Fujitsu ETERNUS Business-Centric Storage

A Decade of Data Storage Innovation

shaping tomorrow with you

Start here →
It is always a deeply satisfying experience to enable customers to achieve their goals. In this document, we share a few of our success stories from last year, with the hope that these will inspire many more.

The possibilities are infinite!

From America to Japan, ETERNUS business-centric storage solves data storage challenges across the world!

<table>
<thead>
<tr>
<th>#Government, #Public Sector</th>
<th>#Logistics</th>
<th>#IT Services</th>
<th>#Retail</th>
<th>#Manufacturing, #Civil Engineering</th>
<th>#Healthcare</th>
<th>#Financial Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>The City of Calhoun, Georgia, USA</td>
<td>Zech GmbH, Germany</td>
<td>Software AG, Germany</td>
<td>Choithrams, UAE</td>
<td>pelzGROUP, Germany</td>
<td>Provincia Religiosa di San Pietro, Italy</td>
<td>Sparinvest, Denmark</td>
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<td>Gwangju City Hall, Republic of Korea</td>
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<tr>
<td>City of Veenendaal, Netherlands</td>
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<td>Noris network AG, UAE</td>
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<td>Harrer Ingenieure GmbH, Germany</td>
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<td>Hyakugo Bank, Japan</td>
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</tbody>
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The possibilities are infinite!
Digital services are important not just for our 150 users but also for all our citizens, so ensuring maximum availability is our responsibility. Fujitsu and Pinnacle NetworX have helped us achieve this.

Brad Carrick, Director of Telecommunications, City of Calhoun

Implementing PRIMERGY (FUJITSU Server PRIMERGY RX300) and ETERNUS systems (ETERNUS DX90 and ETERNUS DX100) helped The City of Calhoun increase the reliability of their digital services.

ETERNUS DX series aligns storage resources with business priorities, thus enabling higher system utilization and delivering increased system consolidation capabilities as well as a faster ROI.

Result

- In-built resilience ensures optimal availability in the event of failure
- Ease of management enables IT team to focus on more strategic tasks
- Smaller physical estate results in space and energy savings
- Fujitsu 'Call Home' feature ensures maximum uptime
Gwangju City Hall

ETERNUS DX8000 series ensures robust and round-the-clock data performance to support the CCTV system of Gwangju City Hall in the Republic of Korea.

Gwangju City Hall implemented the FUJITSU Storage ETERNUS DX8700 system to ensure the best performance necessary for robust operations around the clock.

**Result**

- Development of an integrated control environment by combining individual CCTV and storage resources (DVR/NVR) into a single storage environment
- Cost-effective and flexible solution
- Since adopting the system, there has not been a single serious malfunction or error, assuring Gwangju City Hall of a stable system

Gwangju City Hall implemented a new FUJITSU Storage ETERNUS DX8000 series storage system to support the storage and management of 4 TB of data from its network of 4,200 CCTV cameras.
City of Veenendaal

The new Fujitsu ETERNUS All-Flash storage cluster has transformed application and database performance significantly at the City of Veenendaal.

The City of Veenendaal replaced its aging storage system with two FUJITSU Storage ETERNUS AF250 devices, delivering improved performance, disaster recovery and scalability.

**Result**
- Application performance has improved significantly, making users more productive
- Scalable storage capacity can be extended to neighboring municipalities, thus lowering the TCO
- Fujitsu management application provides instant, total visibility of performance and workloads across the estate
- Disaster recovery via synchronous replication provides peace of mind

“The new Fujitsu ETERNUS All-Flash storage cluster has transformed our application and database performance and allowed us to extend that performance to multiple partners within the valley.”

J. Visser, IT Manager, City of Veenendaal
FUJITSU PRIMEFLEX for VMware vSphere enabled us to replace our entire architecture in 24 hours. Now we benefit from rapid processes and short load times, even with very large data volumes.

Steffi Hoppenthaler, Managing Director, Zech GmbH

Wholesale and logistics enterprises count on ETERNUS storage to maintain the reliability of their digital services.

Integrated System PRIMEFLEX for VMware vSphere speeds up processes and load times for large data volumes at specialized wholesaler Zech.

Using FUJITSU PRIMEFLEX for VMware vSphere (including FUJITSU PRIMERGY RX2530 and ETERNUS DX200), wholesaler Zech was able to replace, virtualize and consolidate its entire IT architecture in just one weekend.

**Result**
- Simple and rapid deployment thanks to pre-configuration
- All components have been tested, optimized and validated for VMware
- A high degree of scalability guarantees future viability
- Optimum price/performance ratio
- Recovery time of only four hours
- Improved IT system performance and faster processes

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Steffi Hoppenthaler, Managing Director, Zech GmbH

Wholesale and logistics enterprises count on ETERNUS storage to maintain the reliability of their digital services.
“Our remit was to create a backup data center we could use for disaster recovery. We needed to be able to restart certain services, including the mainframe applications on BS2000 and z/OS, quickly.”

Michael Engel, BS2000 System Administrator Global Information Service – Mainframe, Software AG
We needed a powerful, high-capacity storage system that also provided good value for money. That’s why we chose the FUJITSU Storage ETERNUS DX600.

Jörn Westermann, Head of Cloud & Infrastructure, noris network AG

High-capacity ETERNUS DX600 hybrid storage systems help noris network consolidate large data volumes.

Switching to Fujitsu ETERNUS hybrid storage (ETERNUS DX600) systems reduced access times and safeguarded the company’s critical just-in-time processes.

Result
- Redundant and highly scalable storage
- Maximum robustness
- Straightforward scalability
- Good value for money and excellent support

“We needed a powerful, high-capacity storage system that also provided good value for money. That’s why we chose the FUJITSU Storage ETERNUS DX600.”

Jörn Westermann, Head of Cloud & Infrastructure, noris network AG
I'm delighted to report that Fujitsu gave us the commitment, support, and performance we were looking for. The local team is incredibly supportive. We know we can depend upon them.

Arunachalam Palaniappan, Chief Technology Officer, Choithrams

ETERNUS storage helps retail businesses manage data growth, improve processes, optimize supply chains and revolutionize business.

Choithrams

PRIMEFLEX for SAP HANA speeds up billing and performance five times faster for Choithrams Supermarket and Department Store.

Choithrams used pre-configured Integrated System PRIMEFLEX for SAP HANA®, consisting of PRIMERGY servers, ETERNUS storage (ETERNUS DX200 with 28 TB storage), and Brocade Networking Solutions switches, running SAP HANA on SUSE and VMware to replace their aging SAP platform.

**Result**

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

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Arunachalam Palaniappan, Chief Technology Officer, Choithrams

Country: UAE
Industry: Retail
www.choithrams.com/en

ETERNUS storage helps retail businesses manage data growth, improve processes, optimize supply chains and revolutionize business.
ETERNUS storage helps manufacturing and engineering companies access critical data and transform data into business intelligence at every step of the supply chain.

pelzGroup

ETERNUS All-Flash systems accelerate business-critical applications at pelzGROUP, besides offering vast reserves for business growth.

For pelzGROUP, moving to a pair of FUJITSU Storage ETERNUS All-Flash systems (ETERNUS AF250) has reduced access times and safeguarded critical just-in-time processes.

Result
- Redundant, future-proof storage system
- Business-critical applications now run ten percent faster
- Not one minute of downtime during the conversion

"The smooth and uncomplicated way in which the conversion to the FUJITSU Storage ETERNUS All-Flash systems was carried out – without a moment of downtime – really set this solution apart."

Jan-Peter Raichle, IT Team Leader, pelzGROUP
With FUJITSU PRIMEFLEX for Microsoft Storage Spaces Direct, Fujitsu and Bechtle delivered a cutting-edge, hyper-convergent solution that perfectly matched our expectations regarding performance and long-term viability.

Matthias Gerold, Managing Partner, Harrer Ingenieure GmbH

Harrer Ingenieure GmbH

Integrated System PRIMEFLEX for Microsoft Spaces Direct provides a stable technical foundation for business expansion at Harrer Ingenieure GmbH.

Working closely with its partner Bechtle, Fujitsu implemented a high-performance and viable IT architecture on the basis of a Microsoft Storage Spaces Direct hyper-converged cluster under Windows Server 2016 along with various certified hardware components (PRIMERGY RX2540, ETERNUS JX40 S2 and ETERNUS LT40) from Fujitsu.

Result

- Modern, fail-safe and scalable hyper-convergent infrastructure
- Optimum price/performance ratio
- Risk minimization through transparent failover
- Stable technical basis for business expansion due to increased capacity and performance
- Reduced pressure on own IT staff through comprehensive service agreements

“With FUJITSU PRIMEFLEX for Microsoft Storage Spaces Direct, Fujitsu and Bechtle delivered a cutting-edge, hyper-convergent solution that perfectly matched our expectations regarding performance and long-term viability.”

Matthias Gerold, Managing Partner, Harrer Ingenieure GmbH

www.harrer-ing.net/en
Performance, form factor, energy consumption, and the option to customize machines were the factors that persuaded us to adopt the Fujitsu customer solution, with the support of PCS Group.

Paolo Franchi, Systems Manager, Provincia Religiosa di San Pietro

ETERNUS storage efficiently manages healthcare data explosion and enables actionable insights.

Provincia Religiosa di San Pietro

ETERNUS DX200 and ETERNUS DX100 help Ospedale San Pietro Fatebenefratelli increase the storage usage rate from 50% to 80%, fueling growth, particularly with archiving medical imaging reports.

The Provincia Religiosa di San Pietro selected Fujitsu to update its storage infrastructure and desktop PCs, thus cutting energy consumption and response times.

Result
- 25% reduction in help desk response times
- 50% saving on energy costs in relation to clients
- Greater use of storage space: from 50% to 80%
- Enhanced data and access security

Country: Italy
Industry: Healthcare
www.provinciaromanafbf.it

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Paolo Franchi, Systems Manager, Provincia Religiosa di San Pietro
Fujitsu All-Flash storage is less expensive to run, more reliable and better performing – it really ticks all the boxes. It's also scalable so we can easily add more capacity in the case of acquisitions.

René Steen, Head of IT Operations, Sparinvest

Sparinvest has deployed FUJITSU Server PRIMERGY systems and FUJITSU ETERNUS All-Flash storage to improve application performance, increase reliability and reduce energy costs.

**Result**
- Application response time is three times faster for improved productivity
- Storage energy consumption has reduced by 70% for lower running costs
- Easy scalability means the solution can grow with the company
- Having no of moving parts, such as fans, means there is less risk of failure and thus improved availability

“Fujitsu All-Flash storage is less expensive to run, more reliable and better performing – it really ticks all the boxes. It’s also scalable so we can easily add more capacity in the case of acquisitions.”

René Steen, Head of IT Operations, Sparinvest
Hyakugo Bank

Microsoft SharePoint environment based on Fujitsu’s own internal communication architecture helps innovate the work style of employees at Hyakugo Bank.

Hyakugo Bank replaced its aging Lotus Notes infrastructure with a Microsoft SharePoint environment based on Fujitsu’s own internal communication architecture using FUJITSU PRIMERGY and ETERNUS Storage.

Result
- Improved productivity and operational efficiency via refreshed information infrastructure
- Single sign-on and secure internet browsing from the same end user devices
- Consolidated information management and internal communications via web portal

“The fact that Fujitsu has been using the Microsoft solution for its internal communication platform was a big factor in our choice.”

Shinji Tanaka, System Planning Manager, Hyakugo Bank
We are family –
ETERNUS AF and ETERNUS DX

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