUPPORT
CENTURYLINK
CenturyLink

www.centurylink.com

Organizational Overview

**Industry:** Computer Services  
**Employees:** 40,000

**Headquarters:** Monroe, USA  
**Revenue:** $17.5 Billion

**Products:** IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story  
Company
Ctac is a Total Solution provider that offers end-to-end cloud application hosting and services for clients in retail, manufacturing, real estate and professional services sectors.

Ctac needed to find the optimal combination of hardware and operating systems to run its clients’ applications as efficiently and cost effectively as possible.

Ctac thus chose IBM Power System servers running SUSE Linux Enterprise Server for SAP Applications. Ctac selected SUSE Linux Enterprise Server for SAP Applications as its preferred operating system for SAP HANA. The agile and scalable in-memory cloud offering creates new business opportunities and helps customers to benefit from real-time analytics cost-effectively while reducing deployment time by 95 percent. It also accelerated deployment of new Linux instances to just 10 minutes.

“With SAP HANA on IBM Power Systems we can provide more reliable services with less operational support required.”

LÈON VAN DEN BOGAERT
MANAGER CLOUD TECHNOLOGY
CTAC
CTAC

www.ctac.nl

Organizational Overview

**Industry:** IT

**Employees:** 471

**Headquarters:** S-Hertogenbosch, Netherlands

**Revenue:** €83.4 Million

**Products:** IBM Powersystems E870, IBM Storwize V7000, IBM Power S824, IBM Power750, SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:  
- [Full Success Story (SUSE)]  
- [Full Success Story (IBM)]  
- [Company]
iSphere Technologies

www1.isphere.co.za

Founded in 2012, iSphere Technologies is a leading managed services provider with a comprehensive offering including hosting, backup, business continuity and more, the company combines the highest levels of availability with an extensive network reach.

To deliver maximum performance and reliability for its new SAP HANA as-a-service platform, iSphere Technologies selected Fujitsu Integrated System PRIMEFLEX for SAP HANA environments. Using FUJITSU, iSphere is doubling business every quarter, bringing new revenue.

SUSE Linux Enterprise Server for SAP Applications offers iSphere Technologies the stable, secure and cost-effective platform it needs to drive its multi-tenanted HANA offering.

“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.”

LUDI NEL
MANAGING DIRECTOR
iSPHERE TECHNOLOGIES
Organizational Overview

**Industry:** Computer Services

**Headquarters:** Kyalami, South Africa

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux High Availability Extension, SUSE Manager

**FUJITSU Products:** FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes

Explore Related links:  
[Full Success Story (SUSE)]  
[Full Success Story (FUJITSU)]  
[Company]
Implema is a leading SAP consulting and hosting company headquartered in Stockholm, Sweden. The company provides hosting services certified by SAP, and serves small and mid-sized businesses across the country.

To help its SMB customers identify opportunities to improve efficiency and make better-informed decisions, consulting and hosting service provider Implema looked for a reliable, easy-to-manage platform for SAP HANA and selected SUSE Linux Enterprise Server for SAP Applications.

Implema has successfully migrated ten customers to SAP HANA in time and within budget and optimized SAP performance without manual tuning using SUSE & HPE Solutions.

“SUSE Linux Enterprise Server for SAP Applications allows us to provide our clients a smooth path to the latest features and the next-generation business suite SAP S/4HANA.”

PETER WIOTTI, HEAD OF BUSINESS AREA BASIS & HOSTING IMPLEMA
Implenia

www.implenia.se

Organizational Overview

Industry: Computer Services

Employees: 100

Headquarters: Stockholm, Sweden

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

HPE Products: HPE Converged System for SAP HANA

Explore Related links: Full Success Story Company
MBV Systèmes d’Information

MBV SI is a highly experienced systems integrator, hosting and managed services provider specializing in the adaption of business solutions to the specific business requirements of its clients.

MBV SI saw a clear opportunity by launching a hosted SAP HANA offering that would enable their clients to create cloud-based environments for high-speed analysis on large volumes of data.

MBV SI worked with Dell Global Services to deploy four SAP HANA appliances based on Dell PowerEdge R920 servers, with SUSE Linux Enterprise Server for SAP Applications as the operating system. As a result, clients could deploy new SAP HANA systems rapidly and support large databases with real time reporting.

“With SUSE Linux Enterprise Server, we can offer our clients high-availability, high-performance SAP HANA landscapes in the cloud.”

THIERRY MARTIN
COMMERCIAL DIRECTOR
MBV SI
MBV Systèmes d’Information

www.mbvsi.fr

Organizational Overview

Industry: Computer Services

Employees: 200

Headquarters: Paris, France

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: Full Success Story Company
Symmetry

www.symmetrycorp.com

Symmetry has been providing the highest quality cloud, hosting and IT managed services since 1996.

As an enterprise cloud services provider, Symmetry needed an operating system to support its SAP HANA offering. The company found that SUSE Linux Enterprise server for SAP Applications was the right OS to support its SAP HANA solution.

Using HPE & SUSE solutions, Symmetry was able to achieve a Net Promoter Score of 57, reliable OS performance and high availability with high quality of service.

“SUSE is a piece of the puzzle for us delivering guaranteed performance for customers who are running production SAP workloads.”

CHRISTIAN TEEFT
CTO/SVP OF CLOUD SERVICES
SYMMETRY
Symmetry

www.symmetrycorp.com

Organizational Overview

Industry: Computer Services

Headquarters: Wisconsin, United States

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Live Patching

Explore Related links: Full Success Story Company
RI-Solution

www.ri-solution.com

RI-Solution GmbH is the full-service IT provider for the BayWa AG, a global business focused on trading, logistics, and services in the agriculture, energy, and construction sectors.

RI-Solution wanted to operate its business-critical SAP systems more efficiently but without compromising the reliability they enjoyed with their previous infrastructure.

Using HPE & SUSE solutions, RI-Solution was able to migrate a large, mission-critical SAP retail application from UNIX to an x86 architecture running on SUSE.

Results included, improved infrastructure flexibility, increased application response times up to 33 percent, standardized infrastructure to streamline operations and increased business agility by moving to an open systems architecture.
RI-Solution

www.ri-solution.com

Organizational Overview

Industry: IT

Headquarters: Munich, Germany

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (HPE) Company
Ordina

www.ordina.com

Ordina is the largest independent provider of IT consulting and services in the Benelux region, focusing on major market segments such as the financial services, healthcare, industrial and public sectors.

When Ordina needed to upgrade its old SAP Infrastructure it decided to implement SAP HANA both for its own use and as a new business offering for its customers. A reliable and scalable platform was the crucial success factor and it was delivered by HPE ConvergedSystem 500 for SAP HANA.

Using HPE and SUSE solutions, results included six new SAP HANA installations in under one month, provided a set of scalable, performance-optimized systems specially engineered for running SAP HANA, ensures high-system availability and data security thanks to automatic failover.

“HPE ConvergedSystem 500 is quicker and we are confident that it will lower our TCO but the most important benefit for Ordina is that it is challenging us to improve our business processes.”

AART VAN DER HELM
SAP PROJECT MANAGER
ORDINA
Ordina

www.ordina.com

Organizational Overview

Industry: IT Services

Employees: 2920

Headquarters: Nieuwegein, Netherlands

Revenue: $473 Million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

HPE Products: HPE ConvergedSystem 500 for SAP HANA

Explore Related links: Full Success Story (HPE) Company
UCS Solutions

www.ucs-solutions.co.za

UCS Solutions is South Africa’s premier provider of business process and IT-related service to companies that operate within the Retail Value Chain.

Since 1998, the company’s core business has been focused on the provision of SAP-oriented services to large and medium size retail businesses in South Africa, the Middle East and the United Kingdom.

To give its clients access to high-velocity analytics, UCS Solutions has built a high-performance, multi-tenanted architecture for SAP HANA, based on IBM Power servers running SUSE Linux Enterprise Server for SAP Applications.

UCS decided to complement its existing appliance-based SAP HANA offerings by introducing a new multi-tenanted infrastructure for SAP HANA, based on IBM Power Systems servers running SUSE Linux Enterprise Server for SAP Applications. This accelerated one set of complex SAP processes from 14 hours to 7 and reduced storage requirements by 90 percent.
UCS Solutions

www.ucs-solutions.co.za

Organizational Overview

Industry: IT

Employees: 6800

Headquarters: Johannesburg, South Africa

Revenue: $466 Million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
Hitachi

www.hitachi.com


To meet SAP HANA platform requirements, Hitachi Data Systems offers Hitachi Unified Compute Platform Select for the SAP HANA Platform. UCP Select for SAP HANA is further enhanced by using SUSE Linux Enterprise Server for SAP Applications. This ensures high performance of large workloads and 99.999 percent availability by utilizing the certified High Availability Extension.

SUSE offers an SAP Installation Wizard, which allows an automated install, reduces installation complexity and decreases the time required to install SAP applications.
Hitachi

Organizational Overview

Industry: Computer Services

Employees: 335,244

Headquarters: Chiyoda, Tokyo, Japan

Revenue: $92.8 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company
Lenovo

www.lenovo.com

Founded in 1984 in a guard shack in Beijing, Lenovo has grown to become China's leading personal technology company, and the world's largest PC vendor.

Lenovo’s China division found that its aging infrastructure could no longer deliver the performance necessary to support the company’s business-critical SAP applications, which it uses to manage practically every element of its operations and finances.

Using SUSE Linux Enterprise Server for SAP Applications, Lenovo has taken back control of its IT development strategy. SUSE Manager automates patching and system upgrades, completely eliminating the need to manually build and maintain patch sources.

“We used to spend approximately three months each year on manual patching; with SUSE Manager we’ve brought that down to two weeks. Through patching automation alone, we’ve been able to cut the Linux administrator workload by at least 50 percent.”

HENG ZHANG
LINUX ENGINEER
LENOVO
Lenovo

www.lenovo.com

Organizational Overview

#1 PC vendor worldwide.

Industry: Computer Services

Employees: 60,000

Headquarters: China

Revenue: $44.91 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: White Paper, Company
Freudenberg IT

www.freudenberg-it.com

Freudenberg IT (FIT) is an international provider of managed services, specializing in mission-critical hosting capabilities across the globe using its world-class FIT-owned data centers.

Looking for more cost-efficient, scalable solutions, FIT discovered the Lenovo Solution for SAP HANA based on Lenovo X6 mission-critical servers.

Using Lenovo & SUSE Solutions, FIT is delivering hosted solutions based on flexible, scalable Lenovo Solution for SAP HANA appliances at significantly reduced operational costs.

“FIT and Lenovo will give our clients the most cost-effective, scalable SAP HANA platforms, with the ability to scale up or scale out to meet their business needs.”

CHRIS SPRUELL
VP OF ENTERPRISE ARCHITECTURE
FREUDENBERG IT
Freudenberg IT

www.freudenberg-it.com

Organizational Overview

Industry: Computer Services
Employees: 744

Headquarters: Durham, USA
Revenue: $170 Million

Lenovo Products: Lenovo Solution for SAP HANA running on Lenovo x3850 X6 and x3950 X6 servers with Intel® Xeon® E7 family of processors

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
Unistar PRO

www.itpreneurs.com/partner/unistar-pro/

With over 25 years of experience, Unistar PRO is one of Slovenia’s leading IT services providers. Based in Ljubljana, the company offers systems integration, fully managed IT services and cloud computing solutions to businesses across the country.

To capitalize on its success as a market-leader, Slovenian IT services company Unistar PRO expanded its portfolio and began offering SAP HANA® on the cloud. The company deployed a Lenovo System x solution, enabling it to offer SAP HANA as a service at a fixed rate, while guaranteeing a minimum of 99 percent system availability. The company runs its SAP ERP, SAP Business Warehouse and SAP Process Integration instances in SAP HANA, which runs on SUSE Linux Enterprise Server.

“Running SAP HANA on Lenovo System x gives us a strong competitive edge in both domestic and foreign markets.”

DAVID BEVC
HEAD OF CLOUD SERVICES
UNISTAR PRO
Unistar PRO

www.itpreneurs.com/partner/unistar-pro/

Organizational Overview

**Industry:** Computer Services

**Headquarters:** Ljubljana, Slovenia

**Lenovo Products:** Lenovo Flex System, Lenovo System x3950 X6 with up to 8 Intel® Xeon® E7 processors / 18 cores per processor

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
winnovation AG

www.winnovation.ch

winnovation AG is an IT service provider headquartered in Baar, Switzerland. The company has 13 consultants and specializes in business intelligence solutions across all sectors with customers from life science, healthcare, service, process and many related industries.

winnovation wanted to enable its customers to improve business intelligence reporting by delivering real-time data for quicker and better-informed management decisions.

The company implemented SAP HANA® with the Lenovo System x solution for SAP HANA running on SUSE Linux Enterprise Server for SAP Applications, enabling it to generate real-time reports on business critical data to improve business decision-making and help customers respond quickly to changing market conditions.

“The SAP HANA and the Lenovo System x solution for SAP HANA enables much more responsive business intelligence solutions and brings added value to our customers.”

MARTIN EFFINGER
CTO
WINNOVATION AG
winnovation AG

www.winnovation.ch

Organizational Overview

Industry: Computer Services

Headquarters: Baar, Switzerland

Lenovo Products: Lenovo System x solution for SAP HANA, Lenovo System 3690 X5, X3650, x3850

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
Axians provides a complete range of ICT services, including managed services and cloud hosting, to customers in 15 countries. With the release of the powerful SAP HANA platform, which transforms SAP applications with in-memory computing, Axians saw an opportunity to help customers accelerate core processes with real-time reporting and big data analytics. The Cisco UCS® platform connected by Cisco networking solutions delivers the power to balance high performance with simplified management that makes serving new SAP HANA customers easy.

Using CISCO & SUSE Solutions, Axians reduced time for customers to generate reports from minutes to seconds enabling customers to adapt their businesses in real time. Increasing system management efficiencies by 20 percent and reduced downtime for maintenance activity from hours to minutes enables Axians to provide better customer experiences while dramatically reducing its operating expenses.
Axians

www.axians.com

Organizational Overview

Industry: IT

Employees: 400

Headquarters: Austria

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (Cisco) Company
Bluelock

www.bluelock.com

Specializing in cloud-hosting and cloud recovery services, Bluelock works to mitigate risk and ensure mission-critical applications, such as SAP and SAP HANA, are always available to keep its customers’ businesses running. It was essential that Bluelock use best-in-class infrastructure that can help it deliver the high level of service that its customers demand.

A Cisco infrastructure powered by Cisco Unified Computing System™ (UCS®) delivering SAP-specific advantages and Cisco Could and Managed Services Program, helps Bluelock enter new markets and deliver exceptional services.

With 99.99 percent uptime for customers, a record Net Promoter Score of 81 and Cisco Powered certifications and SAP certifications for hosting services and cloud services, customers can trust Bluelock to deliver fast and reliable performance that keeps their businesses running, no matter what.
Bluelock

www.bluelock.com

Organizational Overview

Industry: IT  Employees: 400

Headquarters: Austria

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  Full Success Story (Cisco)  Company
Cloud4com provides virtual data center services to more than 100 enterprise customers in central and eastern Europe. As more customers began adopting SAP HANA for real-time analyses of big data, Cloud4com saw an opportunity to create an infrastructure-as-a-service (IaaS) offering specifically for the SAP HANA in-memory platform. To support its cloud services, Cloud4com standardized on the Cisco Unified Computing System™ (UCS®), achieved a Cisco Master Cloud Builder Specialization, and became a Managed Services partner.

Using Cisco & SUSE Solutions, Cloud4com now offers high performance for real-time analytics in the cloud using servers that are certified for SAP, a selling point for customers. Cisco UCS® service profiles help enable service mobility in minutes instead of hours. Cloud4com offers Cisco Master Certified services for SAP and SAP HANA and has the agility and scalability to expand into new markets.

“We’re providing excellent performance for SAP HANA in the cloud at a very competitive price.”

TOMAS NOVAK
CTO
CLOUD4COM
Organizational Overview

Industry: IT

Headquarters: Prague, Czech Republic

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
Certified to provide SAP software through a cloud-based model, Finanz Informatik Technologie Service (FI-TS) must provide high performance for very large deployments, including SAP HANA in-memory environments. It needed robust servers and a network that could keep data flowing quickly to meet the demands of Germany’s largest banks.

To provide absolute reliability and fast performance for its customers’ critical transactions, FI-TS deployed Cisco UCS® servers to support its SAP cloud. Cisco Nexus switches deliver high-density Ethernet in a compact form factor. FI-TS worked closely with Cisco and SAP to optimize performance.

With its SAP cloud running on Cisco UCS®, FI-TS has transformed its customers’ back-office processes, in some cases reducing processing times from days to minutes. Not only do customers benefit from improved performance, but they also can reduce hosting costs up to 75 percent.
Finanz Informatik

www.f-i-de

Organizational Overview

Industry: IT
Employees: 980

Headquarters: Haar, Germany
Revenue: $2.1 Million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (Cisco) Company
itelligence

A global business IT services provider in the NTT Data Group, itelligence is the only SAP partner with six certifications, including SAP Platinum Partner. As more of its customers migrate to SAP HANA for advanced data processing and analytics, itelligence is committed to helping them make the transition as seamless as possible.

A Cisco partner for many years, itelligence decided to standardize on Cisco UCS® Servers and Cisco Nexus switches for its SAP HANA Enterprise Cloud.

Using Cisco & SUSE Solutions, itelligence is helping customers cost-effectively meet SAP HANA requirements and modernize their business intelligence with pay-as-you-grow environments as part of the itelligence Managed Cloud. Optimized hardware provides robust performance for SAP, helping itelligence offer competitive solutions.

“Cisco is our trusted partner and a global partner of SAP, helping us keep customer satisfaction high.”

STEVE SHORT
SENIOR VICE PRESIDENT OF MANAGED SERVICES
ITELLIIGENCE
itelligence

组织生活 countered Overview

**Industry:** Solutions Provider  **Employees:** 4140  

**Headquarters:** Cincinnati, USA  **Revenue:** $912 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story (Cisco)  
Company
T-Systems provides a complete spectrum of information and communication technology (ICT) systems for millions of users worldwide. With ICT landscapes increasing in complexity and businesses growing more reliant on them, T-Systems’ customers need to be able to run business-critical applications reliably while maintaining the agility to respond quickly to changes and new opportunities.

T-Systems built a high-performance cloud infrastructure based on Cisco UCS® B-Series Blade Servers and Cisco Nexus switches to deploy the world’s largest SAP cloud as a top SAP global partner.

Using Cisco & SUSE Solutions, benefits included automation for easy infrastructure management, increased scalability, and the ability to deliver dynamic resource management for business-critical SAP applications, enables customers to reduce SAP operating costs by up to 30 percent. As a strategic SAP partner with multiple SAP certifications, T-Systems supports a complete portfolio of SAP services delivered on its Cisco infrastructure.
T-Systems

itelligencegroup.com

Organizational Overview

Industry: IT Services
Employees: 45990

Headquarters: Frankfurt, Germany
Revenue: $10 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (Cisco) Company
Virtustream

www.virtustream.com

Virtustream has deep SAP expertise, helping enterprises take advantage of cloud economics with its xStream-powered infrastructure-as-a-service (IaaS) offerings. As Virtustream’s growth accelerated, it needed a partner that could help it scale its enterprise-class cloud solutions.

To meet the requirements of SAP in the cloud, Virtustream deployed Cisco UCS® servers and Cisco Nexus switches, and joined the Cisco Cloud & Managed Services Program.

As the only SAP-certified cloud provider at the global technology partner level representing Cisco, Virtustream has truly set its business apart. It can offer customers dramatically improved SAP economics (up to 50 percent faster performance at up to 65 percent less cost) providing scalability and performance for mission-critical workloads.

“As more enterprises move SAP to the cloud, we needed a partner that could help us expand our share of this rapidly growing market.”

STACY HAYES
VP STRATEGIC PARTNERSHIPS
VIRTUSTREAM
Virtustream

www.virtustream.com

Organizational Overview

**Industry:** Cloud Computing

**Employees:** 2000

**Headquarters:** Bethesda, USA

**Revenue:** $54.8 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story (Cisco)] [Company]
SEIDOR

www.seidor.us

SEIDOR is a Spanish multinational technology company that provides consulting services and software solutions. SEIDOR is currently one of the leading IBM Business Partners, and also specializes in SAP products and solutions.

To maintain its hard-won market-leading position, SEIDOR needed to satisfy customers’ appetites for enhanced flexibility and easy IT management at a competitive price point.

SEIDOR deployed the SAP HANA database on IBM Power Systems servers, and launched the solution as a cloud-based pay-per-use platform.

The new service has sharpened SEIDOR’s ability to win new business, with over 70 customers and more than 3,500 users already accessing its cloud service, and further double-digit growth expected.
Organizational Overview

**Industry:** Computer Services  
**Employees:** 3000  
**Headquarters:** Barcelona, Spain  
**Revenue:** $306 Million

**Products:** IBM Power System S824L, IBM Flash System 900, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- [Full Success Story (IBM)](www.seidor.us)  
- [Company](www.seidor.us)  
- [Video](www.seidor.us)
Dedagroup

www.dedagroup.it

Dedagroup is the 10th largest Italian-owned IT group. The firm supports enterprises, public organizations and credit institutions in their IT and digital strategies with expertise in applications, technology and system integration. In the fast-moving cloud services market, providers must keep innovating to win customers and stay ahead of rivals.

How could Dedagroup meet changing customer expectations while keeping costs low? With a new cloud offering, based on SAP® HANA® and running on IBM® POWER8® servers, Dedagroup offers customers a winning combination of high performance and flexibility at a competitive price.

Cost-effective, cutting-edge cloud offering helps Dedagroup win new clients, growing revenues and market share. Rapid data processing helps clients launch products faster and grow their businesses.

“With SAP HANA running on IBM Power Systems, we offer a unique proposition to our clients that can really transform their businesses.”

SIMONE ARMARI
SOLUTION ARCHITECT AND PRESALES MANAGER
DEDAGROUP
Dedagroup

Organizational Overview

Founded in 2008, the group has always experienced steady growth and currently operates branches across Italy and abroad including Mexico, the US, France and the Middle East.

**Industry:** Computer Services

**Employees:** 1600

**Headquarters:** Trento, Italy

**Revenue:** $271 Million

**Products:** IBM Power System S824L, SUSE Linux Enterprise Server for SAP Applications

www.dedagroup.it

Explore Related links:

- Full Success Story (IBM)
- Company
Alegri International

www.alegri.eu

Alegri International Group is a leading IT services provider in the DACH region, serving enterprises from a wide range of industries across Germany, Austria and Switzerland.

IT services provider Alegri wants to help clients boost business agility. One of the ways to achieve this is by making cutting-edge SAP HANA in-memory technology more accessible with a complete SAP S/4HANA solution running in the public cloud on Microsoft Azure.

With SUSE Linux Enterprise Server for SAP Applications at the core of the offering, Alegri can deliver flexible, cost-effective SAP S/4HANA services that enable clients to react faster to changing demands.

“With optimized images of SUSE Linux Enterprise Server for SAP Applications available directly on Microsoft Azure, we can spin up a virtual SAP S/4HANA environment in just 30 minutes and can quickly start working with clients to solve their business challenges.”

HINRICH MIELKE
SAP DIRECTOR
ALEGRI INTERNATIONAL GROUP
Alegri International

[www.alegri.eu](http://www.alegri.eu)

**Organizational Overview**

**Industry:** Computer Services  
**Employees:** 670

**Headquarters:** Munich, Germany

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Solutions Optimized for Public Cloud

Explore Related links:

- Full Success Story (IBM)
- Company
- Video
Itelligence Poland

www.itelligencegroup.com

Itelligence is a leading international full-service provider focusing on SAP deployments, offering consulting, licensing, application management services, hosting services, and proprietary industry solutions. Itelligence Poland set out to offer superior SAP HANA hosting services to its clients. Could the company find the magic mix of enhanced operational excellence combined with greater cost-efficiency?

Itelligence Poland launched SAP ERP powered by SAP HANA hosting services on IBM Power Systems servers and IBM FlashSystem storage, using advanced virtualization to make dramatic efficiency gains.

Using IBM & SUSE Solutions, results included accelerated provisioning of new client systems from 2 days to a few hours, reduced operational costs and slashed latency by a factor of 5 to deliver stellar service to clients.

“IBM Power Systems and IBM FlashSystem enable us to offer outstanding SAP solutions and our world-class SLAs at very commercially attractive fees.”

IRENEUSZ PELKA
SAP BASIS SENIOR CONSULTANT
INTELLIGENCE POLAND
Itelligence Poland

www.itelligencegroup.com

Organizational Overview

Industry: IT  
Employees: 200

Headquarters: Poland  
Revenue: €19.6 Million

IBM Products: IBM Powersystems E850, IBM Powersystems S822L, IBM Powersystems S824L

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)  
Company
WIIT

www.wiitgroup.com

WIIT offers platform-as-a-service (PaaS) environments to host the critical core business applications of approximately 400 companies worldwide.

To help companies focus on what matters most - selling and boosting profit, cloud company WIIT deployed SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

By working with SAP and SUSE, WIIT succeeded in delivering stellar customer service, which boosts loyalty and fosters growth.

Results included a full supported, easy to use, and high performing platform decreasing the number of incidents on customer systems.

“What sealed the deal for us was the high-quality pre- and after-sales support that we received from SUSE: it was genuinely a whole new level of expertise and assistance, and convinced us to deploy this platform.”

LEONARDO FEDERIGHI
CLOUD SERVICE DIRECTOR
WIIT
WIIT

www.wiitgroup.com

Organizational Overview

Industry: Computer Services

Headquarters: Italy

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

- Full Success Story (IBM)
- Company
Symmetry manages complex SAP implementations on a global scale for more than 200 of the world’s leading enterprises in challenging and heavily-regulated industries such as healthcare, financial services, retail, manufacturing, automotive and beyond.

Symmetry needed a stable, scalable operating system for its proprietary SAP HANA cloud to meet growing customer demand for the HANA in-memory computing platform and to differentiate itself from competitors. Therefore, Symmetry decided to deploy SUSE Linux Enterprise Server for SAP Applications, the SUSE Linux Enterprise High Availability Extension as well as the SUSE Linux Enterprise Live Patching.

Since then, Symmetry benefits from high performance levels, maximizing service availability and eliminating downtime.

“When it comes to performance, SAP either runs well or it doesn’t. That’s how we differentiate ourselves. SUSE is a piece of the puzzle for us delivering guaranteed performance for customers who are running production SAP workloads.”

CHRISTIAN TEEFT
CTO/SVO OF CLOUD SERVICES
SYMMETRY
Symmetry

www.symmetrycorp.com

Industry: Professional Services

Headquarters: Wisconsin, United States

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Solution, SUSE Linux Live Patching
T-Systems

www.t-systems.com/de/en

T-Systems is one of the world’s leading vendor independent providers of digital services, offering integrated solutions for business customers. As a Deutsche Telekom subsidiary, T-Systems is one of the largest SAP hosting providers worldwide and supports more than 7 million users as well as more than 800 terabytes of HANA databases.

In order to provide their customers a cloud foundation where they can deploy their applications, T-Systems is running SAP HANA on SUSE Linux Enterprise Server for SAP Applications as well as making use of SUSE CaaS.

Thus, T-Systems benefits from a close partnership with SUSE, ensuring high reliability, in time and in quality service as well as no latency.

“T-Systems is committed to deliver in quality service. In that regard, we highly appreciate the long-term partnership that we have with SUSE for years, because they allow us to deliver, in time, in quality service, seamless integrated to our customers.”

ELENA ORDONEZ DEL CAMPO
HEAD OF PORTFOLIO UNIT SAP
T-SYSTEMS
T-Systems

www.t-systems.com/de/en

**Industry:** IT Services, IT Consulting

**Headquarters:** Frankfurt, Germany

**Employees:** 37,500

**Revenue:** 6.9 billion

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE CaaS Platform

Explore Related links: Video
Managecore LLC

Managecore is an SAP Partner and the leading provider of SAP Technical Services. Utilizing highly skilled engineers and industry leading technology, Managecore is providing intelligent solutions for the enterprise customer. Managecore is a Google Cloud Platform pioneer, delivering the first-ever full SAP landscape on GCP.

To guarantee a stable, reliable and secure OS platform to run SAP, Managecore chose to provide solutions for their SAP customers built on SUSE technology. Thus, Managecore decided to deploy the SUSE Linux Enterprise Server for SAP Applications.

Since choosing SUSE technology, Managecore is able to deliver guaranteed success especially when running on the Google Cloud Platform. One hundred percent customer satisfaction is the result of Managecore consistently delivering highly reliable, stable and secure environments based on SAP and SUSE technology.

“SUSE capabilities enable our customers to run on SAP HANA which is an essential component in their digital transformation journey moving forward.”

NICK MILETICH
SENIOR SOLUTIONS ENGINEER
MANAGECORE
Managecore LLC

www.managecore.com

**Industry:** SAP Managed Services and Cloud Hosting  

**Headquarters:** Wisconsin, United States  

**Products:** SUSE Linux Enterprise Server for SAP Applications
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Hillarys Blinds

www.hillarys.co.uk

Hillarys Blinds is the United Kingdom's leading provider of made-to-measure window coverings. Hillarys wanted to accelerate customer service and give employees a streamlined digital experience. Hillarys decided to move to a flexible, open source operating system to support SAP S4/HANA and selected SUSE Linux Enterprise Server for SAP Applications.

Using Huawei and SUSE Solutions, Hillarys managed to hugely accelerate its CRM system, cut the overnight data upload process times, and received superior levels of robustness with a dynamic platform that develops with changing requirements.

“The SAP certified HANA appliances supplied by Huawei provide what is proving to be a robust and high-performing platform that supports the S4/HANA solution. The solution is key to Hillarys transformation to a digital business, particularly in removing systems complexity and streamlining business processes.”

JULIAN BOND
HEAD OF ICT
HILLARYS BLINDS
Hillarys Blinds

www.hillarys.co.uk

Organizational Overview

The company manufactures 32000 bespoke products per week which it sells through its nationwide network of 1000 sales advisors as well as online and selected stores.

**Industry:** Retail

**Headquarters:** Nottingham, UK

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

**Huawei Products:** Huawei Solutions for ERP HANA, OceanStor Storage

**Employees:** 1350

**Revenue:** $273 Million

**Market Share:** 26%

**Revenue:** $273 M

Explore Related links:  
Full Success Story  
Company
Bestore

www.517lppz.com

Bestore, a famous snack enterprise in China, initiated the SAP HANA solution project for its full-channel retail system construction.

In addition to optimizing and integrating its existing information systems, Bestore aimed to build a new platform to further reduce its enterprise operation risks and management and control costs, accelerate its internal management revolution, and make the new platform the enterprise’s core competitiveness. The explosive development of Bestore’s services required a trustworthy IT infrastructure solution supplier.

Using Huawei and SUSE Solutions, the customer’s IT system efficiently supports a daily sales amount of USD 19.2 million and a threefold service volume from previous year. The analysis performance of the service system increased 100 times ensuring system stability and system continuity.

“We chose SAP as our core partner of the service layer to improve our operation and management capabilities. Meanwhile, we chose Huawei as our strategic partner of the ICT infrastructure layer. Huawei not only provides industry-leading ICT solutions but also industry-leading IT governance capabilities. I believe our collaboration with SAP and Huawei will further improve our enterprise management capabilities and eventually enable us to provide better services for our customers.”

LI ERQIANG
CIO
BESTORE
Bestore

www.517lppz.com

Organizational Overview

Industry: Retail

Headquarters: Wuhan, China

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Huawei Products: Huawei Solutions for ERP HANA, OceanStor All-SSD Storage
Angel Yeast

en.angelyeast.com

Angel Yeast Co. Ltd. is a leading enterprise in the yeast industry of China. It is also the world’s largest supplier of dry yeast and the third largest yeast company in the world.

To address the requirements of new service development and enable online and offline integrated all-channel convergence, Angel Yeast wanted to move towards a powerful IT system.

Using Huawei & SUSE technologies, Angel Yeast increased its processing efficiency of various services. The SAP HANA intelligent business system provides operation data in real time, driving up the decisioning efficiency for the management. Customer-oriented transaction and service efficiency is improved by over fivefold.

“Through stringent study and comparison, we found Huawei’s SAP HANA infrastructure solution exactly meets Angel Yeast’s requirements for high performance, high reliability, smooth scaling, and maximal ROI.”

MEI HAIJIN
VICE GENERAL MANAGER
ANGEL YEAST
Angel Yeast

en.angelyeast.com

Organizational Overview

Founded in 1986, its products are sold to over 140 countries and regions, serving a wide range of industries, including bakery, seasoning, brewery, biological new energy, biological culturing, human health nutrition, and animal nutrition.

**Industry:** Retail and Garment Manufacturing

**Headquarters:** Hubei, China

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Huawei Products:** Huawei Solutions for ERP HANA, OceanStor Storage

Explore Related links:  
[Full Success Story]  
[Company]
dm-Drogerie Markt

www.dm.de

dm-Drogerie Markt offers a selection of over 12,500 pharmaceutical products to its customers, stocking numerous cosmetics, organic foods, products for babies and infants, and household goods.

To further improve the shopping experience, dm-Drogerie Markt wanted to ensure that customers can always purchase their desired products anywhere—in store and online.

dm-Drogerie Markt decided to migrate its business-critical SAP ERP applications from the IBM z/OS and AIX operating systems to the SUSE Linux Enterprise Server for SAP Applications platform. This resulted in cutting SAP response times by 40 percent on average, migration was completed three months earlier than planned along with a better price-performance ratio.
dm-Drogerie Markt

www.dm.de

Organizational Overview

**Industry:** Retail

**Employees:** 52,062

**Headquarters:** Karlsruhe, Germany

**Revenue:** $9.8 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Consulting, SUSE Manager

Explore Related links:  
[Full Success Story](#)  
[Company](#)
Lulu Group

www.lulugroupinternational.com

LuLu Group International is a highly diversified entity with operations spanning a vast geographical landscape. LuLu Group needed to deliver high levels of flexibility and performance as well as the ability to support SAP HANA®-based applications.

Using FUJITSU, Lulu Group had fast, flexible, and cost-efficient SAP operation supporting ambitious growth plans. Using SUSE, Lulu Group cut the cost of growth by 20 percent by migrating from proprietary OS and hardware. It improved availability, security and performance while reducing costs and gained a high-performance platform for business analytics.

“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

www.lulugroupinternational.com

Organizational Overview

The group enjoys a 32 percent market share in its territories and welcomes more than 700,000 shoppers daily.

Industry: Retail

Revenue: $6.3 Billion

Headquarters: Abu Dhabi, UAE

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

FUJITSU Products: FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes, FUJITSU PRIMEFLEX for SAP HANA for running Business Warehouse

Explore Related links: Full Success Story (SUSE) Full Success Story (FUJITSU)
SAGAFLOR AG, headquartered in Kassel, Germany, is a trade cooperation of independent garden and pet shops operating across Germany, Austria and Switzerland. The company offers procurement, ERP and point-of-sales solutions, and marketing and e-commerce services.

SAGAFLOR wanted to give managers real-time insight into customer purchasing habits, profit margins and stock levels to help drive sales.

SAGAFLOR decided to deploy SAP HANA on SUSE Linux Enterprise Server for SAP Applications to better support transactional and analytical workloads on a single database which delivered a fast, scalable platform that is easy to manage. 40 percent faster deployment of new SAP systems was achieved and a reliable foundation for SAP HANA to help business users optimize offerings based on products, margins and revenues analytics.
SAGAFLOR

www.sagaflor.de

Organizational Overview

With over 3,000 shops across the world, the company aims to pursue a continuous global expansion, all the while maintaining its commitment to delivering high quality, fashionable products.

**Industry:** Retail  
**Employees:** 26,000  
**Headquarters:** Kassel, Germany  
**Revenue:** $1.4 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story  
- Company
Prvni Novinova Spolecnost A.S.

www.pns.cz

PNS is the largest wholesale distributor of printed media in the Czech Republic distributing more than 100 print titles daily, six days a week to nearly 17000 retail locations across the country.

PNS wanted to make savings both with cost and disk storage. PNS replaced its existing SAP ERP environment from UNIX on proprietary hardware to Linux on the conventional x86 architecture.

Using SUSE Linux Enterprise Server for SAP Applications, PNS cut the total cost of SAP ERP landscape by 64 percent in five years, increased SAP ERP Performance by 30 percent, reduced OS Administration workload by 50 percent along with increased flexibility and manageability.

“Running SAP on SUSE Linux Enterprise Server for SAP Applications on x86 hardware can outperform UNIX on proprietary hardware, while releasing large amounts of budget for investment in other areas.”

JAN PATERA
SAP BC ADMINISTRATOR
PNS
Prvni Novinova Spolecnost A.S.

www.pns.cz

Organizational Overview

**Industry:** Wholesale Distribution

**Headquarters:** Prague, Czech Republic

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Retail Locations:** 17000

**Publishers:** 450

Explore Related links:  
[Full Success Story](#)  
[Company](#)

Points of sale: 17000

Publishers: 450
El Ezaby

www.elezybypharmacy.com

El Ezaby Pharmacies is recognized as Egypt’s uncontested leading provider of health and personal care products.

El Ezaby wanted to provide superior customer service by increasing performance and scalability for mission-critical SAP ERP solution supporting central distribution company and 80 retail pharmacies.

To quickly address the situation and empower its data-driven organization, El Ezaby along with Multipharma worked with SAP to migrate mission-critical ERP applications running on IBM POWER to SAP HANA running on Superdome X. HPE Solution running on SUSE Linux was chosen for datacenter integration.

Using HPE & SUSE solutions, results included 12-18 times faster transaction processing, 12-24 times faster data collection, eliminated latency problems for critical transaction processing among pharmacies and helps ensures highest levels of efficiency and responsiveness to customers.
El Ezaby

www.elezabypharmacy.com

Organizational Overview

Industry: Retail/Distribution

Headquarters: Cairo, Egypt

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

HPE Products: HPE Integrity Superdome X, HPE ConvergedSystem 500 for SAP HANA, HPE 3PAR StoreServ 7400c, HPE StoreOnce 4500, HPE 5130 EI Switch Series

Explore Related links: Full Success Story (HPE) Company
Vishal Mega Mart

www.myvishal.com

Vishal Mega Mart is India’s largest fashion-led hypermarket chain with a cumulative trading area of more than 3 million square feet across 110 cities and towns in India. The company’s range includes fashion, general merchandise, groceries and personal care products, destined for millions of homes in India.

In India sales of consumer goods skyrocket during Diwali, and retailers compete vigorously for market share. How could Vishal Mega Mart satisfy festival peaks in demand while expanding its presence?

The retailer worked with IBM and SAP to accelerate performance across its core operations, with agile, scalable technology improving its ability to meet peak demand and deliver stellar services.

Using IBM & SUSE Solutions, results included 50 percent faster generation of business-critical reports, 30 percent increase in revenue over the festival period and 68 percent reduction in data center power consumption.

“The dynamic functionality of SAP HANA backed up by our powerful IBM hardware makes stepping into the future of retail a comfortable transition.”

GAGAN SHARMA
GENERAL MANAGER—IT
VISHAL MEGA MART
Vishal Mega Mart

www.myvishal.com

Organizational Overview

**Industry:** Retail

**Headquarters:** Gurugram, India

**Products:** IBM AIX, IBM Power System E870, IBM Power System S822, IBM Power System S822L, IBM Power System S824, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM)  Company
Coop Group

www.coop.ch

Operating more than 2,200 branches and outlets across Switzerland, Coop Group is one of the country’s largest supermarket chains. The company manufactures, distributes and wholesales foods, delivering goods to restaurants, hotels and staff cafeterias across Europe.

To meet growing demand for a flexible shopping experience, Coop Group wanted to offer click-and-collect services. How could Coop ensure that the right stock is at the right place at the right time?

To support changing shopping styles, Coop Group expanded its business model, using near real-time insight into orders and inventory to increase customer satisfaction.

Using IBM & SUSE Solutions, results included near real-time insight into inventory data improving planning and distribution processes, 5x quicker analytics with 85 percent fewer processor cores enables a more effective use of data and 20x faster SAP HANA provisioning increasing agility to innovate faster.
Coop Group

www.coop.ch

Organizational Overview

**Industry:** Retail

**Headquarters:** Basel, Switzerland

**Employees:** 85,000

**Revenue:** $28.1 Billion

**Products:** IBM AIX, IBM Power System E880, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:
- [Full Success Story (IBM)]
- [Company]
- [Video]
South Shore Furniture

www.southshorefurniture.com

South Shore Furniture is a North American furniture manufacturer, operating plants in Canada and Mexico and a distribution center in the United States.

To meet its aim of delivering goods to customers within 24 hours of receiving each order, South Shore Furniture must maintain lean and efficient supply-chain operations.

South Shore Furniture dramatically accelerated order processing and fulfillment by upgrading its SAP® Business Suite and SAP Business Warehouse applications to SAP HANA® running on IBM® POWER8®.

Using IBM & SUSE Solutions, benefits included transactions can be processed eight times faster, driving rapid deliveries to customers. SAP HANA paves the way to enhanced analytics capabilities, and new Internet of Things and big data initiatives.

“We have been working with IBM for around 25 years, so we have a great understanding of each other. IBM knows us and understands our needs, so IBM can help us reach future goals.”

CLAUDE BERNIER
VICE PRESIDENT OF IT
SOUTH SHORE FURNITURE
South Shore Furniture

www.coop.ch

Organizational Overview

Industry: Retail

Employees: 700

Headquarters: Quebec, Canada

Products: IBM Power Systems, IBM Power System E850, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company Video
HR Group

www.hr-group.de

Major footwear retailer HR Group, headquartered in Osnabrück, Germany, sells through 2,500 locations, including 750 of its own branches, in 20 countries.

Without the ability to adapt quickly to changing fashion trends, major shoe retailer HR Group risked carrying unsold and discounted stock. How could HR Group spot or even predict shifting tastes?

HR Group migrated to SAP HANA on IBM® Power Systems™ for SAP Business Warehouse, taking advantage of the latest IBM POWER8® technology and centralized IBM Storwize® V5000 storage. Using IBM & SUSE Solutions, HR Group ensures lightning-fast data analytics, enabling near-instant insight into market trends; reduces the risk of carrying unfashionable lines; simplifies the SAP solution landscape and cuts admin costs.

“SAP HANA on IBM Power Systems reduced complexity and increased energy efficiency in our data center.”

MATTHIAS SCHÄFER
HEAD OF APPLICATION DEVELOPMENT
HR GROUP
HR Group

www.hr-group.de

Organizational Overview

Industry: Retail

Employees: 5,000

Headquarters: Osnabrück, Germany

Revenue: $705 Million


Explore Related links: Full Success Story (IBM)
El Ezaby Pharmacy

www.elezabypharmacy.com

Established in 1975, El Ezaby Pharmacy is recognized as one of Egypt’s leading providers of health and personal care products. With nearly 40 years of experience serving the Egyptian community, El Ezaby maintains a nationwide network of 90 branches (and counting), multiple warehouses, and one baby center.

As one of Egypt’s leading pharmacy chains, El Ezaby Pharmacy needed a strong IT landscape to support its complex and wide-reaching operations. Its legacy IT infrastructure was proving inadequate to the task, so the company made the decision to switch to SUSE Linux Enterprise Server for SAP Applications.

Using SUSE, results included a reduced system update time from 6 hours to 16 minutes, lower downtime and increased availability.

“With the SUSE team’s support we are confident that we can continue to deliver our core products and services to the high standards our consumers have come to expect.”

HAITHAM EL GHAMRY
IT DIRECTOR
EL EZABY PHARMACY
El Ezaby Pharmacy

Organizational Overview

Established in 1975, El Ezaby Pharmacy is recognized as Egypt’s leading provider of health and personal care products, operating over 100 branches, multiple warehouses, and one baby center.

Industry: Retail  Branches: 100

Headquarters: Cairo, Egypt

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
WMF Group

www.wmfgroup.com

For more than 160 years, the brands that make up the WMF Group have stood for the best in cooking, drinking and dining. Every day, more than 100 million people around the world use products from WMF, Silit and Kaiser to prepare, cook, bake, eat and drink in their homes.

To cook up innovative ways to deliver value to hospitality clients while keeping manufacturing running smoothly, WMF Group aimed to sharpen its analytics capabilities without sacrificing reliability.

WMF Group built a state-of-the-art data center equipped with the latest IBM Power Systems servers and IBM FlashSystem storage, and migrated its SAP Business Warehouse application to SAP HANA.

Using IBM & SUSE Solutions, WMF Group’s results included 18 times faster report generation speed, 20 percent time saving on backups and system restores and 79 percent reduction in database size accelerating backups by 20 percent.
WMF Group

Organizational Overview

Established in 1975, El Ezaby Pharmacy is recognized as Egypt’s leading provider of health and personal care products, operating over 100 branches, multiple warehouses, and one baby center.

Industry: Retail

Employees: 5685

Headquarters: Geislingen an der Steige, Germany

Revenue: €1.06 Billion

Products: IBM Power Systems E850, IBM Flashsystem V9000, Power VM, IBM Spectrum Virtualize Software for SAN Volume Controller, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
Galexis Ltd. is a leading healthcare wholesale company supplying pharmacies, medical practices, drugstores, nursing homes and hospitals with a range of goods.

To be flexible and to guarantee smooth performance, Galexis decided to implement SAP S/4HANA powered by SAP HANA running on SUSE Linux Enterprise Server for SAP Applications. This certified operating system, optimized for SAP applications, helps to support the growing number of systems more efficiently.

Since implementing S/4HANA and SUSE Linux Enterprise Server for SAP Applications Galexis was able to reduce its IT workload and to improve its business continuity. Thanks to the SUSE Linux Enterprise High Availability Extension and a fully automated, performance-optimized configuration for SAP HANA, failover times are going to be reduced by more than 50 percent.

“We are now harmonizing our business and IT operations with SAP software and SUSE Linux Enterprise Server for SAP Applications. This certified operating system, optimized for SAP S/4HANA applications, helps us to support a growing number of systems more efficiently.”

RETO WYSS
TEAM LEAD CORE SERVICES
GALEXIS
Galexis

www.galexis.com

Organizational Overview

Galexis is part of the Galencia Group. Galexis is a major player in the wholesale business, operating two warehouses to distribute over 100,000 products.

**Industry:** Retail

**Headquarters:** Niederbipp, Switzerland

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links:  
- Full Success Story (SUSE)  
- Company
CarrefourSA

www.carrefoursa.com/tr

CarrefourSA is a grocery retail chain operating more than 615 hyper-, super-, gourmet- and mini-market stores throughout Turkey. CarrefourSA is a joint venture between Sabanci Holding and Carrefour.

To solve CarrefourSA’s problem of having huge transaction volumes and large amount of data, CarrefourSA decided to refresh its entire enterprise application landscape with SAP ERP solutions. With SUSE as a trustworthy provider, CarrefourSA immediately chose SUSE Linux Enterprise Server for SAP Applications as the operating system for its SAP applications.

Since choosing SUSE Linux Enterprise Server for SAP Applications, CarrefourSA is able to deliver consistently high levels of performance of its SAP applications. Also, downtimes could be reduced to zero even during times of peak demand.

“SUSE Linux Enterprise Server for SAP Applications was our first and only choice. We required an enterprise-class operating system that was certified by SAP, and SUSE was the only provider that we trusted to support our critical SAP systems.”

NAMIK KURUCA
IT OPERATIONS MANAGER
CARREFOURSA
Organizational Overview
CarrefourSA is a giant at Turkey’s retail market. 500,000 people shop at 615 CarrefourSA store locations and its e-commerce site every day.

Industry: Retail

Headquarters: Turkey

Products: SUSE Linux Enterprise Server for SAP Applications
Gulf Ocean Trading Co. is a leading provider of components and related services for industrial and automotive applications. The company is the sole agent in the Middle East and North Africa for some of the world’s most reputable industrial and automotive brands. Gulf Ocean Trading is a member of the Samir Odeh Group of companies.

To speed up core trading systems and to provide real-time visibility to operations, Gulf Ocean Trading migrated its SAP landscape from HP ProLiant servers to an integrated SAP HANA in-memory solution running on the SUSE Linux Enterprise Server for SAP Applications across three Lenovo systems. Additionally, Gulf Ocean Trading decided to use the SUSE Linux High Availability Extension for higher availability.

With the new solution, Gulf Ocean Trading could resolve all of their issues with performance and availability. As a result, they are able to control their business workflows better and can offer better and more responsive customer service.

“Processes that could take a couple of minutes in the past are now instant, and the end result is that we can offer a better and more responsive service to our customer.”

HAMZA AL BAKRI
IT MANAGER
GULF OCEAN TRADING CO.
Gulf Ocean Trading Co.

www.samirodeh.com

**Industry:** Retail

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux High Availability Extension

**Further products:** Lenovo

Explore Related links: Full Success Story (SUSE)
Wing On

[link]

Wing On is one of Hong Kong’s leading department stores. The company also manages a portfolio of commercial property investments, with properties located in Hong Kong, the United States of America, and Australia.

When Wing On embarked on a digital transformation, they decided to implement SAP S/4HANA running on SUSE Linux Enterprise Server for SAP Applications. Furthermore, to enhance its infrastructure management, Wing On decided to deploy SUSE Manager – enabling automated monitoring, patching and reporting on its systems.

With SAP S/4HANA running on SUSE Linux Enterprise Server for SAP Applications, Wing On has achieved its goal of shaping future-proof digital workflows - protecting it from the risks of an aging workforce. Also, due to SUSE Manager, Wing On was able to cut their maintenance cost and improve IT management productivity.

“With SUSE Linux Enterprise Server for SAP Applications, we’ve consolidated our production environment from 50 physical servers to just three - a 94 percent reduction.”

KENDRICK KWOK
ASSISTANT GENERAL MANAGER
WING ON
Wing On

https://shop.wingon.hk/en

Industry: Retail

Headquarters: Hong Kong

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: Full Success Story (SUSE)
University of Haifa
University of Oldenburg
Technical University of Munich
University of Haifa

www.haifa.ac.il

Established in 1972, the University of Haifa is a public research university in Israel. It is a leading university in humanities, law and natural sciences.

The university recognized an opportunity to deliver substantial savings by migrating its mission-critical SAP business systems to x86 servers running SUSE Linux Enterprise Server for SAP Applications.

By working with HPE & SUSE, the university has reduced operational spend, created a robust foundation for its transition to in-memory analytics on SAP HANA and frees time for value-added analytics.

“Our SUSE and SAP solutions will help us to offer our staff the tools they need to deliver outstanding learning experiences to students.”

ARTHUR SHKABATUR
SYSTEM ADMINISTRATOR
UNIVERSITY OF HAIFA
University of Haifa

[www.haifa.ac.il](http://www.haifa.ac.il)

**Organizational Overview**

University of Haifa hosts students from undergraduate to doctoral level with specialist fields including law and education.

**Industry:** Education  
**Students:** 18,100

**Headquarters:** Israel

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story (HPE)  
- University
University of Oldenburg

www.uni-oldenburg.de/en/

The Carl Von Ossietzky University of Oldenburg is a university located in Oldenburg, Germany. It is one of the most important and highly regarded educational facilities in northwestern Germany and specializes in interdisciplinary and sustainable development studies and renewable energy studies with focus on solar and wind energy.

The university wanted to provide a modern IT infrastructure for the Business Computing students enabling them to develop practical research projects. The university applied for research funding and financial support for a SAP HANA appliance, followed by a tendering process which was successful.

Using HPE ConvergedSystem for SAP HANA running on SUSE Linux Enterprise Server for SAP Applications, results included fast data analysis, stable operation and professional support for the appliance from HPE.
University of Oldenburg

www.uni-oldenburg.de/en/

Organizational Overview

**Industry:** Education  
**Students:** 15,220

**Headquarters:** Oldenburg, Germany

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**HPE Products:** HPE ConvergedSystem for SAP HANA

Explore Related links:  
- Full Success Story (HPE)  
- University
Technical University of Munich

www.tum.de

Technical University of Munich (TUM) is one of the world’s leading technical universities, combining top-class facilities for cutting-edge research with unique learning opportunities.

TUM wanted to use the available resources as efficiently as possible to provide sophisticated services with low operating costs at an attractive price. TUM also wanted to enable the SAP University Competence Center (UCC) to provide reliable cloud services without a large team of system administrators.

The SAP UCC uses IBM infrastructure and automation technology to provide scalable, reliable and cost efficient cloud services to its 247 customers in the SAP University Alliance Program.

Benefits include reduced provisioning time by 80 percent to just 30 minutes for systems running on SUSE Linux Enterprise Server for SAP Applications, cut storage latency substantially with a reduction of up to 75 percent and achieved 99.99 percent system availability with its new infrastructure.
Technical University of Munich

www.tum.de

Organizational Overview

TUM offers 165 degree courses, encompassing medicine, engineering, natural and life sciences, business studies, and education.

**Industry:** Education

**Employees:** 10,000

**Headquarters:** Munich, Germany

**Students:** 40,000

**Products:** IBM Power System E870, IBM Power System S822, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM)  University
Banking & Finance

Fitch Ratings

China Minsheng Banking Corp.

LHI Leasing
Fitch Ratings

www.fitchratings.com

Fitch Ratings is a leading provider of credit ratings, commentary and research. As part of a cloud-first strategy, the company decided to migrate to SAP HANA on Amazon Web Services (AWS).

Fitch Ratings’ partner for the migration, Protera Technologies, advised that the best option for running SAP HANA in AWS was on SUSE Linux Enterprise Server for SAP Applications. Fitch Ratings was using Red Hat Linux for its enterprise applications and decided to switch from Red Hat to SUSE for its SAP HANA applications.

Using SUSE Solutions, Fitch Ratings decreased the time it took to complete process chains from hours to minutes and delivered functional environment in weeks instead of months built on AWS infrastructure.

“It gives me a lot of comfort that SUSE is one of the early adopters of the HANA platform and have a history of working with SAP HANA. Going with HANA on SUSE mitigates our risk and gives us the best and most optimal platform to run our SAP enterprise applications.”

RANJIT PRITHVIRAJ
MANAGING DIRECTOR
FITCH RATINGS
Fitch Ratings

www.fitchratings.com

Organizational Overview

**Industry:** Financial Services  
**Employees:** 2,000

**Headquarters:** New York City, USA  
**Revenue:** $732.5 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story  
Company
China Minsheng Banking Corporation (CMBC) is a major commercial holding bank, operating 852 branches across the country.

CMBC required a high performance data-analysis platform to support its sustainable and stable development. Using Huawei SAP HANA Appliance, CMBC’s system performance increased by 100x.

To reconcile the need for cost-cutting with consumer demands for innovation they needed to find a way to do more with less, CMBC decided to migrate a significant proportion of its systems to the SUSE Linux Enterprise Server for SAP Applications operating system running on x86 servers.

Using SUSE and Huawei solutions, CMBC reduced total cost of ownership by 80 percent, and hardware costs by 50 percent along with boosted business agility by accelerating application delivery.
China Minsheng Banking Corp.

en.cmbc.com.cn

Organizational Overview

**Industry:** Finance

**Revenue:** $5.99 Billion

**Headquarters:** Beijing, China

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

**Huawei Products:** Huawei Solutions for SAP HANA

Explore Related links: Full Success Story Company
LHI Leasing

www.lhi.de

Since it was founded in 1973, LHI has developed from a real estate leasing specialist into an investment partner for companies, the public sector, and investors. The Munich-based business provides financing structures and private placements for companies, investors, and the public sector.

From a technology perspective, LHI is a significant user of SAP systems. However, the company was experiencing problems with its computing infrastructure, in particular relating to cost, complexity, and manageability.

Impressed by its virtualization capabilities and ease of management, LHI chose Cisco Unified Computing System™ (UCS®) technology for its upgrade. The data center setup has been simplified with the introduction of Cisco UCS®. The infrastructure has helped LHI increase its virtualization ratio from around 50 to 98 percent. SAP deployment time has fallen from five days to 30 minutes.
LHI Leasing

www.lhi.de

Organizational Overview

Industry: Financial Services  
Employees: 280

Headquarters: Pullach i. Isartal, Germany

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story (Cisco)  
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Manufacturing
Pearl Global Industries

www.pearlglobal.com

Operating across South Asia, Pearl Global Industries is among India’s largest garment exporters, and serves some of the world’s most renowned fashion brands.

A period of rapid growth placed strain on the IT infrastructure supporting Pearl Global Industries’ mission-critical systems. To drive greater agility and establish a robust roadmap for future expansion, the manufacturer upgraded its SAP applications and migrated to SUSE Linux Enterprise Server for SAP Applications operating system, running on Hitachi Blade 500 servers—enabling further expansion.

Using SUSE Solutions, Pearl Global Industries elevated performance levels by 20 percent, reduced time taken for key reports from 45 minutes to 5 minutes and automated calibrating system configurations.

“Thanks to SUSE, we are better placed to meet the future needs of our clients, and we have the tools to grow and expand our business.”

SUBODH KUMAR PATRO
DGM IT—IDC & SAP INFRASTRUCTURE
PEARL GLOBAL INDUSTRIES
Pearl Global Industries

www.pearlglobal.com

Organizational Overview

Throughout its facilities located across Bangladesh, India and Indonesia, Pearl Global Industries manufactures top-quality, women’s, men’s and kids’ fashion for leading brands such as Ann Taylor, Banana Republic and Ralph Lauren.

Industry: Manufacturing
Employees: 10,000

Headquarters: India

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story, Company
International Textile Limited

www.internationaltextile.com

International Textile Limited (ITL) manufactures and exports towels, bathrobes and bedding. Serving customers in the United States, Canada, Europe, Australia and the United Arab Emirates.

To seize greater market share, International Textile Limited (ITL) set out to offer customers the chance to order bespoke goods, and receive their products in minimal time.

ITL accelerates production and supply-chain operations by upgrading its core SAP ERP applications to the SAP HANA database running on powerful IBM Power Systems servers running on SUSE Linux Enterprise Servers for SAP Applications and IBM Storwize® storage.

Customers receive their orders 20 percent faster; 10x accelerated reporting drives unprecedented insight into sales opportunities, helping ITL grow sales and market share.

“We are on a quest for continuous improvement, and IBM & SAP play an important role on our journey.”

FARAZ AHMED QUDDUSI
HEAD OF IT
INTERNATIONAL TEXTILE LIMITED
International Textile Limited

www.internationaltextile.com

Organizational Overview

Industry: Fabrication & Assembly

Revenue: $100 Million

Headquarters: Karachi, Pakistan

Products: IBM Spectrum Protect, Power VM, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM)  Company
Pacific Textiles

www.pacific-textiles.com

Pacific Textiles is a leading manufacturer of customized knitted fabrics.

To support growth and make its business as efficient as possible, Pacific Textiles wanted to maximize the operating capacity of its production plants in China.

Working with SUSE, Pacific Textiles implemented SUSE Linux Enterprise Server for SAP Applications on Dell hardware. Next, the company deployed the SUSE Linux Enterprise High Availability Extension to create a high-availability cluster.

Pacific Textiles is able to ensure high performance and 24x7 availability for SAP applications, enabling it to maximize capacity utilization, support new factories and drive business expansion.
Pacific Textiles

www.pacific-textiles.com

Organizational Overview

Industry: Manufacturing
Employees: 6000
Headquarters: Hong Kong
Revenue: $422 Million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links: Full Success Story, Company
Boydak Holding

www.boydak.com

Boydak Holding is a group of 29 companies active in seven different industries as diverse as finance and aviation. The group is best known for manufacturing and exporting furniture and textiles.

To maintain its leading position in diverse markets, Boydak Holding decided to migrate to SAP HANA with SUSE Linux Enterprise Server for SAP Applications on IBM Power and x86 architectures.

Boydak achieved rapid low risk TDI deployment of SAP HANA, decreased database size by 74 percent, simplified management and accelerated some SAP reports by more than 120 times with in-memory technology.

“The SUSE Linux Enterprise platform runs on both [IBM Power and x86] architectures, providing commonality that will simplify management, cut costs and enable us to respond faster to new requirements from the business.”

RAMAZAN YILDIRIM
IT & SAP BASIS MANAGER
BOYDAK HOLDING
Boydak Holding

www.boydak.com

Organizational Overview

Industry: Manufacturing

Employees: 11,500

Headquarters: Turkey

Companies: 29

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, IBM Power System E870, IBM Power VM

Explore Related links: Full Success Story (SUSE) Full Success Story (IBM) Company
Petrochina dominates the Chinese petrochemical industry as the largest producer and distributor of oil, gas and chemical products in the country.

To remain competitive, Petrochina wanted to diversify its extraction method and it looked for a solution that would enhance its flexibility, stability and performance. Petrochina then transformed its core IT systems by migrating to SAP HANA on SUSE Linux Enterprise Server for SAP Applications.

Petrochina thus gained an ultra-high performance infrastructure, reduced risks of vendor lock-ins, business growth and innovation.

“Running SAP HANA on SUSE Linux Enterprise Server in the cloud is both economical and powerful: it has reduced our costs and optimized the performance of our ERP systems at the same time.”

HAITOU DOU
DEPUTY GM
ORIENT SKY TECHNOLOGIES (SUBSIDIARY OF PETROCHINA)
Petrochina

www.petrochina.com.cn

Organizational Overview

**Industry:** Manufacturing  
**Employees:** 500,000

**Headquarters:** Beijing, China  
**Revenue:** $368 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- **Full Success Story**  
- **Company**
VELUX Group

www.velux.com

The VELUX Group is a Danish manufacturer of windows and skylights that runs 15 production companies and 39 sales companies.

To sharpen its competitive edge, the VELUX Group aimed to render its data capabilities more agile and accessible.

VELUX Group decided to engage Accenture, HPE and SUSE Linux Enterprise Server for SAP Applications to deploy HPE AppSystems for SAP HANA.

Results included 20-60 percent faster reports, DSO Activation from four hours to six minutes, process chains from seven hours to two hours, accelerated hierarchy reports, enable rolling vs. static forecasts, enable predictive analytics and mobile reporting.

“HPE didn’t just deliver hardware and leave; it’s been an integral part of the project throughout and still brings value in relation to HANA operations.”

ANDERS REINHARDT
HEAD OF GLOBAL BUSINESS INTELLIGENCE
VELUX GLOBAL FINANCIAL MANAGEMENT
VELUX Group

www.velux.com

Organizational Overview

Although concentrated in Europe, VELUX also operates in North America, America, Australia, New Zealand, and Japan, and maintains one of the strongest global brands in the building materials sector.

Industry: Manufacturing

Employees: 10,000

Headquarters: Hørsholm, Denmark

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

HPE Products: HPE AppSystems for SAP HANA Scale-Out Configuration

Explore Related links: Full Success Story (HPE) Company
Vectus Industries

www.vextus.in

Vectus Industries is a leading Indian manufacturer of water tanks and piping. It pioneers new technologies to improve the living conditions of its customers.

To support its implementation of SAP S/4 HANA, Vectus Industries looked for a high-performance, exceptionally reliable operating system. Impressed by the customer references, total cost of ownership and support available, the company selected SUSE Linux Enterprise Server for SAP Applications over other distributions of Linux.

Vectus achieved an overall increased operating efficiency by 60 percent and reduced manual data entry whilst enabling instant billing and invoices.

“Since implementing the new architecture, we have experienced no downtime and have not once had to restart the server during working hours—we are achieving close to ‘five nines’ availability.”

MANISH SINHA
HEAD OF IT
VECTUS INDUSTRIES
Vectus Industries

www.vextus.in

Organizational Overview

**Industry:** Manufacturing  
**Employees:** 800  
**Headquarters:** Noida, India  
**Revenue:** $90 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**HPE Products:** HPE ConvergedSystem 500 for SAP HANA, HPE Serviceguard

Explore Related links:  
Full Success Story (SUSE)  
Full Success Story (HPE)  
Company
Würth Group

www.wurth.com

Würth Group is a world market leader in assembly and fastening materials. The group operates more than 400 subsidiaries in over 80 countries, managing about 125,000 unique products.

Retailers operate in a dynamic industry, combining high volumes, low margins and intense competition. Würth Group wanted to streamline operations to trim costs, boost profits and win the retail race.

Würth Group consolidated its mission-critical SAP® applications and databases on IBM® Power Systems™, delivering simplified operations and dramatically accelerated insight into business data.

IBM Power® servers running on Linux cut operational costs with reduced rack space and power consumption, and 43 percent less time needed for updates and maintenance helping Würth Group out-compete rival retailers.

“With SAP HANA and IBM Power Systems we have the right technology to better serve our worldwide customers.”

HARALD HOLL
HEAD OF INFRASTRUCTURE
WÜRTH GROUP
Würth Group

www.wurth.com

Organizational Overview

**Industry:** Manufacturing

**Headquarters:** Künzelsau, Germany

**Products:** IBM Power E870, IBM Power E880, SUSE Linux Enterprise Server for SAP Applications

**Employees:** 71,000

**Revenue:** $14.1 Billion

Explore Related links:

- Full Success Story (IBM)
- Company
- Video
Atlantique

www.aai-france.fr

Founded in 1982, Atlantique Automatismes Incendie (AAI) offers a wide range of fire protection systems and maintenance services throughout France.

AAI set out to expand its operations. However, as the company grew, it discovered that its legacy business applications did not provide the flexibility and scalability it desired.

AAI chose SUSE to provide the operating system for the crucial database element of its new SAP ERP landscape, implementing SUSE Linux Enterprise Server for SAP Applications with the SUSE Linux Enterprise High Availability Extension.

Results included increased scalability providing AAI a stable platform for growth, fast analytical sight with accelerated performance and stellar customer service during peak times through high availability.
Atlantique

www.aai-france.fr

Organizational Overview

**Industry:** Manufacturing

**Employees:** 492

**Headquarters:** France

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links: Full Success Story (SUSE)  Company
Fresh is a leading home appliances manufacturer exporting to 150 million customers in 52 countries.

Fresh has been using SAP ERP to manage their logistics for nine years. However, their existing operating system was proving problematic. To reduce unnecessary system downtimes without sacrificing security, Fresh decided to adopt SUSE Linux Enterprise Server for SAP Applications.

By doing so, Fresh has been able to streamline its IT processes while ensuring greater levels of system uptime. By minimizing downtime, customer support can now be offered 24/7. Also, licensing costs could be reduced by 80 percent since adopting SUSE solutions.

“SUSE has delivered increased availability at reduced cost, and the level of service has been extraordinary. We are planning a move to SAP HANA in the near future, and we are confident that SUSE will continue to deliver quality service as we make that transition.”

ABDELFATTAH ALI
IT DIRECTOR
FRESH
Fresh

www.fresh.com.eg

Organizational Overview
Fresh is a major player in the home appliances field, maintaining fourteen factories in three countries, and exporting over 980 models to 150 million customers.

Industry: Manufacturing
Employees: 7,000

Headquarters: Cairo, Egypt

Products: SUSE Linux Enterprise Server for SAP, SUSE Linux Enterprise Live Patching
ARaymond

www.araymond.com

ARaymond is a leading manufacturer of fastening and assembly solutions providing specialist parts for the automotive, industrial, agricultural, pharmaceutical and energy sectors.

In order to enhance their SAP business intelligence landscape, ARaymond decided to migrate to SAP HANA. They also decided to implement the SUSE Linux Enterprise Server for SAP Applications, together with the SUSE Linux Enterprise High Availability Extension to support the new SAP HANA database. Additionally, to manage the growing virtual server landscape and to simplify the implementation, ARaymond chose to deploy SUSE Manager.

Thus, the SUSE technologies help to keep costs under control, simplify system management, and provide a stable platform for the continued growth of the SAP landscape.

“Our experience suggests that SUSE Linux Enterprise will provide a stable, secure, and reliable platform for our entire mission-critical SAP landscape – both the applications and the SAP HANA databases.”

MARC COSTE
SAP TECHNICAL LEADER
ARAYMOND
ARaymond

www.araymond.com

Organizational Overview
ARaymond is a global manufacturer of fastening and assembly solutions with 26 manufacturing sites across four continents.

**Industry:** Manufacturing

**Employees:** 6,500

**Headquarters:** Worldwide

**Revenue:** €1 Billion

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links: **Full Success Story (SUSE)** | **Company**
DKG Groep

www.dkggroep.nl

DKG Groep is a Netherlands-based kitchen firm focused on sustainable production and operating its own network of 33 shops.

To avoid unnecessary overtime and to increase efficiency, DKG Groep decided to implement SUSE Linux Enterprise Server for SAP Applications on brand new Dell EMC hardware. DKG Groep now maintains two VMware servers running SLES for SAP Applications, allowing easier backup and recovery as well as increased business flexibility.

Since the implementation of SUSE solutions, DKG Groep has achieved consistent performance in its core business, leading to more efficient business management across the board.

“We are really seeking international growth. For that strategy to succeed, we need a fast, stable, consistent business platform. We are confident that SUSE Linux Enterprise Server for SAP Applications will continue to provide that for us.”

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DKG GROEP
DKG Groep

www.dkggroep.nl

Organizational Overview
DKG Groep is an international kitchen firm producing kitchens for major firms Bruynzeel Keukens and Keller Keukens as well as operating its own retail network of 33 shops.

Industry: Manufacturing

Headquarters: Bergen op Zoom, the Netherlands

Products: SUSE Linux Enterprise Server for SAP Applications
JK Tyre and Industries Ltd.

www.jktyre.com

JK Tyre and Industries Ltd. is the market leader in manufacturing bus and truck radial tires in India. It is the preferred manufacturer partner of several leading automotive companies, including Volkswagen, GE, Nissan, Daimler AG etc.

When upgrading to SAP Hana, JK Tyre and Industries Ltd. was looking for a provider that could minimize downtime and provide tight integration with its existing SAP applications. For this reason, the SUSE Linux Enterprise Server for SAP Applications came as a natural choice.

Since its migration to the SUSE Linux Enterprise Server for SAP Applications, JK Tyre has experienced an impressive boost to its efficiency and productivity. Productivity has gone up between 20 to 30 percent and uptime has risen from 98 percent to 100 percent.

“With the SUSE Linux Enterprise Server for SAP Applications supporting our growing network, and the SUSE IT team on hand to support us, we are ready to continue innovating and delivering increased value to our customers around the world.”

DEEPAK GUPTA
GENERAL MANAGER – INFORMATION TECHNOLOGY
JK TYRE AND INDUSTRIES LTD.
JK Tyre and Industries Ltd.

www.jktyre.com

Organizational Overview
JK Tyre and Industries Ltd. is ‘India’s only Tyre Superbrand’ with customers in over 100 countries producing around 32 million tires per year.

Industry: Manufacturing

Headquarters: New Delhi, India

Products: SUSE Linux Enterprise Server for SAP Applications
Bosch Group (Robert Bosch GmbH) is a leading global supplier of technology and services with expertise in sensor technology, software, and services as well as IoT solutions for smart homes, cities, connected mobility and Industry 4.0.

In order to support all business sectors in developing innovative business models for the future, Bosch decided to implement the SAP HANA in-memory database. With SUSE Linux Enterprise Server for SAP Applications being the leading operating system for SAP HANA, SUSE was the natural choice.

Since implementing the SUSE Linux Enterprise Server for SAP, Bosch is able to offer maximum business continuity as well as minimal unplanned downtime. Additionally, by implementing SUSE Manager, Bosch is now able to automate many routine system administration tasks thanks to the simple user interface and the comprehensive set of features. Running SAP HANA with SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems gives Bosch the flexibility to combine scale-up and scale-out configurations based on the individual business needs.

“The SUSE support is second to none - thanks to the close collaboration between SUSE, SAP and IBM, we get quick and comprehensive responses from the support team and can keep our systems running reliably.”

VOLKER FISCHER
SENIOR MANAGER SERVER SERVICES AIX AND LINUX FOR SAP
BOSCH GROUP
Bosch Group

www.bosch.com

Organizational Overview
JK Tyre and Industries Ltd. is ‘India’s only Tyre Superbrand’ with customers in over 100 countries producing around 32 million tires per year.

Industry: Manufacturing

Headquarters: Stuttgart, Germany

Employees: 400,000

Revenue: 78.1 Billion

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Live Patching, SUSE Manager

Explore Related links: Full Success Story (SUSE) Company
Vishay Intertechnology

www.vishay.com

Vishay Intertechnology is one of the world’s largest manufacturers of discrete semiconductors and passive electronic components.

To be more flexible and to facilitate business growth, Vishay Intertechnology deployed SUSE Linux Enterprise Server for SAP Applications 12 with SUSE Manager as a backup, upgrading from its previous SUSE Linux Enterprise Server for SAP Applications 11 implementation.

Since implementing SUSE Linux Enterprise Server for SAP Applications 12, Vishay Intertechnology has greatly improved the flexibility of its virtual server landscape. Significant cost savings on both, hardware and software licensing fees contributing to a roughly 50 percent reduction in licensing costs, could be achieved. Therefore, by implementing SUSE solutions, operating costs could be reduced while gaining much-needed flexibility.

“The SUSE solution has allowed us to slash operating costs while gaining much-needed flexibility in designing new software for our business users.”

ALEXANDER REICHEL
SENIOR DIRECTOR OF GLOBAL IT INFRASTRUCTURE
VISHAY INTERTECHNOLOGY
Vishay Intertechnology

Industry: Manufacturing

Headquarters: Malvern, Pennsylvania, USA

Employees: 23,000+

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: Full Success Story (SUSE)
GESIS

www.gesis.org

GESIS is the central IT service provider of the Salzgitter Group, one of the largest steel producers in Europe. GESIS offers network, data center, e-business, business intelligence, document management and SAP applications.

To reduce downtime and to avoid high costs caused by these downtimes, GESIS turned to SUSE. SUSE introduced them to the complementary live patching function for SUSE Linux Enterprise Server for SAP Applications – a cutting-edge technology that enables system admins to apply Linux kernel fixes while systems are still running, without interrupting service.

Since implementing SUSE Linux Enterprise Live Patching, GESIS has almost eliminated the need for system downtime. Also, through live patching, GESIS and Salzgitter Group were able to cut coordination costs between IT and business departments for every Linux kernel patch deployment, saving the teams 50 percent in communication and administration overhead.

“We were pleasantly surprised by how quick and easy it was to roll out live kernel patching for SUSE Linux Enterprise Server. We were able to get everything up and running in just a few hours. As usual, the support we received from SUSE was exceptional.”

NICOLAS OTTEN
SYSTEMS ANALYST AND ENGINEER
GESIS
GESIS

www.gesis.org

Organizational Overview
GESIS (Gesellschaft für Informationssysteme mit beschränkter Haftung) is part of Salzgitter Group, one of the largest steel producers in Europe with more than 150 subsidiaries worldwide. GESIS is the central IT service provider to all group companies.

Industry: Manufacturing

Headquarters: Salzgitter, Germany

Employees: 200

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Live Patching, SUSE Manager

Explore Related links: Full Success Story (SUSE)
Ansteel

Angang Steel Co. Ltd., known as Ansteel, is one of the largest steel producers in China. It manufactures hot and cold rolled sheets, galvanized steel sheets, color coating plates, silicon steel, wire rods and seamless steel pipes.

As Ansteel had grown much in recent years, their existing servers could no longer adequately support the SAP environment anymore. Therefore, Ansteel decided to run its SAP solutions using SUSE Linux Enterprise Server for SAP Applications as the operating system on Lenovo servers.

Since the migration, Ansteel benefits from seven to eight times faster application performance than before, enabling users to access systems and run reports much more rapidly and easily.
**Ansteel**

www.en/ansteel.cn

Industry: Manufacturing

Headquarters: Anshan, China

Employees: 37,000

Products: SUSE Linux Enterprise Server for SAP Applications

Further products: Lenovo

Explore Related links:  
**Full Success Story**
Les Enterprises Barrette

www.builtbybarrette.com

Les Enterprises Barrette is one of North America’s largest wood and vinyl building material manufacturers. Its four divisions encompass sawmilling, remanufactured wood, engineered wood and vinyl and aluminum outdoor living products.

When Barrette decided to move its ERP landscape to the SAP HANA database, they chose to migrate to SUSE Linux Enterprise Server for SAP Applications. Furthermore, Barrette also decided to implement the built-in SUSE Linux Enterprise High Availability Extension.

Since then, Barrette benefits from accelerated system performance and near-100 percent availability, helping the company to keep manufacturing processes running rapidly and efficiently around the clock. Ultimately, this translates into better customer service at lower costs.

“Being open source makes the SUSE solution more flexible, and helps us avoid being locked into a single hardware provider.”

MARC SAULNIER
IT DIRECTOR
LES ENTERPRISES BARRETTE
Les Enterprises Barrette

www.builtbybarrette.com

**Industry:** Manufacturing

**Headquarters:** Quebec, Canada

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links: [Full Success Story (SUSE)]
L.B. Foster

www.lbfoster.com

L.B. Foster Company specializes in innovative infrastructure products and solutions for worldwide customers in the energy, transportation and constructions industries. Major infrastructure projects include the restoration of the Brooklyn Bridge and the expansion of the Panama Canal.

To build stronger customer relationships by sharing relevant information in a timelier manner, L.B. Foster decided to migrate its SAP landscape to the AWS cloud. L.B. Foster chose to work with Protera Technologies, a SAP Global Partner with multiple SAP certifications who recommended to use the SUSE Linux Enterprise Server for SAP Applications as the operating system.

Since migrating to the cloud and running its SAP landscapes on SUSE solutions, L.B. Foster can guarantee bulletproof support and ultra-high uptime through the SUSE Linux Enterprise Live Patching and SUSE Linux Enterprise High Availability Extension. At the same time, the company benefits from the flexibility and speed of a fully virtualized environment in the public cloud resulting in a stable, flexible, high-performance platform for running mission-critical business processes.

“Our decision to base the new cloud landscape on SUSE Linux Enterprise Server for SAP Applications was certainly an important element in the speed and success of the migration.”

PATRICK OSTERHAUS
PRESIDENT AND CTO
PROTERA TECHNOLOGIES
L.B. Foster

www.lbfoster.com

**Industry:** Engineering

**Headquarters:** Pennsylvania, United States

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Live Patching

Explore Related links: Full Success Story (SUSE)
SAP HANA References

Software / Technology

- espaciorack
- oXya
- Krones
- Mohawk Industries
- D.FI
EspacioRack is a well-known ISP in Spain. Running the first data center certified by SAP cloud in Spain, EspacioRack provides enterprises with HANA services, IT infrastructure, and office software.

As a core partner of SAP in Spain, EspacioRack plans to build SAP HANA Enterprise Cloud to server SAP enterprise customers. Huawei provides EspacioRack with SAP HANA solutions and the virtualization software VMware as HANA Enterprise Cloud infrastructure solutions.

Using Huawei and SUSE Solutions for SAP HANA, EspacioRack achieved high performance and high reliability in their business operations. EspacioRack has increased its revenue by cooperating with Stratsys (service partner) and Huawei (hardware partner) to provide one-stop SAP application services for customers.

www.espaciorack.com
Organizational Overview

**Industry:** Internet Service Provider          **Customers:** 72,500

**Headquarters:** Madrid, Spain

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Huawei Products:** Huawei TDI HANA solution, OceanStor Storage

Explore Related links: [Full Solutions] [Company]
oXya

www.oxya.us

oXya is a highly specialized systems integrator and managed services provider for SAP ERP solutions. The company serves midsize and global organizations, helping them to increase the efficiency and flexibility of their SAP infrastructure and support operations.

oXya needed improved support and better clustering capabilities, for customers choosing a Linux-based hosted environment for their SAP systems.

oXya chose SUSE Linux Enterprise Server for SAP Applications as its preferred Linux distribution, this resulted in an increased availability for hosted SAP environments, decreased costs for operating system licenses and support, delivering TCO savings of up to 80 percent.

“With SUSE Manager, we can assure our clients that updates to their SAP environments are managed professionally and in accordance with their own corporate standards.”

YVES DUMAZY
SYSTEMS UNIX & LINUX MANAGER
OXYA
Organizational Overview

Industry: Technology

Employees: 700

Headquarters: Jersey City, USA

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension
Krones

www.krones.com

Krones group, headquartered in Germany, plans, develops, and manufactures machinery and complete plants for process, bottling, and packaging technology.

The company’s data centers are a key enabler for business growth. Krones wanted to improve IT efficiency and agility along with delivering technology migration while minimizing interference to other departments.

Krones selected a Cisco Smart+Connected™ Manufacturing solution, based on the Cisco® Unified Data Center validated design and built using Cisco Unified Computing System™ (UCS®) and Nexus.

Using Cisco & SUSE Solutions, results included a 90 percent reduction in cabling and power supplies with fewer ports, server provisioning time improved by a factor of 10 and greater availability of IT solutions supporting business processes.
Organizational Overview

Since its foundation in 1951, Krones has evolved far beyond its original role as a supplier of machinery and plants. The company has become an all-round partner to its customers, a role that harmoniously combines and optimizes mechanical engineering, systems know-how, process engineering, microbiology, and information technology. Today, Krones acts as a synonym for system engineering.

**Industry:** Machinery & Plant Engineering

**Employees:** 12,285

**Headquarters:** Neutraubling, Germany

**Revenue:** $3.34 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story (Cisco)](https://www.krones.com)
Mohawk Industries

www.mohawkind.com

Mohawk Industries is the world’s largest flooring company, providing residential and commercial flooring to customers big and small. Since its start as a carpet mill in 1875, the company has grown through innovative product lines, trusted brands, and a commitment to excellent customer service.

Mohawk Industries wanted to improve productivity and customer satisfaction with real-time information, shift from reactive to predictive management and deploy simplified cloud-enabled IT infrastructure.

Mohawk implemented a state-of-the-art hybrid cloud environment based on Vblock Systems converged infrastructure technology for simple management and the power to get the most out of SAP HANA.

Results included improved analytics performance of 50 percent from previous environment, saved $4 million in operational efficiency through quality improvement and reduced implementation costs by 32 percent.
Mohawk Industries

Organizational Overview

Industry: Manufacturing
Employees: 32,000
Headquarters: Calhoun, USA
Revenue: $8.1 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (Cisco) Company
D.FI

www.d.fi.fr

D.FI is a systems integrator and cloud services provider that transforms information technologies into tangible added value for its clients. D.FI delivers advanced services to dozens of major organizations across aerospace, banking, distribution, financial services, government, media and retail.

Businesses must read the market almost in real time, and innovate faster than the competition. For CIOs, this puts conventional IT under huge pressure. D.FI runs a revolutionary cloud platform for SAP® solutions that offers resilient, high-performance, ultra-scalable innovation-as-a-service based on the unique value of SAP HANA on IBM Power Systems running on SUSE Linux Enterprise for SAP Applications.

Using IBM & SUSE Solutions, results included a 20 percent rise in performance, 20% reduction in total costs thanks to economies of scale as well as cloud solutions ease pressure on capital, enabling flexible capacity as demands change.
D.FI

www.d.fi.fr

Organizational Overview

**Industry:** Computer Services

**Employees:** 250

**Headquarters:** France

**Products:** IBM Power E850x, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story (IBM)] [Company]
Chemicals & Industry Products

- Greenply
- Mondi Group
- VEKA
- Kennametal
- SPIC
- CEMEX
- New England BioLabs
Greenply

www.greenply.com

Greenply Industries Limited (Greenply) is India’s largest interior infrastructure company and the domestic leader in the manufacture of plywood and medium density fiberboard (MDF).

Greenply wanted to optimize its whole approach to running SAP ERP. On the business side, the company was keen to cut its manufacturing costs and improve service levels by strengthening the supply chain.

The SAP-certified SUSE Linux Enterprise High Availability Extension enables Greenply to attain 99.999 percent availability. It incorporates not only a clustering solution for application servers, but also solutions for high-availability storage and network load-balancing.

Using SUSE, Greenply reduced IT operational costs by streamlining OS management and maintenance, accelerated business insight, cutting report run-times from hours to minutes and eliminated dependence on costly proprietary hardware.
Greenply

[www.greenply.com](http://www.greenply.com)

Organizational Overview

Listed on the National Stock Exchange and the Bombay Stock Exchange, Greenply has 45 branches across India and a distribution chain that spans more than 300 cities, 1,550 distributors and 10,000 retailers.

**Industry:** Chemicals

**Revenue:** $307 Million

**Headquarters:** New Delhi, India

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links:  
[Full Success Story](#)  
[Company](#)
Mondi Group

www.mondigroup.com

Mondi is an international packaging and paper Group, employing around 25,000 people across more than 30 countries. The key operations are located in central Europe, Russia, North America and South Africa.

Executives at Mondi wanted to gain answers to complex business questions, but massive data volumes were continuously slowing down the system. Could Mondi accelerate information analysis once more?

Mondi engaged IBM to perform the end-to-end migration of its SAP® Business Warehouse solution to the SAP HANA® Data Warehouse. In addition, Mondi is moving its SAP ERP systems to IBM® POWER8® servers.

Using IBM & SUSE Solutions, reporting is on average three times faster, saving 200 person-hours per month and encouraging staff to use hard data to improve decision-making.

“We are very happy with the service we receive from IBM and SAP and IBM Watson will be the game-changer.”

RAINER STEFFL
INFORMATION MANAGEMENT DIRECTOR
MONDI EUROPE
Mondi Group

www.mondigroup.com

Organizational Overview

**Industry:** Packaging & Paper

**HQ:** Johannesburg, South Africa

**Employees:** 25,000

**Revenue:** $8.08 Billion

**Products:** IBM DS8000, IBM FlashSystem 900, IBM Power Systems E870, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story (IBM)] [Company]
VEKA AG is the world’s largest extruder of PVC profile systems for windows and doors. To keep production lines rolling, deliveries prompt and decision-making sharp, VEKA relies on round-the-clock access to real-time information from its core SAP business applications.

VEKA deployed five IBM® Power® System E870 servers and four IBM FlashSystem® storage solutions to support its traditional SAP applications, as well as a brand-new SAP HANA environment on IBM POWER8®.

High performance and rock-solid stability support around-the-clock operations, while accelerated response times enable staff to work faster and more productively.

Using IBM & SUSE Solutions, 30 percent faster SAP ERP response times were experienced, 20 percent quicker email back-up freed up resources and €40000 were saved yearly in energy costs due to low power consumption.
VEKA

www.veka.com

Organizational Overview

Industry: UPVC Profiles & Sheet Systems
Employees: 5,000

Headquarters: Sendenhorst, Germany
Revenue: $880 Million

Products: IBM FlashSystem 900, IBM Power Systems E870, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
Kennametal

www.kennametal.com

Kennametal is a global industrial technology leader delivering productivity to customers through materials science, tooling and wear-resistant solutions to customers across aerospace, earthworks, energy, general engineering and transportation.

To sustain product and service innovation and continue driving improvements in on-time delivery to clients, Kennametal wanted to accelerate business processes and reporting in its SAP ERP landscape.

Kennametal worked with IBM Global Business Services to migrate SAP ERP from an Oracle database to a SAP HANA in-memory database running on an IBM Power Systems server with IBM POWER8 processors. Using IBM & SUSE Solutions, Kennametal accelerated on-time performance reporting by 83 percent, checking open orders by 90 percent, searching its public web catalog by 25 percent and month-end financial closing by 33 percent.

“Our IBM and SAP solutions have improved our performance while reducing the size and cost of our environment.”

STEVE PARKER, DIRECTOR APPLICATION DEVELOPMENT KENNAMETAL
Kennametal

www.kennametal.com

Organizational Overview

**Industry:** Industrial Products  |  **Employees:** 12,000

**Headquarters:** Pittsburgh, USA  |  **Revenue:** $2.6 Billion

**Products:** IBM Power Systems E870, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:
- Full Success Story (IBM)
- Company
- Video
Southern Petrochemical Industries Corporation (SPIC) is one of India’s leading fertilizer manufacturers, with further operations in power, oil and gas, pharmaceuticals, and biotechnology.

SPIC’s IT systems are critical to its petrochemicals business, handling operations from materials management to shipping but as the company’s legacy infrastructure grew, performance was falling.

By deploying an SAP ERP solution running on SUSE Linux Enterprise Server for SAP Applications, SPIC slashed the time taken to produce reports by 99.99 percent, accelerating decision-making. The business also saw IT performance more than double, while virtualized infrastructure will enable power savings of 25 percent.

“In the past it took at least eight hours to run a report, whereas now we can get them at the click of a button. This cuts the time spent waiting for reports by around 99.99% accelerating planning and decision-making.”

HEAD OF IT
SOUTHERN PETROCHEMICAL INDUSTRIES CORPORATION

www.spic.in
SPIC

www.spic.in

Organizational Overview

Industry: Chemical and Petroleum

Employees: 20,569

Headquarters: Chennai, India

Revenue: $38 Million

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
CEMEX

www.cemex.com

CEMEX is a Mexican multinational building materials company that manufactures and distributes cement, ready-mix concrete and aggregates in over 50 countries.

To ensure high performance for its mission-critical SAP systems, CEMEX decided to migrate from Oracle Database to SAP HANA, and from on-premises servers to SUSE Linux Enterprise Server for SAP Applications on the Microsoft Azure cloud platform.

Since establishing its CEMEX SAP Cloud Foundation, CEMEX has seen significant improvements in their performance for 70 percent of applications, and has cut costs due to the new infrastructure.

“The improved performance we are seeing as we transform our SAP solutions to SUSE Linux Enterprise Server for SAP Applications on cloud will be vital as we continue to grow.”

JUAN VAZQUEZ BERMUDEZ
IT ARCHITECT
CEMEX
CEMEX

www.cemex.com

Industry: Industrial Products

Headquarters: San Pedro, Mexico

Products: SUSE Linux Enterprise Server for SAP Applications
New England BioLabs

www.neb.com

New England BioLabs (NEB) is recognized as a world leader in the discovery, development and commercialization of recombinant and native enzymes for genomic research. With over 100 scientists engaged, NEB supplies over 276 products for genomic research, earning itself a world-wide reputation for the highest standards of quality and value.

As a rapidly growing biotechnology company, NEB needed access to leading edge database technology to support the level of sophistication their business processes require to be successful. Therefore, NEB decided to migrate to SAP HANA using SUSE Linux Enterprise Server for SAP Applications as the operating system. Furthermore, HPE ConvergedSystem 900 was used for building the SAP HANA Cloud. NEB was supported by the expertise of Symmetry during the whole project.

Since the implementation, NEB is now able to execute business decisions based on real-time information with the most advanced tool set available.
New England BioLabs

[Link: www.neb.com]

**Industry:** Life Sciences

**Headquarters:** USA

**Researcher:** 100 scientists

**Products:** SUSE Linux Enterprise Server for SAP Applications

**Further products:** HPE ConvergedSystem 900

Explore Related links: [Full Success Story]
SAP HANA References

Healthcare

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- Granules India 190
- Geurbet 192
- Integrated Diagnostics Holding 194
German Red Cross

www.drk.de/en/

The German Red Cross saves peoples lives, helps in crisis, supports the most vulnerable and advocates humanitarian law and principles - in Germany and abroad.

The German Red Cross wanted to keep service running around the clock along with making IT more cost-effective and scalable.

Advised by Cisco Premier Certified Partner, Fritz & Macziol (FUM), the service settled on FlexPod, a converged computing, networking and storage platform from Cisco and NetApp.

Using Cisco & SUSE Solutions, benefits included improved speed and uptime by 30 percent, reduced virtual hosts from 32 to 10 and cut costs by 30 percent.

“New virtual servers can be created instantaneously. The system’s highly resilient. And we can handle greater workloads and react more quickly.”

SEBASTIAN THEN
SYSTEM ENGINEER
BADEN-WÜRTTEMBERG-HESSEN GERMAN RED CROSS BLOOD TRANSFUSION SERVICE
German Red Cross

www.drk.de/en/

Organizational Overview

Industry: Healthcare

Employees: 2650

Headquarters: Germany

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (Cisco) Company
Roshdy Pharmacies

www.roshdypharmacies.com

Established in 2008, Roshdy Pharmacies is an innovative pharmaceutical group offering a wide variety of health and beauty products, and related services, to serve the needs of customers across Egypt.

Roshdy Pharmacies depends on its IT systems to help provide customers across Egypt with the health and beauty products they need but as the business rapidly expanded, its legacy business systems struggled to keep up. By migrating to SAP ERP software running on SUSE Linux Enterprise Server for SAP Applications, the company benefits from high security and 100 percent uptime for its core business functions, supporting further successful growth.

“Supported by this stable, secure, high-performance architecture from SUSE, we’re now on the right track for further expansion, so we can serve even more customers across Egypt.”

MOHAMED MOSTAFA ASHOUR
IT MANAGER
ROSHDY PHARMACIES
Roshdy Pharmacies

www.roshdypharmacies.com

Organizational Overview

**Industry:** Healthcare

**Employees:** 5,000

**Headquarters:** Giza, Egypt

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications
Granules India

www.granulesindia.com

Granules India is a vertically integrated pharmaceutical company headquartered in Hyderabad, India. The company operates eight manufacturing sites, serving customers in over 75 countries, and employs more than 2,100 people. Granules India has made its name supplying drugs such as paracetamol and ibuprofen to pharmaceutical companies.

To boost profitability across its booming business, Granules India sought deeper insight into the costs and margins of each product, manufacturing facility, region and more.

Granules India decided to implement SAP S/4HANA with IBM Services, and host and manage the application on IBM Power Systems™ running on SUSE Linux Enterprise Server for SAP Applications.

Results included 25 percent growth in just 24 months, three times greater compute density from IBM Power Systems and enhanced decision making with new insights into profitability.
Granules India

www.granulesindia.com

Organizational Overview

Industry: Pharmaceuticals
Employees: 2,165

Headquarters: Hyderabad, India
Revenue: $210 Million


Explore Related links:

Full Success Story (IMB)  Company
Guerbet

www.guerbet.com

Guerbet is a global leader in medical imaging, providing interconnected solutions for diagnostic and interventional imaging.

In order to achieve a centralized and standardized way of working across all operating units, Guerbet decided to migrate its business system to a central platform located at the company’s headquarter in France. Therefore, Guerbet chose to implement SAP Business Suite powered by SAP HANA running on SUSE Linux Enterprise Server for SAP Applications. In addition, to reduce the complexity of managing the server platform, Guerbet implemented the SUSE Manager.

Since implementing SAP business systems running on SUSE Linux Enterprise Server for SAP Applications, Guerbet was able to unlock more than EUR3.5 million in cost-savings and boost the performance of some of its key reports by 30 percent. Thanks to the stability of the SUSE Linux Enterprise Server for SAP Applications, Guerbet can now be confident that its mission-critical systems will be available 100 percent.

“Since we went live with SUSE Linux Enterprise Server for SAP Applications, we’ve never experienced unplanned downtime – the platform is extremely stable.”

LAURENT LONDAIS
CHIEF TECHNICAL OFFICER
GUERBET
Guerbet

www.guerbet.com

Organizational Overview

Industry: Healthcare

Headquarters: France

Employees: 2,800

Revenues: €790 million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: Full Success Story (SUSE) Company
Integrated Diagnostics Holding

www.idhc.org

Integrated Diagnostics Holding (IDH) provides more than 1,000 diagnostic services to patients and medical centers. The company operates over 360 labs and branches in Egypt, Jordan and Sudan.

In order to gain real-time insights into operations to support strategic decision-making, IDH decided to implement the SAP HANA in-memory platform with the SUSE Linux Enterprise Server for SAP Applications as the operating system. Furthermore, IDH chose to deploy SAP HANA on Lenovo systems.

With the new solutions, IDH can now run ad hoc reports on real-time operational data creating up-to-the-second insights into operations. Thus, management is now able to make data-driven decisions based on the very latest information.
Integrated Diagnostics Holding

www.idhcorp.com

Industry: Healthcare

Headquarters: Jersey

Employees: 3,000

Products: SUSE Linux Enterprise Server for SAP Applications

Further products: Lenovo

Explore Related links: Full Success Story
### Consumer Goods & Food

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China Mengniu Dairy

China Mengniu Dairy Corporation (Group) Co. Ltd is an important leading enterprise in the national agricultural industrialization cause and also a leading enterprise in the dairy industry. The consumer-centric Mengniu focuses on developing dairy products that are suitable for Chinese people and of more diversified types and with better quality.

Mengniu needed to build a SAP HANA system to support its real-time business decision-making to support its rapid service development.

Using Huawei & SUSE Solutions, Mengniu’s service system experienced a performance improvement by nearly 100x. The new system supports real-time data analysis and implements an optimized, professional chemical product distribution system, helping Mengniu reduce operation costs. The new system also requires less subsequent O&M costs and supports smooth upgrades, protecting Mengniu’s investments.
China Mengniu Dairy

www.mengniuir.com

Organizational Overview

The company has built a large milk and dairy product chain that integrates milk source construction, and dairy production, sales, and R&D. Its scale and intensive pasture milk sources reach over 100 percent, which is industry-leading. By the end of December 2016, the Group’s annual production capacity reached 9.21 million tons.

**Industry:** Fast Moving Consumer Goods

**Employees:** 40,000

**Headquarters:** Hong Kong, China

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Huawei Products:** Huawei Solutions for BW on HANA, OceanStor Storage

Explore Related links: Full Solutions  Company
CIR Food

www.cirfood.com

CIR food is a food catering group based in Italy, with international operations in Belgium, Bulgaria, the United States and Vietnam. CIR food is a major player in the food catering industry.

The company sought a more suitable operating system for its SAP environment, and when SUSE Business Partner BS Company showcased the advantages of moving to SUSE Linux Enterprise Server for SAP Applications, CIR food was convinced.

Using SUSE Technologies, CIR food reduced time taken to generate reports from 20 minutes to just seconds, management of huge amounts of data became quicker and cost-effective, better decision-making was supported, helping the company to keep customer satisfaction high while controlling costs. Cost savings of 70 percent were generated, which enabled CIR food to invest in SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.
CIR Food

[www.cirfood.com](http://www.cirfood.com)

Organizational Overview

**Industry:** Consumer Goods  
**Employees:** 11,500

**Headquarters:** Reggio Emilia, Italy  
**Revenue:** $1.5 Billion

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:  
[Full Success Story](#)  
[Company](#)
Hamm Reno

Hamm Reno group is a major footwear retailer, wholesaler and logistics service provider. It sells millions of items in thousands of different styles in more than 2500 shops across Europe.

Hamm Reno wanted to offer customers seamless shopping experiences. To facilitate agile, interactive inventory planning and optimize distribution, Hamm Reno Group deployed SAP HANA running on SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems servers.

Hamm Reno achieved high levels of performance and reliability, real-time sales and inventory analytics as well as savings of €20000 in hardware costs when provisioning new SAP HANA systems on existing infrastructure.

“SUSE Linux Enterprise Server for SAP Applications is an extremely secure, fast and stable platform, which means that planning and sales analyses reveal trends instantly.”

MANFRED GREIS
TEAM LEADER DATA CENTER OPERATIONS
HAMM RENO GROUP
Hamm Reno

[www.hr-group.de](http://www.hr-group.de)

Organizational Overview

**Industry:** Consumer Goods

**Headquarters:** Osnabrueck, Germany

**Point of Sale Locations:** 2500

**Revenue:** $721 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story] [Company]
Hortifrut

www.hortifrut.com

Hortifrut is a leading producer and distributor of berries based in Chile. With a view of expanding its business even further, Hortifrut started to face fresh challenges.

Decision-makers at Hortifrut rely on having the latest, accurate information on a wide array of areas – from sales to logistics – but obtaining this type of data was becoming complex and time-consuming for the company.

By deploying reliable, high-performance Lenovo servers as the foundation for its newly-implemented SAP HANA environments along with SUSE Linux Enterprise Server for SAP Applications, leading berry producer Hortifrut slashed reporting times, ensured business continuity and supported ongoing, explosive business growth.

“Collaborating with SAP and Lenovo truly transformed us into a forward-looking company, ready to pursue explosive business growth.”

RODRIGO AMPUERO CIO HORTIFRUT
Hortifrut

www.hortifrut.com

Organizational Overview

Industry: Consumer Goods
Employees: 700

Headquarters: Santiago, Chile
Revenue: $350 Million

Lenovo Products: Lenovo System x3850 X6 with Intel® Xeon® E7 processor family

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
United Spirits Limited

www.unitedspirits.in

Founded in 1826, USL is the largest Indian spirits company and the world’s second largest spirits company by volume. As a subsidiary of Diageo plc, a global leader in beverage alcohol, USL also imports, manufactures and produces iconic brands such as Smirnoff.

As USL expanded, generating compliance reports within required timeframes became increasingly challenging. With data volumes exploding, USL decided to deploy SAP BW on HANA running on SUSE Linux Enterprise Server for SAP Applications.

USL achieved an 83 percent reduction in time for key reports generation, compliance demands were better met and business decision making was enhanced through faster information delivery.

“Using SAP BW with HANA running on SUSE Linux Enterprise Server enables us to deliver more timely reports on all areas of the business, from sales to deliveries. This quick, easy access to up-to-date information helps us to make better, more informed business decisions.”

JIJO JOSEPH
ITO SERVICE DELIVERY
UNITED SPIRITS LIMITED
United Spirits Limited

www.unitedspirits.in

Organizational Overview

USL has over 88 manufacturing facilities across 23 states and three union territories in India, and exports its products to over 37 countries.

**Industry:** Consumer Goods  
**Employees:** 6000

**Headquarters:** Bangalore, India  
**Outlets:** 81,000

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story  
- Company
Johnsonville Sausage

www.johnsonville.com

Johnsonville Sausage (Johnsonville) is the No. 1 national brand of sausage. The delicious sausage came from a family recipe, and today, Johnsonville is one of the most recognized brands in food.

Johnsonville operates in a competitive market. Johnsonville wanted to leverage scan data from grocery store point-of-sale (POS) systems to make faster, more informed decisions about trade promotions.

Johnsonville decided to migrate its Microsoft SQL Server-based data warehouse to SAP HANA, a real-time, in-memory business intelligence solution. Johnsonville is standardized on Cisco Unified Computing System™ (UCS®) data center solutions for its SAP applications and wanted to continue down that path as it deployed the new systems.

Using Cisco & SUSE Solutions, results included double-digit ROI, improved ability to make informed business decisions quickly and saved approximately 30 percent in administration time.
Johnstonville Sausage

www.johnsonville.com

Organizational Overview

The privately held company was founded in 1945, when Ralph F. and Alice Stayer opened a butcher shop and named it after their quaint hometown of Johnstonville, Wisconsin.

**Industry:** Food Processing  
**Employees:** 1400

**Headquarters:** Wisconsin, USA

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
[Full Success Story (Cisco)]  
[Company]
Química Amparo

www.ype.ind.br

Química Amparo manufactures and sells products for domestic cleaning, laundry and personal hygiene. Headquartered in Amparo, Brazil, the company exports to over 20 countries across Latin America, Asia, Africa and the Middle East.

Having set a target to double its share of the Brazilian market, cleaning-product manufacturer Química Amparo is on a mission to identify and cherry-pick the ripest commercial opportunities.

Química Amparo moved its core SAP® solutions to state-of-the-art IBM Power hardware, transforming its capabilities with high-speed reporting and super-fast insight into customer data.

Using IBM & SUSE solutions, results included up to 30 percent faster reporting cuts time-to-insight, lower TCO than comparable x86 servers over five years and a 30 percent cut in time spent on server administration.

“We chose IBM Power servers because they offer excellent long-term value for money.”

LEANDRO TAVIERA
IT MANAGER
QUÍMICA AMPARO
Química Amparo

www.ype.ind.br

Organizational Overview

Industry: Consumer Products
Employees: 4600

Headquarters: Amparo, Brazil
Brazilian Market Share: 12.5%

Products: IBM Power E870, IBM Power E880, Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
Oettinger Davidoff

www.oettingerdavidoff.com

The core business area of Oettinger Davidoff covers the production, marketing and sale of premium cigars, tobacco products and accessories.

The new strategy of the company, ‘From Crop to Shop’ required harmonization of the ERP systems. The company faced challenges such as fragmented IT environments, insufficient performance for computationally intensive reporting activities and no central data pool available for fast real time analyses.

Using HPE & SUSE solutions, Oettinger Davidoff created a global process center based on SAP S/4 HANA. Results included a 40-fold increase in speed, central database for fast analyses and reports, high stability and data security thanks to redundancy.

“We were able to achieve significant improvements in terms of availability and data security using the HPE HANA appliances.”

SERGE RAIS
SENIOR MANAGER SERVICE OPERATION
OETTINGER DAVIDOFF

<table>
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<tr>
<th>Speed</th>
<th>Stability &amp; data security</th>
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<td>40x</td>
<td>High</td>
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Oettinger Davidoff

www.oettingerdavidoff.com

Organizational Overview

**Industry:** Tobacco

**Employees:** 3500

**Headquarters:** Basel, Switzerland

**Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story (HPE)](#) [Company](#)
Bosch Group

www.bosch.com

Bosch Group is a worldwide operating company, employing 374,000 people and generating annual revenues of EUR 70 billion. Bosch operates its own IT division employing approximately 4,000 people.

To stay ahead of the game with fresh innovation, business users at Bosch need super-fast, highly personalized IT services and the ability to enhance and add functionality on-the-fly.

With SAP S/4HANA, Bosch gains deep operational insight. Massive performance from the underlying IBM® Power Systems™ servers and SAP HANA database support rapid analytical queries.

Using IBM & SUSE Solutions, business users can set up systems quickly with minimal support from IT, unlocking substantial time savings and fostering a rich culture of innovation to drive commercial success.

―Using IBM POWER8 systems for the SAP HANA deployment gives us much more flexibility than we had before.‖

ERIC THORWIRTH
SENIOR MANAGER SERVER SERVICES
BOSCH GROUP
Bosch Group

www.bosch.com

Organizational Overview

**Industry:** Electronics

**Headquarters:** Stuttgart, Germany

**Products:** IBM Power E880, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

**Employees:** 374,000

**Revenue:** $83.1 Billion
United Breweries Limited dominates the Indian beer market, with a market share of around 50 percent. Its flagship brand Kingfisher has achieved international recognition, selling in 52 countries across the world and leading the way among Indian beers in the global market.

To meet strict regulations on the distribution of beer, United Breweries must generate compliance reports but as data volumes exploded, generating the reports on time became a tough challenge.

By migrating its existing SAP HANA database to the latest IBM Power Systems servers, United Breweries dramatically accelerated data analysis and report generation.

Using IBM & SUSE Solutions, back-end jobs run 50 percent faster, speeding report generation and simplifying compliance. The IBM server platform boosts scalability, providing headroom for future growth.

“IBM has been a strategic partner in our SAP journey, and we continue to work closely with them.”

RAMAKRISHNAN SUDARSHANAM
DIVISIONAL VICE PRESIDENT IT
UNITED BREWERIES LTD
Organizational Overview

**Industry:** Consumer Goods  
**Headquarters:** Bangalore, Karnataka  
**Employees:** 7000  
**Revenue:** $1.2 Billion

**Products:** IBM Power S824, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story (IBM)  
- Company  
- Video
P.T. Diamond Cold Storage

www.diamond.co.id

Founded in 1974, PT. Diamond Cold Storage is an established Indonesian food processing company focused on dairy-based and frozen food products.

To remain at the forefront of its industry, PT. Diamond Cold Storage wanted a solution that could support the adoption of mobile and IoT functionalities – paving the way to automated, ultra-efficient operations.

Working with InfoTech, PT. Diamond Cold Storage upgraded its SAP ERP solution to the SAP HANA in-memory database, which supports integration with cutting-edge mobile and IoT solutions, running on IBM POWER8 servers. SAP HANA enables PT. Diamond Cold Storage to launch mobile technologies, boosting efficiency and cutting costs. The solution supports speed-of-thought analytics, driving smarter decision-making.

“I am very confident that with the support of SAP HANA on IBM POWER8, I can look forward to a lot of growth in my future business.”

NORMAN CHEN
MANAGING DIRECTOR
P.T. DIAMOND COLD STORAGE & PT SUKANDA DJAYA
P.T. Diamond Cold Storage

www.diamond.co.id

Organizational Overview

**Industry:** Consumer Products

**Headquarters:** Bekasi, Indonesia

**Products:** IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
- Full Success Story (IBM)  
- Company  
- Video
Bikurei Hasadeh Darom

www.bikurey.co.il

Founded in its current form in 1994, Bikurei Hasadeh Darom is one of Israel’s largest food conglomerates.

Bikurei Hasadeh Darom needed the ability to reliably handle financial transactions at every stage of the production and distribution process. The company decided to deploy SAP Business One ERP software on SUSE Linux Enterprise Server for SAP Applications, running on Dell EMC hardware.

Using SUSE, results included increased speed of transactions, a stable high performance platform with SAP HANA database and minimized costly skills training.

“The SAP HANA database means all the relevant information is available immediately. We can automatically generate and file invoices, and our monthly charges and regular payments run more smoothly, thanks to SUSE Linux Enterprise Server.”

KOBI ALTHECK
INFRASTRUCTURE MANAGER
BIKUREI HASADEM DAROM
Bikurei Hasadeh Darom

www.bikurei.co.il

Organizational Overview

Bikurei Hasadeh Darom is one of Israel’s largest food conglomerates, importing, producing, marketing and distributing a variety of food and household products.

Industry: Food

Revenue: $1.3 Billion

Headquarters: Israel

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
Founded in Switzerland in 1886, Hero Group is an international food and beverage conglomerate with a passion for naturally good food. In 2002, Hero Group decided to enter new markets as Hero Middle East & Africa. Now, Hero MEA operates from Egypt as a regional manufacturing and distribution hub.

With Hero Group’s recent decision to move all ERP functions to SAP ERP, Hero MEA needed a new operating system, and chose SUSE Linux Enterprise Server for SAP Applications.

Using SUSE solutions, results include 25 percent increase in company-wide efficiency, user friendly solution supports diverse IT infrastructure and achieves flexibility to adopt new, more efficient technologies.

“With SUSE Linux Enterprise, we have the freedom to adopt whatever technology we feel is the best fit for our business, and we are confident that SUSE will continue to help us gain greater efficiencies in the future.”

KHALED ELWAN
SYSTEM ADMINISTRATION MANAGER
HERO MEA

www.heromea.com
Hero MEA

www.heromea.com

Organizational Overview

Hero Group is an international company with 125 years’ experience with fruit-based products.

Industry: Food & Beverage

Revenue: $1.3 Billion

Headquarters: Lenzburg, Switzerland

Employees: 4300

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems

Explore Related links: Full Success Story, Company
I-D Foods

www.idfoods.com

I-D Foods specializes in bringing delicious foods from across the world onto customers' plates.

Hungry for growth, I-D Foods set out to gain competitive advantage by accelerating fulfilment of customer orders. To meet its aim, the company craved rich, real-time insight into operations. To transform its operational insight, I-D Foods is replacing its ageing, custom-built applications with a state-of-the-art SAP S/4HANA solution running on IBM Power Systems and IBM Storwize storage.

Results included 6x fast transfer of customer orders to I-D Foods via new mobile app, days saved on warehouse processes will drive faster fulfillment of customer orders and 87.5 percent smaller physical footprint resulting in lower hosting fees.

“SAP S/4HANA running on IBM Power Systems and IBM Storwize paves the way for future growth and for us to take our company in any new direction we choose.”

MICHAEL ISSENMAN
CTO
I-D FOODS
I-D Foods

www.idfoods.com

Organizational Overview

Having opened its doors in 1948, this family-owned company has grown into a thriving business, serving more than 10,000 customers, including grocery stores, restaurants and hotels.

Industry: Consumer Goods

Headquarters: Quebec, Canada

Products: IBM Power Systems S824L, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
Itambé produces vast quantities of highly perishable dairy goods every day. As such, it relies on super-efficient core business processes from logistics and billing to HR to ensure always-fresh deliveries for consumers.

As Itambé churns out impressive business growth, how can the company ensure that its IT systems keep pace with increased workload?

Itambé transformed its operational efficiency and accelerated core business processes by migrating its SAP® applications to the latest IBM infrastructure, delivering speed, capacity, and scalability.

Using IBM & SUSE Solutions, results included a 30 percent cut in time for customer billing, faster delivery of monthly management reports and a $2270 saving per month on electricity bills.

“We selected IBM Power Systems servers because we knew from experience that the platform offers exceptional reliability and availability.”

EVALDO PEREIRA
IT INFRASTRUCTURE COORDINATOR
ITAMBÉ
Itambé

www.itambe.com.br/portal/

Organizational Overview

**Industry:** Consumer Goods

**Headquarters:** Belo Horizonte, Brazil

**Products:** IBM Power Systems E870, IBM Power Systems S824, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

**Full Success Story (IBM)**

**Company**
Sokołów S.A.

www.sokolow.pl

Sokołów S.A. produces 1,100 tonnes of high-quality meat, cold cuts, ready dishes and canned goods on average each day. Dominating the Polish market, the company also serves international customers, particularly within the European Union.

To keep its extensive distribution network running seamlessly, meat product company Sokołów needs timely insight into its operations. The company rejuvenated a sluggish reporting system by deploying SAP BW on SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

Results included reduced database size by 74 percent, enhanced performance, slashed operational and maintenance costs, lowered risk through open technology and improved access to IT support.

“There is so much great information about SUSE solutions available at the click of a button, helping us use them to their full potential as we support Sokołów in the next stage of its development.”

MARIUSZ MAZURCZAK
DEPUTY DIRECTOR OF IT
SOKOŁÓW S.A.
**Sokołów S.A.**

[www.sokolow.pl](http://www.sokolow.pl)

**Organizational Overview**

With a history dating back to 1899, Sokołów S.A. owns the most recognizable brands in the Polish meat industry.

**Industry:** Food

**Headquarters:** Sokołów Podlaski, Poland

**Products:** SUSE Linux Enterprise Server for SAP Applications

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**Explore Related links:**

- Full Success Story
- Company
Duas Rodas

www.duasrodas.com

Duas Rodas is one of the largest flavors producers in Latin America. Based in Brazil, Duas Rodas is the country’s largest manufacturer of essential oils, creating flavors for 10,000 customers worldwide.

In order to avoid downtime, Duas Rodas decided to change their operating system. Due to the strong relationship between SAP and SUSE, the SUSE Linux Enterprise Server for SAP Applications including the SUSE Linux Enterprise High Availability Extension was implemented.

Since then, Duas Rodas has experienced consistent system uptime, ensuring 100 percent availability and enabling greater business agility for future commercial expansion.

“SUSE Linux Enterprise Server is the best possible foundation for our SAP environment. We have seen 100 percent availability following implementation, and SUSE Linux Enterprise High Availability Extension has made IT management easier than ever before.”

WILLIAN RIOS
DATABASE ADMINISTRATOR
DUAS RODAS
Duas Rodas

www.duasrodas.com

Organizational Overview

Duas Rodas is one of the most recognized names in the Latin American food industry. The company serves more than 10,000 clients with a portfolio of over 3,000 products.

Industry: Food & Beverages

Headquarters: Jaraguá do Sul, Brazil

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links: Full Success Story (SUSE) Company
Trans Business

Trans Business for Trading and Distribution LLC is the national distributor for Phillip Morris tobacco products in Egypt. The company distributes some of the country’s top-selling cigarette brands, including Marlboro Red and Gold, L&M Blue and Red and Merit.

As Trans Business had experienced failures in its current operating system, they decided to migrate away from their Red Hat Enterprise Linux operating system, selecting SUSE Linux Enterprise Server for SAP Applications as their new provider.

Since migrating from Red Hat Enterprise Linux to SUSE Linux Enterprise Server for SAP Applications, Trans Business experienced immediate improvements in system performance and availability. There have been no incidents of unplanned downtime since the switch and report-generation time was cut from hours to seconds.

“By migrating to SUSE Linux Enterprise Server for SAP Applications, we have achieved our primary goal of avoiding costly downtime. We had zero problems with availability, so our core operations have been able to work uninterrupted.”

AHMED SAMY
HEAD OF IT
TRANS BUSINESS
Trans Business

Organizational Overview

Industry: Agriculture

Headquarters: Egypt

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

$5 million in cash sales daily

Explore Related links: Full Success Story (SUSE)
AGORA Group

AGORA Group is a fully independent 100 percent family-owned group of companies, the result of 160 years of brewing experience. Today, the fifth and sixth generations of the family continue to run the business with a portfolio of authentic brands of outstanding quality.

As AGORA Group has plans to expand its business, but was hindered by slow and aging hardware solutions, AGORA Group decided to run its critical SAP enterprise application environment on the Lenovo hyperconverged solution supported by SAP HANA with SUSE Linux Enterprise Server for SAP Applications as the operating system.

Today, this new infrastructure enables AGORA Group to obtain real-time information reliably and share it company-wide at the touch of a button. For instance, it is now possible to see immediately and exactly when sales peak during the day and which products prove to be the most popular.
AGORA Group

www.agoragrupo.com

Industry: Beverages

Headquarters: Valencia, Spain

Employees: 1,000

Products: SUSE Linux Enterprise Server for SAP Applications

Further products: Lenovo

Explore Related links: Full Success Story
Betagro Group

www.betagro.com

Betagro Group is a leader in the agricultural and food industry in Thailand producing high-quality products including animal feeds, livestock and animal health products.

When Betagro’s ERP legacy system and platform couldn’t keep pace with the exploding data volumes and increasingly demanding business requirements anymore, Betagro decided to upgrade to a new ERP system based on SAP HANA running on SUSE Linux Enterprise Server for SAP Applications. Furthermore, a combination of HPE ConvergedSystems for SAP HANA was implemented.

Since then, Betagro was able to improve its reporting used to support better and more immediate decision-making. With the new solution, more reliability as well as higher availability and serviceability can be provided.

“We hope that this new solution will support Betagro’s business growth well into the future. It will give us a competitive advantage and the sustainability of having one platform and a single database.”

PORNTHIP CHUSAWAN
VICE PRESIDENT, INFORMATION TECHNOLOGY OFFICER
BETAGRO GROUP
Betagro Group

www.betagro.com

**Industry:** Agriculture and Food

**Headquarters:** Bangkok, Thailand

**Employees:** 30,000

**Products:** SUSE Linux Enterprise Server for SAP Applications

**Further products:** HPE ConvergedSystem

Explore Related links: Full Success Story
China Dongfeng Renault 238
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China Dongfeng Renault

www.dongfeng-renault.com.cn

Dongfeng Renault is an equally owned Chinese joint venture between automobile manufacturers Dongfeng Motor (Chinese) and Renault (French).

With the expansion in enterprise passenger vehicle production, Dongfeng Renault planned to purchase Business Suite on HANA to support its vehicle production management. The customer required an infrastructure that delivers high performance and high reliability to support its core production system ERP with high concurrency.

Huawei provided three SAP HANA appliances based on Huawei RH5885H V3 servers with a memory capacity of 512 GB per server. Using Huawei and SUSE solutions, China Dongfeng Renault had a smoother ERP operating system and more real-time service data analysis and presentation along with an enhanced production and supply chain management.
China Dongfeng Renault

www.dongfeng-renault.com.cn

Organizational Overview


Industry: Automotive

Headquarters: Wuhan, China

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Huawei Products: Huawei Solutions for ERP on HANA
**Indus Motor Company**

[www.toyota-indus.com](http://www.toyota-indus.com)

Founded in 1989 as a joint venture between the House of Habib, Toyota Motor Corporation and Toyota Tsusho Corporation, Indus Motor Company is a manufacturer, assembler, distributor and importer of Toyota and Daihatsu vehicles, spare parts and accessories in Pakistan.

To compete with a surge of foreign entrants to Pakistan’s auto market, Indus Motor Company wanted to improve the customer experience by delivering high-quality vehicles rapidly and at the lowest cost. Indus Motor Company is transforming front-to-back operations with SAP S/4HANA® on high-performance IBM® POWER8® servers empowering its data-driven decision-makers to boost manufacturing efficiency.

SAP S/4HANA helps cut planning cycles by 95 percent, boost sales-order accuracy by 10 percent and reduce defects per unit by 20 percent—bringing higher-quality cars to market faster.

“Thanks to our IBM and SAP solutions, we are achieving the digital transformation that will help us strengthen our competitiveness in a fast-moving marketplace.”

FAIZAN MUSTAFA  
CIO/HEAD OF IT  
INDUS MOTOR COMPANY LTD
Indus Motor Company

www.toyota-indus.com

Organizational Overview

Industry: Automotive

Employees: 2300

Headquarters: Karachi, Pakistan

Revenue: $1 Billion

Products: IBM Power S824L, IBM Power Systems, IBM Storage TS3200, SUSE Linux Enterprise Server for SAP Applications
Al-Mansour Automotive

www.mansourgroup.com

Al-Mansour Automotive is an importer and distributor of automobiles. It is the official dealer for General Motors in Egypt, Iraq, Dubai, Libya and Africa, selling over 100,000 vehicles a year.

As Al-Mansour Automotive decided to migrate to a new database management system and committed to SAP HANA, SUSE Linux Enterprise Server for SAP Applications was simply the natural choice.

Since then, Al-Mansour Automotive has achieved reliable performance, and has gained a stable platform for its core processes. With 99.9 percent uptime since deploying SUSE solutions and a reduction of 30 percent in total cost of ownership, Al-Mansour benefitted a lot from implementing the solution.

“The SUSE implementation has been a great economic benefit. We estimate that since adopting SUSE Linux Enterprise Server for SAP Applications, we have reduced our total cost of ownership by 30 percent.”

MUHAMMAD MUHARRAM
IT GENERAL MANAGER
AL-MANSOUR AUTOMOTIVE
Al-Mansour Automotive

www.mansourgroup.com

Organizational Overview

Al-Mansour Automotive is an importer, distributor and retailer of several international car brands including Opel, Peugeot and Chevrolet. It is a subsidiary of the international Mansour Group, one of the fourth largest privately-owned company in the Middle East.

Industry: Automotive

Headquarters: Cairo, Egypt

Employees: 2,000

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM)  Company
Pharmaceuticals

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Aché

www.ache.com.br/

Aché, a Brazilian pharmaceutical laboratory founded in 1966, has strengthened and expanded its operations over five decades. The company produces prescription, prescription-free, generic, dermatological, and dermo-cosmetic drugs.

To prevent service interruptions, Aché needed a high availability solution for its SAP HANA database. Aché worked with SUSE partner SYSS to implement the SUSE solution.

Using SUSE Solutions, Aché had a cost-effective high availability solution and experienced performance gains with workload processing from 30 to 110 times faster than its Oracle implementation could.

“SUSE provides a solid lineup of innovative products with a cooperative approach, which makes us trust and rely on it to build the next generation of IT solutions inside Aché.”

VALTER CASTELHANO
INFRASTRUCTURE COORDINATOR
ACHÉ
Aché

www.ache.com.br/

Organizational Overview

Industry: Healthcare

Revenue: $744 Million

Headquarters: Sao Paulo, Brazil

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE High Availability Extension

Explore Related links:

Full Success Story

Company
Kwizda Group

www.kwizda.at

Kwizda Group is a life sciences enterprise headquartered in Vienna, Austria and is a leading producer and wholesaler of pharmaceuticals in the region. Other business divisions include agricultural and construction products.

Kwizda Group wanted to strengthen the market-leading position of its pharmaceuticals wholesale business division by enabling it to respond to market trends faster than the competition.

To gain real-time business insights, Kwizda implemented SAP® S/4HANA with the Lenovo System x3950 X6 solution for SAP HANA® solution, featuring Intel® Xeon® E7 processors. Kwizda uses SAP HANA multitenant database containers running on Lenovo System x3950 X6 servers with SUSE Linux Enterprise Server for SAP Applications.

The solution enables its procurement staff to take better advantage of different scales of discounts and empowers sales teams to provide better customer service.
Kwizda Group

www.kwizda.at

Organizational Overview

**Industry:** Pharmaceuticals

**Employees:** 1200

**Headquarters:** Vienna, Austria

**Revenue:** €856 Million

**Lenovo Products:** Lenovo System x3950 X6, Lenovo System x3550, Lenovo System x3450

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links: [Full Success Story] [Company]
Charmacy Pharmaceutical

www.chmyy.com

Founded in 1984 and based in Guangdong Province, Charmacy Pharmaceutical is one of the leading pharmaceutical distribution companies in southern China. The company supplies medicines, medical apparatus and healthcare products to other distributors, pharmacy stores, hospitals, clinics, and health centers.

To grow market share, Charmacy Pharmaceutical wanted to reach new customers beyond southern China. To manage growing data volumes and uncover valuable insights in real time, Charmacy Pharmaceutical selected SAP HANA® on IBM® Power Systems™.

Implementing SAP HANA on Power systems accelerates key decision making at Charmacy Pharmaceutical, with real-time analytics delivering rapid insights into purchasing, distribution and market trends.

“With SAP HANA on Power we’re strengthening our place in the market and can deliver healthcare to customers beyond southern China.”

JIANBO FAN

CTO

CHARMACY PHARMACEUTICAL
Charmacy Pharmaceutical

Organizational Overview

Industry: Pharmaceuticals
Revenue: $490 Million

Headquarters: China

Products: IBM Power S822L, IBM Power E882, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM), Company, Video
Energy / Gas

CEPSA 252
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CEPSA

www.cepsa.com

Cepsa (Compañía Española de Petróleos, S.A.U.) is an integrated energy company operating at every stage of the oil value chain. CEPSA is the largest oil company in Spain, the first big leading brand of lubricating oil, and has been in the market for more than 80 years.

CEPSA plans to deploy an Enterprise Resource Planning (ERP) system to improve its production management and operation analysis capabilities. To simplify IT O&M, CEPSA wants its IT resources to be hosted by telecom carrier Telefonica.

Using HUAWEI and SUSE solutions, CEPSA’s production and management capabilities were improved as well as laid solid IT Foundation for its global market expansion. The real time data analysis streamlines production and management and increases efficiency.
CEPSA

Organizational Overview

Industry: Energy

Headquarters: Madrid, Spain

Employees: 10,000

Revenue: $32.3 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Huawei Products: Huawei solutions for business suite on HANA (30TB), OceanStor storage with all-SSD

Explore Related links: Full Solutions, Company
China National Petroleum Corporation (CNPC Group) is the largest oil and gas production and suppliers in China. In 2016, it ranked number 3 in Fortune Global 500.

CNPC’s data increases and business warehouse performance could not meet requirements. CNPC’s old architecture for core BW services could not meet requirements for performance, I/O bandwidth, and scalability.

Using Huawei & SUSE Solutions, HANA database loading performance improved by 60 percent with network latency 50-75 percent lower than the average level. CNPC was able to have an effective data warehouse to support CNPC’s production and operation. An open, universal x86 platform replaced the close UNIX RISC Server. Results also included high reliability and high performance for key service systems.
CNPC

www.cnpc.com.cn

Organizational Overview

Industry: Energy

Employees: 1636532

Headquarters: Beijing, China

Revenue: $6.9 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Huawei Products: Huawei scale out solutions for BW HANA (136TB), OceanStor storage

Explore Related links: Full Solutions Company
Zhejiang Energy Group

Zhejiang Energy Group needed a BI system to provide more real-time and global support for business decision-making and improve efficiency, so as to sharpen the company’s competitive edge and increase profits.

Using the high-performance SAP HANA database as the company’s core data platform, data is unified and can be effectively shared between departments.

The SAP HANA solution also greatly improves the professional level of the service processes regarding internal procurement, logistics, sales, and production, realizing integrated management of business and finance. For example, the time taken for making financial monthly statement is shortened from 10 days to within 5 days.

Real-time data analytic functions are provided, helping the company to optimize production management and improve production efficiency, providing efficient and stable support for the production and operation of Zhejiang Energy Group.
Zhejiang Energy Group

Organizational Overview

**Industry:** Energy

**Headquarters:** Hangzhou, China

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Huawei Products:** Huawei scale out solutions for BW HANA, OceanStor storage
Pacific Drilling

www.pacificdrilling.com

Pacific Drilling S.A. is an offshore drilling company that provides global ultra-deepwater drilling services to the oil and natural gas industry through the use of high-specification drillships.

The company needed to better control its operations and IT investment costs to offset natural industry fluctuations. It recently teamed with Protera Technologies to create a solution hosted on AWS that combines SUSE Linux Enterprise Server for SAP Applications with Protera services. The solution halves the company’s SAP TCO and doubles its SAP HANA capacity.

“With the move to AWS, we chose SUSE and we are now running both the SAP HANA database and the ECC application on the same SUSE instance. This reduces the footprint and allows for additional savings. Yet, our solution is highly resilient.”

YORAM BORODATY
IT DIRECTOR
PACIFIC DRILLING S.A.
Pacific Drilling

www.cnpc.com.cn

Organizational Overview

With one of the newest and most technologically advanced fleets in the world, Pacific Drilling has grown into a successful, premium drilling contractor. Its state-of-the-art, high-specification drillships benefit from a proven design and highly developed construction technologies.

**Industry:** Energy/Gas  
**Employees:** 1000

**Headquarters:** Luxembourg

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story  
Company
Petronash

Petronash specializes in producing equipment for the oil and gas industry. Petronash owns world-class manufacturing facilities in the USA, Saudi Arabia, and the United Arab Emirates, and provides an impressive range of after-sale services.

With three manufacturing plants, one engineering office and hundreds of employees to coordinate, Petronash needs to make well-informed financial decisions as quickly as possible. With its legacy systems going out of support, Petronash took the opportunity to upgrade to SUSE ®Linux Enterprise Server for SAP Applications.

Results included a 99.9 percent cut in reporting times, better informed financial decisions and driving efficient business processes.

“Since implementing SAP HANA on the SUSE Linux Enterprise Server for SAP Applications we can run reports that used to take up to three days in just two minutes. That is nearly a hundred times faster than before.”

SANJAY MISTRY
MANAGER OF IT
PETRONASH
Petronash

www.petronash.com

Organizational Overview

Industry: Energy/Gas

Employees: 900

Headquarters: Dubai, UAE

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
Ecogas specializes in distributing natural gas to households and businesses across six provinces in Argentina.

As Argentina expects natural gas production to grow, Ecogas is preparing to manage higher business volumes. With existing business systems near full capacity, how could the company cope with growth?

Ecogas is replacing legacy business solutions with SAP® for Utilities running on SAP HANA®, integrating smoothly with existing SAP ERP systems, supported by cutting-edge IBM® POWER8® servers.

By upgrading to POWER8 running on SUSE Linux Enterprise Server for SAP Applications, Ecogas accelerated payment processing by 73 percent and compliance reporting by 83 percent, with further improvements and greater analytical capabilities to come from SAP HANA.

“Working closely with IBM and SAP, we are confident that we will keep on discovering new ways to boost efficiency, save money and provide better customer service.”

OSCAR SOBRERO
HEAD OF IT
ECOGAS
Ecogas

www.ecogas.com.ar

Organizational Overview

Industry: Utilities

Headquarters: Argentina

Products: IBM Power E870, IBM Power S824, IBM FlashSystem 900, IBM Storwize V3700, SUSE Linux Enterprise Server for SAP Applications
Bereket Enerji

www.bereketenerji.com.tr

Located in Denizli, Turkey, Bereket Enerji (Bereket Energy) produces electricity using geothermal, hydroelectric, thermal, solar, wind and landfill gas sources.

However, with aging, costly IT systems supporting its core processes, the company found that this legacy technology was draining time and resources from its central mission.

By deploying SUSE Linux Enterprise Server for SAP Applications, Bereket Energy is confident that it will be able to slash costs, boost performance and increase productivity supporting its management team with the delivery of sustainable energy.

“Thanks to SUSE and SAP, we’ll be able to help the management team obtain an in-depth understanding of our customers and their needs - enabling them to deliver even better, more targeted energy solutions.”

MERT ECE
CHIEF INFORMATION OFFICER
BEREKET ENERJI
Bereket Enerji

www.bereketenerji.com.tr

Organizational Overview

Industry: Energy

Employees: 1,000

Headquarters: Turkey

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
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Aguas de Portugal

www.adp.pt/en/

AdP—Águas de Portugal, SGPS, SA is a publicly-owned limited liability holding company. Through its subsidiaries, it manages the urban water cycle, operating several water supply systems and wastewater treatment facilities.

AdP Group’s IT systems are crucial to its water supply and sanitation business, however the company’s ageing infrastructure was struggling to deliver the performance necessary to support its business-critical SAP applications.

With SUSE Linux Enterprise Server for SAP Applications supporting its SAP environment, AdP Group’s IT infrastructure is much better equipped to handle business-critical tasks. Salary processing times were reduced by 67 percent, energy consumption processing from 10 minutes to 1.1 seconds and superior performance was experienced through SUSE & SAP’s close partnership.
Aguas de Portugal

www.adp.pt/en/

Organizational Overview

The AdP Group manages water supply and wastewater sanitation activities throughout Portugal through its companies, serving more than 80 percent of the Portuguese population.

Industry: Utilities

Headquarters: Lisbon, Portugal

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
Publiacqua

www.publiacqua.it

Established in 2002, Publiacqua provides water supply services to a catchment area of 46 towns, serving over one million people.

Publiacqua aimed to offer mobile and online capabilities to its users, partners and customers, for even better services. To achieve this, the company migrated its SAP landscape to SAP HANA, running on SUSE Linux Enterprise Server for SAP Applications. With boosted reliability, availability and performance, Publiacqua has launched mobile and digital services, paving the way for continuous innovation.

Using Fujitsu & SUSE Solutions, Publiacqua was able to consolidate business intelligence environments with faster and more flexible reporting.

“SAP HANA® will allow us to bring in operating and management reporting, while cutting development times and associated infrastructure costs, thereby improving business reporting performance.”

LUCIANO CAROTI
HEAD OF IT SYSTEMS
PUBLIACQUA S.P.A
Publiacqua

www.publiacqua.it

Organizational Overview

Industry: Utilities

Employees: 650

Headquarters: Florence, Italy

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

FUJITSU Products: FUJITSU Integrated System PRIMEFLEX for SAP HANA

Explore Related links: Full Success Story (SUSE)  Company
FARYS provides drinking water to end users in a large part of Flanders. The public sector firm also operates local sewerage networks and manages a number of sports facilities.

To succeed in an increasingly stringent regulatory environment, water utilities must use their data more effectively than ever. However, as the volume, speed and diversity of data grow, delivering these capabilities to the business can be a tough challenge.

Using SUSE, results included automated patching and provisioning, savings up to €95000 on high availability capabilities and cuts query time by 98 percent.

“If we had chosen to deploy our previous high-availability platform, it would have cost us around €1000000. By selecting the SUSE Linux Enterprise High Availability Extension, our only expense was three days of consulting time during the deployment saving us €95000.”

JEROEN VAN PRAET
COORDINATOR INFRASTRUCTURE OPERATIONS
FARYS
Organizational Overview

**Industry:** Utilities

**Employees:** 650

**Headquarters:** Ghent, Belgium

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links:  
- Full Success Story (SUSE)
- Company
Abeam Consulting 274  Tigaraksa 290
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Valley Proteins 288  Lemongrass 304

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Others
Abeam Consulting

www.abeam.com

Abeam Consulting provides management, business process consulting, IT consulting and outsourcing services, and has a presence in 33 countries. Fast-growing ABeam Consulting avoided putting the brakes on corporate expansion by transforming its core application landscape to accommodate more data.

With a new suite of SAP applications running on SUSE Linux Enterprise Server for SAP Applications the company enjoys greater stability and performance, while SUSE Manager keeps management simple.

The new environment is used to support internal operations and to launch new SAP solutions for clients, giving ABeam Consulting and its customers faster time-to-value.

“The SUSE solution contributes to our ability to provide stable, high-performance IT services to our employees, which will enable them to work more productively.”

YOSHIKUM IISHIDA
MANAGER OF THE INFORMATION SYSTEM GROUP
ABEAM CONSULTING
Abeam Consulting

[www.abeam.com](http://www.abeam.com)

Organizational Overview

**Industry:** Managed Services

**Employees:** 4350

**Headquarters:** Tokyo, Japan

**Revenue:** $57 Million

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:
- [Full Success Story](#)
- [Company](#)
Imperial Health Sciences

www.ihs.za.com

Imperial Health Sciences provides logistics and supply chain services to support the healthcare industry in Africa.

To unlock the operational and cost-efficiency benefits of a large acquisition, Imperial Health Sciences decided to rationalize its SAP landscape. The company migrated to a central platform based on SUSE Linux Enterprise Server for SAP Applications enabling an instant 40 percent increase in SAP application performance, a 90 percent reduction in total cost of ownership and higher-availability for life-and-limb systems.

“SUSE Linux Enterprise Server for SAP Applications has helped us to reduce the total cost of ownership for our IT infrastructure by 90 percent.”

TREVOR WHITING
IT EXECUTIVE
IMPERIAL LOGISTICS GROUP SOUTH AFRICA
Imperial Health Services

www.ihs.za.com

Organizational Overview

**Industry:** Distribution

**Employees:** 800

**Headquarters:** Centurion, South Africa

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications
Gulftainer

www.gulftainer.com

Gulftainer is a major privately-owned, independent port management and third-party logistics company.

To get new sites up and running quickly, the company wanted a highly scalable, high-performance infrastructure to support its mission-critical SAP and MACH application landscape.

Gulftainer deployed multiple Lenovo System x servers to support its new SAP HANA environment, and a Lenovo Flex System solution at its corporate office. Easy scalability enables Gulftainer to grow quickly and cost-effectively. High performance ensures that mission critical applications run smoothly along with lower power and cooling costs.

“With Lenovo System x and Flex System, we have gained innovative solutions that will enable us to meet future demand.”

VINAY SHARMA
GROUP IT HEAD
GULFTAINER
Gulftainer

www.gulftainer.com

Organizational Overview

**Industry:** Maritime & Logistics  
**Employees:** 4000

**Headquarters:** Sharjah, UAE

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

**Lenovo Products:** Lenovo Solution for SAP HANA, Lenovo System x servers with Intel® Xeon® E7 processor family with Intel Transactional Synchronization Extensions, Lenovo Flex System with Intel Xeon E5 processor family

Explore Related links:  
- Full Success Story  
- Company
Artoni Transport

www.artoni.com

An Italian logistics company, Artoni Transporti handles 35,000 shipments daily for 13,000 clients. The company uses SAP software to know the current location of every shipment. That’s critical. But the traditional servers used to host SAP were costly, slow, and difficult to scale.

Artoni switched from traditional servers to infrastructure-as-a-service (IaaS) from Cisco partner Dedagroup ICT Network. Dedagroup’s cloud platform is built on Cisco Unified Computing System (UCS).

Using Cisco & SUSE Solutions, SAP transaction speeds are ten times faster. The new platform better manages peak loads. Batch jobs take 30 percent less time to complete. And with usage-based billing, costs dropped by 50 percent.

“Before, we were bound to costly and inflexible traditional outsourcing contracts. Now, we pay by processing capacity in the cloud.”

MARCO CRIVELLI
CIO
ARTONI TRANSPORT
Artoni Transport

www.artoni.com

Organizational Overview

Industry: Logistics  
Employees: 650

Headquarters: Reggio Emilia, Italy

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: 
- Full Success Story (Cisco)
- Company
Danish Defence

The Danish Ministry of Defence (MoD) is tasked with carrying out the government’s defence policy to protect Denmark and its national interests, and to ensure the security of its citizens.

For Danish Defence, operations management requires military precision. Danish Defence upgraded its SAP® Business Warehouse application to the SAP HANA® database running on high-performance IBM® Power® System E880 servers running on SUSE Linux Enterprise for SAP Applications, slashing response times.

Results included, 10 times faster response times supports timely, accurate decision-making, faster load and runtimes mean that staff can get on with planning and reporting without delay at the start of the day.

“The combination of SAP HANA and IBM Power Systems provides a highly reliable, high performance platform for one of our most critical applications.”

TIMO JENSEN
MAJOR
DEMARS OPERATIONS & PLATFORM
DANISH DEFENCE ACQUISITION AND LOGISTICS ORGANIZATION
Danish Defence

www2.forsvaret.dk

Organizational Overview

Industry: Government

Employees: 20,000

Headquarters: Copenhagen, Denmark

Products: IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM)
Siam City Cement

www.siamcitycement.com

Siam City Cement, based in Bangkok, has supported Thailand’s real estate development both commercial and residential for more than 45 years.

The company, with its vision for the growth, wanted to build a digital business using big data analytics and embrace the Internet of Things (IoT).

The firm deployed Cisco UCS® Servers and Cisco Nexus switches at new data center and disaster recovery site.

Using Cisco & SUSE Solutions, Siam City Cement easily met its deadline and made the switch to the new data center with only 15 minutes of downtime. Results also included accelerated application delivery time by more than 2 months, empowered staff to deliver the best possible customer experiences and positioned the company to scale for next 5 to 10 years.
Siam City Cement

www.siamcitycement.com

Organizational Overview

**Industry:** Construction Material Provider  
**Employees:** 3500

**Headquarters:** Bangkok, Thailand

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
[Full Success Story (Cisco)]  
[Company]
www.ne.ch

Service Informatique de l’Entité Neuchâteloise (SIEN) provides IT services for a range of public authorities across the region. These information and infrastructure services support everything from state and municipal government bodies to schools, healthcare providers and social services organizations.

To help government decision-makers channel state and municipal budgets where they are needed most, SIEN wanted to empower them with lightning-fast reporting and analytics capabilities. Today, SIEN is working with SUSE to deploy SAP BusinessObjects Planning and Consolidation on SAP HANA, running on the high-performance SUSE Linux Enterprise Server for SAP Applications platform.

Using SUSE, results include 97 percent faster analytics jobs, 24/7 live public facing services, protecting mission critical data and facilitating effective recovery in the event of unplanned downtime.
SIEN

Organizational Overview

In total, SIEN serves more than 75,000 users with communications, network security and line-of-business application services.

Industry: Government

Headquarters: Switzerland

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
Valley Proteins

www.valleyproteins.com

For almost 70 years, Valley Proteins, Inc. has been a leader in providing an invaluable service to global economies and the environment. Through our core competencies in rendering and recycling, Valley Proteins sets the standard in creating valuable products from renewable resources.

Valley Proteins improved performance for its business-critical SAP environment by deploying a FlashStack converged infrastructure from Cisco and Pure Storage.

Using Cisco & SUSE solutions, the results included SAP performance approaching that of in-memory databases, a faster financial close, more agile business decision-making, and more efficient use of data center and employee resources.

“FlashStack gives us the ability to plan for the next five to seven years, which fundamentally changes our ability to pivot and grow. It’s an incredible value proposition.”

BRAD WILTON
DIRECTOR OF IT
VALLEY PROTEINS
Valley Proteins

www.valleyproteins.com

Organizational Overview

**Industry:** Recovery & Recycling

**Headquarters:** Winchester, USA

**SUSE Products:** SUSE Linux Enterprise Server for SAP Applications
Tigaraksa

www.tigaraksa.co.id

Established in 1988, Tigaraksa Satria distributes products throughout Indonesia.

Its legacy Oracle database was running on aging IBM server platforms, and the company sought to improve business performance, increase its use of analytics, and control costs by migrating to SAP HANA on HPE ConvergedSystem 500 platforms.

Tigaraksa Satria decided to migrate from Oracle database to HPE ConvergedSystem for SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

Results included improved analytics with faster performance, accelerated migration by relying on HPE expertise and implementation support, efficient disaster recovery via automated backup using HPE Data Protector, timely reporting by business units to improve operations and better service customer requirements.
Tigaraksa

www.tigaraksa.co.id

Organizational Overview

Industry: Sales & Distribution

Headquarters: Indonesia

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

HPE Products: HPE ConvergedSystem 500 for SAP HANA, HPE ConvergedSystem 500 for SAP HANA, HPE MSA2040 Storage, HPE MSL2024 Tape Library

Explore Related links: Full Success Story (HPE) Company
Happynarae specializes in maintaining, repairing and operating safety equipment, office supplies, construction materials and more on behalf of its clients. The company is the largest social enterprise and purchasing specialist in South Korea.

Happynarae sells back-office services, such as procurement and fundraising, to social enterprises. How could Happynarae analyze and process huge volumes of client data quickly and efficiently? To enable rapid analysis, Happynarae migrated its business-critical SAP ERP applications to the SAP S/4HANA platform, deployed on powerful IBM Power Systems servers.

Results included faster analysis that allows Happynarae to look deeper into its data to help improve decision-making and boost service quality, identifying opportunities to cut its clients costs and improve efficiency.

“With SAP ERP powered by SAP HANA on IBM POWER8, we have become more adept at recognizing opportunities for social enterprises.”

SPokesperson Happynarae
Happynarae

www.happynarae.co.kr

Organizational Overview

Industry: Professional Services

Headquarters: South Korea


Explore Related links: Full Success Story (IBM) Company
UOL Group

www.uol.com.sg

UOL Group is one of Singapore’s leading developers, with an extensive portfolio of development and investment properties, hotels and service suites. Together with its hotel subsidiary, UOL Group owns and/or manages over 30 hotels in Asia, Oceania, and North America.

The large amount of data from UOL Group’s business systems needed to be processed and integrated promptly and accurately. For this, UOL Group migrated its core SAP applications to the SAP® HANA® database, and upgraded to the latest IBM® Power Systems™ servers and high-performance IBM Storwize® storage running on SUSE Linux Enterprise Servers for SAP Applications.

Using IBM & SUSE, UOL Group achieved a 30 percent increase in performance driving rapid insight for decision makers, 65 percent cut in energy consumption helping the company pursue a greener approach to IT and 50 percent saving on space.

“We believe that running SAP HANA on IBM Power Systems delivers an advantage, as employees receive critical reports faster than before.”

FOO SAY TWANG
ASSISTANT GENERAL MANAGER
GROUP IT, UOL GROUP
UOL Group

www.uol.com.sg

Organizational Overview

Industry: Hospitality

Headquarters: Singapore

Revenue: €1.7 Billion

Products: IBM Power Systems S824L, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (IBM) Company
Englmayer

www.englmayer.at

G. Englmayer, Spedition GmbH is a leading transport and logistics company, offering customized and reliable international cargo delivery services.

To deliver efficient, reliable logistics services, Englmayer worked with technology partner Axians ICT Austria to refresh its business applications and move to SAP S/4HANA Finance running on SUSE Linux Enterprise Server for SAP Applications.

Using SUSE Solutions, results included a high performance platform for SAP HANA, lower costs for new demands due to easy management and high availability due to elimination of single point failure.

"SUSE Linux Enterprise Server for SAP Applications lets us run both the application server and database on a single instance, reducing the server footprint and minimizing operating costs"

ROBERT HACKER
HEAD OF IT
ENGLMAYER
Englmayer

www.englmayer.at

Organizational Overview

Industry: Distribution

Headquarters: Wels, Austria

Employees: 500

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links: Full Success Story, Company
IRIS provides solutions and services that guide companies through their digital transformation, with an extended portfolio covering Enterprise Information Management, Hybrid Cloud, Consulting Services and Business Process Outsourcing.

IRIS wanted to bring the benefits of software-defined Storage- high performance, resilience and flexibility within the financial reach of all clients.

By implementing SUSE Enterprise Storage, based on open source Ceph technology, IRIS gained a software-defined platform that supports massive scale with object oriented storage built on commodity industry standard hardware.

“We value SUSE technology for its stability, flexibility, manageability, openness and long-term support, and we find our corporate mind set is closely aligned with SUSE’s, which is great news for our joint clients.”

GEERT REYNAERTS
DELIVERY DIRECTOR HYBRID CLOUD SOLUTIONS & SERVICES
IRIS
IRIS

www.irisprosolutions.com

Organizational Overview

Industry: Professional Services

Headquarters: Belgium

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Enterprise Storage, SUSE Manager, SUSE Linux Enterprise Server

Explore Related links: Full Success Story Company
FISBA AG

www.fisba.com

FISBA is a world-leading supplier of customized optical components, systems and microsystems including glass lenses and laser modules used in life sciences, aerospace and other industries.

In order to meet customer demands and expectations, FISBA modernized its IT landscape by implementing SAP S/4HANA featuring SUSE Linux Enterprise Server for SAP Applications as the operating system.

Since the implementation, FISBA has given business operations a real boost. Performance has improved significantly, increasing the speed and agility to serve customers. Also, due to the support by SUSE Linux Enterprise Server for SAP Applications, FISBA is able to take full advantage of SAP HANA's real-time analytics capabilities.

“Previously, we were only able to run reports once a day. Now, we can run reports on the fly, using up-to-the-second data. Delivering this level of insight into the business means that we can react very rapidly to changing requirements.”

TOM ROORDA
HEAD OF IT
FISBA
FISBA AG

www.fisba.com

Organizational Overview

Industry: Engineering

Headquarters: St. Gallen, Switzerland

Employees: 400

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story (SUSE) Company
voestalpine group-IT GmbH

www.voestalpine.com/group-it

voestalpine is a leading technology and capital goods group focused on products and system solutions based on steel and other metals. voestalpine group-IT GmbH is the group’s service provider.

In order to streamline and optimize its IT operations, voestalpine refreshed its SAP landscape choosing SUSE Linus Enterprise Server for SAP Applications as the strategic operating system. voestalpine group-IT GmbH deployed the new SAP architecture with SUSE Linux Enterprise Server for SAP Applications running on Cisco servers virtualized using VMware technology and connected to NetApp storage arrays.

Since implementing SUSE as the underlying operating system, voestalpine gained a tremendously stable platform with excellent availability. The group benefits from high availability, stability and performance, as well as easy management. voestalpine group-IT GmbH managed to shorten maintenance windows, maximizing availability of mission-critical system while increasing security.

“SUSE Linux Enterprise Server for SAP Applications is a tremendously stable platform with excellent availability – it just runs.”

SPOKESPERSON
VOESTALPINE GROUP-IT GMBH
voestalpine group-IT GmbH

[Link: www.voestalpine.com/group-it]

Organizational Overview

voestalpine group-IT GmbH is the group-wide IT service provider, responsible for managing the group’s IT applications, data centers and networks.

**Industry:** Industrial Products

**Headquarters:** Linz, Austria

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links: [Full Success Story (SUSE)]
Lemongrass Consulting Ltd is an AWS (Amazon Web Services) Partner Network Advanced Consulting Partner with SAP Competency. Lemongrass’ business is focused on moving SAP customers from on-premises and other cloud environments to AWS.

Lemongrass decided to leverage SUSE Linux Enterprise Server for SAP Applications in order to support its own SAP usage and its customers’ workloads. The SUSE operating system was Lemongrass’ preferred platform of choice to migrate their customers onto as it is certified to run mission-critical SAP workloads including memory-intensive SAP HANA.

Since choosing SUSE as the operating system and by combining SUSE Linux Enterprise Server for SAP Applications and AWS, Lemongrass is able to alleviate much of the operational overhead that drives up costs for SAP customers. Also, by using SUSE Manager, Lemongrass’ customers can manage and update their SAP HANA resources while incurring near-zero downtime.

“[SUSE Linux Enterprise Server for SAP Applications] is the preferred platform of choice that we migrate our customers onto, especially when you look at in-memory applications, such as SAP HANA.”

BEN LINGWOOD
CTO
LEMONGRASS
Lemongrass Consulting Ltd was founded in 2008 and began as a technical consultancy specializing in SAP. Since 2010, they are focused on moving SAP customers to the AWS cloud.

**Industry:** Consulting/Services

**Headquarters:** Reading, England

**Products:** SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

- Full Success Story (SUSE)
- Company
Day & Zimmermann

www.dayzim.com

Day & Zimmermann is a century-old, family-owned company specializing in construction and engineering, operations and maintenance, staffing, security and defense for leading corporations and governments around the world.

When Day & Zimmermann migrated to the new SAP HANA database platform, Day & Zimmermann decided to employ SUSE Linux Enterprise Server for SAP Applications as the operating system. Furthermore, they also implemented the SUSE Linux Enterprise High Availability Extension as well as the SUSE Manager to simplify aspects of server management.

Since then, the SUSE solutions provide an environment that fully meets Day & Zimmermann’s needs for both business continuity and ease of management. Availability rose to around 99.995 percent whereas unplanned downtime was reduced to only two hours during the last two years.

“With SUSE Linux Enterprise Server for SAP Applications, the ease of installation is astounding. It removes 90 percent of the configuration effort when you’re setting up the parameters for a new system.”

CHRIS NEGA
MANAGER, SYSTEMS ENGINEERING
DAY & ZIMMERMANN
Day & Zimmermann

www.dayzim.com

Industry: Construction

Headquarters: Philadelphia, USA

Employees: 46,000

Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Manager, SUSE Enterprise High Availability Extension

Explore Related links: Full Success Story
Get in touch

Visit us online: www.suse.com

Email SAP Alliances: sapalliance@suse.com

Talk to an expert: 800 796–3700

www.suse.com/events