



HP e3000 transition customer references

March 2005

© 2005 Hewlett-Packard Development Company, L.P.
The information contained herein is subject to change without notice.



Download the complete stories



Lindauer DORNIER
GmbH, Germany

www.hp.com/go/e3000

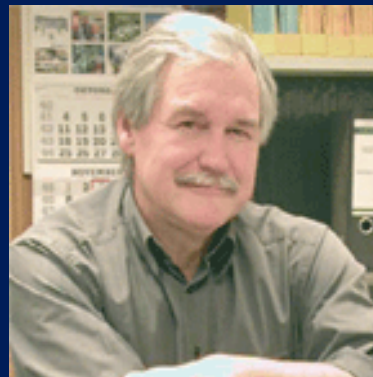
click on "Case Studies"



Oy Porasto Ab,
Finland



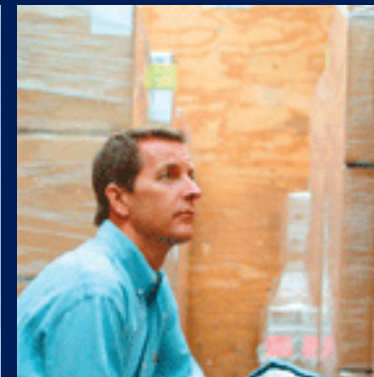
SCI, France



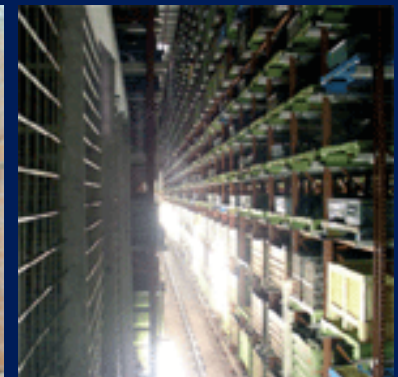
Gould Electronics
GmbH, Germany



HRM Software AG
Switzerland



ANJAC, France



GKN Walterscheid
GmbH, Germany

Lindauer DORNIER GmbH, Germany

Manufacturing



- One of the world's leading manufacturers of textile weaving and finishing machines; industrial dryers and film stretching machines
- 1400 staff; subsidiaries in the United States and in China
- 18 IT professionals in Germany, the United States, China and India

Prior to migration



- 2 x HP e3000 using MPE/iX
- HP Cobol compiler
- TurboIMAGE database
- VPLUS user interface
- Proprietary ERP application

After migration



- 2 x HP 9000 rp7410/4 running HP-UX 11i, cluster configuration
- MicroFocus compiler
- Oracle database
- PC look and feel GUI
- Proprietary ERP application

Benefits achieved

- Scalability
- Openness
- Protection of intellectual property

The HP difference: HP-UX host-based disk mirroring, virtual disk array storage, SAN, and MC/ServiceGuard help to maximize the availability of mission-critical services



“The transition from HP e3000 running MPE to HP 9000 running HP-UX has enabled us to protect almost 30 years worth of investment in ERP expertise.”

Peter Herpich, IT Manager
Lindauer DORNIER GmbH, Germany

DORNIER

SCI, France

IT Service Provider



- Operates and manages a data center for nine agricultural and viticultural cooperatives plus two agricultural trading companies in south-western France
- Three IT professionals cater to the needs of 100 users of trading applications
- Consolidated from ten HP e3000 servers at 9 sites to three HP 9000 servers at 2 sites

Prior to migration



- 10 x HP e3000 using MPE, distributed across 8 sites
- TurboIMAGE database
- Cognos Powerhouse
- Tailored applications

After migration



- 1 x HP 9000 rp5430/2-way and 1 x rp2405/2-way for production, 1 x rp5430/1-way for development, 2 sites
- Eloquence database
- Cognos Powerhouse
- Tailored applications

Benefits achieved

- More performance, reduced costs
- Vastly reduced TCO
- Ease of data management
- Investment protection and reduced licensing fees
- Same look and feel

The HP difference: Cost-efficiency through server consolidation; ease of management; scalability; quantum leap in performance

“ The migration from HP e3000 to HP 9000 has enabled us to consolidate our server landscape from nine sites to merely two sites. Our TCO has dropped by two thirds.

One of our heaviest processes used to take 10 minutes to complete. Using the same data, this process now completes in 28 seconds with a real-life Eloquence database and in a mere 18 seconds with C-ISAM flat files.”

Eric Pannaud, System Information Manager
SCI, France



Oy Porasto Ab, Finland

ISV, ASP



- Independent Software Vendor and Application Service Provider for pension funds and foundations in Finland
- Develops and provides applications to more than 30 customers
- Maintains 180+ databases

Prior to migration



- 1 x HP e3000 928RX for development, 1 x HP e3000 A500 with 2 CPUs for production
- HP Cobol compiler
- TurboIMAGE and ALLBASE/SQL DBs
- IMAGE wrapper
- MPE Emulation tool
- VPLUS tool

After migration



- 1 x HP 9000 rp2340 for development, 1 x HP 9000 rp3440 with 2 CPUs for production
- Acucobol Cobol compiler
- Oracle database
- ORDAT ti2SQL
- Ordina Denkart MPUX™ (MPE emulation subsystem)
- Ordina Denkart edwin

Benefits achieved

- The stability and reliability of the previous platform plus greater performance and scalability
- Efficient source code conversion
- Standard solution
- No major changes in the source code for DB access
- Supports MPEspooler and commands



“Our choice was to either migrate or rewrite our applications. While the migration from HP e3000 to HP 9000 requires time and effort, rewriting would take more of both—by orders of magnitude.”

**Matti Meriläinen, Director of Information Management
Oy Porasto Ab, Finland**



HRM Software AG, Switzerland

Software



- Develops and provisions accounting and case handling applications for compensation funds and social security agencies in Switzerland
- Showcases migration from HP e3000 to Microsoft®/Intel® servers
- 20 IT staff

Migration components



- Graphical User Interface
- Database
- IMAGE wrapper
- Compiler
- Application maintenance
- Print and output management

Technology used



- Robust Systems VB-View
- Oracle and SQL
- ORDAT ti2SQL
- MicroFocus Cobol compiler
- Whisper ProgrammerStudio
- HRM Xprint/HE output management

Benefits achieved

- Visual Basic client on PC
- Standard databases
- Smooth transition
- Minimum effort, fast results
- Ease of maintenance
- Delivering added value to the customer

HRM added value: HRM Xprint/HE, a print and document management solution that runs on Windows®, generates Crystal Reports for creating PDF, HTML, or paper documents



“Particularly for small organizations, Microsoft Windows® on the Intel platform is a cost-effective migration option. We rely on a hands-on methodology that works—and that gives our customers added value.”

Hans Rudolf Mathieu, CEO
HR Mathieu Software AG, Switzerland



HR Mathieu Software AG

GKN Walterscheid GmbH, Germany

Manufacturing



- World market leader in drive line and attachment systems for tractors, self-propelled vehicles and agricultural machinery
- GKN operates in 30+ countries and employs more than 40,000 people
- The company's automated high-bay warehouse operations rely on a proven ERP application tailored to its specific requirements

Prior to migration



- HP e3000/918LX, PA-7100 processor, using MPE/iX
- HP Cobol compiler
- TurboIMAGE database
- VPLUS user interface
- Proprietary ERP application

After migration



- HP 9000 rp2470, PA-8600, 550-MHz, using HP-UX 11i
- Micro Focus compiler
- Eloquence database
- MicroFocus NetExpress
- Proprietary ERP application

Benefits achieved

- High performance
- Scalability
- Openness
- Protection of intellectual property
- Versatility plus the ability to connect standard PCs as peripherals

The HP difference: Impressive performance of the customer's ERP application on the HP 9000 server. Also, HP-UX supports PCs as peripherals for enhanced user productivity.

“The migrated ERP application provides exactly what we were looking for—the same functionality with greater stability and greater performance plus a number of significant usability improvements.”

Helmut Bardeli, CIO
GKN Walterscheid GmbH , Germany



ANJAC, France

Industrial Wholesale



- Group of wholesale companies and subsidiaries based in France
- Distribution of technical equipment for construction and manufacturing
- 125 sales points in France, 1 800 employees, annual revenues €380 million
- More than 200,000 references available in inventory

Prior to migration



- 1 x HP e3000 959 server using MPE/iX
- HP Cobol compiler
- TurboIMAGE database
- Custom applications

After migration



- 1 x HP 9000 rp5470 production server,
- 1 x HP 9000 rp2405 development server,
- 1 x HP 9000 rp2470 front-end server
- MicroFocus Cobol compiler
- Oracle database
- Custom applications

Benefits achieved

- Greater performance and openness
- Solid foundation for future developments
- Scalable standard solution
- Continuity and user acceptance

The HP difference: Adaptability through openness for a richer set of libraries and tools; facilitated development of new web based functionalities; readiness for growth



“Following the HP e3000 migration to HP 9000, our core applications provide the same look and feel—and we are now in an excellent position to expand our application portfolio.”

**René Raffray, Chief Information Officer
ANJAC Group, France**

A N J A C

Gould Electronics GmbH, Germany

Manufacturing



- German subsidiary of a leading manufacturer and global supplier of hyperpure, electronic grade copper foil for the PCB industry
- Around 35 users rely on the company's proprietary ERP system and sales applications
- Also deploys a number of standard accounting and commercial applications

Prior to migration



- 1 x HP e3000 server using MPE/iX
- HP Cobol compiler
- TurboIMAGE database
- IMAGE wrapper
- Mix of proprietary and standard commercial applications

After migration



- 1 x HP 9000 server using HP-UX 11i
- Acucorp Cobol compiler
- Oracle database
- ORDAT ti2SQL
- Mix of proprietary and standard commercial applications

Benefits

- Future-proof and scalable server platform
- Data sharing during transition
- Ease of migration
- Minimal changes in the source code for DB access
- Cost effectiveness plus same look and feel

The HP difference: High availability for 24x7 production environment; loaner for smooth and cost-effective transition

“We have defined the elements and the tools for our HP e3000 to HP 9000 migration. What I’ve seen and heard at the HP e3000 community’s conferences confirms that we’re on the right track.”

Theo Danzeisen, MIS
Gould Electronics GmbH , Germany



Salomon Sports, France

Manufacturing



- Global leader in winter sports equipment, clothing, and footwear
- Reported annual revenues of €658 million in 2003
- A MetaWare-HP joint project migrated Salomon's COMFIL business application from MPE/iX to the HP-UX platform

Prior to migration



- 2 HP e3000's with MPE/iX
- IMAGE database
- HP Cobol II
- VPLUS screen design
- COMFIL, important internal application, used by 14 subsidiaries worldwide to manage orders, delivery, and invoicing of 10 million products per year

After migration



- HP 9000 with HP-UX 11i
- Oracle® 9i database
- Oracle® 9iAS TP monitoring
- COBOL MicroFocus®
- JSP/HTML screen design
- COMFIL migrated by MetaWare and HP to HP-UX platform

Benefits achieved

- Solution now allows integration of advanced technology (SGBDR, J2EE, data warehouse, JSP, etc.)
- Migration has improved COMFIL's openness; new technology makes business teams' work easier
- Migration allowed removal of some structural and historical limits of the application

“The installation and learning of a new business management application solution was presenting a major risk of degradation of our customer relationships and, consequently, of our sales. Therefore, Salomon has retained the only migration option able to guarantee an equivalent quality level without generating any perturbation—neither for our subsidiaries nor our customers.”

Thierry Desaleux, Salomon Informatics Manager
Salomon , France



Columbia Steel, U.S.A.

Manufacturing



- Manufacturer of wear-resistant steel and iron alloy replacement parts
- 400 employees, annual revenues between US \$50 - 100 million
- Relies on an in-house application for accounting, purchasing, order processing, sales quotations, and manufacturing schedules

Prior to migration



- HP e3000 with MPE/iX
- IMAGE database
- HP Cobol II
- In-house application

After migration



- HP 9000 with HP-UX 11i
- MPUX™ (MPE emulation subsystem)
- Eloquence® database
- Windows development workstations
- ACUCOBOL-GT® from Acucorp
- In-house application

Benefits achieved

- Migration within budget and on schedule
- The functionality of the proven in-house application plus greater performance and scalability
- Same look and feel, no need for employee retraining
- Reports run 10-15 times faster, dramatically increasing worker productivity



“Portability is an important thing for us. We don’t plan to move our applications to another platform, but it’s nice to know we can with Acucorp.”

Rex Dickey, IT Director
Columbia Steel Casting Co., Inc.





i n v e n t