SAP Netweaver 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.

- Over 70% of all SAP solutions run on Linux
- 90% of all SAP HANA implementations run on SUSE
# SAP HANA & SUSE

**#1 Platform for SAP HANA**

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

- **02** IBM Power
  - #1 for IBM Power for SAP Applications

- **03** SAP Business One
  - SAP Business One on SAP HANA only on SUSE

- **04** Base for S/4 HANA
  - #1 Linux Platform

- **05** Base for SCP
  - SAP Cloud Platform (former HCP – HANA Cloud Platform)

- **06** Base for HEC
  - HANA Enterprise Platform

- **07** SAP IT runs SUSE
  - Boost overall performance up to 60% and achieve 99.99% uptime
Recommended Platform for SAP HANA

Leading Technology Innovation.

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

- High availability with automated failover
- Improved performance to accelerate time to value
- Security hardening through the operating system
- Simple management with SUSE Manager
Overview

Click to jump to section.
IT / Computer Services

- Dimension Data India
- NIIT Technologies
- TVS Infotech
- DELL
- PEEV Consulting
Dimension Data India

www.dimensiondata.com

Dimension Data India, an ICT services and solutions provider that uses its technology expertise, global service delivery capability, and entrepreneurial spirit to accelerate the business ambitions of its clients.

Dimension Data wanted to build a managed cloud services environment for companies of all sizes using SUSE Cloud 5 Platform.

Dimension Data has chosen to recommend SUSE Linux Enterprise Server for SAP Applications which resulted in staff productivity gains, reduced operational costs, and improved system reliability and performance.

“SUSE Linux Enterprise Server for SAP Applications enables Dimension Data to provide new managed services rapidly and reliably, deploy new SAP solutions efficiently and cost-effectively, and deliver the business continuity and performance that our clients need.”

HARCHARAN MITTU
SENIOR TECHNICAL ARCHITECT
DIMENSION DATA
Dimension Data India

www.dimensiondata.com

Organizational Overview

Industry: Computer Services            Employees: 30,000
Headquarters: New Delhi, India        Revenue: $7.5 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story  
Company
NIIT Technologies Ltd. is one of the leading IT solutions providers in India, offering a wide range of managed services to clients around the world.

NIIT Technologies decided to replace its existing UNIX and Windows platforms to maintain high quality services in response to the changing needs and expectations of clients, and keep its competitive edge.

NIIT chose to implement SUSE Linux Enterprise Server and SUSE Linux Enterprise Server for SAP Applications, and slashed client deployment times from up to six weeks to just four hours.

Results included administration costs reduction by 30%, enabling staff to focus on value-added tasks.

“The SUSE solutions provide an incredibly stable platform for our mission-critical systems. In the last decade, 99% of our clients have seen 100% availability.”

RAJESH KS
DELIVERY HEAD APAC
NIIT TECHNOLOGIES LTD
NIIT Technologies

www.niit-tech.de

Organizational Overview

NIIT Technologies works closely with large companies in the financial, insurance, manufacturing, travel and transportation, and distribution industries.

**Industry:** IT

**Employees:** 8000

**Headquarters:** Delhi NCR, India

**Revenue:** $400 Million

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

Explore Related links: Full Success Story Company
TVS Infotech

[Link to TVS Infotech website]

Founded in 1994 and headquartered in Chennai, India, TVS Infotech is a leading provider of managed IT services to enterprises within the manufacturing and automotive sectors.

To maintain its leading position in India’s managed service market, TVS Infotech aims to continually improve service delivery for SAP applications. TVS Infotech selected SUSE Linux Enterprise Server for SAP Applications.

TVS was able to redirect time and resources to enhance customer service quality. It also enabled simple, low-cost scalability and supported business growth.

“Increased energy efficiency, combined with a dramatic reduction in licensing and maintenance costs using the SUSE solution, has reduced our operational expenditure by 30 percent.”

PANIMAYA RAJ
SENIOR SUPPORT ENGINEER
TVS INFOTECH
TVS Infotech

www.tvsinfotech.com

Organizational Overview

Industry: IT

Employees: 250

Headquarters: Rotterdam, Netherlands

Revenue: $6.5 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story Company
www.dell.com

Dell was an American privately-owned multinational computer technology company based out of Round Rock, Texas, United States. On September 7, 2016, Dell Inc. acquired EMC Corporation to form Dell Technologies, restructuring the original company as a subsidiary of Dell Technologies.

The Dell and SAP alliance has delivered strong products and services aimed at enterprise organizations for more than ten years.

Dell and SUSE have collaborated to build Linux-based solutions to complex enterprise IT challenges. SUSE Linux Enterprise Server is tested and validated on all of Dell’s enterprise platforms, including all Dell PowerEdge servers, Dell OpenManage, Dell Storage and Dell Networking.

Results include support for large in-memory workloads, optimized workload performance for SAP applications, high-availability architecture features, including an integrated clustering solution for physical and virtual Linux deployments.
DELL

www.dell.com

Organizational Overview

#1 PC monitor shipper worldwide.  

Employees: 101,800

Industry: Computer Services  

Revenue: $54.9 Billion

Headquarters: Texas, USA

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
PEEV Consulting

www.peevcs.co.za

PEEV CONSULTING SERVICES cc (PCS) was founded by Zdravko Peev in response to rapidly growing demand for his sought-after expertise in SAP and related consulting. Due to his reputation for excellent command across the SAP landscape he became a sought-after implementation partner for a number of the large and celebrated SAP implementations.

Zdravko also became a leading figure in the SAP Training community, and is a widely respected authority and thought leader in SAP and related fields. Today PEEV CONSULTING SERVICES consists of more than 30 SAP Netweaver Technology Experts.

Using SUSE Technologies, Peev Consulting experienced a 90% total cost of ownership saving for customers and a 40% increase in performance for customers.
PEEV Consulting

www.peevcs.co.za

Organizational Overview

Industry: Consulting

Headquarters: Johannesburg, South Africa

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

SACO
Heritage Foods
Kiabi
Calzedonia
Cafe Coffee day
SACO

www.saco-ksa.com

SACO is a leader in the hardware retail and wholesale business, and the largest total-solution home improvement superstore in Saudi Arabia. Saudi Company for Hardware (SACO) operates 27 retail outlets throughout Saudi Arabia and is looking to expand further.

To achieve this, the company needs strong, scalable IT infrastructure to support its business-critical operations, so it migrated its SAP solutions to SUSE Linux Enterprise Server for SAP Applications. With the new operating system in place, SACO benefits from a single, easily contactable source of support, and zero downtime to date—providing a stable platform for further growth.

“Thanks to SUSE Linux Enterprise Server for SAP Applications, we’re getting the proper IT quality and support that our business needs to run smoothly now and as we expand in the future.”

IBRAHIM MAHMOUD
IT DIRECTOR
SACO
Organizational Overview

Established in 1985, SACO is a pioneer in the hardware retail and wholesale business, and the largest total-solution home improvement superstore in Saudi Arabia. SACO has the buying power to import the best quality merchandise from all over the world, from electrical appliances to furniture, which it sells at affordable prices.

**Industry:** Retail  
**Employees:** 1500

**Headquarters:** Riyadh, Saudi Arabia

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

Explore Related links:  
- Full Success Story  
- Company
Heritage Foods

www.heritagefoods.in

One of the fastest growing public listed companies in India, with five business divisions—Dairy, Retail, Agriculture, Bakery and Renewable Energy—under its flagship company Heritage Foods Limited. The poor performance and reliability of Heritage Foods Ltd.’s existing platform for SAP ERP was causing delays and lost sales.

Heritage Foods selected SUSE Linux Enterprise Server for SAP Applications running on Cisco UCS servers as its new platform for SAP ERP. It gained a reliable, high-performance, easy-to-manage platform for SAP ERP, enabled high availability at low cost, with near-zero RPO, boosted performance, cutting runtime for SAP jobs by up to 93 percent.
Heritage Foods

www.heritagefoods.in

Organizational Overview

Industry: Retail
Employees: 3000

Headquarters: Hyderabad, India
Revenue: $370 Million

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

Explore Related links: Full Success Story, Company
Kiabi

www.kiabi.com

French company Kiabi is a privately held clothing retailer with 450 stores across France, Italy, Spain, Portugal, Russia, Morocco, the Netherlands and China.

Kiabi wanted to decrease its dependence only on a single platform such as the UNIX.

Kiabi migrated more than 100 Solaris servers to SUSE Linux Enterprise Server, supporting mostly Tomcat application servers and Oracle database farms, and has since scaled up to approximately 200 servers. This resulted in double performance of certain Oracle databases versus AIX, decreased TCO of IT for logistics by 30 percent, cut time-to-market for new services from weeks to hours.
Kiabi

Organizational Overview

Industry: Retail
Employees: 7500

Headquarters: Hem, France
Revenue: $1.3 Billion

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
Calzedonia

world.calzedonia.com

Founded in 1986 in Verona, Italy, Calzedonia is one of the leading companies in the fashion industry.

Calzedonia’s existing ERP software solution, running on an IBM AS/400 platform, was struggling to keep up with the increasing amounts of data being collected by the company, and this was beginning to impede the company’s growth plans.

Calzedonia decided to replace its existing ERP solution with a comprehensive suite of SAP ERP applications and saved 70% on hardware acquisition costs and 90% on hardware maintenance costs compared to a proprietary solution.
Calzedonia

world.calzedonia.com

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: Verona, Italy  
Revenue: $3.6 Million

SUSE Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links:  
Full Success Story  
Company
Cafe Coffee Day

www.cafecoffeeday.com

Coffee Day Global Limited is an India based company which grows coffee in its own estates of 12,000 acres. It is the largest producer of Arabica beans in Asia exporting to various countries including USA, Europe and Japan.

Café Coffee Day opted to run its SAP ERP application on SUSE Linux Enterprise Server, based on the operating system’s price-performance, reliability and scalability.

To ensure effective support for the entire ERP solution stack, Café Coffee Day selected SUSE Linux Enterprise Server Priority Support for SAP Applications, provided by Wipro Infotech.

Results included improved control over extended supply chain, gained reliable, scalable ERP platform with low cost of ownership, ensured round-the-clock priority support for entire solution stack.
Cafe Coffee Day

www.cafecoffeeday.com

Organizational Overview

Café Coffee Day has 1530 outlets across 29 states of India. Café Coffee Day has also expanded outside India with its outlets in Austria (Vienna), Czech Republic, Malaysia and Egypt.

**Industry:** Retail Distribution  
**Employees:** 5000

**Headquarters:** Chikmagalur, India  
**Revenue:** $200 Million

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

Explore Related links:  
- Full Success Story  
- Company
SAP Netweaver References

Leiden University

Education
Leiden University

www.universiteitleiden.nl

Established in 1575, Leiden University is the oldest in the Netherlands, and one of Europe’s foremost research institutions.

With cloud computing growing in importance for organizations of all kinds, CCUT wanted to ensure that its students gained skills in creating and running cloud services.

Using SUSE, Leiden University saves on external support costs with rapid recovery in the event of unplanned outages, cuts floor space, power technologies and cooling requirements with a consolidated IT infrastructure.

IT has also reduced administration time with a unified management interface along with minimized need for maintenance with a stable deployment of Xen virtualization on SUSE Linux Enterprise Server.
Organizational Overview

Leiden University offers 46 undergraduate and 73 graduate programs of study across seven faculties, and has a total student population of over 23,000.

Industry: Education

Headquarters: Netherlands

SUSE Products: SUSE Linux Enterprise Server for SAP Applications
Fauji Fertilizer Bin Qasim Ltd

www.ffbl.com

ISO-certified manufacturer of granular urea and diammonium phosphate fertilizers.

FFBL wanted to standardize working practices across the company to improve internal efficiencies and to simplify regulatory compliance.

Fauji Fertilizer Bin Qasim Ltd (FFBL) implemented SUSE® Linux Enterprise Server, running on two clustered HP* servers for SAP production.

The solution provides better than 99% availability for the SAP and Oracle environment, supporting FFBL’s 24x7 manufacturing operations.

“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
Fauji Fertilizer Bin Qasim Ltd

www.ffbl.com

Organizational Overview

Industry: Manufacturing  
Employees: 5000+

Headquarters: Rawalpindi, Pakistan

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

Explore Related links:  
Full Success Story  
Company
National Foods Limited

www.nfoods.com

The company sells a wide range of products—including spices, pickles, condiments and other foods—to domestic and international distributors.

National Foods Limited realized that the production planning, cost controlling, and sales and distribution elements of its existing ERP solution were not sophisticated enough to support its growth strategy.

The company looked at Windows, HP-UX and Red Hat Enterprise Linux, before choosing SUSE Linux Enterprise Server for SAP Applications for its superior security, easy manageability, and excellent support from SUSE and SAP.

The solution provides improved security for business-critical ERP systems while reducing the workload for IT administrators by 50%.
National Foods Limited

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

Organizational Overview

**Industry:** Manufacturing

**Employees:** 1700

**Headquarters:** Karachi, Pakistan

**Revenue:** $64.1 Million

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

Explore Related links: Full Success Story, Company
Orbis Oy

[www.orbis.fi](http://www.orbis.fi)

Established in Finland in 1949, the company has subsidiaries in Sweden, Estonia, the US, China and India.

Orbis Oy provides intelligent quality control, testing and measuring systems as well as advanced instrument and component solutions for research and development, production, and after-sales needs of the telecommunication and electronics industries.

Orbis wanted to take advantage of newer ERP functionality, which necessitated a migration to the latest release, SAP ERP 6.0 version of the SAP software.

Using SUSE, Orbis has significantly reduced the total cost of ownership and the ability to deploy virtual test environments without buying additional hardware enabled an extremely rapid and cost-effective SAP upgrade.
Orbis Oy

www.orbis.fi

Organizational Overview

**Industry:** Manufacturing

**Employees:** 200

**Headquarters:** Vantaa, Finland

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

Explore Related links: Full Success Story, Company
Zoppas Industries

www.zoppasindustries.com

Zoppas Industries designs, manufactures and distributes heating systems to customers in Italy and abroad.

With an aging IT infrastructure supporting its core business applications, the company found it challenging to pursue its growth goals. The company’s existing ERP system could not support a multi-lingual working environment, which was becoming a hurdle given Zoppas’ plans to expand internationally.

Using SUSE solutions, the company gained a standardized, enterprise class ERP Solution that sustains its global expansion with fresh agility and performance.

“We view the collaboration with SAP and SUSE as one of the key enablers of our ongoing worldwide growth, now and in the years to come.”

SYSTEM ADMINISTRATOR
ZOPPAS INDUSTRIES
Zoppas Industries

www.zoppasindustries.com

Organizational Overview

Industry: Industrial Products

Headquarters: Treviso, Italy

Products: SUSE Linux Enterprise Server for SAP Applications

Explore Related links: Full Success Story, Company, Video
Software / Technology
SAP Community Network

www.sap.com/germany/community

SAP is one of the world’s largest business software companies, with more than 50,000 employees in 120 countries.

A community of SAP experts, working for customers, partners and SAP. Members collaborate on technical, business process and business intelligence topics.

SAP wanted to provide this important community with access to the SAP NetWeaver platform in a stable, reliable Linux environment that would help developers explore the benefits of SAP applications for their own businesses.

SAP Community Network chose SUSE Linux Enterprise server which provided an online collaboration hub that can support 10,000 concurrent users, reduced per-user infrastructure costs and increased reliability and eliminated unplanned outages.
SAP Community Network

www.sap.com/germany/community

Organizational Overview

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

Industry: Computer services    Employees: 84,183

Headquarters: Walldorf, Germany    Revenue: €22 Billion

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

Explore Related links:    Full Solutions    Company
SAP Netweaver References

Evonik Industries

Geberit

Chemicals & Industry Products
Evonik Industries

www.evonik.de

Evonik Industries is one of the world’s leading specialty chemicals companies, owned by RAG Foundation. Evonik recognized that Linux could potentially improve the reliability and performance of its business-critical applications, while significantly reducing costs.

Evonik chose SUSE Linux Enterprise Server. The project started by testing the performance of SAP NetWeaver Business Warehouse applications on SUSE Linux Enterprise Server and HP BladeSystem servers. When this showed a substantial improvement in performance, the company decided to test the SAP ERP applications as well.

Using SUSE Technologies, Evonik Industries boosted performance of SAP applications run four to five times faster on SUSE Linux Enterprise Server, reduced hardware costs by moving from proprietary systems to x86 platforms, received seamless technical support for both SUSE Linux Enterprise Server and SAP through a single point of access.
Evonik Industries

www.evonik.de

Organizational Overview

Industry: Chemicals
Employees: 33,000

Headquarters: Essen, Germany
Revenue: $15.5 Billion

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

Explore Related links: Full Success Story, Company
Geberit

www.geberit.de

Geberit is a leading manufacturer of sanitary products. The company has 16 production facilities in Europe, China and the USA, and sells its products in 41 countries worldwide.

Geberit wanted to standardize its IT server landscape to reduce the cost and complexity of its IT operations. The company also aimed to increase the flexibility of its SAP ERP solution.

Together with SUSE Gold Partner FRITZ & MACZIOL, Geberit selected SUSE Linux Enterprise Server for SAP Applications as it offered high performance for SAP software combined with extremely responsive and professional support from SUSE and SAP.

Using SUSE Technology, Geberit saved licensing costs and improved overall uptime, improved SAP system performance by up to 60%, and gained integrated support from SUSE and SAP.
Geberit

**www.geberit.de**

**Organizational Overview**

**Industry:** Chemicals

**Employees:** 12,126

**Headquarters:** Rappersil, Switzerland

**Revenue:** $2.74 Billion

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

Explore Related links: Full Success Story, Company
Consumer Goods & Food

Ceylon Biscuits

Vonpar
Ceylon Biscuits

www.muncheelk.com

Ceylon Biscuits Limited (CBL) is one of the largest and fastest growing conglomerates in Sri Lanka.

CBL needed an ERP solution capable of managing complex operations across finance, sales and distribution, manufacturing and logistics, integrating all operations from sales forecasting through to the consumption of the finished products.

CBL opted to deploy SAP ERP—including Production Planning, Materials Management, Plant Maintenance, Quality Management, Sales & Distribution, and Financials/Costing—on SUSE Linux Enterprise Server for SAP Applications.

Using SUSE software, SAP application response times improved by 20 percent versus equivalent platform, cost of ownership reduced considerably compared to UNIX platforms, more than 98 percent availability was offered for business-critical ERP system.
Ceylon Biscuits

www.muncheelk.com

Organizational Overview

Ceylon Biscuits manufactures and markets a number of leading local, regional and global brands in biscuits, confectionery, cereal, organic fruit products and other categories.

Industry: Household Goods

Headquarters: Colombo, Sri Lanka

SUSE Products: SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Server
Established in 1945, Vonpar is one of Brazil’s largest Coca-Cola® franchises, operating in the states of Santa Catarina and Rio Grande do Sul.

When the company decided to introduce a number of new SAP modules, its computing requirements increased from 2,800 SAPS to 12,000. As a result, its existing Windows and Intel infrastructure was no longer able to deliver sufficient performance.

The Vonpar IT team migrated its SAP applications and databases from Windows into eight virtualized SUSE Linux Enterprise Server for SAP Applications environments on three of the new servers.

Results included a stable and highly available environment for SAP applications, reduced hardware costs by 75%, software costs by 20% and power costs by 12.5%.

IT team productivity increased by 30% and administrative workload reduced by 10% to 20%.
Vonpar

www.vonpar.com.br

Organizational Overview

**Industry:** Consumer Goods  
**Employees:** 2500

**Headquarters:** Santa Rita Do Sul, Brazil  
**Revenue:** $700 Million

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

Explore Related links:  
- Full Success Story  
- Company
Daimler AG

Automotive
Daimler AG

www.daimler.com

Daimler AG is a German multinational automotive corporation, headquartered in Stuttgart, Baden Württemberg, Germany.

To make, deploy, run and update applications as easily as possible, Daimler AG aimed to define and maintain a flexible, cost-effective virtual and physical infrastructure.

Using SUSE Linux Enterprise Server for SAP Applications, Daimler cut time taken to provision IT services to 20 minutes, simplifying administration and minimizing business disruption.

SUSE Manager boosted security and efficiency with the ability to patch hundreds of servers at once.

The SUSE solution enabled the migration of thousands of instances from UNIX to SUSE Linux Enterprise Server ahead of the original plan.
Daimler AG

www.daimler.com

Organizational Overview

**Industry:** Automotive

**Employees:** 242,488

**Headquarters:** Stuttgart, Germany

**Revenue:** €149 Billion

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

Explore Related links:  
- Full Success Story
- Company
SAP Netweaver References

Rusan Pharma

Pharmaceuticals
Rusan Pharma Ltd. is a technology-driven pharmaceutical firm specializing in critical pain management, substitution treatment, and psychiatric drugs as well as medicines to combat tuberculosis, opioid addiction and infections.

Rusan Pharma wanted to embark on a bold expansion program without compromising on compliance requirements in all the countries of expansions, and hence needed strong standardized SAP ERP software along with a solid platform to run SAP Applications on.

Using SUSE Linux Enterprise Server for SAP Applications, Rusan Pharma had 40 percent lower costs compared to alternative platforms, excellent reliability for business-critical systems with no unplanned downtime in 2.5 years. This also enabled business growth through conformity with global compliance standards.
Rusan Pharma

www.rusanpharma.com

Organizational Overview

Industry: Healthcare

Employees: 300

Headquarters: Mumbai, India

Revenue: $45 Million

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

Explore Related links: Full Success Story, Company
Healthcare
Vienna Hospital Association

www.wienkav.at

Vienna Hospital Association is one of the largest hospital operators in Europe. The association employs nearly 30,000 people in eleven hospitals in Vienna, Austria.

The Association wanted to streamline its IT operations to ensure the continued delivery of excellent services to doctors, nurses and patients despite shrinking budgets.

The Association decided to optimize the operation of its SAP ERP applications by moving all application servers from a UNIX operating system to SUSE Linux Enterprise Server for SAP Applications.

Using SUSE Solutions helps prioritization of system maintenance and ensures accurate track record and consistent updates across a large number of servers. Reduced IT costs while securing reliability and high performance for SAP applications was also delivered.
Vienna Hospital Association

www.wienkav.at

Organizational Overview

**Industry:** Healthcare  
**Employees:** 3000

**Headquarters:** Vienna, Austria  
**Total Assets:** $5.94 Billion

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

Explore Related links:  
[Full Success Story](#)  
[Company](#)
Research & Engineering
Descon Engineering

www.descon.com

Established in 1977 in Lahore, Pakistan, Descon Engineering provides engineering services to process plants. Today, Descon is a major player in the region, serving the oil and gas, chemical, cement and petrochemical sectors throughout the Middle East.

Descon Engineering Limited (Descon) wanted to bolster its leading position in the engineering and construction services industry. To achieve this, the company decided to migrate from its legacy process management applications to an integrated solution based on SAP ERP software.

Descon decided to implement SUSE Linux Enterprise Server for SAP Applications on its Dell server platform.

Results included, high resiliency to help keep mission-critical SAP ERP applications running at all times, daily administration workload was cut by 63%, and restoration of production services were 80% faster than the legacy environment with the high-availability configuration.
Descon Engineering

www.descon.com

Organizational Overview

**Industry:** Engineering  
**Employees:** 30,000  
**Headquarters:** Lahore, Pakistan  
**Revenue:** $1 Billion

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

Explore Related links:  
- Full Success Story  
- Company
European Space Agency

www.esa.int

Established in 1975 the European Space Agency (ESA) is Europe’s intergovernmental organization for space activities and exploration.

While ESA’s financial applications are not strictly mission-critical, the organization aimed at providing its staff with best-in-class technology to perform their daily tasks from invoicing to accounting and supplier payments.

Following the assessments, ESA chose to migrate its financial applications, both SAP and non-SAP, to SUSE Linux Enterprise Server for SAP Applications. The organization also deployed SUSE Manager for complete lifecycle management of its Linux servers, and SUSE Priority Support for enterprise-class, seamless and integrated support for its entire SAP stack.

Results included better efficiency in financial processes, slashed system maintenance costs by 40 percent in year one and cut energy expense and cooling costs by eliminating 150 physical servers.
European Space Agency

www.esa.int

Organizational Overview

**Industry:** Engineering & Research

**Employees:** 650

**Headquarters:** Paris, France

**Budget:** €5.75 Billion

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

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

www.emmelibri.it/home

Established in 2008 and headquartered near Milan, Italy, Emmelibri provides distribution and commercial services to several companies within the Italian publishing sector. The company strives to improve its support to both the traditional business of brick-and-mortar bookshops and the digital operations of online resellers.

The requirement for faster, more cost-effective and scalable service delivery to ensure that publishing companies can keep flourishing whatever their chosen business model.

The SUSECON event helped Emmelibri realize that SUSE Linux Enterprise Server for SAP Applications was the best solution for their long term strategy.

Using SUSE Technologies, boosted processing capacity for business-critical SAP applications, helped to save 25% in software and hardware licensing costs, offered a clear, realistic roadmap for future requirements.
Emmelibri

www.emmelibri.it/home

Organizational Overview

**Industry:** Publishing

**Employees:** 200

**Headquarters:** Milan, Italy

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

Explore Related links:  
- Full Success Story
- Company
- Video
Standard Media Group

www.standardmedia.co.ke

Standard Media Group owns a large number of national media platforms catering to the Kenyan public, including The Standard newspaper and the Kenya Television Network.

Standard Media wanted to deploy an enterprise resource planning (ERP) solution that would provide a shared core of functionality surrounded by specialized applications for finance, sales, marketing, HR, procurement and more. The company knew that such a solution would enable better visibility and control over its business.

Standard Media deployed SUSE Linux Enterprise Server for SAP Applications, which provides a pre-tested operating system tuned to support SAP ERP.

Results included lower costs compared to alternative platforms, enhanced security around business-critical systems, standard media enablement to run unlimited virtualized machines at no extra cost and reduced time to apply patches by 80 percent.
Standard Media Group

www.standardmedia.co.ke

Organizational Overview

**Industry:** Media & Entertainment  
**Employees:** 1000

**Headquarters:** Nairobi, Kenya

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

Explore Related links:  
- Full Success Story  
- Company
Wien Ticket

www.wien-ticket.at/en/home

Based in Vienna, Austria, WIEN-TICKET is one of the country’s leading service providers for entertainment and events companies. Offering tickets for a huge variety of shows, museums and sporting events means that traffic on WIEN-TICKET’s on-line platform is always high. Particularly in the run up to popular events, WIEN-TICKET must be able to cope with sudden spikes in demand to ensure that customers can purchase tickets rapidly and reliably.

After performing a comprehensive analysis to identify any potential operational risks, WIEN-TICKET partnered with IT firm Schwaar to migrate its core ticketing system to SUSE Linux Enterprise Server for SAP Applications.

Results included, reliable and prompt support, a platform that grows with future requirements and 100-percent uptime for ticketing application.
Wien Ticket

www.wien-ticket.at/en/home

Organizational Overview

Together with over 700 resellers, WIEN-TICKET operates a large sales network and handles ticketing for theatre performances, classical music recitals, musicals, pop and rock concerts, museums, as well as sporting events and a high-speed catamaran cruise line.

**Industry:** Media & Entertainment  
**Employees:** 55

**Headquarters:** Vienna, Austria  
**Revenue:** $3.8 Million

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

Explore Related links:  
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ONGC Tripura Power Company

Energy / Gas
ONGC Tripura Power Company

www.otpcindia.in

ONGC Tripura Power Company Limited (OTPC) is a joint venture between three organizations: Oil & Natural Gas Corporation Limited (ONGC), Infrastructure Leasing and Financial Services Limited, and the Government of Tripura.

OTPC needed to ensure that its business management systems could keep pace with its growth. OTPC wanted an integrated, end-to-end ERP solution specifically tailored to its needs as an energy company.

Using SUSE Linux Enterprise Server for SAP Applications, ONGC achieved rapid deployment of stable SAP ERP environment, cut TCO by up to 70 percent versus UNIX-based solution, reduced software costs by up to 30 percent versus Red Hat Enterprise Linux and gained access to integrated, single-source support from SUSE for the full SAP ERP stack.
ONGC Tripura Power Company

www.otpcindia.in

Organizational Overview

**Industry:** Energy & Utilities

**Employees:** 33,560

**Headquarters:** Dehradun, India

**Revenue:** $21 Billion

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

Explore Related links:  
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- Company
New South Wales Fire Brigade
New South Wales Fire Brigade

www.fire.nsw.gov.au

New South Wales Fire Brigades (NSWFB) is the state government agency responsible for managing fire emergencies across cities and towns in rural and regional NSW. The organization also carries out rescues, deals with hazardous materials incidents, and supports other agencies during and after bushfires, storms, floods and other emergency situations.

The NSWFB needed to find an operating system that would combine exceptionally high availability, performance and reliability with low total cost of ownership. After evaluating other operating systems, the organization chose SUSE Linux Enterprise Server with VMware virtualization software, a combination certified by SAP.

Results included reduced hardware costs by migrating to virtualized Linux servers, enabled greater flexibility and speed of response to new requirements, improved the ease and speed of IT disaster recovery.
New South Wales Fire Brigade

www.fire.nsw.gov.au

Organizational Overview

The NSWFB has a network of 339 fire stations and a fleet of 883 vehicles.

Industry: Government  Firefighters: 6700

Headquarters: Sydney, Australia

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

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