

Microsoft Case Study: REALTECH supports migration at Danfoss

Industrial giant Danfoss had run its SAP R/3 software on Oracle and UNIX for years. But when a key system needed to scale to support 1,500 users, up from 600, the cost was prohibitive. Instead, the company decided to migrate to R/3 on Microsoft Windows 2000 Advanced Server and SQL Server 2000 Enterprise Edition, running on Hewlett-Packard ProLiant servers.

: success story

Danfoss

Danfoss

Migration over a single weekend

When Danfoss first considered moving the UNIX and Oracle-based R/3 system to the Windows, SQL Server and HP platform, it was advised by a consultant that the migration would take a week. Danfoss considered that too long for a mission-critical system to be out of production, so Danfoss turned again to consider a UNIX solution. Meantime, Christian Koch (Manager IT Operations at Danfoss) and his colleagues attended the annual SAPPHIRE conference, where they met consultants from REALTECH who proposed that, with testing to optimize the process, the migration could be completed over a single weekend. The Windows and HP solution again became the preferred choice.

Benefits

The result cut TCO by 50%, based on the lower cost of hardware for Windows and the ability to replace expensive Oracle licenses with the more cost-effective SQL Server. Danfoss can maintain the solution without adding personnel. As a bonus, R/3 on Windows and SQL Server runs 40% faster, with batch processes running up to 67% faster. The Windows upgrade path, including 64-bit computing, will support growth for years to come.

Customer profile

Danfoss is Denmark's largest industrial company, with about 16,600 employees and annual sales in 2001 of 1.930 billion EUR. The company is a leader in the research, development and production of mechanical and electronic components for industrial use.

The complete case study can be found on the Internet under:

<http://www.microsoft.com/resources/casestudies/CaseStudy.asp?CaseStudyID=13993>

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Microsoft Case Study: Move from UNIX to Windows for SAP R/3 Cuts Cost in Half, Ups Speed 40 %