



*"If a company is thinking of implementing ORION Solutions, I would tell them to calculate the possibility of a total halt in operations, then assess the impact of lost time in the business and they will have their answer. Personally, I can say that ORION Solutions gives us enormous peace of mind."*

Alfredo Fernandez, Local IT Manager

## Business Profile

Company Name:  
B. Braun

Headquarters:  
Melsungen, Germany.

Industry:  
Hospital sector, instruments and  
medical consumables, public health.

IT Managers:

- Alfredo Fernández, Local IT Manager.
- Juan Antonio Budia, Competence Center Coordinator.

Employees:  
35,000 worldwide, 1,800 in Spain.

Revenue:  
3,573 million € in 2007.

Business Environment:

- International group founded more than 170 years ago.
- Present in Spain since 1955.
- Investigates, develops, produces, distributes and commercializes medical-surgical material, pharmaceutical products and sanitary services, for human and animal health around the world.
- The B. Braun Group in Spain includes B. Braun Medical, B. Braun Surgical, and B. Braun Avitum Spain.

Implementation Partner:  
Software Greenhouse

Vision Solutions Product:  
ORION Solutions

## Critical Issue

The B. Braun facilities in Rubi, Spain, cover 75,000 square meters and employ more than 1,400 people. The Rubi facility is B. Braun's "Surgical Sutures Center of Excellence" (Centro de Excelencia de Suturas Quirúrgicas) and so it has an international responsibility regarding research, development, production, strategic marketing, logistics and worldwide distribution of suture threads, both those produced locally and those coming from Germany. All new products that the Group will launch are designed and manufactured in Rubi for customers worldwide.

The production center for parenteral nutrition diets, tailored made for the necessities of each patient, is also based in Rubí, where personnel work around the clock to ensure the provision of customized diets within a maximum of 24 hours.

In addition, B. Braun has facilities in the city of Jaen, Spain where more than 100 different formulas are produced for use in 40 international laboratories.

All of B. Braun's facilities use the most advanced technology and adhere to strict international production, quality, environmental and security procedures. In combination, the specialized warehousing and international logistics operations increase the criticality of information and systems availability at the Rubi facility.

## Results

- Gained up to three hours operation time daily by eliminating backup windows.
- Eliminated lost production time due to operating systems switch and maintenance.
- Guaranteed the availability of core applications.
- Reduced insurance costs as a result of better protected business operations.
- Simplified Disaster Recovery Plan design and maintenance.
- Enabled detailed annual audits that satisfy both the Partners and the Governing Council.
- Provided peace of mind with respect to critical processes and operations.

## Technologies

- Two IBM System i model 525 Servers
- Warehousing and Logistics Management Applications
- Local applications cooperate with SAP modules on servers located in Germany

## Business Challenge

B. Braun's greatest challenge is the sheer criticality of its applications. Any downtime affects both the warehouse inputs from the factory and the warehouse outputs for export. The warehouse and logistics management have always been critical business processes. In fact, several years ago Mr. Juan Antonio Budia, Competence Center Coordinator, along with his team, developed a custom replication application to protect these systems. This solution worked well, but it required a high maintenance effort. Then, when SAP was implemented at B. Braun, all the IT resources were assigned to it and so their internally developed solution could no longer be maintained.

When B. Braun Spain became the company's "Surgical Sutures Center of Excellence," the criticality of its applications once again drew increased attention and concern, and as a result it was decided to look for an externally developed replication and high availability solution.



### Solution

B. Braun chose Software Greenhouse due to its specialization and experience in high availability. They recommended ORION Solutions from Vision. After evaluating ORION Solutions internally, other users of the software were visited, an effort which confirmed that it was both easy to use and technologically efficient and stable

Juan Antonio Budia, points out that “A perfect software implementation project does not exist. There are always incidents that arise, but with ORION Solutions these were minimal and were solved quickly thanks to the expert support of Software Greenhouse. In general, our expectations have been totally fulfilled: The project has been simple. Our business processes did not have to be modified at all to accommodate the the high availability implementation. In essence, the entire project has been totally transparent for the end user.”

Juan Antonio Budia also highlighted the quality of Software Greenhouse’s services, and states that normally, two people in their Barcelona office are assigned to provide support to B. Braun. Once there was a difficult moment where neither of the assigned consultants could be reached but software Greenhouse, in just a few minutes, sent another very qualified representative who solved the problem with the same efficiency they have come to expect from their regular support team.

Alfredo Fernandez, Local IT Manager, commented that, “We have no regrets about our choice and we are fully satisfied with the solution. One of the most important qualities for high availability software is that its presence is hardly noticed, and that has been the situation since we finished the implementation.” He added, “I want to point out that our objective was not to get an instant role switch where the user does not perceive the switch, but rather to ensure that the business is not interrupted, especially the logistics operations, and this has been achieved.”

Now, B. Braun’s auditors want Orion Solutions high availability to be more widely implemented across the company and to be an integral part of their corporate disaster recovery plan. But even before that is accomplished, the worries about downtime at the Rubi facility have been greatly reduced with the implementation of ORION Solutions. The most important processes of the business, the specialized production and international logistics, are well protected.



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- High Availability
- Disaster Recovery
- Systems and Data Management