

Cyber-resilient data storage for everyone

Client Case Studies

Success stories from a range of industries across the World

September 2023

[Learn more](#)



Contents (continues on the next page)

[Jump to P.2 of contents](#)

Introduction 4

Automotive

BPW-Hungária (Hungary)	5
Honda Pakistan (Pakistan)	6

Banking

Fawry (Egypt)	7
GBSBank (Poland)	8

Computer Services

ADDvision (Denmark)	9
Antara Zenith (Spain)	10
Apator Rector sp. z o.o. (Poland)	11
Ctac (Netherlands)	12
Data Action (Australia)	13

Enfo (Finland)	14
Netox Oy (Finland)	15
NTT DATA Business Solutions MSC Sdn Bhd (Malaysia)	16
NTT DATA Business Solutions Nordics (Nordics)	17
NTT DATA Business Solutions Poland (Poland)	18
OS Systems (Switzerland)	19
PROMOS (Germany)	20
Shibuya (Sweden)	21
Trident Services Inc. (United States)	22

Consumer Products

Electrolux (Italy)	23
Groupe Chantelle (France)	24

Electronics

Blanc und Fischer IT Services GmbH (Germany)	25
--	----

Contents—continued

[Back to P.1 of contents](#)

Energy & Utilities

Genus Power Infrastructures Ltd. (India)	26
Skagerak Energi (Norway)	27

Healthcare

Groupe Bastide (France)	28
Mankind Pharma (India)	29

Industrial Products

AMRC (United Kingdom)	30
Bestway Cement (Pakistan)	31
Höganäs Borgestad AB (Sweden)	32
Supreme Petrochem Limited (India)	33
Tomago (Australia)	34

Retail

Clarks (United Kingdom)	35
Nowy Styl (Poland)	36

Telecommunications

Orange Caraibe (France)	37
-------------------------------	----

Wholesale Distribution & Services

I-D Foods (Canada)	38
--------------------------	----

Useful Links	39
---------------------------	-----------

Introduction

Companies of every size, across multiple industries globally are enjoying the benefits of IBM Storage FlashSystem.

Many are using it to find cost efficiencies, freeing up capital that they can reinvest to drive their business forward. Others are building more responsive services by accelerating performance of critical applications.

The high availability provided by IBM Storage FlashSystem is helping enterprises cope with the demands of 24/7 operations. Others are taking advantage of powerful built-in security and management tools to ease the pressure on their IT teams.

For companies with an eye on the future, the scalability and multicloud connectivity of IBM Storage FlashSystem offers the flexibility to make plans that ensure success—whatever's next on the horizon.

In this eBook, you will find examples of how IBM Storage FlashSystem technology is proving instrumental for a diverse range of companies.



Industry: Automotive

BPW-Hungária

Harnessing data to anticipate post-COVID business patterns

A leader in developing high-quality running gear, bearings, brakes, and suspension systems for towed vehicles, with a focus on the agricultural sector, BPW-Hungária aims to minimise delivery delays by optimising its schedules based on projected customer demand. To lay the foundation for innovations, BPW-Hungária decided to replace its legacy applications with the next-generation ERP, SAP S/4HANA®.

[Read the full case study](#)

Cuts total cost of ownership by 20% compared to an equivalent x86 platform

BPW-Hungária has gained the rock-solid foundation it needs to shift its digital transformation efforts into high gear

Increased cost-efficiency and shorter lead times for customer



“With IBM and SAP solutions, we are gaining deeper insights into our end-to-end business process, which will ultimately help us to offer a higher quality of service to customers across the agricultural industry.”

Zoltán Medvegy, IT Manager, BPW-Hungária

[Back to contents](#)



Industry: Automotive

Honda Pakistan

Lifts customer satisfaction

Honda Pakistan wants to build a stellar reputation for after-sales customer experience, which includes supporting dealerships with super-rapid delivery of spare parts for vehicle servicing. To drive progress, Honda Pakistan is moving to real-time planning insights based on SAP S/4HANA on IBM Power Systems™ servers (running SUSE Linux Enterprise Server for SAP Applications) and IBM FlashSystem storage.

[Read the full case study](#)

“We saw that we could achieve the same levels of performance with just three IBM Power Systems H922 servers, compared to six physical servers in an equivalent x86 infrastructure.”

Muhammad Ali, General Manager IT, Honda Pakistan

[Back to contents](#)

80% acceleration in planning process for spare parts

15% increase in dealership revenues predicted

50% smaller data center footprint compared to x86 solutions



Industry: Banking

Fawry

Puts Egypt on the global digital payments map

Each day, Fawry processes 2 million financial transactions, giving Egyptians an easy, secure payment alternative to the complex, time-consuming procedures that are the norm. To help grow customer satisfaction and speed the roll-out of new services, Fawry deployed IBM Storage, IBM Db2® and Oracle database on IBM Power Systems solutions.

[Read the full case study](#)

“IBM FlashSystem solutions give us 35 percent higher storage performance. More responsive systems translate into more responsive services for customers, which lead to higher satisfaction and loyalty.”

Haytham Abbas, Infrastructure Director, Fawry

[Back to contents](#)

Halved time to complete overnight reconciliation process (from 5 hours to 2.5)

35% boost in storage performance contributes to better delivery of services

24/7 availability of IT infrastructure and data ensures exceptional and seamless service

Industry: Banking

GBSBank

Inspiring trust

Looking to offer reliability, speed, and a personalised service without fail, GBSBank wanted to adopt a new approach to interacting with customers and prospects. To enable its customer-focused strategy, GBSBank deployed IBM Storage FlashSystem 5200, as recommended by IBM Business Partner 4Prime to strengthen its information availability and business continuity.

[Read the full case study](#)

Clears the path to growth by enabling 70% storage compression savings

Drives proactive customer service by facilitating a 56% reduction in average response times

Average response times are just 0.7 milliseconds, while response times at load peaks have been reduced by around 86%



“Anyone in the business who works with large amounts of data has definitely experienced a difference since we introduced IBM Storage FlashSystem... Response times are noticeably shorter, which translates into a significant impact on productivity.”

Roland Węgrzynowski, Director of the Technology team, Gospodarczy Bank Spółdzielczy w Barlinku

[Back to contents](#)



Industry: Computer Services

ADDvision

Unlocks superb performance

The world is moving faster, leading companies to look for higher-performing IT services to stay competitive. ADDvision slashed response times for its clients' business-critical applications with IBM Storage FlashSystem. By stepping up its offering, the company is inspiring loyalty from existing customers and increasing its appeal to prospects.

[Read the full case study](#)

"We recently ran a proof of concept for a prospective client using IBM FlashSystem, and we wowed them with the performance. That made for a very easy sale!"

Per Steen Jensen, CEO, ADDvision

[Back to contents](#)

80% average reduction in response times, contributing to clients' competitive edge

100% availability for critical systems enables exceptional service continuity

20% year-on-year company growth partly sustained through shrewd technology choices

Antara Zenith

Delivering convenience to customers through SaaS

Antara Zenith recognised a rising appetite for cloud services among its customer base and realised that it could combine its software and hardware expertise to build a compelling new offering. IBM technology was a natural choice for the company. To support its new portfolio of SaaS solutions, Antara Zenith selected IBM Power® S914 servers and IBM Storage FlashSystem® 5015 storage.

[Read the full case study](#)

Antara Zenith estimates that its new SaaS offering will lead to 15% revenue growth

The company brought new services to market in just 2 months thanks to IBM technology

Based on IBM technology, Antara Zenith's SaaS solutions include a complete set of ERP software in the cloud, backup, disaster recovery and development services



"We're expecting revenue growth of around 15% as a result of our SaaS solutions based on IBM technology. We estimate that we can expand our client base by 20% through our new delivery model."

Ernest Gisbert, New Business Manager, Antara Zenith

[Back to contents](#)



Industry: Computer Services

Apator Rector sp. z o.o.

Don't let old storage waste your time

Its software development efforts limited by nearly decade-old equipment, Apator Rector joined with IBM Business Partner INET - Systemy Informatyczne to launch a centralized storage platform built with IBM FlashSystem technology. Now, developers can more quickly and easily manage and migrate development-related data within a virtualized architecture.

[Read the full case study](#)

"We don't need to spend time on the storage anymore. Everything is done, more or less, by itself. And that saves money and time for me and my team."

Marek Kulczyk, Head of IT Installation and Administration, Apator Rector sp. z o.o.

[Back to contents](#)

Deployment of new development environments reduced from 2 days to 5 hours

Boosts disk performance thanks to a unified storage management console

Accelerates software development with faster data access and by improving storage reliability

Ctac

Snaps up fresh market opportunities

The IT services market is notoriously crowded, with competitors jostling for share, but Ctac has a trick up its sleeve. IBM Power Systems (running SUSE Linux Enterprise Server for SAP Applications) and IBM Storage enabled Ctac to launch new hosting services at ultra-competitive rates—including the next-generation SAP S/4HANA solutions—backed by outstanding SLAs to win new business.

[Read the full case study](#)

Reduced footprint with 96 logical partitions across 10 physical servers

8 hours per month to manage each compute block

2.6 kilowatts consumed by each server



“We believe that IBM Power Systems servers and IBM Storage provide key competitive advantages for us as a hosting provider.”

Hans Gootjes, Enterprise Architect and Cloud Business Developer, Ctac

[Back to contents](#)



Industry: Computer Services

Data Action

Enhancing resilience and cybersecurity strategy

While every organisation's business planning needs a robust cybersecurity strategy, the importance for an organisation providing core banking services for credit unions, banks and other financial institutions cannot be overstated. Looking to replace its previous SIEM solution, DA awarded a contract to Vectra to replace its existing SIEM solution with IBM Security® QRadar® running on a virtualised environment and IBM Storage FlashSystem.

[Read the full case study](#)

QRadar®, deployed in a VMware cluster with IBM Storage FlashSystem, has significantly reduced query run times, improving incident response and reporting. The combination of IBM technologies has proven effective in meeting DA's security goals.

[Back to contents](#)

Common query run times reduced to seconds from minutes

Faster security event analysis results in improved incident triage and response

Experience I/O with latency as low as 70 microseconds, helping to remove performance bottlenecks

Enfo

Delivering robust and cost-effective managed services

As Enfo's existing production data storage system approached end of life, the team had to work harder to sustain consistent performance and saw maintenance costs rise. To enable high-quality, cost-effective managed services, Enfo selected IBM® Storage to support both primary and backup environments for its customers.

[Read the full case study](#)

Migrated to new IBM technology with zero impact on end-customers

Helps Enfo provide 100% availability of managed services

Increase in performance and boost in response times helps the company meet agreed service levels



“IBM Storage FlashSystem offers powerful compression capabilities that allow us to get great returns on our investment.”

Juha Leinonen, Storage and Backup Architect, Enfo

[Back to contents](#)



Industry: Computer Services

Netox Oy

Protecting digital businesses from a world of cyberthreats

Netox Oy, specialises in cybersecurity services and having experienced 70% growth in 2021, it needed to upgrade its service offerings. Netox now relies on the IBM Security® QRadar® Security Information and Event Management (SIEM) platform, a foundational technology that powers the security operations center (SOC) to deliver its trusted security services.

[Read the full case study](#)

“We evaluated quite a few solutions, and QRadar was the only SIEM that could provide true multitenant services.”

Marita Harju, Senior Manager Cyber Security, IBM Business Partner Netox Oy

[Back to contents](#)

Netox delivers multitenant cybersecurity services to 200 customers using the QRadar SIEM platform

QRadar’s broad scalability means that 1 platform can serve any class and number of customers

Provides engineers with better visibility into customer operating environments, and the ability to react with speed

Industry: Computer Services

NTT DATA Business Solutions MSC Sdn Bhd

Enabling data-driven digital transformation for tomorrow's businesses

As companies stretch to keep up with digital transformation, NTT DATA Business Solutions MSC Sdn Bhd in Malaysia supports them with slick, agile IT services. The company uses IBM® Storage FlashSystem® solutions to provide ultra-fast data storage that is also highly flexible, compact and efficient, enabling high performance and competitive fees.

[Read the full case study](#)

80% storage cost savings enable competitive pricing while protecting margins

Reduces consumption of rack space from multiple rows of racks to just one 8U rack

Simplifies regulatory compliance for clients with at-rest encryption



“When we evaluated the different offerings, IBM emerged the clear winner: the IBM storage portfolio includes the range of functionality we need to meet our clients’ increasingly complex workload demands.”

Sebastian Chia, Head of Global Managed Services - Data Centre Services, NTT DATA Business Solutions MSC Sdn Bhd

[Back to contents](#)



Industry: Computer Services

NTT DATA Business Solutions Nordics

Reinforcing market-leading position in SAP hosting services with cutting-edge IBM infrastructure

To stand out in the crowded IT service provider market, NTT DATA Business Solutions Nordics needed a differentiator. To spice up its SAP hosting services, the company deployed IBM® Power Systems™ servers and IBM Storage FlashSystem® storage that can be securely shared between clients—helping to deliver top performance and reliability at enticing rates.

[Read the full case study](#)

“Deploying IBM Power Systems and IBM Storage FlashSystem has been transformational for our business – our offering has grown to the extent that we are now able to expand into new markets and reach new customers.”

Torben Prang, Director of IT and Infrastructure, NTT DATA Business Solutions Nordics

[Back to contents](#)

60% faster provisioning of new virtual servers

30% reduction in operating costs, enabling NTT DATA Business Solutions Nordics to tempt clients with superb value for money

95% time saving on reporting for one client

Industry: Computer Services

NTT DATA Business Solutions Poland

Seizing competitive advantage with top-quality, cost-effective SAP hosting services

As IT service providers jostle for market share, victory will come to the companies that outperform on cost-efficiency and service quality. By running SAP® ERP powered by SAP HANA® hosting services on IBM® Power Systems™ and IBM Storage FlashSystem®, NTT DATA Business Solutions Poland can offer first-class SLAs at ultra-competitive prices, shaking off the competition.

[Read the full case study](#)

Accelerates provisioning of new client systems from two days to a few hours

Reduces operational costs, helping NTT DATA Business Solutions Poland to undercut rivals' fees

Slashes latency by a factor of five to deliver stellar service to clients



“For us, IBM Power Systems stands for reliability and stability, and that was precisely what we wanted to deliver for our SAP ERP powered by SAP HANA hosting services.”

Tomasz Piętak, Cloud Solutions Architect, NTT DATA Business Solutions Poland

[Back to contents](#)



Industry: Computer Services

OS Systems

Feeding the appetite for cloud

For many companies, success can bring growing pains. As OS systems AG (OS systems) captured new business for its cloud services environment, it encountered challenges with scalability. OS systems found the ideal foundations for its cloud services offering in IBM® Storage FlashSystem®, which unites performance, cost-efficiency and ease of management.

[Read the full case study](#)

“We’ve cut storage onboarding times with IBM Storage FlashSystem from as much as three weeks to just an hour. By providing more dynamic cloud services to our customers with help from IBM, we extend our competitive edge.”

Marc Ott, CEO, OS systems OG

[Back to contents](#)

Reduces onboarding times onto storage platform by 99.7% for new customers

Reduces storage management workload by 50%, supporting competitive pricing

Drives down response times for customers, giving them rapid access to data they require to excel

PROMOS

Helps property managers

PROMOS supports property management companies with a full range of business and IT consulting, development, and implementation services. To operate with flexibility, extend capabilities, and boost business agility, PROMOS implemented SAP S/4HANA on IBM Power Systems (running SUSE Linux Enterprise Server for SAP Applications) and IBM Storage, helping streamline operations and increase profitability.

[Read the full case study](#)

80% fewer servers streamlines operations and optimizes infrastructure investments

50% faster access to actionable insights despite growing data volumes

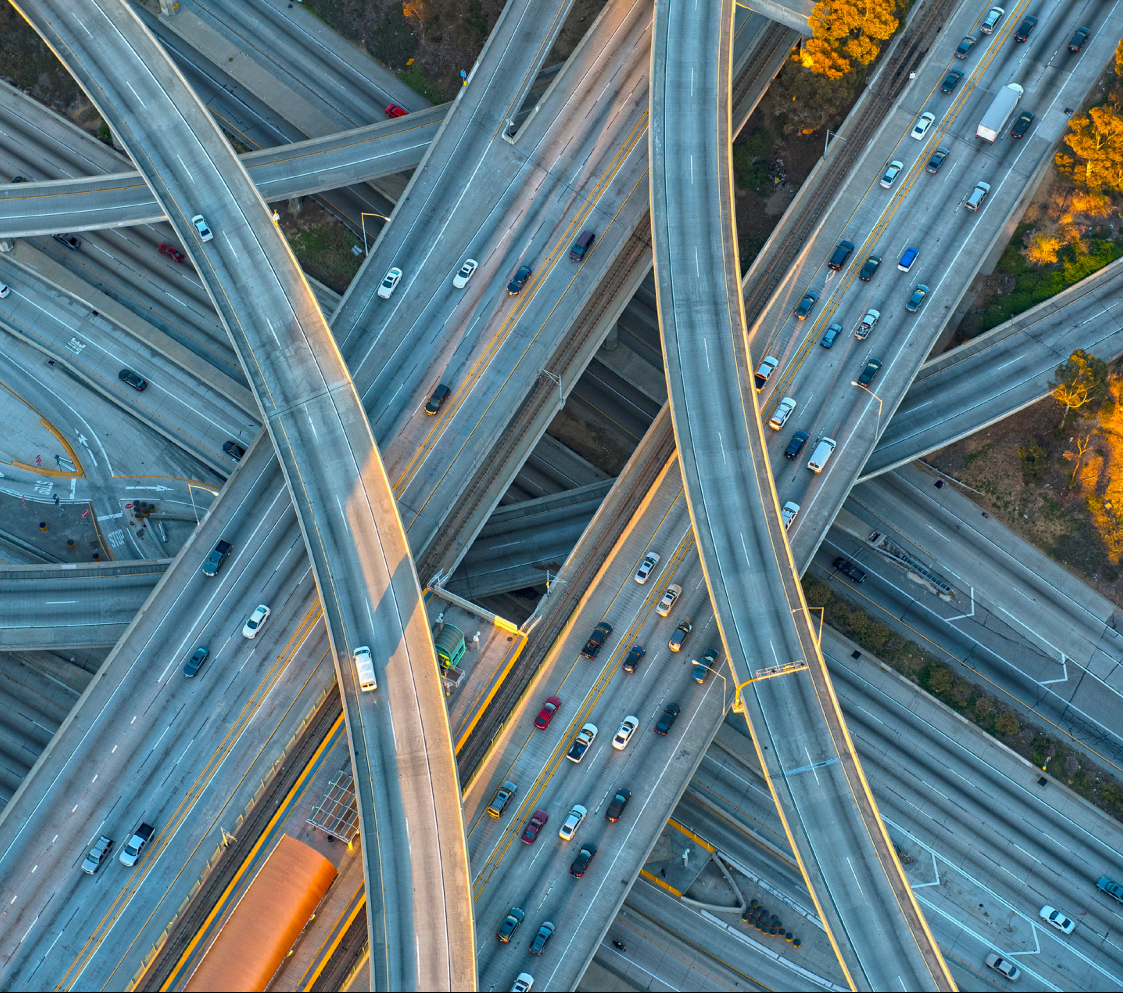
25% better business application performance during peak times



“Running SAP S/4HANA on IBM Power Systems provides our clients with a simplified IT landscape and a future-proof solution that we can adapt and scale to meet business requirements.”

Volker Schulz, CIO, PROMOS

[Back to contents](#)



Industry: Computer Services

Shibuya

Fuses the right mix of technologies to help businesses succeed 24/7

No one knows what's around the corner. To enable clients to capitalize on every opportunity, Shibuya builds tailored IT services based on IBM Power Systems and IBM Storage FlashSystem technology. With these agile IT resources, the company can provide exceptional resilience, performance and scalability to power its clients' businesses.

[Read the full case study](#)

“Using flexible, cost-efficient IBM technology, we can provision cloud environments that precisely match our customers’ business priorities. Whether its exceptionally high performance or incredible resilience, we have the tools to deliver.”

Christian Wibeck, Head of Business Development, Shibuya

[Back to contents](#)

Differentiates Shibuya from competitors, helping it win new customers

Near-100% availability facilitates superb service continuity for clients

Enables Shibuya and its customers to embrace growth opportunities

Trident Services Inc.

Improving response times and optimising storage efficiency

When latency issues slowed the development of its zOperating System Environment Manager (zOSEM) software, Trident sought an easy-to-install, high-performance storage solution. Trident used IBM Storage Insights — a predictive analytics software within the IBM Storage FlashSystem® solution — that allows users to better understand and optimise their entire storage infrastructure.

[Read the full case study](#)

Decreased data backup time from 6 hours to 30 minutes with upgraded storage

By replacing spinning disks with flash drives, consolidated 75% of physical storage tech

Increased storage capacity by 50% by switching to a 1U server



“Our flagship software is a Swiss Army Knife of system management tools. IBM Storage FlashSystem 5200 lets us focus on developing our products and services to better serve our business, and our customers.”

Jaye Cerruti, Systems Administrator, Trident Services, Inc

[Back to contents](#)



Industry: Consumer Products

Electrolux

Innovates to bring comfort to homes

To help us lead more comfortable lives, home appliance specialist Electrolux is on a mission to innovate, with smarter products manufactured at lower environmental impact. To enable faster, data-driven decision-making, Electrolux moved its mission-critical SAP HANA solutions to high-performance IBM Power Systems (running SUSE Linux Enterprise Server for SAP Applications) and IBM Storage FlashSystem.

[Read the full case study](#)

“IBM Power Systems offer enhanced scalability over the long term, and avoid the cost and disruption of having to regularly refresh our IT infrastructure.”

Spokesperson, Electrolux

[Back to contents](#)

Supports business growth with a scalable platform for demanding SAP HANA workloads

30% reduction in disaster recovery infrastructure costs, freeing up resources for innovation

75% faster recovery times protect against downtime with a 4 hour Recovery Time Objective (RTO)

Groupe Chantelle

Re-invents its consumer business model

In response to consumer demand for sustainability and a dramatically changing retail landscape, Group Chantelle is re-inventing its lingerie business. The company chose IBM Power Systems (running SUSE Linux Enterprise Server for SAP Applications and IBM i) and IBM Storage FlashSystem servers to create a flexible, high-performance platform for SAP solutions that will drive omnichannel digital transformation.

[Read the full case study](#)

25% boost in per-core performance enables greater responsiveness to customers

25% increase in price-performance accelerates returns on IT investments

Enables agile decisions about future IT, contributing to competitive edge



“Our IBM Power Systems and IBM FlashSystem environments add to our flexibility—and therefore our competitive edge—by enabling us to place workloads wherever it makes the most sense to run them.”

André Wei, CTO, Groupe Chantelle

[Back to contents](#)



Industry: Electronics

Blanc und Fischer IT Services GmbH

Accelerates innovation and transformation

Blanc und Fischer Services IT GmbH, part of BLANC & FISCHER Family Holding, worked with IBM and Red Hat to standardize its SAP applications to IBM Power Systems, IBM Storage, and Red Hat Enterprise Linux. From kitchen water systems to factory-floor IoT solutions, the company is building a sustainable future.

[Read the full case study](#)

“We selected IBM Power Systems with IBM Storage as the underlying infrastructure because we think it is the ideal platform for us to combine existing SAP workloads with new, cutting-edge solutions.”

Manfred Leistner, Director / Head of Technology, Blanc und Fischer IT Services GmbH

[Back to contents](#)

50% fewer processor cores reduces investment and license costs

30% faster performance accelerates business workflows

Up to 30% fewer application instances needed after consolidation project is complete

Industry: Energy & Utilities

Genus Power Infrastructures Ltd.

Developing innovative and customised meter solutions

Genus Power Infrastructures Ltd. is the leading smart meter manufacturer in India, using proprietary technology to develop innovative and customised meter solutions for utility and energy boards. Genus's installation base surpassed 70 million meters across India, and the company partnered with IBM Business Partner BM Infotrade Pvt. Ltd. to implement SAP HANA, but their IT infrastructure couldn't handle the storage requirements. IBM Storage FlashSystem technology provided a cost-efficient solution with top-notch performance and consistent data services, designed for security and high availability across different environments.

[Read the full case study](#)

Genus's installation base surpassed 70 million meters across India

Storage upgrade was completed in 7 days

Genus saw immediate improvements in storage optimisation, speed and business continuity



“Data-driven management of energy transmission, distribution and measurement will be one of the key initiatives for the upcoming Smart Society.”

Abhrajit De, CIO and Executive Vice President, Information Systems, Genus Power Infrastructure Ltd.

[Back to contents](#)



Industry: Energy & Utilities

Skagerak Energi

Sustainable energy gets the power of an all-flash solution

Water is life. In Norway, it also gives light. As one of the world's largest producers of hydroelectricity, the country is charting a course for renewable, reliable and affordable clean energy for generation after generation. When Skagerak needed to renew its aging infrastructure, the company chose an all-flash IBM solution to turn data into insights that power efficient energy delivery and production.

[Read the full case study](#)

"If you want to process information you need high performance, and for that we chose IBM."

Stein Ove Røv, Head of Platform Services, Skagerak Energi

[Back to contents](#)

11x faster processing for critical reporting and insights

5x - 11x increased performance in several benchmarks over previous database appliance solution

A VDI designed for availability supporting accurate and secure data transfers

Industry: Healthcare

Groupe Bastide

Pursues a rapid growth strategy

When delivering medical devices to the healthcare sector, consistent quality is essential. Fast-growing provider Groupe Bastide preserves exceptional standards while pursuing its expansion strategy with help from IBM Power Systems servers (running SUSE Linux Enterprise Server for SAP Applications) supporting SAP ERP powered by SAP HANA, enabling the company to onboard new users without loss of performance.

[Read the full case study](#)

Clears the path to non-disruptive expansion with more flexible, scalable IT services

Enhances productivity through better user experiences and less solution administration

Supports exceptional service continuity with fast access to key business insights



“IBM Power Systems and IBM Storage are perfect for running SAP HANA, and the combination gives us what we need to take Groupe Bastide global.”

Emmanuel Romieu, IT Manager, Groupe Bastide

[Back to contents](#)



Industry: Healthcare

Mankind Pharma

Extending affordable medicine to millions

Mankind Pharma focuses on manufacturing affordable medicines and pharmaceuticals for all, which means tightly controlling costs. By working with IBM® Services® to move to SAP S/4HANA® on IBM Power® Systems servers and IBM Storage FlashSystem, Mankind Pharma accelerates business analytics by 50x, discovering new ways to boost efficiency.

[Read the full case study](#)

“With SAP S/4HANA driven by IBM Power Systems and IBM Storage FlashSystem, we have the future-ready platform to support our business expansion for the next decade, helping us to bring affordable medicines to millions more people around the world.”

Pramod Gokhale, Group CIO, Mankind Pharma

[Back to contents](#)

50x acceleration in analytics reporting

25% inventory reduction boosts cash flow

20% lower IT operational costs

ARMC

UK drives Industry 4.0 innovations

The Advanced Manufacturing Research Centre (AMRC) helps usher in the Industry 4.0 era with an AI-driven manufacturing system for visual inspection. IBM Visual Insights software on an IBM Power Systems AC922 server, with security-rich, cloud-ready IBM Storage FlashSystem, helps the organization rapidly turn innovative ideas into manufacturing realities.

[Read the full case study](#)

Delivers image-transfer speeds of 5 GB/s to support rapid development of an intelligent visual inspection system

Streamlines model training and data management with intuitive IBM visual recognition tools on an IBM AI-optimized platform

5 days to deliver a proof-of-concept (POC) solution to help a startup company bring its vision to life



“With FlashSystem storage connected to our AC922 server, we can download and process images straight away with the ridiculously fast throughput we have.”

Sean Wilson, AI Technical Lead, Advanced Manufacturing Research Centre

[Back to contents](#)



Industry: Industrial Products

Bestway Cement

Takes concrete steps to create lean, green, high-efficiency industrial processes

To help enhance efficiency and reduce waste, Bestway Cement wanted to access accurate, timely data on every detail—from raw materials to final product. By deploying SAP S/4HANA on IBM Power Systems servers and IBM Storage FlashSystem storage, Bestway Cement gains real-time insights, offering outstanding business and environmental results.

[Read the full case study](#)

94% cut in month-end close, from three weeks to one day

80% reduction in number of physical servers

Dramatic reduction in power, cooling and floor space requirements

“IBM and SAP technologies help Bestway Cement to achieve more as we consume less, benefiting the company, its stakeholders, and the environment.”

Junaid Nasir, Head of Information Technology Department, Bestway Cement

[Back to contents](#)

Industry: Industrial Products

Höganäs Borgestad AB

Builds on a global reputation for excellence with powerful IT infrastructure

To foster collaboration while cutting costs, the Höganäs Borgestad group, an industrial products specialist, made the strategic decision to merge its companies into a single brand. With help from Atea Sverige AB, the group deployed IBM Storage FlashSystem to create a centralized data infrastructure to support this transformation.

[Read the full case study](#)

Doubled storage performance, helping Höganäs Borgestad respond faster to customers

90% cost saving compared to competing offerings with equivalent performance

2x growth in company size could be accommodated by existing storage landscape



“IBM FlashSystem 5000 provides the same performance as systems from other vendors that are ten times the price! It packs a lot of punch into a small footprint.”

Jonas Dahlgren, CIO, Höganäs Borgestad AB

[Back to contents](#)



Industry: Industrial Products

Supreme Petrochem Limited

Innovating, boosting productivity, and reducing energy and environmental impact

To win market share, Supreme Petrochem Limited (SPL) aimed to extend its product range and boost production capacity, while reducing environmental impact. By moving critical applications to SAP S/4HANA® on IBM® Power® Systems, IBM Storage FlashSystem® and Cisco network switch solutions, SPL gains rapid insight into operational efficiency to drive growth.

[Read the full case study](#)

“With IBM, SAP and Cisco solutions in place, SPL is better positioned to grow and adapt to meet the needs of our clients.”

Hemant Pandit, Head of IT, Supreme Petrochem

[Back to contents](#)

Automated online orders and payments boosted sales while cutting inventory management costs

85% reduction in time taken to complete month-end reporting, reduced from one week to a single day

More than 60% faster system restart processes help streamline IT system administration while CPU utilisation of less than 50% during peak times keeps operations running smoothly

Tomago

Optimising the cloud for business-critical workloads

The IT department at Tomago is essential in ensuring the production of pot lines. After a third-party provider offered the IT team an upgrade to the SAP HANA® platform with migration to a public cloud provider, problems soon arose. Following their successful experience with IBM systems on-site, Tomago chose to switch to a private cloud model. Their suite of SAP solutions is now run on an integrated infrastructure of IBM systems and Red Hat solutions.

[Read the full case study](#)

Performance improvement with IBM Power Systems platform is 75% compared to public cloud platform

Installation of IBM Power Systems infrastructure takes 6 days instead of weeks required for typical installation

Improved finance department efficiency with 66% faster end-of-month report processing



“Having SAP, IBM Power Systems and IBM Storage FlashSystem solutions onsite is better for our business. It gives me confidence that we have a very stable and resilient system.”

Dennis Moncrieff, IT Superintendent, Tomago Aluminium Company Pty. Limited

[Back to contents](#)



Industry: Retail

Clarks

Captures fast-moving footwear fashion trends

How could Clarks make it easy for footwear customers to buy the right style and size at the moment of inspiration? Working with IBM and Elyzium, Clarks moved to SAP Business Suite powered by SAP HANA on IBM Power Systems to enable rapid creation of multiple digital routes to market, maximizing sales and ensuring that every boot fits.

[Read the full case study](#)

“By deploying SAP Business Suite powered by SAP HANA in a high-performance private cloud, we are strengthening our ability to compete in the global retail market.”

John Caswell, Systems Manager, Clarks

[Back to contents](#)

50% increase in compute capacity with no rise in operational costs

90% faster provisioning for digital services, cutting time to market for new channels

2x boost in end-user application performance, supporting faster decision-making

Industry: Retail

Nowy Styl

Accelerates performance with style

Nowy Styl consolidated its Oracle Database workload and IFS ERP on the IBM LinuxONE platform, increasing business-critical processing speeds by an average of 450 percent and adding layers of security and flexibility. Working with IBM Business Partner UpWare, Nowy Styl improved Oracle Database performance with IBM Storage FlashSystem and used IBM Global Financing to accelerate deployment.

[Read the full case study](#)

Increases key system processing speeds by ~450% to provide management with business-critical information more quickly

Offers additional layers of security through more powerful data encryption capabilities

Enables more growth for the future without increasing the overall cost of software licenses or footprint



“We also appreciate that FlashSystem 5100 provides high availability for improved system resilience.”

Piotr Ziemiański, Deputy IT Director, Nowy Styl

[Back to contents](#)



“Our energy consumption dropped by 94 percent when we moved to IBM FlashSystem, which helps us make our operations much greener and reduces our power costs by an estimated 94 percent over five years.”

Xavier Pioche, IT Infrastructure Department Manager, Orange Caraïbe

[Back to contents](#)

Industry: Telecommunications

Orange Caraïbe

Saving time, money and effort with a more eco-friendly, powerful data center

Orange Caraïbe is aiming to bring its award-winning quality of service to new lines of business beyond telecommunications. By boosting the eco credentials and performance of its data center with IBM Storage FlashSystem technology, the company is playing its part in building a responsible digital world that benefits both its customers and the planet.

[Read the full case study](#)

94% reduction in energy and 98% decrease in rackspace requirements boosts efficiency

30% decrease in processing times enables more responsive customer service

Frees employees to focus on innovation by simplifying IT management

I-D Foods

Plucks ripe, real-time insight to deliver faster order fulfilment and drive growth

Business processes that served family-owned I-D Foods in the past were now strained to the breaking point and bursting at the seams. How could the company streamline and optimise operations to make huge growth a reality? Using SAP S/4HANA®, IBM® Power Systems™ and IBM Storage, I-D Foods is transforming its business to deliver better customer service.

[Read the full case study](#)

6x faster transfer of customer orders to I-D Foods expected via new mobile app

Days saved on warehouse processes will drive faster fulfilment of customer orders

87.5% smaller physical footprint will result in lower hosting fees



“SAP S/4HANA running on IBM Power Systems and IBM Storage paves the way for future growth and for us to take our company in any new direction we choose.”

Michael Issenman, CTO, I-D Foods

[Back to contents](#)

Start your journey

Your organization could experience the benefits of IBM Storage FlashSystem too.

The technology delivers on multiple fronts: resilience, performance, availability and more. It can help you do what you're already doing much better, slashing response times and costs to free up resources to invest in your future. Or use it to power innovation by supporting data-intensive initiatives such as artificial intelligence (AI) or integrating seamlessly into a hybrid cloud architecture.

Connect with FlashSystem

Stay in touch with the latest resources, updates and conversations.

Useful tools

Smart buyer's guide to flash

Find out whether flash storage is right for you



2023 Gartner Magic Quadrant report

Learn why IBM has been recognized for the 16th year in a row as a Leader in the Gartner Magic Quadrant for Primary Storage report



IBM Storage FlashSystem product tour

Get an in-depth, interactive demonstration



ESG analyst white paper

Understand storage's role in ensuring cyber resiliency



Join the conversation



Discuss storage challenges

Join the IBM Storage group on LinkedIn



Follow us on social media

IBM Storage on Twitter
IBM Storage on LinkedIn



See the latest

Watch the IBM YouTube channel



IBM Storage Blog

Read the latest storage insights from the IBM community

Ready to learn more?

Discuss how IBM Storage FlashSystem can meet your business needs.

Contact your IBM Business Partner now.

[Back to contents](#)





Copyright IBM Corporation 2023. IBM, the IBM logo, ibm.com, Db2, IBM FlashSystem, IBM Services, IBM Spectrum, and Power Systems are trademarks of IBM Corporation, registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at "Copyright and trademark information" at ibm.com/legal/copytrade.shtml

