FISBA AG

Bechtle Schweiz AG

With over 65 offices in Germany, Austria and Switzerland, Bechtle is among the most important system partners in German-speaking territories. Bechtle has 13 offices covering all of Switzerland's language regions. Bechtle's IT system houses support their clients with services ranging from IT strategic consulting to hardware and software deliveries, project planning and project execution to the full operation of the IT solution by Managed Services. Cross-regional competence centres and training centres round off the range of services. Bechtle is a HPE Platinum Partner and the Bechtle IT System House in Zurich has been a certified SAP HANA Competence Centre since the beginning of 2012 with its specialised team that focuses on SAP HANA.

The challenge

• Existing ERP environments no longer fulfil business requirements
• Heterogeneous system landscapes with numerous peripheral systems and additional tools
• Insufficient computing power for complex simulations and analyses
• Business key figures not available in real time
• No mobility connections to ERP
• Proprietary ERP solution makes data exchanges with suppliers and customers difficult
• Higher support requirements for heterogeneous system landscapes

The solution

• New “on-premise” complete IT solution based on two HPE ConvergedSystem 500 solutions for SAP HANA
• ERP Business Suite SAP S4/HANA as an ERP environment
• Extended HPE SAP HANA CoE Solution Level Support
• Optimum fulfilment of disaster recovery requirements with SAP HANA system replication

The result

• Significant increase in performance for analysis, simulation and ERP processes
• Faster reactions to market changes thanks to immediate data availability
• Maximum operating and data security thanks to complete redundancy
• Homogeneous infrastructure simplifies maintenance and monitoring
• Simple extension through modular structure
• Single point of contact for all support issues

FISBA focuses on HPE and SAP HANA

Globally renowned precision lenses require the best IT support. This is why the Saint-Gall-based company FISBA is currently migrating its ERP environment to the ERP Business Suite SAP S4/HANA and two fully redundant HPE ConvergedSystem 500 solutions for SAP HANA. With the high performance, integrated In-Memory platform, analyses and simulations will be available much more quickly than before. This will help FISBA defend its leading position in the market even more effectively.
Case Study FISBA AG

Customer profile
FISBA – a global leader in the domain of precision lenses
FISBA is a leading provider of optical systems and components all over the world. In close cooperation with the customer, the high-tech company from Saint-Gall develops and manufactures technologically demanding, highly precise and customer-specific components and microsystems, laser modules and micro lenses, as well as lens components for industrial applications. The products and components of FISBA are used, among other things, in medical and analysis technology, industrial image processing, the semiconductor industry and also space technology. For example, the landing device Philae, which successfully landed on the comet Chury in 2014 in the scope of the Rosetta mission of the European Space Agency (ESA), contained micro lenses from FISBA. FISBA employs around 300 people at its head office in Saint-Gall and at subsidiaries in Germany and the USA. The company has a powerful in-house IT infrastructure, which is managed by its own 7-man team.

Initial situation
The business needed more ERP power
Its demanding project business and the complex value creation chain – FISBA conducts research, develops and manufactures in-house and works together with numerous external partners – place significant demands on the IT. Its somewhat outdated ERP environment was no longer able to cover the requirements of the business. The Head of IT at FISBA, Tom Roorda, explained: “Analyses and simulations that are based on huge amounts of data, are becoming increasingly important in development and operative business. Business key figures need to be available in real time nowadays. Our heterogeneous system landscape with numerous peripheral systems and additional tools, which had grown significantly over time, was no longer able to fulfill our requirements and furthermore the maintenance costs were very high. In order to provide the required performance boost in the areas ERP and data analyses, we would have had to perform a release change with the current system. We decided against this, and instead wanted to use the situation for a general reorientation.” The IT specialists at FISBA defined the most important aspects of the system specifications in close cooperation with the users. The following were required:

- a high performance, integrated platform to support the business-critical analysis and ERP processes
- on-premise operation in own server rooms
- the highest possible level of standardisation with hardware and software
- a single point of contact and outstanding support
- future-proof and extensible for mobile networks
- Enterprise Content Management, IoT (Internet of Things) and Big Data
- optimum cost/benefit ratio

Solution
HPE ConvergedSystem for SAP HANA – high-performance In-Memory platform
Following a detailed evaluation, FISBA chose a completely new IT solution based on two HPE ConvergedSystem 500 solutions SAP HANA. With these appliances, which have been specially designed for operation with the latest ERP Business Suite SAP S4/HANA, time-consuming hard drive access for reading and writing data is no longer required, thanks to cutting-edge In-Memory technology. All data is held consistently in RAM, and no differentiation is made between analysis and transaction data. This means very large quantities of data can be processed, analysed and evaluated in real-time. The two appliances were installed by hardware partner Bechtle in a fully redundant manner. Reto Gennoni, Head of the SAP HANA Competence Center of Bechtle Switzerland, explains: “The two HPE ConvergedSystem 500 appliances have been configured as dual-purpose appliances, which means that if one instance fails, the second one will be started immediately via the SAP HANA system replication and take over operative activities in around 15 minutes without any data loss. The highest levels of data security and business continuity are thus ensured at all times.” Thanks to the modular, standards-based architecture, FISBA can increase capacity easily if requirements rise in the future. The appliances were configured precisely by HPE in line with the customer specifications before they left the factory. And thanks to the extended HPE SAP HANA CoS Solution Level Support, the appliances are proactively monitored around the clock by HPE.

Result
Impressive computing speed and a guaranteed future-proof solution
FISBA draws a very positive interim conclusion from the project. IT Manager Roorda: “Even during the test phase prior to the go-live, the outstanding performance of the integrated HPE-SAP platform really impressed us. Analyses and simulations that we used to have to run overnight in the old system can now be completed in a matter of minutes. With the HPE ConvergedSystem and SAP S4/HANA, we are now well equipped for the future. The platform will enable us to implement user-friendly mobility and bring-your-own-device concepts. The internationally recognised and widely used SAP ERP standard facilitates the direct electronic import of customer and supplier data. This enables us to digitalise and automate processes from batch management to invoicing – time-consuming conversions and manual data entry, which is prone to errors, are therefore a thing of the past. We have thus moved one big step closer to the vision of a completely digitalised company with this platform.” The IT manager also stressed the importance that the support and the reduction in the number of interfaces had when choosing a system. “Together with the appliance solution, we also receive preferential support from HPE due to the HPE SAP HANA CoS Solution Level Support which includes ultra-short reaction times. Because our machines were configured individually in the factory, all of the data is available to the HPE support specialists immediately, instead of having to be requested first of all, which can be tedious. With our partner Bechtle, we have a single point of contact for all hardware and operating system issues.” FISBA consciously chose a system configuration with sufficient reserves, in order to be able to cover future requirements without any problems. IT Manager Roorda: “We want to eliminate as many peripheral systems as possible over the next few months and years, and cover the respective functionalities with our new SAP S4/HANA Suite.”

“We chose Bechtle IT System House in Zurich as our partner because of their outstanding technical SAP HANA expertise.”
– Tom Roorda
Head of IT FISBA

“Analyses and simulations, which currently take very long, will in future be much faster and available in real time.”
– Tom Roorda
Head of IT FISBA

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Case Study