

# REYHER

*“During a major test of the SAP system, we simulated unplanned downtime of the SAP database server. With ORION (Vision Suite), the speed with which users can start to work again, even with the latest, integrated data, is really impressive.”*

Frank Ott, Head of Systems and Networks  
F. Reyher Nchfg. GmbH & Co. KG

## Business Profile

Company name:  
F. Reyher Nchfg. GmbH & Co. KG

Headquarters:  
Hamburg, Germany

Revenues:  
More than €100 million in sales  
(2002)

Industry:  
Wholesale

Employees:  
400

Business Environment:

- One of Europe's leading and most successful distributors in the connector and fastener systems sector
- Founded by Ferdinand Reyher in 1887
- Today's business is a modern wholesaling operation with business processes tailored to meet its partners' and customers' demands.
- Wide range of comprehensive services, a modern warehousing system and impressive levels of reliability form the foundation for future growth

Vision Solutions Product:  
ORION™ (Vision Suite)

## Critical Issue

F. Reyher company sought to build a low-risk IT infrastructure capable of supporting corporate growth. Creating a crash-resistant SAP system was of vital importance for the survival of the company.

## Results

- After just a short period of readjustment, business processes continue to operate even if the production data center becomes unavailable.
- Fully automated verification of synchronization of production and back-up databases.
- Automatic correction of non-synchronous tables and indexes.
- Ease of use and low monitoring requirements.

## Technologies

- ORION (Vision Suite) from Vision Solutions
- SAP®
- Two IBM System i database servers and four IBM eServer xSeries application servers
- Managed Hot Backup Service (MHBS/400)

## Business Challenge

In addition to the high levels of commitment to its partners and customers, Reyher's growth also creates potential risks, especially for the IT department. The entire materials management process, with its fully-automated high-shelf warehousing systems, is totally reliant on IT services. Downtime here would see the entire operational business process flow grind to a halt, with massive ensuing losses for Reyher.

The company's management therefore defined, as a top priority, the aim of introducing a high-availability environment for the SAP® system, which had been implemented in 2002/2003.

Reyher's environment includes two IBM System i database servers and four IBM eServer xSeries application servers. The maximum tolerated downtime is 1.5 hours.

Dr. Peter Bielert, Reyher board member with responsibility for IT, selected IBM Global Services as his ideal partner for the analysis and development of a high availability solution, based on IBM's approach of balanced cooperation.

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## Solution

ORION™ (Vision Suite) from Vision Solutions was selected as the HA solution to meet Reyher's requirements.

IBM Global Services acted as the general contractor. Close cooperation between IBM Business Continuity Consulting, IBM Network Services and Vision Solutions ensured the installation was completed to Reyher's fullest satisfaction.

"From the planning stage through to realization we focused on minimizing costs for the client," said Bernd Heller of IBM Business Continuity & Recovery Consulting. "Of course, we also wanted to involve the client in our work as far as possible, so that it would be able to manage the installation with its own resources in the future

IBM Global Services created and implemented a high-availability SAP production environment, built on the solid foundations of ORION (Vision Suite).

With ORION (Vision Suite), Reyher now has top-class protection for its mission-critical SAP solutions. Together with the creation of a back-up data center, the IT department is protected against risks, both internal and external.

With the implementation process behind it, today F. Reyher concentrates on its core business: providing its outstanding quality of service to exacting clients.



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◆ High Availability    ◆ Disaster Recovery    ◆ Systems and Data Management    ◆

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