Menu

Please click on the icons below to view each section

Where SUSE Leads

SAP Business One version for SAP HANA References

SAP HANA Success Stories
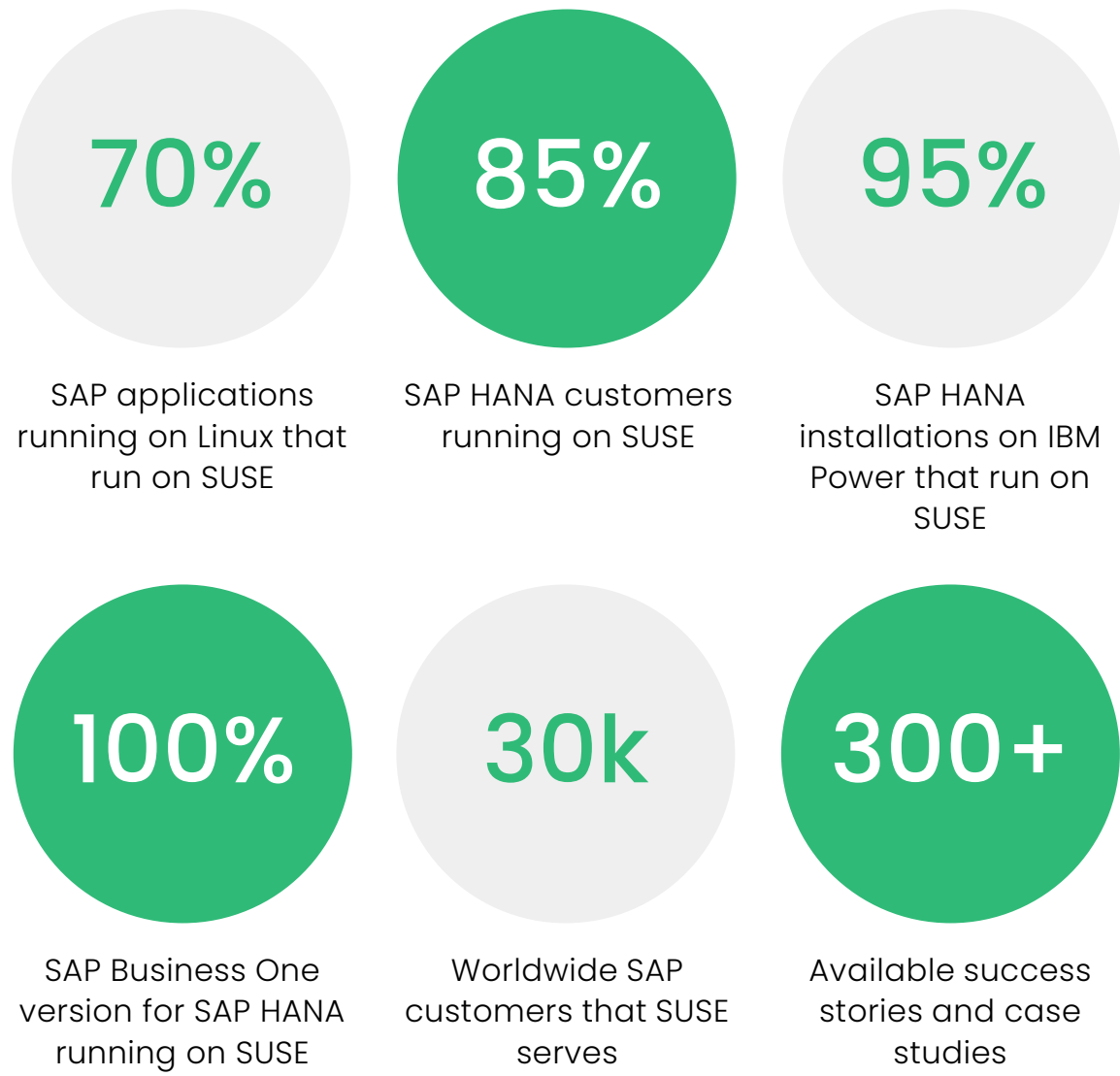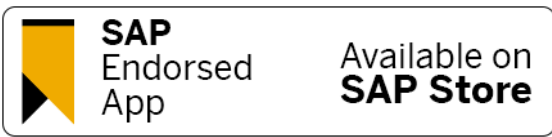
SAP NetWeaver Success Stories

Contact Details

Where SUSE Leads

SUSE, a pioneer in open-source software, delivers the smartest Linux and cloud innovation.

"SUSE Linux Enterprise Server for SAP Applications is an SAP Endorsed App, a proven solution to complement and extend SAP products, and deliver value quickly, easily and with support from SAP."

SAP Endorsed App — **Available on SAP Store**

70%
SAP applications running on Linux that run on SUSE

85%
SAP HANA customers running on SUSE

95%
SAP HANA installations on IBM Power that run on SUSE

100%
SAP Business One version for SAP HANA running on SUSE

30k
Worldwide SAP customers that SUSE serves

300+
Available success stories and case studies

2

Recommended Platform for SAP HANA

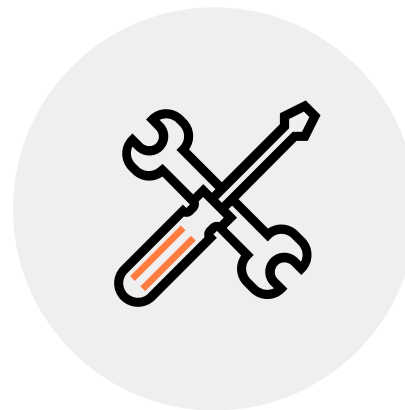Leading Technology Innovation

HIGH

High availability with automated failover

ENHANCED

Enhanced and integrated support

IMPROVED

Improved performance to accelerate time to value

SAFE

Security hardening through the operating system

SIMPLE

Simple management with SUSE Manager

JANUARY 2021

SAP Business One version for SAP HANA References

Overview

Click to jump to section.

IT / Computer Services	Banking & Finance	Manufacturing	Software / Technology
Retail / Wholesale	Healthcare	Consumer Goods & Food	Automotive
Pharmaceuticals	Energy / Gas	Utilities	Others

SAP Business One version for SAP HANA References

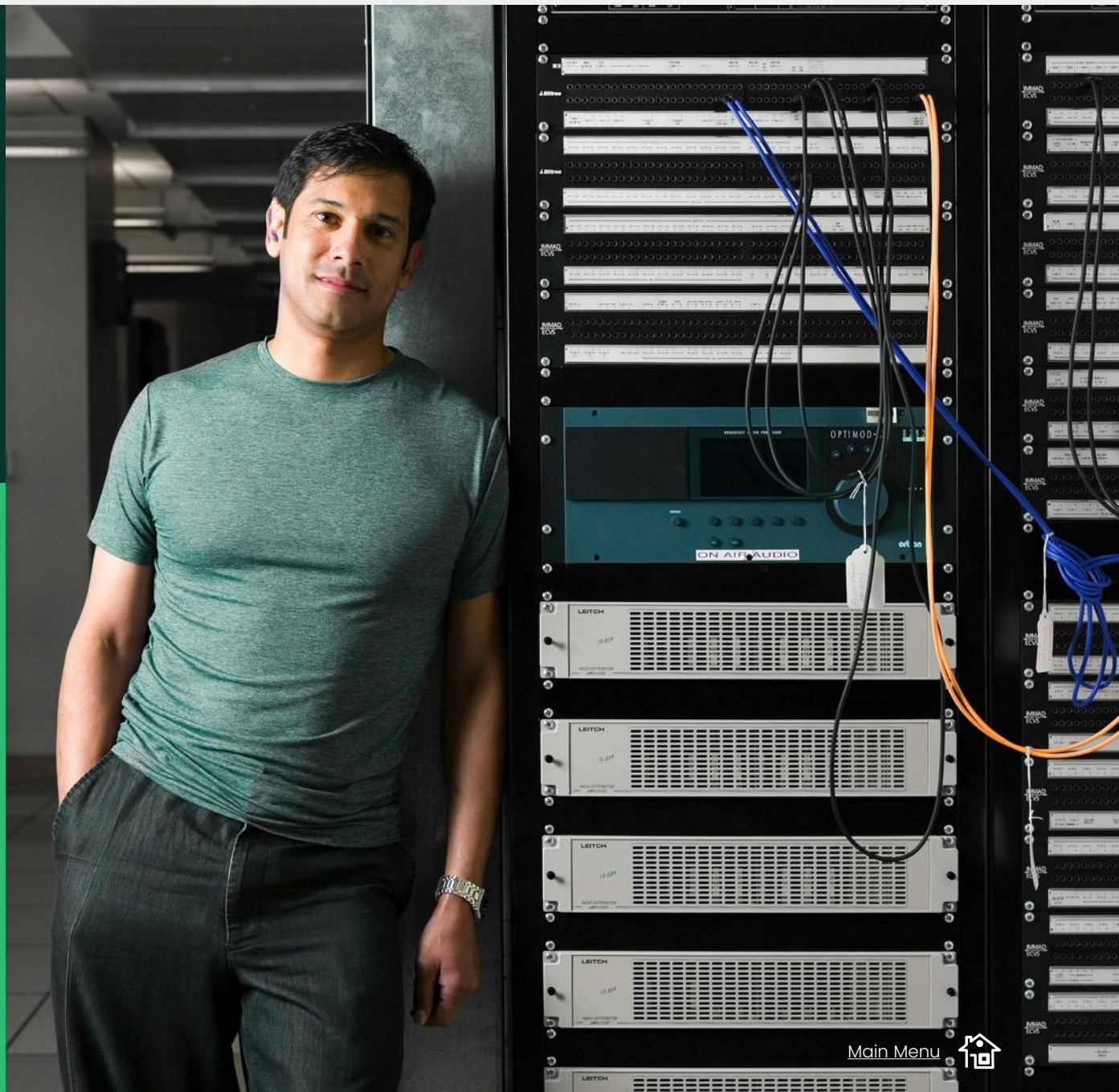Main Menu

IT / Computer Services

Datalab Srl   8

Datalab Srl

www.datalab-srl.com

Improved user experience

Reduced Waiting time

- Datalab actively collaborates in the growth of customer and partner businesses with customized and easily scaled solutions. Datalab designs and develops ERP solutions based on the SAP One platform with a particular focus on retail and production companies.

- In order to provide their customers a great user experience, Datalab decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Since the implementation, Datalab's customers benefit from an improved user experience through new tools and increased speed. Moreover, waiting times could be reduced and complex data can be analyzed now.
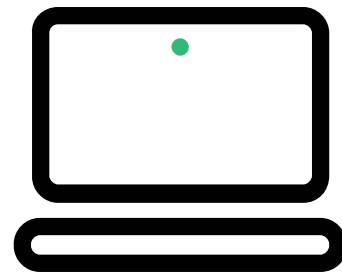
SAP Business One version for SAP HANA References

Main Menu

Datalab Srl

www.datalab-srl.com

Organizational Overview

Industry: Software & Service IT

Headquarters: Italy

Employees: 25

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
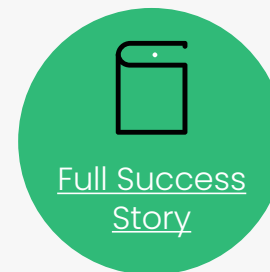
Banking & Finance

CBL Capital EKE   11

Zhong Ou Asset
Management   13

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CNL Capital EKES

www.cnlcapital.eu

30X faster quotations

Automated Manual processes

- CNL Capital is a private equity firm in Greece, offering short-term funding by covering the bond issues of Greek corporates, aiming to fulfil the funding needs of SMEs that are growing but are insufficiently serviced by the traditional banking sector.

- CNL Capital made the wise and rational choice to implement SAP software running on SUSE Linux Enterprise Server in order to streamline business processes and provide high value customer services.

- After the implementation, CNL Capital is now able to create personalized customer proposals with an intelligent bond scenario generator. Furthermore, they leveraged the power of cloud computing for 24/7 data availability as well as data access and customer service from everywhere.

SAP Business One version for SAP HANA References

Main Menu

CNL Capital EKES

www.cnlcapital.eu

Organizational Overview

Industry: Investment Fund

Headquarters: Athens, Greece

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

Zhong Ou Asset Management Co. Ltd

www.zofund.com

SAP HANA Central Hub

Faster Financial analyses
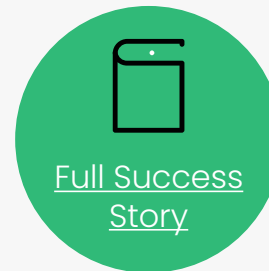
- Zhong Ou AMC is an innovative fund management company managing investments totaling 160 billion Yuan.

- When Zhon Ou decided to expand the scale of its asset management, it turned to SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server, to centralize and automate the collection, processing, storage and exporting of financial information.

- Now, Zhong Ou can conduct financial analyses with unprecedented efficiency and rapidly determine the impact of market changes on the company's financial status.

"With SAP Business One, data is more refined and we can efficiently conduct financial analyses to promptly understand the impact of market changes on the company's financial status."

FANG KAN FINANCIAL DIRECTOR

ZHONG OU ASSET MANAGEMENT

SAP Business One version for SAP HANA References

Main Menu

Zhong Ou Asset Management Co. Ltd

www.zofund.com

Organizational Overview
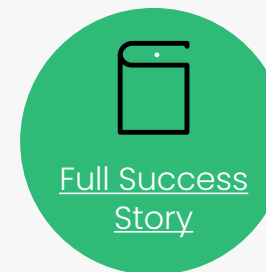
Industry: Service

Headquarters: Shanghai, China

Employees: 300

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Automotive

AMDA Jalisco	16
Grupo Bonanza	18
Mway	20
Real Consulting	22

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AMDA Jalisco

www.amdajal.com.mx

Down from 15 to 2 days financial reporting

Improved service quality

- AMDA Jalisco provides automotive agencies with services such as search and selection of personnel, courses and VIN verification.

- In order to improve the efficiency of services provided and to gain real-time control of processes and procedures, AMDA chose SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server, for its internal administrative monitoring.

- As of today, AMDA can itemize on a line-by-line basis all of its associates' down payments and account balances as well as accounts receivable. Also, financial statement which used to take 15 days to prepare, only take two days now. With all information accurate and up to date, quality of service has increased considerably, allowing the association to focus on fulfilling distributor's expectations and staying abreast of industry changes.

SAP Business One version for SAP HANA References

Main Menu

AMDA Jalisco

www.amdajal.com.mx

Organizational Overview

Industry: Automotive

Headquarters: Mexico

Employees: 45

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Grupo Bonanza
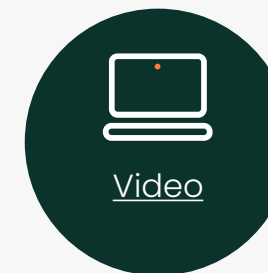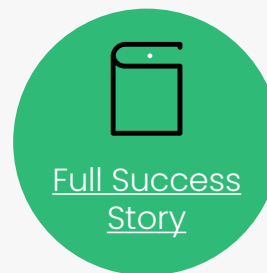
www.grupobonanza.com.do

BONANZA DOMINICANA, S.A.S.

50% optimization of selling processes

90% faster response time

- Bonanza Dominicana was founded 1949 by the president Antonio Lama and his executive vice president R. Eduardo Lama S. Grupo Bonanza's focus is on the automotive industry selling a variety of products, including tires, lubricants and cars.

- In order to establish a robust, but dynamic platform and to become the number one choice for its customers, Bonanza Dominicana decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Since then, Bonanza Dominicana was able to reduce its response time by 90% guaranteeing its customers a unique shopping experience and raising 20 million of Dominican Pesos since the implementation of Business One.

SAP Business One version for SAP HANA References

Main Menu

Grupo Bonanza

www.grupobonanza.com.do

BONANZA DOMINICANA, S.A.S.

Organizational Overview

Industry: Automotive

Headquarters: Dominican Republic

Employees: 400

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Mway

www.m-way.ch

Realtime information about products

Create reports in real-time

— As an innovative sustainability specialist, Mway provides Switzerland with eco-friendly electric transportation options. Since its launch in October 2010, the company has expanded its network of stores and service outlets across all regions.

— As Mway needed access in real-time of its entire inventory of vehicles and sales transactions, they chose SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

— Now, customers are able to obtain information in real-time about availability of products and services. Also, employees can create reports in real-time to make more informed recommendations to customers.

SAP Business One version for SAP HANA References

Main Menu

Mway

www.m-way.ch

Organizational Overview

Industry: Automotive

Headquarters: Switzerland

Employees: 45

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu

Real Consulting

www.realconsulting.gr

Customized user interfaces

— Real Consulting is one of the leading consulting and implementation of integrated IT projects companies in Greece. They aim to offer its customers high quality services and integrated business solutions helping them maximizing their competitiveness and profitability

— Real Consulting decided to use SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server, in order to leverage IoT, connected cars and dealer management, and revolutionize their relationship with their customers.

— Since then, Real Consulting customers benefit from a nice and friendly user interface as it is flexible and can be customized.

Main Menu

SAP Business One version for SAP HANA References

Real Consulting

www.realconsulting.gr

Organizational Overview

Industry: Automotive

Headquarters: Greece

SUSE Products:
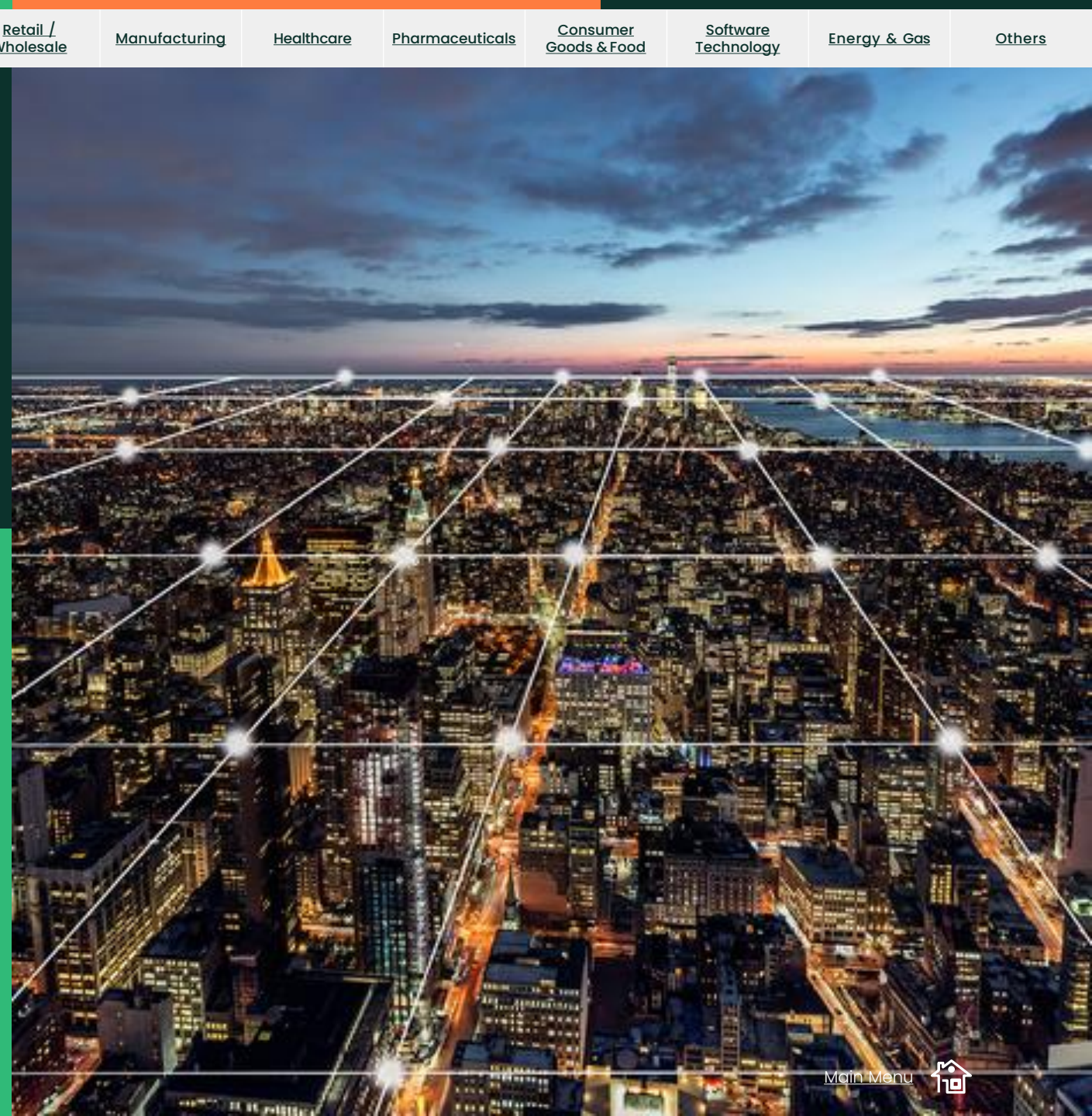SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
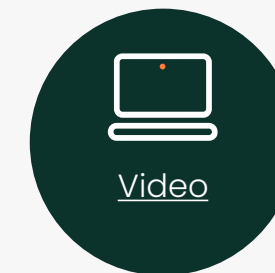
Utilities

| Des Aravis | 25 |

O des Aravis

www.odesaravis.com

Transparent works-flows

50% faster order processing

- O des Aravis is a specialist water treatment company in the French Alps supplying more than 60,000 customers with drinking water.

- In order to simplify and streamline its business processes, provide transparency and traceability, and to support an efficient operating model that will help the company tackle the challenges of climate change in the coming decade, O des Aravis chose SAP Business One, version for SAP HANA, running on SUSE Linux Enterprise Server.

- As a result, O des Aravis benefits from workflows that are transparent, simple and traceable. Moreover, through SAP B1, orders can be processed in half the time and a significant number of operations could be automated.
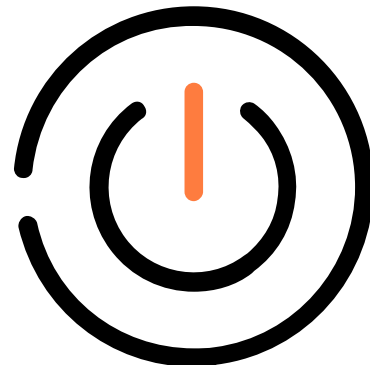
O des Aravis

www.odesaravis.com

Organizational Overview

Industry: Water Treatment

Headquarters: France

Employees: 25

SUSE Products:
SUSE Linux Enterprise Server
SUSE Manager

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
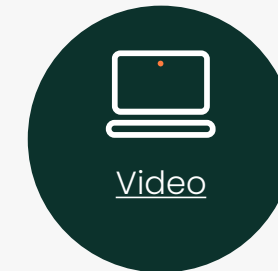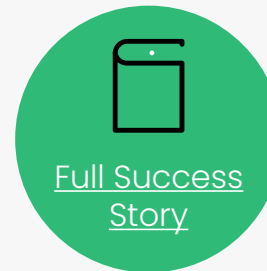
Retail /Wholesale

Camas y Muebles Monterrey

www.cymfurniture.com

Faster response times

30% more profitable

— Camas y Muebles Monterrey is a Mexican manufacturer that manufactures tubular furniture, mainly for the US market

— As Camas y Muebles needed an ERP solution to streamline operations and consolidate its data, their choice fell on SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

— Now, Camas y Muebles has analytical insight into its products, customers and markets which is driving increased sales and profitability to up to 30%. Also, they benefit from faster response times and the ability to adapt to rapidly changing demands.

27

SAP Business One version for SAP HANA References

Main Menu

Camas y Muebles Monterrey

www.cymfurniture.com

Organizational Overview

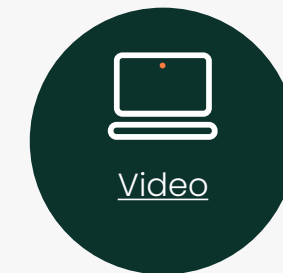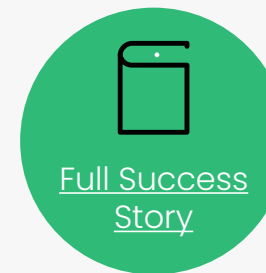**Industry:** Retail

Headquarters: Mexico

Employees: 280

Revenue: $13M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Pappaterra Montolío SAS

www.pamonsrl.com

Down 75% time for sales analyses

66% time for order deliveries

- Pappaterra Montolío is a company with more than 13 years in the market, dedicated to sell hardware and construction items.

- As Pappaterra Montolío wanted to integrate all of their systems into one, they decided to go with SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Pappaterra Montolío was able to reduce the time for analyzing sales records by 75% and the time for order deliveries by 66%.

SAP Business One version for SAP HANA References

Main Menu

Pappaterra Montolío SAS

www.pamonsrl.com

Organizational Overview

Industry: Retail

Headquarters: Dominican Republic

Employees: 210

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
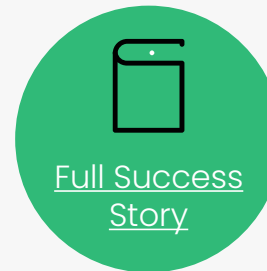
Simplot Korea Inc.

www.simplot.co.kr

100% real-time business transparency & clarity

50% faster closing period

— Health-conscious consumers around the world enjoy the natural goodness and fresh-from-the-farm flavor of quality frozen foods from the J.R. Simplot Company. Simplot's market-leading lineup of potato, vegetable, fruit, grain, and avocado offerings is backed by more than 80 years of experience and a world-class global operation.

— As one of its overseas subsidiaries, Simplot Korea Inc. needed to analyze and report on business performance in the Korean market. To do that job quickly and efficiently, Simplot Korea turned to the SAP Business One application powered by SAP HANA running on SUSE Linux Enterprise Server and FineSoft Co. Ltd., an SAP partner.

— Now, Simplot Korea can accelerate key business processes and capture massive volumes of business information in a single, scalable solution designed for high-speed, in-memory computing. Fast, flexible analytics now enable the subsidiary to extract in-the-moment insight from Big Data feeding corporate success by providing headquarters with real-time reports on local market performance and consumer preferences.

SAP Business One version for SAP HANA References

Main Menu

Simplot Korea Inc.

www.simplot.co.kr

Organizational Overview

Industry: Wholesale & Distribution

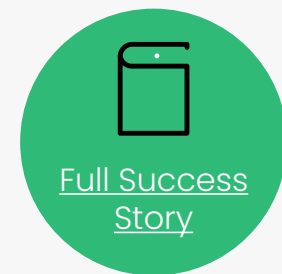**Headquarters:** South Korea

Employees: 30

Revenue: $50M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

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Main Menu

Solsona – Atlantis Group

www.solsona-atlantis.com

Real-time visibility of inventory

Instant access **to business critical information**

- Solsona Atlantis is a leading distributor of ceramics, tiles and sanitary ware, based in northern Morocco

- The company took the strategic step of investing in SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating system, with the aim of enabling real-time, insight-driven decision making for competitive advantage.

- Now, Solsona can easily capture and share information, and has instant visibility into inventory, orders and invoices, plus

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33

Main Menu

Solsona – Atlantis Group

www.solsona-atlantis.com

Organizational Overview

Industry: Wholesale & Distribution

Headquarters: Morocco

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
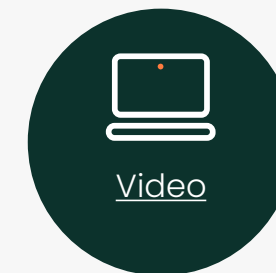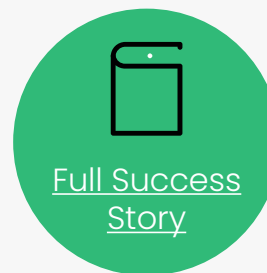
Startup Factory Co. Ltd.

www.startupfactory-china.de

Real-time Business & financial insights

— Startup Factory offers office-in-office solutions for European SMEs wanting to enter the Chinese market. It supports 30 foreign-funded fledgling businesses that would otherwise lack the manpower, financial and material resources to access the Chinese market.

— To streamline processes, strengthen internal management and help companies to manage large inventories of products, components and materials, Startup Factory chose SAP Business One Cloud, version for HANA, running on SUSE Linux Enterprise Server.

— Nowadays, the incubator has improved the accuracy of business transactions through real-time capability and can support the successful scale-up of digitally-native companies.

35

SAP Business One version for SAP HANA References

Startup Factory Co. Ltd

www.startupfactory-china.de

Organizational Overview

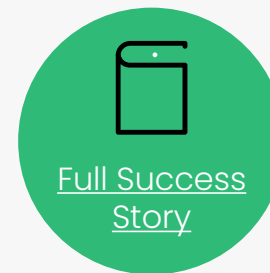**Industry:** Wholesale & Distribution

Headquarters: China

Employees: 300+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Tennis-Point GmbH

www.tennis-point.de

One Integrated systems

- Tennis-Point is a leading distributor of tennis equipment from Germany. They have a wide, up-to-date range of more than 100,000 products and ship up to 5,000 parcels per day across Europe.

- In order to support the growth of Tennis-Point across Europe, they chose to deploy SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Tennis-Point benefits from one integrated system allowing its staff to retrieve information fast and easily. Also, due to the automated system, orders can be processed faster and the risk of mistakes was minimized.

SAP Business One version for SAP HANA References

Tennis-Point GmbH

www.tennis-point.de

TENNIS POINT
Advantage You

Organizational Overview

Industry: Retail

Headquarters: Germany

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

America International Automotive Parts Inc

STOCK aiG ®
under car parts
High quality, big savings

stockaign.com.br

Faster deployment & implementation

Improved inventory management

- America International Automotive Parts moved their headquarters from Brazil to the US, and started distributing their products in the US, Central America and the Caribbean.

- They offer its customers individual solutions that are tailored to their specific requirements with large experience in the manufacturing of OEM products, higher quality requirements, maximum quality control and logistics, and great experience in just-in-time product process.

- In order to obtain powerful analytics, America International Automotive Parts chose SAP Business One, version for SAP HANA, running on SUSE Linux Enterprise for SAP Applications.

- Now, through SAP Business One, America International Automotive Parts has real-time access to company information from everywhere and are able to process orders from multiple channels.

39

Main Menu

America International Automotive Parts Inc

stockaign.com.br

Organizational Overview

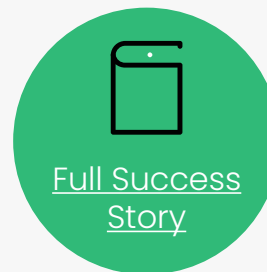**Industry:** Wholesale & Distribution

Headquarters: Florida, USA

Employees: 20

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

Antarc Ltd

www.antarc-ke.com

50% increase in market share

93% Faster audit review cycles

— Whether looking to decorate the office or home, the people in Kenya go no further than their local Antarc showroom. Antarc is dedicated to providing customers with excellent quality and superior service at a fair price.

— As business continues to grow, Antarc needed a more robust IT platform that would unify and streamline operations and increase visibility and control through detailed and up-to-date reporting and analytics. Therefore, Antarc chose SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

— Since then, Antarc can benefit from an increase in overall operational efficiency and greater operational control with more accurate reporting, efficient warehouse management, swifter deliveries and shorter lead times.

Page 1 | Page 2

41

SAP Business One version for SAP HANA References

Main Menu

Antarc Ltd

www.antarc-ke.com

Organizational Overview

Industry: Retail

Headquarters: Kenya
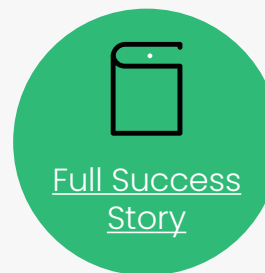
Employees: 85

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Associated Brands Europe GmbH

www.abe-brands.de

High performance

Improved customer satisfaction

- Associated Brands Europe GmbH (ABE) is a business supplies and equipment company based in Willich, Germany.

- As ABE needed a high performance system, they chose SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

- As a result, ABE staff is now able to retrieve data in seconds. Thus, employees can make optimal decisions during calls with customers. Furthermore, dashboards provide highly accurate information in real-time which contributes to a high performance and improved customer satisfaction.

Associated Brands Europe GmbH

www.abe-brands.de

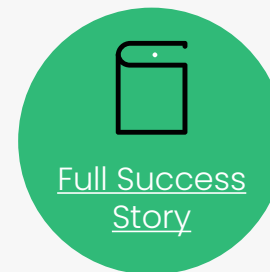## Organizational Overview

Industry: Wholesale

Headquarters: Germany

Employees: 32

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Comercializadora Ragón

https://www.ragon.mx/

100% accuracy on balance info

95% on time to get financial reports

- Located in the state of Puebla, Ragón begins the journey in the confectionery business, distributing sweets to wholesale, half-wholesale and in retail.

- Due to the internal growth of Ragón, as well as the technological advances, they had to implement something that would help them continue to meet the client's needs in a timely manner. After 40 years in the market, Ragón decided to modify its business model and implement SAP Business One version for SAP HANA running on SUSE Linux Enterprise Server.

- As a result, Ragón has control of each business area, improving its quality service for customers. Also, since the implementation, Ragón could achieve a 95% reduction in the time to get financial reports.

Page 1 | Page 2

45

Main Menu

Comercializadora Ragón

https://www.ragon.mx/

Organizational Overview

Industry: Wholesale & Distribution

Headquarters: Mexico

Employees: 100+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
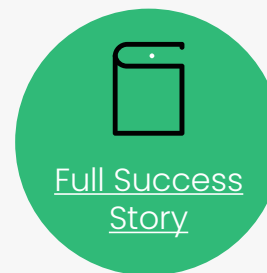
Group DAPSA

www.grupodapsa.com

Up 60% sales process efficiency

100% more efficient on taking decisions

— Grupo DAPSA is the leader in the central Mexican region in the grocery wholesale industry.

— In order to make better decisions and processes more efficient, Grupo DAPSA decided to run SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

— Since then, DAPSA is able to view information in real-time resulting in a 100% better decision making due to interactive analysis modules and search functionalities. Furthermore, DAPSA could improve its sale process efficiency by 60%, create reports faster as well as save costs.

47

Main Menu

Group DAPSA

www.grupodapsa.com

DAPSA
EN ABARROTES SU MEJOR OPCIÓN

Organizational Overview

Industry: Wholesale & Distribution

Headquarters: Mexico

Employees: 210

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

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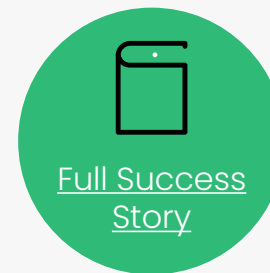
DPF Pte Ltd

www.dpf.sg

80% operational efficiency

30% cost savings

- DPF is a wholesale trading company which is specialized in metal hardware products and other diversified products such as Ductile iron, copper, pipes and fittings.

- In order to modernize their business and allow better communication amongst different functional teams, DPF decided to leverage technology for operational efficiency and therefore, chose SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

- Since the implementation, DPF was able to realize 30% of cost savings. Moreover, with the ease of managing multiple functions under a single ERP system, DPF and its related companies have real-time access to locate required documents, eliminate manual monitoring of credit limit of customers and also the need for the use of multiple systems/ software by different functional teams. Overall, resources could be optimized with increased efficiency resulting in higher productivity.

SAP Business One version for SAP HANA References

Main Menu

DPF Pte Ltd

www.dpf.sg

Organizational Overview

Industry: Wholesale & Distribution

Headquarters: Singapore
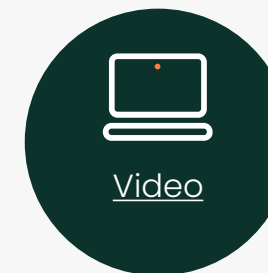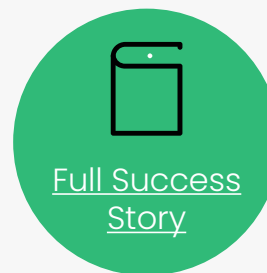
Employees: 35

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu

Doulkeroglou S.A

www.doulkeroglou.gr

Increased efficiency

Better communication within departments

- Doulkeroglou S.A. has one of the longest history in fastener distribution in Greece. Founded in 1967, in Piraeus, aiming to become a leading force in the fasteners' market by combining entrepreneurial skills and competitiveness along with respect to people, society and the environment.

- Aiming to offer higher standards of service to its 2,000 loyal customers across Greece and to solve all the problems of support and connection in accordance with the rules and the technical specifications of the European legislation, Doulkeroglou S.A. chose SAP Business One Cloud, version for SAP HANA running on SUSE Linux Enterprise Server.

- With the implementation, Doulkeroglou S.A. was able to streamline its processes allowing in-depth reporting in real time. Also, they could optimize time-consuming business processes and thus, achieving better communications within departments.

Doulkeroglou S.A

www.doulkeroglou.gr

Organizational Overview

Industry: Wholesale & Distribution

Headquarters: Greece

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
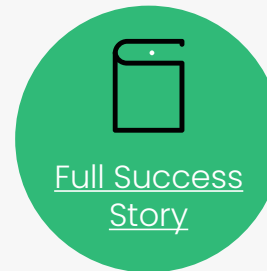
EvoShield LLC

www.evoshield.com

Up 67% on time shipping

>20% savings on shipping

- EvoShield LLC is a venerable global sports brand for protective gear that can withstand high impact while remaining comfortable, lightweight, and flexible.

- To work more effectively with partners, gain transparency and support continuing growth, EvoShield needed an integrated enterprise resource planning solution. For this reason, EvoShield decided to deploy SAP Business One, version for SAP HANA and running on SUSE Linux Enterprise Server.

- Since then, EvoShield has enhanced operations to improve the quality, consistency, and on-time delivery of its products. Greater visibility into purchase orders is resulting in better inventory management, data access, collaboration, and customer service – which means EvoShield can stay on top of its game both now and in the future.

53

SAP Business One version for SAP HANA References

Main Menu

EvoShield LLC

www.evoshield.com

Organizational Overview

Industry: Retail

Headquarters: Georgia, USA

Employees: 60

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
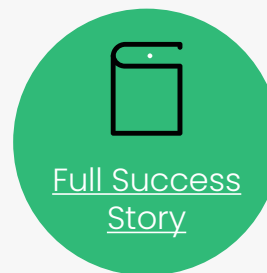
Ferretería Éxito

www.exito.com

Up 95% in response times

Automation of international sales

- Ferretería Éxito is specialized in the selling of hardware and sanitary as well as import of ceramics, porcelain and more.

- As Ferretería Éxito wanted to improve its response times as well as getting precise information about their inventory, they decided to implement SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Ferretería Éxito benefits from automated processes of international sales and real-time information on goods. Furthermore, they could improve their response times by 95%.

Page 1 | Page 2

55

Main Menu

Ferretería Éxito

www.exito.com

Organizational Overview

Industry: Retail

Headquarters: Dominican Republic

Employees: 20

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Globalvet

www.globalvetgroup.com

100% accuracy

Down 30% time to prepare financial analyses

— Globalvet is a Peruvian company selling animal health and nutrition products.

— As Globalvet needed a robust software that was able to process big data capacities in real time, they decided to deploy SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

— Now, Globalvet is able to process data in real time and based on that, make better decisions. Also, the time to prepare financial analyses could be reduced significantly

Main Menu

Globalvet

www.globalvetgroup.com

Organizational Overview

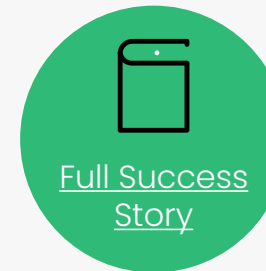**Industry:** Retail & Distribution

Headquarters: Lima, Peru

Employees: 30+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

Grupo Alterra

www.grupoalterra.com

100% accuracy

50% faster delivery time

— Grupo Alterra is the union of two companies with family roots specialized in the hardware sector.

— In order to process big volumes of data in real time, Grupo Alterra chose to implement SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— As a result, Grupo Alterra is now able to process big amounts of data resulting in a reduction in delivery times. Furthermore, the advanced dashboards allow Grupo Alterra to facilitate decision making by providing data in real time.

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SAP Business One version for SAP HANA References

Main Menu

Grupo Alterra

www.grupoalterra.com

Organizational Overview

Industry: Retail & Distribution
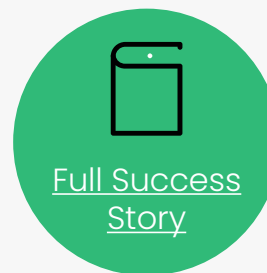
Headquarters: Dominican Republic

Employees: 50+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Page 1 | **Page 2**

Jacky's Retail LLC

Jacky's

www.jackys.com

- Jacky's Retail LLC is a B2B solutions arm of the consumer electronics retailer Jacky's Group operating and managing Samsung stores across the United Arab Emirates.

- Jacky's legacy ERP system was unable to support the demands of this venture, so the business chose SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server, for its ability to integrate with Samsung's point of sale system, supporting thousands of transactions daily, and provide real-time reporting to enable the right decisions to be made at the right time.

- As a result, Jacky's Retail has seen a significant increase in the efficiency of handling customers in stores and benefits from improved customer services with fewer staff due to real-time visibility. Furthermore, real-time reporting allows Jacky's to make timelier business decisions.

Realtime reporting

Increased efficiency

Page 1 | Page 2

61

Main Menu

SAP Business One version for SAP HANA References

Jacky's Retail LLC

www.jackys.com

Jacky's

Organizational Overview

Industry: Retail & Distribution

Headquarters: Dubai

Employees: 200+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Joyerías Bizarro

BIZZARRO
momentos inolvidables

www.joyeriasbizarro.com

Realtime analyses

Increased efficiency

— Joyerías Bizarro is a leader in fine jewelry in Mexico.

— As they needed an ERP solution to manage the entire organization with modern management tools, Joyerías Bizarro decided to implement SAP Business One powered by SAP HANA with SUSE Linux Enteprise Server for SAP Applications as the operating system.

— Now, Joyerías Bizarro benefits from increased efficiency in all areas of the organization as users can find the most relevant product information thanks to Enterprise Search. Also, thanks to real-time analyses, forecasting effectiveness and purchase decisions could be improved.

SAP Business One version for SAP HANA References

Main Menu

Joyerías Bizarro

www.joyeriasbizarro.com

BIZZARRO
momentos inolvidables

Organizational Overview

Industry: Retail

Headquarters: Mexico

Employees: 420

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
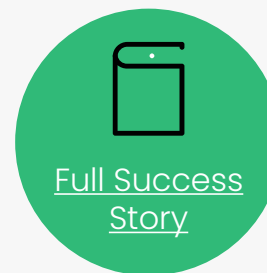
Kedvenc JM Kft.

www.kedvencszakbolt.hu

1000X faster

Increased user experience

— KEDVENC JM is a Hungarian wholesaler specialized in the fresh and frozen food industry. Today, KEDVENC JM consists of two Joint Ventures: Poultry & Meat Ltd. and Gastro-Meat Ltd.

— As KEDVENC JM needed a more efficient system to handle their monthly reports, KEDVENC JM chose SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— Since then, KEDVENC JM's efficiency and user experience has improved significantly, converting data 1000 times faster than before. Also, Controlling is able to save more than one day per month using the embedded reports.

SAP Business One version for SAP HANA References

Main Menu

Kedvenc JM Kft.

www.kedvencszakbolt.hu

Organizational Overview

Industry: Wholesale

Headquarters: Hungary

Employees: 90

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu

Le Duigou GmbH

www.leduigou.com

Greater efficiency

Inventory costs down

- There's no question what Le Duigou GmbH represents: beauty and well-being, supported by tradition and innovation. As a supplier of perfume and cosmetics for more than 40 years, the company stays ahead of competitors by keeping its stores well stocked and its customers coming back.

- To optimize its supply chain and enhance its impeccable customer service with specialized loyalty programs, Le Duigou is using the SAP Business One application, version for SAP HANA running on SUSE Linux Enterprise Server, with integrated point-of-sale functionality.

- Thus, Le Duigou benefits from increased top-line growth with better inventory management due to forecast-driven upgrades, lower inventory costs through targeted and timely inventory planning as well as from an advanced IT framework that supports system expansion and future business development.

SAP Business One version for SAP HANA References

Main Menu

Le Duigou GmbH

www.leduigou.com

Organizational Overview

Industry: Retail

Headquarters: Austria

Employees: 20

SUSE Products:

SUSE Linux Enterprise Server

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Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu
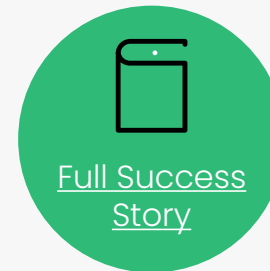
Merdix t/a Farmagana

www.farmagana.org

From 10min to <1 min generating reports

From 2h to 1min time spent on invoices

— Farmagana is a distributor of generic medicines to pharmacists, with an emphasis on service and personal attention

— In order to enhance their business processes, Farmagana chose to deploy SAP Business One powered by SAP HANA and with SUSE Linux Enterprise Server as the operating system.

— Today, with SAP Business One, the company benefits from full product traceability and real-time inventory monitoring on a branch-by-branch basis through intuitive dashboards. Now the business has all the data it needs to make confident decisions on its commercial, financial and administrative strategies.

69

SAP Business One version for SAP HANA References

Merdix t/a Farmagana

www.farmagana.org

Organizational Overview

Industry: Wholesale & distribution

Headquarters: Mexico

Employees: 200

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Page 1 | **Page 2**

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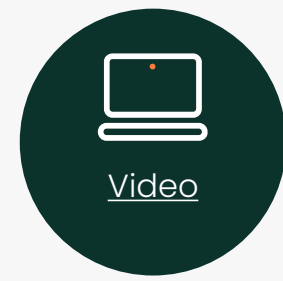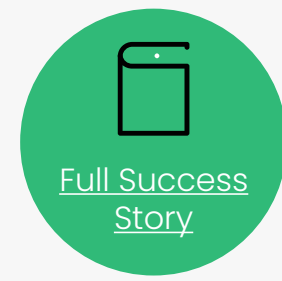
Cloe

www.cloe.com

Double digit growth & profitability

On-time invoicing

- Since its foundation 29 years ago, fashion brand, Cloe, has been devoted to premium design and quality in leather goods – expanding from handbags into luggage, backpacks and women's footwear, which retail through major department stores and airports across Mexico.

- The company needed a robust technology platform to address its administrative processes and better serve its customers. Therefore, they chose SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Cloe has been able to implement leaner and more efficient processes, access accurate information on sales and financials, and invoice on time. SAP Business One allows management to make the right decisions at the right time, resulting in double-digit sales growth and profitability without sacrificing quality.

SAP Business One version for SAP HANA References

Main Menu

Cloe

www.cloe.com

Organizational Overview
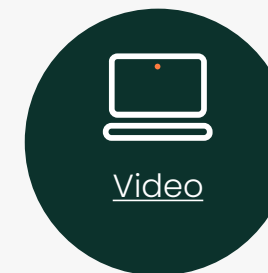
Industry: Retail

Headquarters: Mexico

Employees: 500+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Page 1 | **Page 2**

Main Menu

Manufacturing

ASSAD	75	Quirós y Compañia	87
Kenya Nut Co	77	Rextone Industries	89
Etipres Zona Franca	79	SUEX	91
Europlast	81	Tononoka Rolling Mills	93
Lledó Illumincaión	83	Tristel	95
Milyon	85	New Sound Industries	97

ASSAD

www.atassad.com

10X quicker analysis response

Better decision making

— The Tunisian manufacturer ASSAD is specialized in the design, manufacturing, distribution and recycling of electric lead batteries. Its production covers a wide range of uses: Automotive, marine, solar, leisure, industrial, computer and telecommunications.

— ASSAD decided to deploy SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system to increase its efficiency.

— Now, ASSAD benefits from fast and flexible data processing, resulting in analysis responses that are ten times quicker than the old legacy system. Furthermore, ASSAD can create customizable reports and is able to make better decisions with Business Intelligence in real-time.

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Page 1 | Page 2

74

SAP Business One version for SAP HANA References

Main Menu

ASSAD

www.atassad.com

Organizational Overview

Industry: Manufacturing

Headquarters: Tunisia

Employees: 700

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
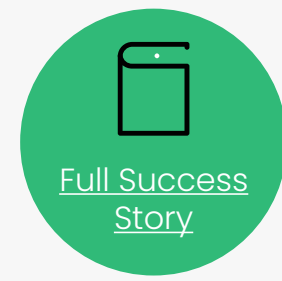
Kenya Nut Co. Ltd

www.kenyanut.com

Faster decision making

Increased efficiency

- Kenya Nut was established in 1972 in the Kenya highlands with a focus on growing quality macadamia & cashew nuts. This has since grown to include coffee, chocolates and oils.

- Kenya Nut Company decided to upgrade its SAP Business One from MySQL to SAP HANA running on SUSE Linux Enterprise Server and to deploy on the cloud.

- Since then, Kenya Nut Company benefits from increased efficiency and faster decision making due to improved transactional and reporting speeds.

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Page 1 | Page 2

76

SAP Business One version for SAP HANA References

Main Menu

Kenya Nut Co. Ltd

www.kenyanut.com

Organizational Overview

Industry: Manufacturing

Headquarters: Kenya

Employees: 3000+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu
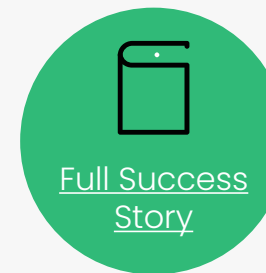
Etipres Zona Franca S.A

www.etipres.com

>45% reduction in time for inventory control

Agility & security

— Etipres is a specialist in the labeling industry, offering labels and products associated with printing industry, starting from customized developments to innovations for different industries such as Medical, Pharmaceutical, Food, Personal Care and others.

— To improve their administrative processes and to gain more control over their inventory, Etipres decided to deploy SAP Business One on SAP HANA running on SUSE Linux Enterprise Server.

— As a result, Etipres was able to reduce its inventory control time by 45%. Furthermore, production control could be improved and packing is now more efficient.

SAP Business One version for SAP HANA References

Main Menu

Etipres Zona Franca S.A

www.etipres.com

Organizational Overview

Industry: Manufacturing

Headquarters: Costa Rica

Employees: 120

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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EUROPLAST S.A.C.

EUROPLAST
FABRICA DE ENVASES PLASTICOS

www.europlast.pe

Down 55%
of time for financial analysis

100%
report precision

— EUROPLAST is a Peruvian company and its main activity is the manufacturing of containers, gallon jugs, and lids, produced in all types of plastics. They have an extensive experience in the market offering container solutions to different sectors such as food, cosmetics, agriculture, pharmaceuticals, fuels and others.

— EUROPLAST was looking for a software that allowed them to control, integrate and automate their processes. For this reason, they chose SAP Business One on SAP HANA running on SUSE Linux Enterprise Server.

— Since then, EUROPLAST could significantly reduce the time needed for preparing financial analyses and legal reports. Also, they are able to make better decisions now due to 100% precise reports.

80

SAP Business One version for SAP HANA References

EUROPLAST S.A.C.

www.europlast.pe

Organizational Overview

Industry: Manufacturing

Headquarters: Lima, Peru

Employees: 170

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Lledó Illumicaión
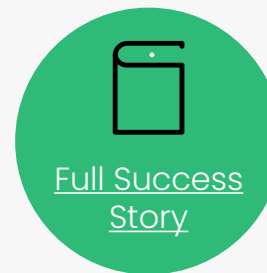
www.lledogrupo.com

LLEDO

20% returned shipments

30% faster delivery times

- Lledó is the leader in the design, production and marketing of luminaires, natural lightning, integrated ceilings, control systems, photovoltaics, acoustic absorbers and connectivity in Peru.

- In order to have one system that provides them with real-time data, Lledó decided to deploy SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

- As a result, Lledó was able to speed up its delivery times by 35% as well as reduce its rate of returned shipments by 20%. Due to the ability to analyze data in real-time, Lledó can make better and more efficient decisions now.

SAP Business One version for SAP HANA References

Main Menu

Lledó Illumicaión

www.lledogrupo.com

Organizational Overview

Industry: Manufacturing

Headquarters: Lima, Peru

Employees: 10+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
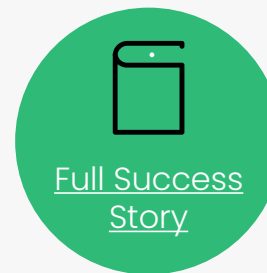
Milyon S.A. de C.V.

www.milyon.com.mx

99% down on time to obtain reports

Realtime data

- Milyon is a Mexican pioneer in the fusion of fiber and resin technology. They handle more than a thousand items in different uses.

- Milyon was looking for a software that would have the capacity to process big amounts of data in real-time and that could integrate everything into one system. For this reason, they chose to migrate to SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since then, Milyon benefits from automated processes and real-time data. They were able to reduce the time to obtain reports by 99%.

Main Menu

SAP Business One version for SAP HANA References

Milyon S.A. de C.V.

www.milyon.com.mx

Organizational Overview

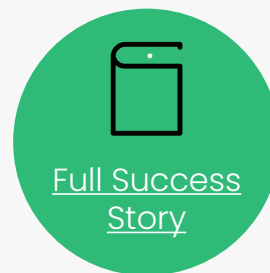**Industry:** Manufacturing

Headquarters: Mexico City, Mexico

Employees: 40+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Quirós y Compañia S.A.

Increased efficiency

Realtime data

- Quirós y Compañia is a Costa Rican company offering wheel and rim production and repair services.

- To improve their business and the efficiency, Quirós y Compañia decided to deploy SAP Business One on SAP HANA running on SUSE Linux Enterprise Server.

- Thus, Quirós y Compañia was able to increase its efficiency, their processes and their production. Furthermore, thanks to real-time data, they are able to control discounts and promotions more easily.

SAP Business One version for SAP HANA References

Quirós y Compañia S.A.

Organizational Overview

Industry: Manufacturing

Headquarters: Costa Rica

Employees: 98

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

SAP Business One version for SAP HANA References

Main Menu
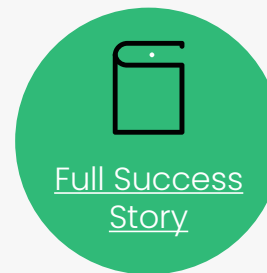
Rextone Industries Ltd

www.atinks.com

A.T. INKS

Improved response times

One unified system

— Rextone Industries manufactures ink for large format inkjet printers and has multiple manufacturing units in India.

— As Rextone Industries wanted to be more flexible and required a simple system, they decided to migrate to SAP Business One, version for HANA running on SUSE Linux Enterprise Server.

— As a result, Rextone Industries benefits from one unified system for everything saving Rextone Industries several days a month of preparation of inventory audit and excise reports.

— Furthermore, response times while doing transactions or generating reports has improved, increasing user efficiency manifolds.

Page 1 | Page 2

88

SAP Business One version for SAP HANA References

Main Menu

Rextone Industries Ltd

www.atinks.com

A.T. INKS

Organizational Overview

Industry: Manufacturing

Headquarters: Mumbai, India

Employees: 100+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

SUEX

SUEX

www.suex.it

Double digit growth

- Suex is a specialist manufacturer of underwater scooters, which transmit a substantial volume of digital data gathered from diving expeditions to cloud storage.

- Suex was looking to shift from productoriented to service-oriented and needed a robust solution and in-memory platform to add value by analysing huge volumes of data coming from connected devices worldwide.

- Therefore, Suex decided to deploy SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since then, Suex was able to improve its manufacturing capability, inform future development and chart the course of the business.

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SAP Business One version for SAP HANA References

Main Menu

SUEX

www.suex.it

Organizational Overview

Industry: Manufacturing

Headquarters: Italy

Employees: 30

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
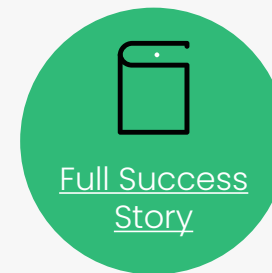
Tononoka Rolling Mills Ltd

www.tononokasteels.com

Better Stock management

Improved Cash flow

- Tononoka Rolling Mills is a major supplier of steel products in the Kenyan markets as well as a major producer and supplier of Black and Galvanized Pipes, Hollow Sections, Channels, Beams, Profiles, M.S. Sheets, Z-Purlins, Flat and Angles.

- Tononoka had outgrown its accounting system and manual, spreadsheet-based processes which is why they decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server to run the business more efficiently and with greater visibility.

- As a result, Tononoka can benefit from operational savings, improved cash flow management, identification and control of waste, accurate unit costing and real-time business insight.

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Main Menu

Tononoka Rolling Mills Ltd

www.tononokasteels.com

Organizational Overview

Industry: Manufacturing

Headquarters: Kenya

Employees: 520

Revenue: $40M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

Main Menu
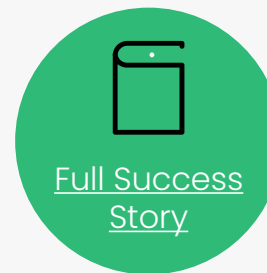
Tristel

www.tristel.com

Realtime visibility

Worldwide connection

- Tristel manufactures infection and contamination control products for medical instruments and surfaces in hospitals, veterinary practices and cosmetic and pharmaceutical companies.

- As Tristel was struggling to consolidate data from multiple branches, which created inconsistencies across the business, it chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server for its flexibility, multi-language support and intuitive user interface.

- Now, Tristel can connect all of its entities worldwide, with real-time visibility into operations and finances, which enables head office to be more supportive and collaborative.

Tristel

www.tristel.com

Organizational Overview

Industry: Manufacturing
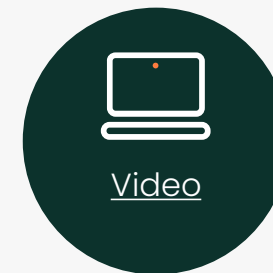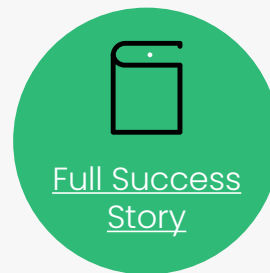
Headquarters: Newmarket, England

Employees: 180

Revenue: $20M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

New Sound Industries Limited

www.newsoundhk.com.hk

Increased user efficiency

Better decision making

- New Sound Industries Limited is one leading manufacturer of watch parts and precision manufacturing products.

- The company provides OEM and ODM manufacturing solutions for several industries including traditional watches, telecommunication devices such as smartphones and tablets, medical and dental devices, smart watches, fashion accessories and sporting protections.

- To increase their efficiency, New Sound Industries decided to deploy SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

- As a result, New Sound Industries benefits from better insights to action leading to better decision making. Furthermore, they could increase their customer satisfaction by creating a simple and intuitive user experience.

Page 1 | Page 2

SAP Business One version for SAP HANA References

Main Menu

New Sound Industries Limited

www.newsoundhk.com.hk

Organizational Overview

Industry: Manufacturing

Headquarters: Hong Kong

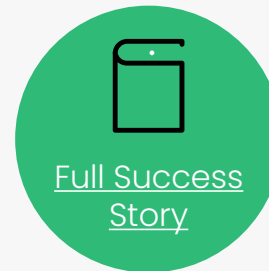**Employees:** 2000

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Healthcare

Adria Pharmacy

Medistance®

27% increase in positive feedback

Improved communications

- Adria Pharmacy provides intelligent healthcare management solutions for small and midsize businesses.

- In order to improve communications as well as patient safety and treatment outcomes, Adria Pharmacy decided to deploy the Medistance platform powered by SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, pharmacists have a clear overview of medicine related treatment workflows and daily health status. Furthermore, they can share information on the same mobile platform with specialist and relatives; and can focus on improving the outcome of the personal treatment successfully.

SAP Business One version for SAP HANA References

Main Menu

Adria Pharmacy

Medistance®

Organizational Overview

Industry: Healthcare

Headquarters: Hungary

Employees: 8

Revenue: €2.56M

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

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Main Menu
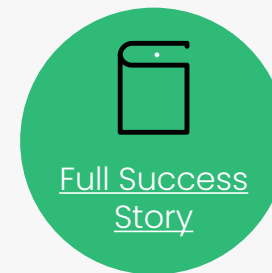
Medistance

www.medistance.eu

Greater efficiency & scalability

Lower administration costs

— Medistance - powered by SAP Business One for SAP HANA - is a comprehensive and versatile healthcare provider practice and patient health status management solution with an easy-to-use interface.

— Medistance chose to use SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

— As a result, Medistance can harness the SAP Business One application powered by SAP HANA for its intelligent healthcare workflow and medical device fleet management platform, helping provide instant home healthcare services that not only increase patient comfort and security but also reduce costs.

SAP Business One version for SAP HANA References

Medistance

Medistance®

www.medistance.eu

Organizational Overview

Industry: Healthcare management

Headquarters: Budapest, Hungary

Employees: 37

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu
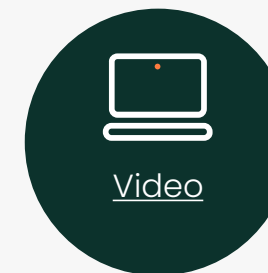
Laboratory & Allied Ltd

Cost savings

Improved inventory control

— Laboratory & Allied manufactures over 250 branded pharmaceutical products which are sold across Kenya and a dozen other countries.

— Laboratory and Allied chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server for its flexibility and robustness.

— Now, Laboratory and Allied can monitor operations wherever they may be and make informed decisions about the future of the business thanks to insightful reports and dashboards. Moreover, Laboratory and Allied benefit from improved inventory control and are able to save costs and money through more efficient processes.

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103

SAP Business One version for SAP HANA References

Main Menu

Laboratory & Allied Ltd

Organizational Overview

Industry: Healthcare management

Headquarters: Nairobi, Kenya

Employees: 560

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Video

Page 1 | **Page 2**

Main Menu
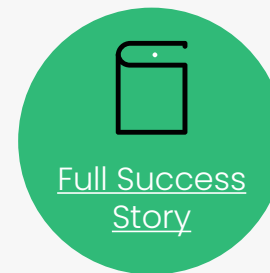
Medaviz

www.medaviz.com

3 million beneficiaries

Realtime data

- Founded in late 2014, Medaviz provides 24/7 medical teleconsultation by phone or video conference, guaranteeing patients can speak to a doctor within three minutes.

- Through its B2B2C model, the company currently connects 3 million beneficiaries with 90 health professionals through intermediaries including health insurance companies, employers and service providers for the elderly.

- Medaviz chose SAP Business One on SAP HANA running on SUSE Linux Enterprise Server hosted in the cloud to run its back-office operations and provide the real-time analytics that power the digital platform.

- As a result, Medaviz can guarantee its 24/7 services using real-time data and thus, developing a true teleconsultation tool for doctors that will analyze information from connected objects to enable faster diagnosis and better treatment.

Medaviz

www.medaviz.com

Organizational Overview

Industry: Medical Teleconsultations

Headquarters: France

Employees: 8

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Main Menu

Pharma Consulting

- Pharma Consulting Ltd. offers safe, closed circuit data management with an online platform for non-interventional post-marketing-studies.

- In order to provide a single health status view of the patient, and share medical insights across practice collaboration, Pharma Consulting deployed Medistance powered by SAP Business One on SAP HANA running on SUSE Linux Enterprise Server.

- Now, Pharma Consulting benefits from an effective and reliable tool for overall countrywide healthcare monitoring. Also, Pharma Consulting is able to make better decisions and interventions based onto the complex data analysis.

22% better risk profiles

Lower administration cost

Page 1 | Page 2

107

Main Menu

Pharma Consulting

Medistance®

Organizational Overview

Industry: Healthcare

Headquarters: Hungary

Employees: 14

Revenue: €3.16M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Video

SAP Business One version for SAP HANA References

Main Menu
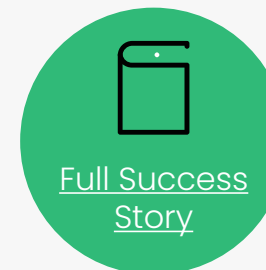
Phoniro Systems AB

phoniro   *LittleFish*

www.phoniro.com

Delivery lead times down

Faster financial close

- e-Health company, Phoniro, develops high-tech solutions for digitizing residential healthcare, delivered on a single IT platform, enabling care-givers to devote more time to elderly patients.

- As Phoniro had outgrown its finance system, they chose SAP Business One Cloud on SAP HANA running on SUSE Linux Enterprise Server to provide more control over logistics and support for public procurement.

- Since then, Phoniro became more customer-oriented and was able to reduce delivery lead times, accelerate financial close and monitor business performance via mobile dashboards.

109

SAP Business One version for SAP HANA References

Main Menu

Phoniro Systems AB

www.phoniro.com

Organizational Overview

Industry: Healthcare

Headquarters: Sweden

Employees: 80

Revenue: €15M

phoniro

LittleFish

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
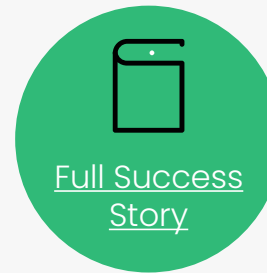
Senior House

www.szeniorapartmanhaz.hu

Up 34% positive feedback

lower administration costs

- Senior House offers homes for retired and elderly people including healthcare services.

- In order to improve the business and optimize patient engagement, Senior House decided to deploy Medistance based on SAP Business One, version for SAP HANA and running on SUSE Linux Enterprise Server.

- As a result, Senior House could improve its healthcare services through improved communication. Also, there was an increase in positive feedback by relatives and patients of 34% as regular health status and risk profiles can be analyzed easier.

SAP Business One version for SAP HANA References

Main Menu

Senior House

www.szeniorapartmanhaz.hu

Organizational Overview

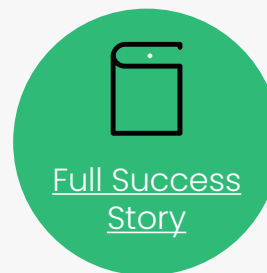**Industry:** Healthcare

Headquarters: Hungary

Employees: 23

Revenue: €3.66M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu

St. Gellert Clinic

32% more service of remote supervision

One platform

- St. Gellert Clinic is a Hungarian clinic offering medical services.

- St. Gellert Clinic decided to deploy Medistance on SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server in order to improve their management flows and have a better overview of its patients.

- As a result, St. Gellert Clinic benefits now from one platform where specialists have a clear overview of treatment's cost-efficiency, workflow setups, and daily health status of their patients. Furthermore, based on the integrated real time supervision of patients, they can invoice 32 % more service of remote supervision of critical patients with ECG monitoring and blood pressure reading at the same time.

SAP Business One version for SAP HANA References

Main Menu

St. Gellert Clinic

Organizational Overview

Industry: Healthcare

Headquarters: Hungary

Employees: 10

Revenue: €1.36M

SUSE Products:
SUSE Linux Enterprise Server

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Full Success Story

Video

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Main Menu
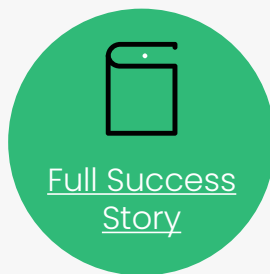
Star Dental Centre

www.stardental.in

Up 30% reports preparation time

better decision making

- Star Dental Centre is offering dental customer care in India

- As Star Dental's vision was to become a pan India institution of excellence in dentistry and dental customer care, they chose SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Star Dental is able to make better decisions and have better insights to action. Also, they benefit from a 30% reduction in management information system reports preparation time.

Page 1 | Page 2

115

Main Menu

Star Dental Centre

www.stardental.in

Organizational Overview

Industry: Healthcare

Headquarters: India

Employees: 75

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References
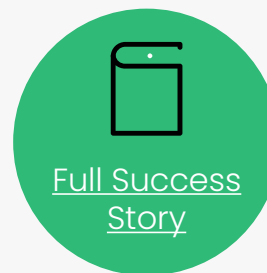
Pharmaceuticals

Gencasa

www.grupodelgado.com.do

Realtime information

99% efficiency control

- Gencasa is the leading importer and distributor of medicines and medical supplies in the Dominican Republic.

- To gain more flexibility and control, Gencasa decided to deploy SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since then, Gencasa is able to retrieve real-time information of sales data and to have exact control over the inventory as well as the efficiency.
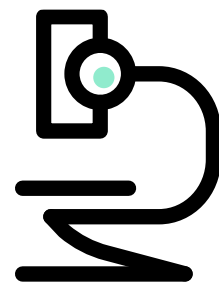
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SAP Business One version for SAP HANA References

Main Menu

Gencasa

www.grupodelgado.com.do

GENCASA

Organizational Overview

Industry: Pharmaceuticals

Headquarters: Dominican Republic

Employees: 60

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
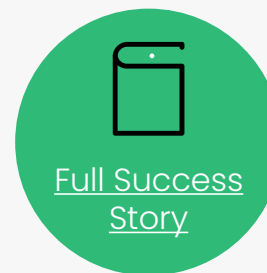
Laboratorios Delta

www.laboratoriosdelta.net

Reports from weeks to hours

One unified ecosystem

— Pharmaceuticals manufacturer, Laboratorios Delta, supplies generic medicines to Bolivia and is set to begin exporting overseas.

— Although the company started small, following the acquisition of several subsidiaries, the business became more complex and its disparate systems and manual processes were no longer sustainable.

— For this reason, they decided to deploy SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— Now, the company runs faster, simpler and more expediently. The productivity has increased and Laboratorios Delta benefits now from one unified ecosystem.
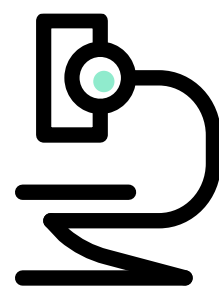
SAP Business One version for SAP HANA References

Main Menu

Laboratorios Delta

www.laboratoriosdelta.net

Organizational Overview

Industry: Pharmaceuticals

Headquarters: La Paz, Bolivia

SUSE Products:
SUSE Linux Enterprise Server

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Company

Video

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Main Menu
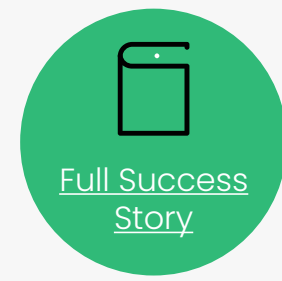
Reprico

www.reprico.com

Realtime data

Reports from days to <10mins

- Reprico is a leading distribution company for pharmaceutical products in Panama.

- As Reprico needed to consolidate information, eliminate redundancy, and provide more reliable data for better, faster decision making, they decided to deploy SAP Business One on HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Reprico is now able to make better decisions due to real-time data and the reduction in time to create reports which went down from 24 hours to less than 10 minutes. Furthermore, the quick response times give Reprico a competitive advantage.

SAP Business One version for SAP HANA References

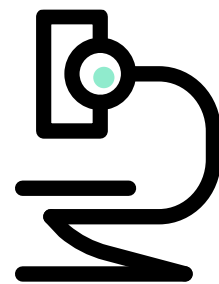Main Menu

Reprico

www.reprico.com

Organizational Overview

Industry: Pharmaceuticals

Headquarters: Panama

Employees: 250

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

The Arab Company

arabco

www.arabco.com

Realtime interactions

30% improvement in order taking

— The Arab Company is a leader in the import, marketing and distribution of multinational medical, pharmaceutical, agricultural, nutritional and hygiene products.

— As The Arab Company wanted to have one single application that integrates all the department's business processes, they decided to deploy SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

— Now, The Arab Company can manage massive data volume at high speed and benefits from real-time interactions across value chain as well as a 30% improvement in order taking.

SAP Business One version for SAP HANA References

Main Menu

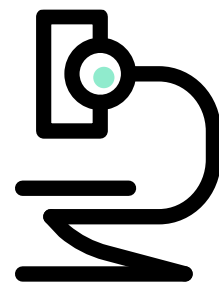# The Arab Company

www.arabco.com

Organizational Overview

Industry: Pharmaceuticals

Headquarters: Jordan

Employees: 100+

arabco

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
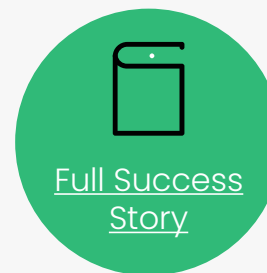
Consumer Goods & Food

Tian'An Agriculture

www.tianannongye.com

Zero inventory

33% Financial settlement time

- Tian'An Agriculture is involved in all aspects of the agricultural supply chain, from vegetable production to processing, logistics and sales. Serving 150 supermarkets, it has the largest market share in Beijing.

- In order to improve management efficiency and enhance quality control as well as traceability of fresh produce, Tian'An decided to implement SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since the implementation, Tian'An has streamlined order placement, delivery and financial planning and can ensure produce reaches customer within 24 hours. Furthermore, the company achieved its zero inventory goal as well as greater productivity and efficiency.

SAP Business One version for SAP HANA References

Main Menu

Tian'An Agriculture

www.tianannongye.com

Organizational Overview

Industry: Agriculture

Headquarters: Beijing, China

Employees: 500

Revenue: RMB600M

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
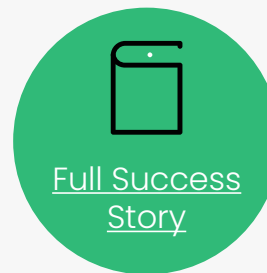
Anyou Group

www.anschina.cn

Realtime reporting

Faster quality tracking

— Anyou Biotechnology Group is a high-tech agricultural and livestock company that specializes in scientific research, production, sales and service

— In order to track product quality more efficiently and in the need of an IT system that collectively manages several plants, Anyou Group decided to deploy SAP Business One, version for HANA running on SUSE Linux Enterprise Server.

— Since then, Anyou Group could improve its quality management processes and enable real-time reporting and analysis for planning, resulting in more transparent business processes and faster decision making.

Page 1 | Page 2

SAP Business One version for SAP HANA References

Main Menu

Anyou Group

www.anschina.cn

Organizational Overview

Industry: Consumer products

Headquarters: Suzhou, China

Employees: 2000

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
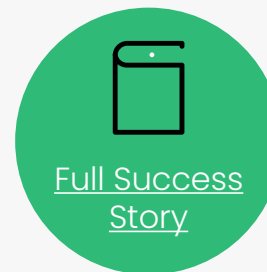
COMESTIBLES ALFA SAS.

www.comestiblesalfa.com

Reduction in operating costs

Double digit growth

- Comestibles Alfa is specialized in the import, manufacturing, marketing and distribution of gourmet foods.

- In order to be more agile and to reorganize their processes, Comestibles Alfa chose SAP Business One for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Today, Comestibles Alfa is a highly competitive company. Through reengineering their processes, performance and productivity was improved, everything is more agile and they could achieve double-digit growth while reducing overstocking.

SAP Business One version for SAP HANA References

Main Menu

COMESTIBLES ALFA SAS.

www.comestiblesalfa.com

Organizational Overview

Industry: Food

Headquarters: Bogotá, Colombia

Employees: 100

Revenue: $600M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
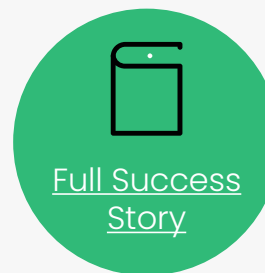
Crescent Garden

www.crescentgarden.com

Accurate information

Fast reports

- Crescent Garden is a manufacturer and developer of lawn and garden products.

- As Crescent Garden spun off its mother company and started its own journey, they were looking for a reliable software solution to fit their needs. Therefore, Crescent Garden chose SAP Business One for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Crescent Garden is able to generate fast reports and get accurate information quickly. It is now possible for Crescent Garden to focus 100% on their clients, and to continue innovating and designing beautiful, functional planters and more.

Page 1 | Page 2

SAP Business One version for SAP HANA References

Main Menu

Crescent Garden

www.crescentgarden.com

Organizational Overview

Industry: Consumer products

Headquarters: Miami, USA

Employees: 90+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
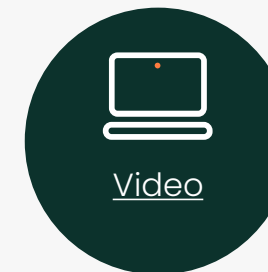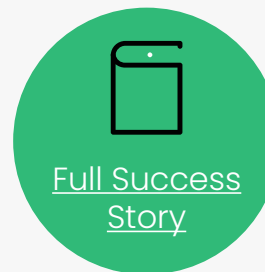
Elgon Kenya

www.elgonkenya.com

Increased productivity

Greater profitability

- Formed over 120 years ago, Nairobi-based Elgon is today the largest supplier of agricultural inputs and packaging in Kenya.

- The company needed to replace its accounting package with an ERP system robust enough to handle a growing volume of transactions and processes across an expanding geographical footprint. For that reason, they chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Elgon Kenya has replaced manual approvals and paper trails with the ability to manage its operations and cash flow through mobile devices, providing greater accountability, transparency and control.

SAP Business One version for SAP HANA References

Main Menu

Elgon Kenya

www.elgonkenya.com

Organizational Overview

Industry: Consumer products

Headquarters: Nairobi, Kenya

Employees: 500

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Farnese Pneumatici

www.farnesepneumatici.it

Realtime analysis

Fast processing

- Farnese Pneumatici is a tire distributor that has a sales force of 50 agents and holds over 18,000 items in stock.

- Farnese Pneumatici needed an ERP solution based on a secure, reliable infrastructure with the technical elasticity to adapt to ever-changing market conditions. That's why they chose SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Farnese Pneumatici benefits from accurate, integrated data that can be analyzed at speed to provide the insights that drive revenue growth.

SAP Business One version for SAP HANA References

Farnese Pneumatici

www.farnesepneumatici.it

Organizational Overview

Industry: Consumer products

Headquarters: Italy

Employees: 75

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
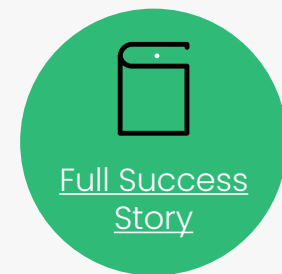
Gavassa Cia Ltda

www.gavassa.com

Up 90% cost control

Improved customer satisfaction

- Of Italian origin, Gavassa specializes in the production and marketing of the best pasta.

- To gain more control and to reengineer their processes, Gavassa decided to deploy SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since then, Gavassa was able to improve its customer satisfaction while reducing its return processes. Also, Gavassa has a better overview of its stock now being able to trace its products by date of expiration and food quality with a 90% accuracy.

Page 1 | Page 2

139

SAP Business One version for SAP HANA References

Gavassa Cia Ltda

www.gavassa.com

Organizational Overview

Industry: Food

Headquarters: Bucaramanga, Colombia

Employees: 200

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

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Main Menu

Huber's Butchery

www.hubers.com

40% increased revenue

Great customer experience

- Huber's is a family owned and operated business. The Huber family shares a common love for meats and an intense passion for quality. They possess the uncanny ability to combine both their passions in order to provide the very best meat products to the discerning consumer.

- Huber's Butchery chose SAP Business One and SAP HANA with SUSE Linux Enterprise Server to help manage their business end-to-end and streamline ERP for continued growth and increased revenue.

- As a result, Huber's Butchery could increase its revenue by 40% while delivering great customer experience.

Page 1 | Page 2

141

Main Menu

Huber's Butchery

www.hubers.com

Organizational Overview

Industry: Food & beverages

Headquarters: Singapore
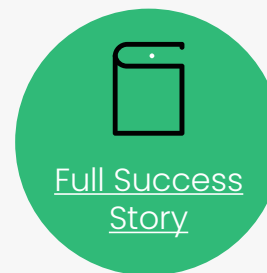
Employees: 120

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

ISlide

www.islideusa.com

Efficiency & visibility

Improved communication

— ISlide makes premium, customizable slide sandals that give wearers including celebrities and sports stars a unique opportunity to express themselves, their beliefs and interests.

— After three years, the dynamic company's growth provided the imperative for an ERP system to manage the business. SAP Business One Cloud, version for SAP HANA running on SUSE Linux Enterprise for SAP Applications was the only solution up to the task.

— As a result, ISlide was able to improve its communication between the departments dramatically. Also, the new solution brings standardization, efficiency and visibility to processes which is essential to scalability.

"It is unbelievable the information you can pull out of the system – we're excited about the future."
STEVE AMREIN, CFO, ISLIDE

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SAP Business One version for SAP HANA References

Main Menu

ISlide

www.islideusa.com

Organizational Overview

Industry: Textile, Clothes & Shoes

Headquarters: Boston, Massachusetts, USA

Employees: 25

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

La Gaviota Alimentación S.L

www.la-gaviota.es

One single tool
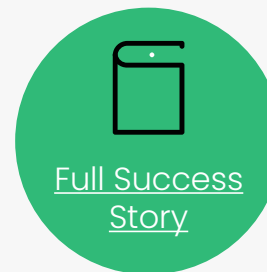
- La Gaviota Alimentación is a family company established in 1982 in the Canary Islands.

- As it was facing new challenges and difficulties with the previous solution, the team decided to try SAP Business One for HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Gaviota Alimentación is now able to track every product internally all the way to the customer. Furthermore, they can save time due to automated reports and have better control of incoming payments. They went from "static management to dynamic management".

Page 1 | Page 2

145

La Gaviota Alimentación S.L

www.la-gaviota.es

Organizational Overview

Industry: Food & Catering
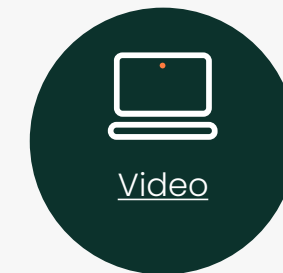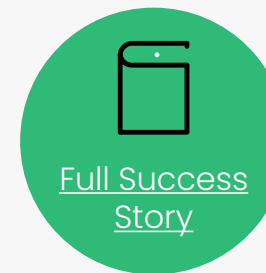
Headquarters: Santa Cruz de Tenerife, Spain

la gaviota
alimentación

itop

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Lime Crime

www.limecrime.com

Data driven decisions

— Lime Crime is one of the first digitally-native cosmetic brands, having established its market foothold through social media and web presence.

— The business and landscape are changing and Lime Crime needed to remain competitive as larger brands tried to replicate their online success. Lime Crime chose SAP Business One on SAP HANA running on SUSE Linux Enterprise Server as a forward-thinking solution to help answer crucial business questions and improve operations such as purchasing and inventory planning.

— Now, as Lime Crime scales, it's starting to use more and more functionality and see the business impact of making data-driven decisions, freeing it to focus on creating great products.

Page 1 | Page 2

147

SAP Business One version for SAP HANA References

Lime Crime

www.limecrime.com

Organizational Overview

Industry: Consumer products

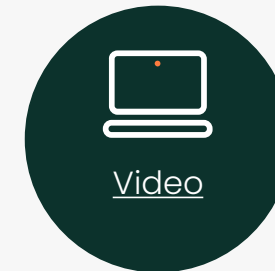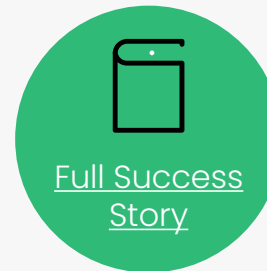**Headquarters:** Woodland Hills, California, USA

Employees: 30

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Page 1 | **Page 2**

Main Menu

OSI (China) Holding Co. Ltd

www.osigroup.com

10 sec to create reports

Improved customer communication

- As a premier global food provider, the OSI Group partners with the world's leading foodservice and retail food brands to provide concept-to-table solutions that delight consumers around the globe.

- In order to enhance analytics capabilities and to improve business, OSI chose SAP Business One for HANA with SUSE Linux Enterprise Server as the operating system.

- Now, OSI can track products in real-time, guaranteeing tighter food quality monitoring and transparency. Furthermore, OSI benefits from improved cash-flow efficiency and increased visibility into cost structure and is able to respond to customers queries in minutes – strengthening customer loyalty and increasing deals.

Page 1 | Page 2

SAP Business One version for SAP HANA References

Main Menu

OSI (China) Holding Co. Ltd

www.osigroup.com

Organizational Overview

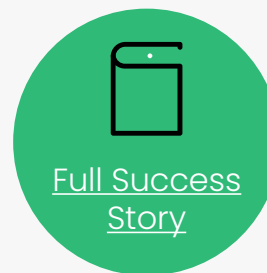**Industry:** Consumer products

Headquarters: Shanghai, China

Enployees: 3500

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu

SIAM Trading Co LLC

www.siamuae.com

Improved process control

Realtime data

— Established in 1980, SIAM TRADING has been growing as a prominent supplier of meat and frozen food stuffs in the UAE by serving the diverse needs of wide range of customers.

— As SIAM Trading was struggling with bottlenecks and delays, they were looking for a solution to solve their problems. They turned to SAP and decided to deploy SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

— The bottlenecks could be eliminated and now, SIAM Trading has real-time insight into inventory, sales and purchasing and can easily generate performance reports on customers, sales and individual product lines.

"SAP Business One is a perfect supply chain tool for SME businesses like hours."
ZHAKARIYA, OPERATIONS MANAGER, SIAM TRADING CO LLC

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SAP Business One version for SAP HANA References

Main Menu

SIAM Trading Co LLC

www.siamuae.com

Organizational Overview

Industry: Food & Beverage

Headquarters: Dubai

Employees: 199

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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SAP Business One version for SAP HANA References

Main Menu
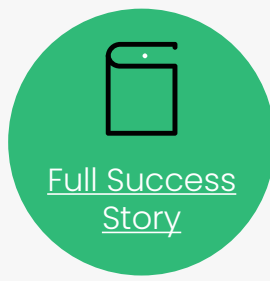
Salud y Sabor

www.foodservice.com

Increased productivity

Realtime data

— Salud y Sabor is a Mexican company providing supplies for restaurants, hotels, industrial dining and any other business dedicated to food preparation.

— As Salud y Sabor is growing steadily, they needed a solution that could keep up and support their processes. For this reason, Salud y Sabor chose SAP Business One for HANA running on SUSE Linux Enterprise Server.

— Now, Salud y Sabor can access information in real-time and is able to create reports within two minutes compared to before where it took over an hour. Furthermore, productivity could be increased and Salud y Sabor is able to make better decisions.

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Page 1 | Page 2

153

SAP Business One version for SAP HANA References

Salud y Sabor

www.foodservice.com

Organizational Overview

Industry: Food & Beverage

Headquarters: Veracruz, Mexico

Employees: 500

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Squalo

www.squalo.com

Realtime information

- Squalo is a Mexican surfing brand that sells clothes, shoes and accessories nationally and, more recently, overseas.

- A strategic analysis of the company revealed its disjointed systems were constraining growth and duplicating effort. Therefore, Squalo decided to deploy SAP Business One powered by SAP HANA and with SUSE Linux Enterprise Server as the operating system.

- Now, the surf brand has all its fundamental processes under control, plus real-time visibility into its stores' performance, allowing it to optimize outlet size, inventory levels and distribution. Instead of spending time recording data, the business owners can focus on analyzing it. SAP Business One is on course to achieve rapid payback and lays the foundations for rapid growth over the next 5 years.

155

Main Menu

Squalo

www.squalo.com

Organizational Overview

Industry: Clothing & Shoes

Headquarters: Guadalajara, Mexico

Employees: 500

Revenue: $115M MXN

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu

The New Uniform Shoppe

www.newuniformshoppe.com

Realtime data

- The New Uniform Shoppe sources, ships and sells high quality uniforms and corporate wear for private and public schools at retail and wholesale in Canada.

- The New Uniform Shoppe was looking to start off on the right platform and, following lengthy due diligence, chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server to run its operations, provide real-time visibility into inventory and inform more accurate forecasting.

- Now, customizable, modular and delivered via the cloud, SAP Business One enables business processes to be revisited and fine-tuned based on seasonal insights, with continuous improvement having become the defining difference between the company and its competitors.

SAP Business One version for SAP HANA References

Main Menu

The New Uniform Shoppe

www.newuniformshoppe.com

Organizational Overview

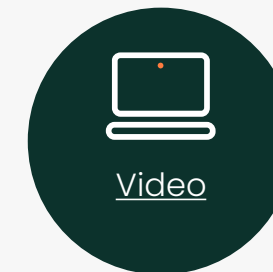**Industry:** Textile, Clothing & Shoes

Headquarters: Toronto, Canada

Employees: 10

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

TropiCo Spain

www.tropicospain.com

Realtime data

- TropiCo Spain cultivates, produces and packages a range of ready-to-eat tropical fruit products that are then sold all over Europe.#

- As TropiCo Spain grew steadily over the years, they needed a system that could support their growth. Therefore, they chose to upgrade to the SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, the solution is intuitive and user-friendly and information can be processed much faster and viewed in real time. No more waiting for weeks for a report.

159

SAP Business One version for SAP HANA References

Main Menu

TropiCo Spain

www.tropicospain.com

Organizational Overview

Industry: Consumer products

Headquarters: Málaga, Spain

Employees: 20

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Page 1 | **Page 2**

Main Menu

Ukinox

www.ukinox.com

Better view of customer

- Ukinox produces high-end stainless steel sinks and kitchen appliances in Turkey.

- To be able to manage its growing customer base and inventory levels with better sales strategies and campaigns, Ukinox decided to deploy SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Ukinox has a better view of their customers now.

SAP Business One version for SAP HANA References

Main Menu

Ukinox

www.ukinox.com

Organizational Overview

Industry: Consumer products

Headquarters: Turkey
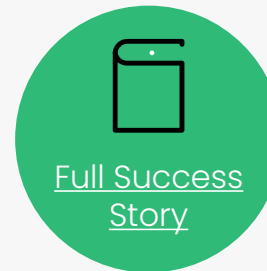
Employees: 350

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Power Foods International Pty Ltd

www.vitalstrength.com

Up 20% on time orders

Up 15% inventory holdings

- Power Foods International offers sports supplements and nutrition products in Australia.

- To improve business capabilities, Power Foods International chose SAP Business One on SAP HANA with SUSE Linux Enterprise Server as the operating service.

- As a result, Power Foods International could reduce raw material inventory holdings by 15% and improve ability to meet customer orders on time by 20%.

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Page 1 | Page 2

163

Power Foods International Pty Ltd

www.vitalstrength.com

Organizational Overview

Industry: Consumer products

Headquarters: Australia

Employees: 30

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company
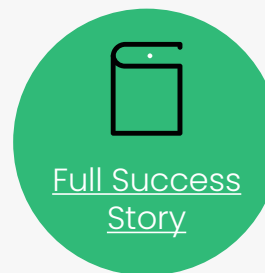
Software / Technology

B-Trac Technologies Ltd

www.btractech.com

BTRAC TECHNOLOGIES

Up 25% operational efficiency

Down 15% distribution costs

- B-Trac Technologies Ltd is a technology hardware distributions and solutions provider, and part of B-Trac Group, one of the largest conglomerates in Bangladesh.

- As B-Trac Technologies needed reliable real-time data for decision making, they decided to implement SAP Business One running on SUSE Linux Enterprise Server

- Since then, business processes could be integrated and standardized, increasing overall efficiency and giving management more time to focus on the core business and its growth. Furthermore, significant time savings have been made in the overall distribution lifecycle.

SAP Business One version for SAP HANA References

Main Menu

B-Trac Technologies Ltd

www.btractech.com

Organizational Overview

Industry: Information Technology

Headquarters: Dhaka, Bangladesh

Employees: 50+
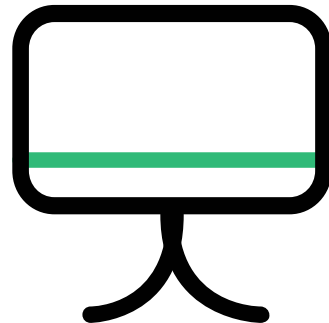
BTRAC TECHNOLOGIES

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu
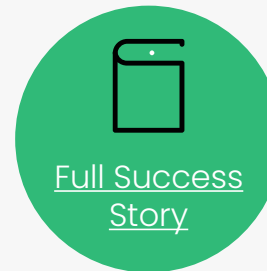
Copier Fax Business Technologies

www.copierfaxbt.com

Increased efficiency

- Copier Fax Business Technologies is an office technology provider, specializing in hardware, software, IT, and Document Management.

- To free themselves from outdated and costly business software, Copier Fax Business Technologies chose FORZA, built on the SAP Business One platform running on SUSE Linux Enterprise Server.

- By doing so, Copier Fax Business Technologies is now able to make smarter IT decisions as well as to back up those decisions for more efficient processes.

Page 1 | Page 2

168

Main Menu

SAP Business One version for SAP HANA References
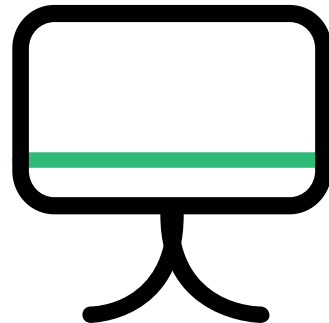
Copier Fax Business Technologies

www.copierfaxbt.com

Organizational Overview

Industry: Information Technology & Services
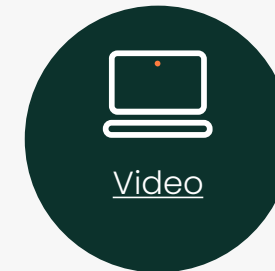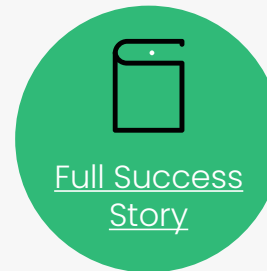
Headquarters: Buffalo, NY, USA

Employees: 50

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu

Comsatel Peru S.A.C.

www.comsatel.com.pe

Down 30% time to prepare analysis

80% faster responses

- Comsatel Peru offers monitoring and vehicle tracking services through GPS in Peru. Over time, they have developed technological solutions that increase security, optimize the management of fleets and seek the recovery of assets in case of theft.

- In order to process large amounts of data in real-time, Comsatel decided to deploy SAP Business One, version for SAP HANA with SUSE Linux Enterprise Serve for SAP Applications as the operating system.

- As a result, Comsatel was able to reduce its time to prepare analyses by 30%. Also, they can respond to service requests 80% faster than before and they have 100% visibility of their business processes.

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170

SAP Business One version for SAP HANA References

Main Menu

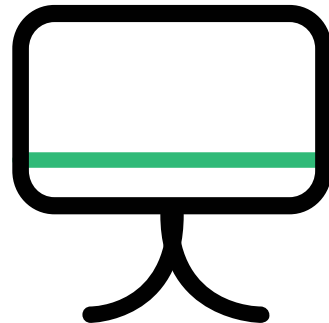# Comsatel Peru S.A.C.

www.comsatel.com.pe

Organizational Overview

Industry: Information Technology

Headquarters: Lima, Peru

Employees: 100+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
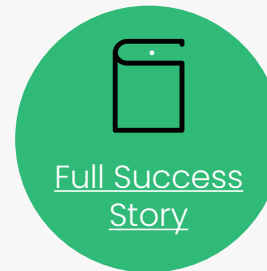
Des Plaines Office Equipment

www.pulsetechnology.com

Maximum efficiency

Cost savings

— For over 60 years DPOE has been providing exceptional IT and services to the greater Chicagoland region

— When they realized that their old ERP system was antiquated and limiting, DPOE reached out to MWA Intelligence and deployed the FORZA solution, built on the SAP Business One platform, version for SAP HANA running on SUSE Linux Enterprise Server.

— As a result, all of DPOE's business processes were streamlined for maximum efficiency while saving money. Disbarring previous limitations prepares them to continue serving their clients for the next 60 years just as exceptionally, if not better.

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SAP Business One version for SAP HANA References

Main Menu

Des Plaines Office Equipment

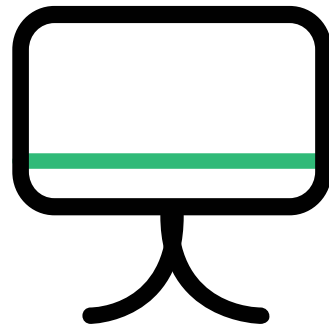## www.pulsetechnology.com

Organizational Overview

Industry: Information Technology & Service

Headquarters: Calhoun, USA

Employees: 150+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu

Qualisys

Qualisys®

www.qualisys.mx

Realtime data

Down 25% inventory

- Qualisys is a Mexican information and telecommunication technology company.

- To improve their business, Qualisys decided to deploy SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Qualisys is able to access information in real-time which helps them to make better decisions. Furthermore, Qualisys can create reports 80% faster than before and benefits from 25% less inventory.

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SAP Business One version for SAP HANA References

Main Menu

Qualisys

www.qualisys.mx

Qualisys®

Organizational Overview

Industry: Information Technology & Service

Headquarters: Mexico

Employees: 50+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
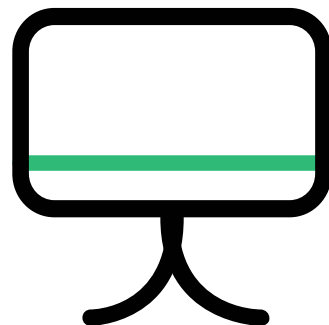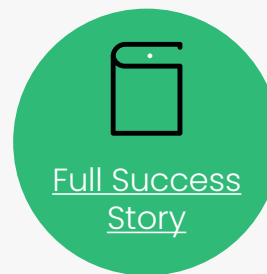
SAI Servizi Avanzati per le Imprese

www.saiconsulting.it

Realtime analysis

- SAI is an Italian Software and Service IT company

- To be more flexible and to serve their customers better, SAI deployed SAP Bu|siness One, version for SAP HANA with SUSE Linux Enterprise Server.

- Today, SAI can analyze large amounts of data in real-time and is able to easily create and modify dashboards and reports to better analyze their business.

SAP Business One version for SAP HANA References

SAI Servizi Avanzati per le Imprese

www.saiconsulting.it

Organizational Overview

Industry: Software & Service IT

Headquarters: Italy

Employees: 20

SAI
Servizi
Avanzati per le
Imprese

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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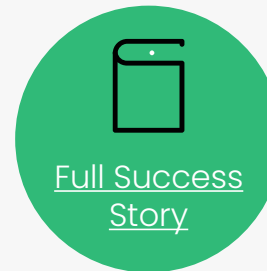
Tde – trans data elektronik GmBH

www.tde.de

Realtime monitoring

Quick reaction times

— As an internationally successful company in the field of data and communications systems, tde - trans data elektronik GmbH – is specialized in the manufacture, distribution and installation of networking components.

— As tde needed a solution that was able to process large amounts of data, they turned to SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

— Now, tde has a real-time comprehensive view of their sales territories, operations, and customer relationships which improves their entire business processes.

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SAP Business One version for SAP HANA References

Main Menu

Tde – trans data elektronik GmBH

www.tde.de

Organizational Overview

Industry: Information Technology

Headquarters: Germany

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
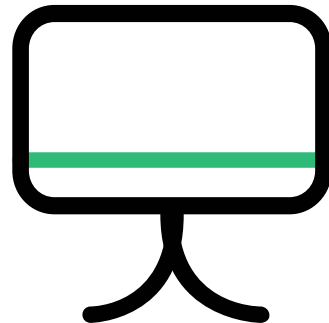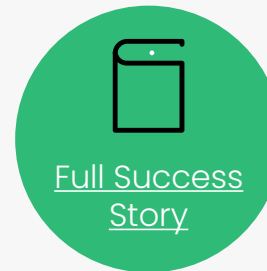
Energy / Gas

Hashi Energy Ltd	182
Lake Oil Ltd	184
Olympic Petroleum	186

Hashi Energy Ltd.

www.hashienergy.com

Up 40% growth

Realtime data

- Founded in Kenya in 1991, initially distributing kerosene to remote and challenging environments, Hashi Energy today supplies fuels, lubricants and gases throughout East and Central Africa.

- To automate and streamline its production and packaging operations and centralize management Information, Hashi decided to deploy SAP Business One, powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Hashi is able to access insight into fast-moving goods in real-time, track stock to prevent losses, adjust exchange rates daily and monitor the impact of decisions with up-to-the-minute performance reporting.

- Since implementation, Hashi Energy has grown by almost 40% and is confident that thanks to continuous upgrades and flexibility, SAP Business One will continue to grow with them.

Main Menu

SAP Business One version for SAP HANA References

Hashi Energy Ltd.

www.hashienergy.com

Organizational Overview

Industry: Oil & Gas

Headquarters: Nairobi, Kenya

Employees: 300
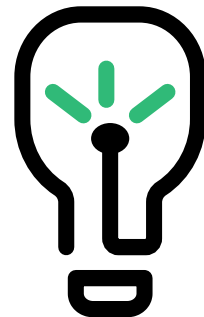
SUSE Products:
SUSE Linux Enterprise Server

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Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Lake Oil Ltd

www.lakeoilgroup.com

LAKE GROUP

BLUEKEY
Professional SAP Business One Solutions

Cost savings

Improved reporting capabilities

— Lake Group is one of East and Central Africa's fastest growing energy trading and transportation conglomerates.

— Lake Oil wanted to be able to integrate all of their branches and countries in one platform and gain real-time information from the data imputed to aid in decision making. Therefore, they chose SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

— As a result, Lake Oil can now handle unique processes and customized templates. Furthermore, Lake Oil benefits from improved reporting capabilities and hence greater insights on company performance and decision making.

Page 1 | Page 2

183

Main Menu

Lake Oil Ltd

www.lakeoilgroup.com

Organizational Overview

Industry: Oil & Gas

Headquarters: Kenya

Employees: 600

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

Olympic Petroleum Ltd

www.olympicpetroleum.com

One platform

Customized reports

- Olympic Petroleum is a fully fledged, Kenyan, regional oil marketing company, which was incorporated in 2010 as a Petroleum products dealer.

- As Olympic Petroleum wanted a system that could be used across all over their country operations and provide a real-time view of the financial status, they decided to deploy SAP Business One, version for HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Olympic Petroleum benefits from one single platform that can handle unique processes such as bond management, stock localizations, automation of the sales process etc. and that has greatly reduced the need to have several systems running.

- Moreover, through the use of the customized reports, Olympic Petroleum is able to have up to date information on the company's performance and make informed decisions.

SAP Business One version for SAP HANA References

Olympic Petroleum Ltd

www.olympicpetroleum.com

Organizational Overview

Industry: Oil

Headquarters: Nairobi, Kenya

Employees: 185

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
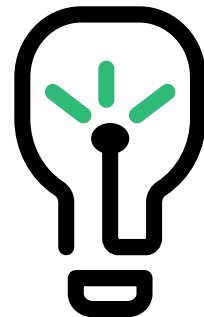
Others

Abitek LLC	190	Dispolab	206	Librairie Laïqu	224
Adrenalin eSystems Ltd	192	Dracoudis Aluminium	208	Limonta Sport	226
Alarm Controls Seguridad	194	Epitaph Records	210	Lorene	228
AqaTec	196	Esoko	212	Magneta	230
Cecom	198	Euroquip S.A	214	Marco Ophthalmic Inc	232
Cherry Hill Interiors	200	General Galvánica	216	Nashua Communications	234
Comestero Sistemi	202	Grupo Electra	218	Neogroup	236
Cámara de Comercio de Guadalajara	204	Jordenen	220	Perfume Unlimited LLC	238
		LC Perú	222		

Others

Abitek LLC

Down 25% service charges

Up 20% accurate sales forecasting

- Smart Network Group is a distributor of IT solutions including Wi-Fi, unified communications and information security systems, with six offices across Ukraine, Georgia and CIS countries.

- In 2014, struggling with the limitations of its disparate business systems, Abitek decided to implement SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

- As a result, not only the speed of decision-making processes increased but also the forecasting accuracy. Also, business management across different regions became more convenient and simple.

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189

SAP Business One version for SAP HANA References

Abitek LLC

Organizational Overview

Industry: Telecommunications

Headquarters: Russia, Ukraine, Kazakhstan, Georgia

Employees: 30

Revenue: $5.5M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Video

SAP Business One version for SAP HANA References

Main Menu

Adrenalin eSystems Ltd

adrenalin® Transformative Digital HR   **EMERGYS**℠

www.myadrenalin.com

Faster revenue insights

Improved report generation

— Adrenalin is a web-based human resource software that automates the entire HR processes to boost productivity.

— As Adrenaline's aging offline management system wasn't sufficient anymore, they decided to deploy SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

— After deploying the solution, Adrenalin now benefits from digital business processes that improved report generation and visibility on project revenues and profitability.

— Furthermore, contracts can be created automatically while incorporating multiple conditions.

Page 1 | Page 2

191

Main Menu

Adrenalin eSystems Ltd

www.myadrenalin.com

Organizational Overview

Industry: Service Provider

Headquarters: Chennai, India

Employees: 200+

Revenue: $9M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Alarm Controls Seguridad S.A.
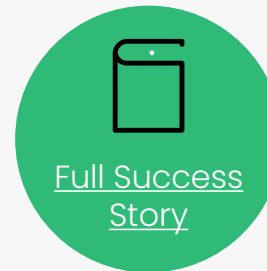
A24. CEO Consultoría

Down 90% time to prepare reports

— A24 is a service company from the Dominican Republic that provides security technology.

— To make better decisions and to handle all of their data efficiently, A24 deployed SAP Business One powered by SAP HANA and with SUSE Linux Enterprise Server as the operating system.

— As a result, A24 was able to reduce its time to create financial reports by 90%. Furthermore, A24 benefits from transparent business processes and could optimize its levels of inventory.

Page 1 | Page 2

193

Main Menu

Alarm Controls Seguridad S.A.

Organizational Overview

Industry: Service Provider

Headquarters: Santo Domino, Dominican Republic

Employees: 140

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

SAP Business One version for SAP HANA References

Main Menu

AqaTec S.A.C.

AQATEC VÁLVULAS Y CONEXIONES   SYPSOFT360

www.aqatec.com

- AqaTec is the leader in the import and distribution of valves, connections, pipes, solvent cement and thermoplastic plates in Peru.

- In order to become more agile and flexible, AqaTec decided to implement SAP Business One, powered by SAP HANA running on SUSE Linux Enterprise Server.

- Since then, AqaTec could facilitate its processes and reduce its operative errors by 60%. Also, AqaTec is now able to access data in real-time and to create fast reports.

Down 60% errors

Realtime data

Page 1 | Page 2

195

Main Menu

AqaTec S.A.C.

www.aqatec.com

Organizational Overview

Industry: Import & Distribution

Headquarters: Lima, Peru

Employees: 70

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
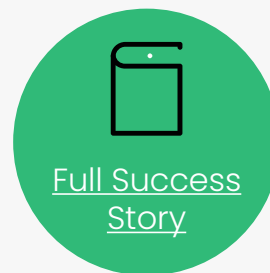
Cecom S.A.S.

cecomsas.com

Realtime data

Up 98% faster response times

- Cecom is a Dominican company characterized by its high quality of service. They offer camera monitoring and security services.

- To automate their processes, Cecom implemented SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Cecom can access data in real-time and was able to reduce its response time by 98%.

197

Main Menu

SAP Business One version for SAP HANA References

Cecom S.A.S.

cecomsas.com

Organizational Overview

Industry: Service Provider

Headquarters: Santo Domingo, Dominican Republic

Employees: 24

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Cherry Hill Interiors Ltd

www.cherryhill.in

Down 30% preparation time of reports

Better insights to action

— Founded in 1987, Cherry Hill is one of the leading occupancy services companies in India, providing corporate interior design, turnkey interiors, civil & interior services, MEP services, general contracting services and imported furniture.

— In order to upgrade and streamline their operations, Cherry Hill Interiors decided to implement SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

— As a result, Cherry Hill Interiors was able to reduce its preparation time of management information system reports by 30%. Also, they benefit from better insights into action leading to better decisions.

SAP Business One version for SAP HANA References

Main Menu

Cherry Hill Interiors Ltd

www.cherryhill.in

Organizational Overview

Industry: Interior Design

Headquarters: India

Employees: 180+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
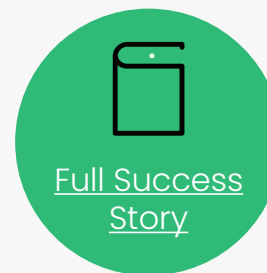
Comestero Sistemi

www.comesterosistemi.com

Informed decision making

- Comestero Sistemi is an Italian manufacturer specialized in the production of items and components for the electromechanical and electronics industry.

- Comestero Sistemi was looking to harness real-time data analytics to optimize their internal processes and reduce customer response time. Therefore, they decided to implement SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Comestero Sistemi now benefits from adaptive demand and inventory management and logistics, as well as instant visibility into its operations to make robust decisions and anticipate the future.

SAP Business One version for SAP HANA References

Main Menu

Comestero Sistemi

www.comesterosistemi.com

Organizational Overview

Industry: Industry Machinery & Components

Headquarters: Vimercate, Italy

Employees: 150

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu
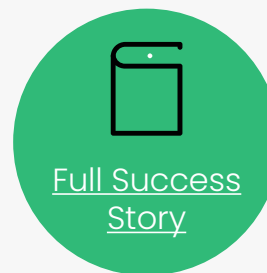
Cámara de Comercio de Guadalajara

www.camaradecomerciogdl.mx

Increased productivity

— The Chamber of Commerce of Guadalajara is there to raise business ethics, promote the spirit of union and organize local and regional fairs for the economic and social development of the community.

— In order to have control for proper management of its operations and take smart decisions, Cámara de Comercio de Guadalajara deployed SAP Business One powered by SAP HANA and running on SUSE Linux Enterprise Server.

— Now, Cámara de Comercio de Guadalajara benefits from an integrated supply chain with inventory control as well as from fast generation and analysis of financial statements. All in all, productivity could be increased.

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203

SAP Business One version for SAP HANA References

Main Menu

Cámara de Comercio de Guadalajara

www.camaradecomerciogdl.mx

Organizational Overview

Industry: Public Sector

Headquarters: Guadalajara, Mexico

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video
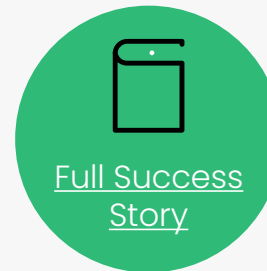
Dispolab

www.dispolab.com

DISPOLAB FARMACEUTICA

Ventura Soluciones

Realtime information

Up 90% faster processes

- Dispolab is an exclusive brand for skin products from Peru

- To improve their business processes, Dispolab decided to implement SAP Business One, powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Dispolab benefits from real-time information as well as from reduced dispatching times.

SAP Business One version for SAP HANA References

Dispolab

www.dispolab.com

Organizational Overview

Industry: Commercialization

Headquarters: Lima, Peru

Employees: 17

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
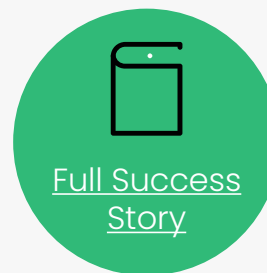
Dracoudis Aluminium Co Ltd

www.dracoudis.com

Out of the box applications

Interactive analysis report tool

— Dracoudis Aluminium's goal since its foundation in 1972, is to provide comprehensive and effective solutions to the commercial and manufacturing sector of the Cypriot market.

— Aiming to achieve better stock optimization as well as to get real time analytics for more accurate decisions, Dracoudis Aluminium decided to deploy SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— Now, Dracoudis Aluminium benefits from innovative and out-of-the box applications as well as from powerful and interactive analysis reporting tools. Now, critical and timely information is available for all employees, when and where they need it.

Page 1 | Page 2

207

SAP Business One version for SAP HANA References

Dracoudis Aluminium Co Ltd

www.dracoudis.com

Organizational Overview

Industry: Industry Machinery & Components

Headquarters: Limassol, Cyprus

dracoudis   VisionSoft

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Epitaph Records

Epitaph **sapphire**
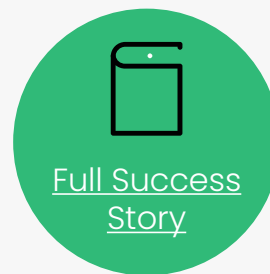
www.epitaph.com

Improved day to day business

Realtime insights

— Based in Los Angeles and with offices in Europe and Canada, Epitaph started out as a punk label and now boasts a diverse roster of artistes and 7 gold and platinum records.

— With its legacy system no longer fit for purpose, the label chose SAP Business One, version for HANA running on SUSE Linux Enterprise Server, to modernize its business and analyze data at scale from popular streaming platforms.

— Now, Epitaph benefits from the timely, accurate information which has improved day-to-day business processes and results. Also, the modern and organized system has improved efficiency and productivity, and with real-time insights, the label is better positioned to approach its customers.

SAP Business One version for SAP HANA References

Main Menu

Epitaph Records

Epitaph **sapphire**

www.epitaph.com

Organizational Overview

Industry: Media

Headquarters: Los Angeles, CA, USA

Employees: 42
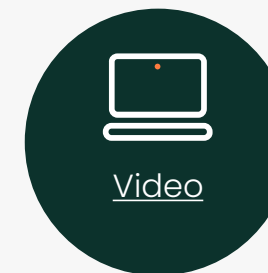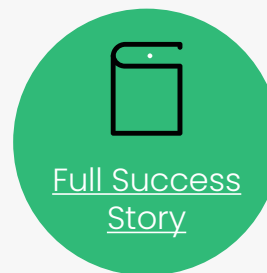
SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Main Menu

Esoko

www.esoko.com

Improved farmers credibility

Access to **information**

— Esoko is a social enterprise that provides agricultural profiling and messaging service in Africa.

— To bridge the information gap faced by farmers across Africa, Esoko developed a simple text messaging system and the power of SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

— By running SAP Business One powered by SAP HANA in the cloud in certain parts of Africa, Esoko is more effectively fighting poverty.

— Now, impoverished farmers get access via mobile to crop tips, weather info, credit, and fair market price of their crops, so they don't get cheated by middlemen.

— Also, Esoko ensures the government that the right people are getting subsidies, and, with this new service, farmers' credibility and their productivity could be improved.

SAP Business One version for SAP HANA References

Main Menu

Esoko

www.esoko.com

Organizational Overview

Industry: NGO

Headquarters: Africa

Employees: 100

SUSE Products:
SUSE Linux Enterprise Server
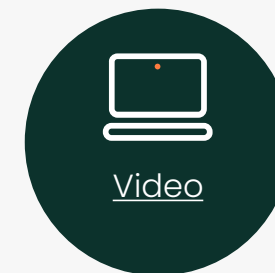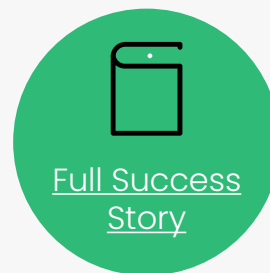
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Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Euroquip S.A. de C.V.

www.euroquip.com.mx

Better decision making

Greater responsiveness

— Euroquip is a Mexican company with 25 years of experience in the sale of foodservice equipment.

— As Euroquip's old legacy system couldn't keep up with their growth anymore, they decided to implement SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

— Now, Euroquip can devote its time and energy to value-added activities as day-to-day processes are simplified. The implementation resulted in greater responsiveness and visibly improved customer service and aftercare.

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SAP Business One version for SAP HANA References

Euroquip S.A. de C.V.

www.euroquip.com.mx

Organizational Overview

Industry: Industrial machinery & Components

Headquarters: Queretaro, Mexico

Employees: 90

SUSE Products:
SUSE Linux Enterprise Server

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Full Success Story

Company

Video

Main Menu
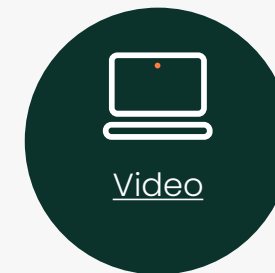
General Galvánica

www.ggalvanica.com

Realtime information

Faster decision making

- General Galvànica is a leading company in the aluminium components sector from Spain.

- In order to improve their business processes, General Galvánica chose to implement SAP Business One, version for SAP with SUSE Linux Enterprise Server as the operating system.

- Now, the solution with its planning module and plant time recording, facilitates and simplifies complex manufacturing processes. General Galvánica has access to information and analysis in real time that has helped speed up decision making in the areas of production and finance.

SAP Business One version for SAP HANA References

General Galvánica

www.ggalvanica.com

Organizational Overview

Industry: Metallurgy

Headquarters: Spain

Employees: 40

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
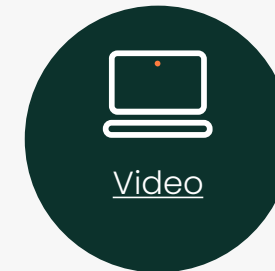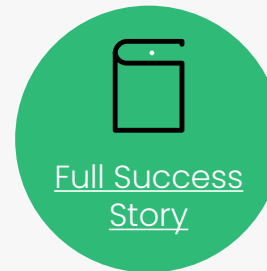
Grupo Electra

electraenergy.com.br

One single solution

- Electra Energy is one of the largest independent energy traders in Brazil.

- As Electra was anticipating strong growth in renewables in the coming years and needed a world-class ERP solution to manage its operations and support strategic planning, they decided to deploy SAP Business One by SAP HANA running on SUSE Linux Enterprise Server.

- Now, Electra can produce credible analyses and provide accurate insights to its executive board to inform the decisions that will drive future performance and growth.

SAP Business One version for SAP HANA References

Grupo Electra

electraenergy.com.br

Organizational Overview

Industry: Energy Commercialization

Headquarters: Paraná, Brazil

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

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Company

Video

SAP Business One version for SAP HANA References

Main Menu
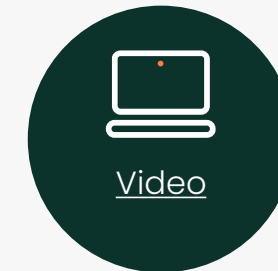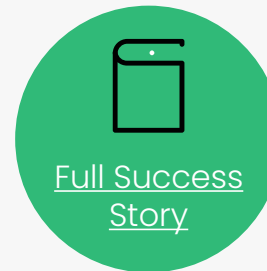
Jordenen

www.jordenen.com

Better product traceability

— Jordenen is an agency specializing in branded promotional products, corporate gifts and incentives, with tens of thousands of unique products.

— Jordenen was looking for a centralized management solution that could be integrated with various platforms, including over 20 e-commerce websites and third-party vendor logistics systems. It chose SAP Business One, powered by SAP HANA running on SUSE Linux Enterprise Server, to provide centralized data capture and access.

— Now, all product information and inventory levels are automatically updated within the e-shop catalogue, products' logistical status can be tracked online, and real-time analytics enable accurate monitoring of KPIs at any time.

SAP Business One version for SAP HANA References

Jordenen

www.jordenen.com

Organizational Overview

Industry: Advertising Gifts

Headquarters: Jordenen La Chapelle Saint-Mesmin, France

Employees: 72

Revenue: €20M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

Main Menu
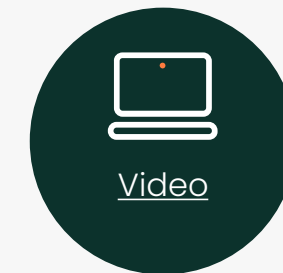
LC Perú

www.lcperu.pe

Reports decreased from days to hours

Reduced errors

- LC Perú was a Peruvian airline based in Lima, Peru which was operating scheduled domestic flights. In December 2018, the airline failed to renew its aviation insurance and was forced to declare bankruptcy

- To increase its efficiency, LC Peru decided to implement SAP Business One, powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result LC Peru was able to reduce its reporting time from three to five days to just a few hours. Moreover, they could also reduce the errors when buying spare parts.

SAP Business One version for SAP HANA References

Main Menu

LC Perú

www.lcperu.pe

Organizational Overview

Industry: Aerospace

Headquarters: Lima, Peru

Employees: 400

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Librairie Laïque

www.librairielaique.fr

Realtime monitoring of KPIs

Increased customer satisfaction

- Librairie Laïque distributes and delivers products tailored to the needs of schools and communities. These products meet the standards related to the environment: PEFC, NF, FSC.

- To improve their inventory management and order preparation, Librairie Laïque decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- As a result, Librairie Laïque benefits from a perfect integration with real-time monitoring of KPIs, accurate information and fast report generation. Thus, they are able to make better decisions resulting in increased customer satisfaction.

Page 1 | Page 2

223

Main Menu

Where SUSE Leads | Overview | IT/Computer Services | Banking & Finance | Automotive | Utilities | Retail / Wholesale | Manufacturing | Healthcare | Pharmaceuticals | Consumer Goods & Food | Software Technology | Energy & Gas | Others

Librairie Laïque

www.librairielaique.fr

Organizational Overview

Industry: Trading

Headquarters: France

Employees: 22

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Page 1 | Page 2

Main Menu

SAP Business One version for SAP HANA References
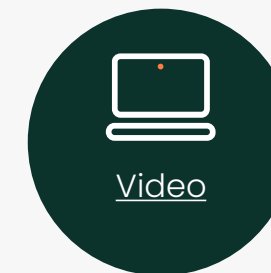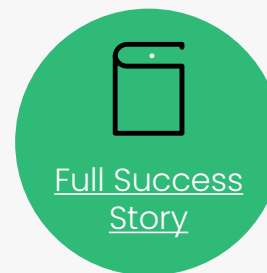
Limonta Sport

www.limontasport.com

Greater flexibility

Fast reporting

- Since 1979 Limonta Sport has been developing and producing the best artificial turf pitch systems on the market for football, rugby, tennis, hockey, and golf and PVC surfaces for basketball, volleyball, handball and badminton.

- As Limonta Sports needed to analyze its evolving markets in depth, they decided to implement SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Limonta no longer has to spend time cleansing and aggregating data, with real-time analytics delivering reliable, actionable insights at the click of a mouse.

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225

SAP Business One version for SAP HANA References

Limonta Sport

www.limontasport.com

Organizational Overview

Industry: Plastic & Rubber Products

Headquarters: Bergamo, Italy

Employees: 120

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu

Lorene

http://www.lorene.com.br/

Realtime information

Interactive analysis

— Founded in 1997, Lorene is one of the pioneers in the environmentally sound disposal of materials containing precious metals (electronics, catalysts, carbon etc.) and stainless steel.

— As Lorene had a need to update their legacy ERP solution, they deployed SAP Business One for SAP HANA with SUSE Linux Enterprise Server as the operating system.

— Now, Lorene benefits from interactive analysis allowing them to access detailed information in real-time.

SAP Business One version for SAP HANA References

Main Menu

Lorene

http://www.lorene.com.br/

Organizational Overview

Industry: Recycling & Processing of Electronic Materials

Headquarters: Brazil

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
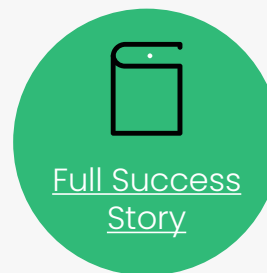
MAGNETA

www.magneta.fr

Significant growth

Up 25% sales increase

- MAGNETA is a leading provider of lone worker protection solutions in France. It was founded in 1908 and is a small company with focus on toughphones, man down equipment and lone worker alarm systems.

- As MAGNETA's existing systems were quite obsolete and they were looking for a solution that was geared to current and future requirements, MAGNETA decided to deploy SAP Business One, powered by SAP HANA and running on SUSE Linux Enterprise Server.

- Now, with the new solution, MAGNETA is able to analyze big amounts of data in real time; and has an enhanced overview of financial and inventory data that provides a more detailed picture of the business.

SAP Business One version for SAP HANA References

MAGNETA

www.magneta.fr

Organizational Overview

Industry: High Tech & Solutions

Headquarters: Paris, France

Employees: 19

Revenue: €3.5M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
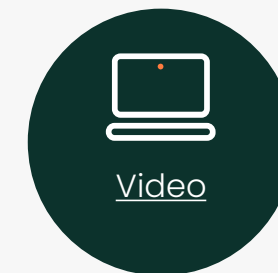
Marco Ophthalmic Inc.

www.marco.com

Up to the minute order updates

Up on sales productivity

- From high-tech digital refraction, mapping, and imaging systems to examination chairs, Marco equipment allows eye care professionals to improve lives by improving vision.

- When Marco decided to streamline sales with a new IT system, they chose SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, with greater insights into new demographic opportunities, campaign effectiveness, and customer data, Marco is growing sales and helping more people see better.

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Page 1 | Page 2

231

Marco Ophthalmic Inc.

www.marco.com

Organizational Overview

Industry: Life Sciences

Headquarters: Jacksonville, FL, USA

Employees: 53

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
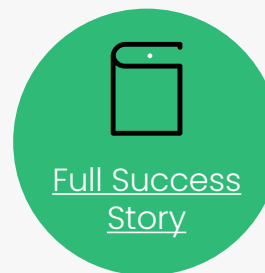
Nashua Communications (Pty) Ltd

www.nashua-communications.com

97% faster reporting time

Up 80% monthly closing time

— Nashua Communications is a leading provider of Converged Enterprise Network and Communications Solutions.

— They specialize in the design, implementation and support of converged networking, communications and security solutions that use open, standards-based architectures to unify communications and business applications for a seamless collaboration experience.

— When Nashua Communications was spun off from Siemens, it chose the SAP Business One application, powered by SAP HANA running on SUSE Linux Enterprise Server, to run its business.

— Employees at Nashua Communications are now taking advantage of all that SAP HANA has to offer: 97% faster reporting time as well as 80% faster closing time.

Page 1 | Page 2

233

Main Menu

Nashua Communications (Pty) Ltd

www.nashua-communications.com

Organizational Overview

Industry: Telecommunications

Headquarters: Midrand, South Africa

Employees: 500

Revenue: €600M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

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Main Menu

Neogroup

www.neo-termo.pl

Down 25% time spent on invoices

Realtime insights

— Founded 1992 in Poland, Neotermo started as a small warehouse for insulation. Today, they are the biggest seller of wool and cardboard on the market.

— To improve their business processes, Neogroup decided to implement SAP Business One powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

— Now, the new solution improves flow of information from sales as well as provides real-time access to data to better track inventory and delivery times.

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SAP Business One version for SAP HANA References

Main Menu

Neogroup

www.neo-termo.pl

Organizational Overview

Industry: Production & Sales of Building Material

Headquarters: Poland

Employees: 400
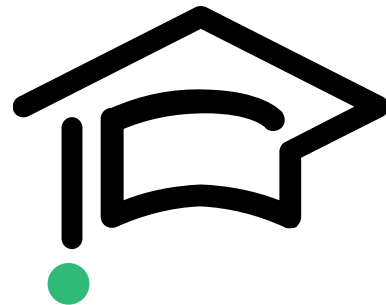
SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Perfume Unlimited LLC

https://www.perfumeunlimited.com/

Transparency

Realtime analytics
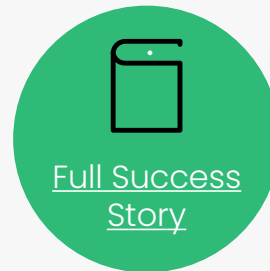
- Founded in 2007, Dubai-based Perfume Unlimited is a family-run business specializing in the import and export of a wide assortment of branded perfumes.

- Having outgrown its legacy ERP system, Perfume Unlimited chose SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server, to improve supply chain visibility, and streamline order tracking and inventory management.

- Now, manual processes in the warehouse have been replaced and instead, operations with accounting were integrated in a single system.

- Also, Perfume Unlimited can track order status clearly leading to improved on-time delivery rates and increased customer satisfaction levels.

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SAP Business One version for SAP HANA References

Main Menu

Perfume Unlimited LLC

https://www.perfumeunlimited.com/

Organizational Overview

Industry: Distribution

Headquarters: Dubai

Employees: 100+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

SAEG Engineering Group

SAEG ENGINEERING GROUP a member of **DAIKIN** group

CONSENSUS

www.saeg.com

Increased efficiency

More accurate results

- SAEG Engineering Group is a company offering HVAC equipment and integral solutions, fire protection and security, access, CCTV; building automation and controls; energy conservation, air quality and water technologies by providing an added value to their clients through electromechanical engineering services and applications tailored to the needs of the industries they serve in the business and industrial sector in the Americas.

- As a solution was needed to integrate and automate processes, service, technology and human relations, SAEG chose to implement SAP Business One powered by SAP HANA running on SUSE Linux Enterprise Server.

- As a result, SAEG was able to automate all their processes leading to more efficiency as well as better and more accurate results.

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Page 1 | Page 2

239

SAEG Engineering Group

www.saeg.com

Organizational Overview

Industry: Professional Services & Engineering

Headquarters: Miami, FL, USA

Employees: 210

SUSE Products:
SUSE Linux Enterprise Server

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Full Success Story

Company

Video
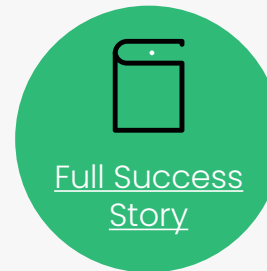
STO Chile

www.stochile.com

Improved security

Ease of access

- Sto is a German company and world leader in the thermal systems with façade coatings for the construction industry.

- As Stos old legacy ERP system couldn't support their growth anymore, they decided to deploy SAP Business One, version for SAP HANA and with SUSE Linux Enterprise Server as the operating system.

- Now, Sto Chile's data processing needs are met, security could be improved and the cloud development allows ease of access from anywhere at any time.

SAP Business One version for SAP HANA References

Main Menu

STO Chile

www.stochile.com

Organizational Overview

Industry: Building Materials

Headquarters: Renca, Santiago, Chile

Employees: 64

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu

TAPEX EU s.r.o.

www.tapexeu.cz

Realtime information
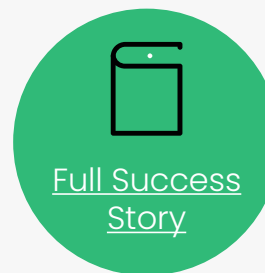
- Tapex Eu is one of the leading manufacturers and suppliers of packaging materials on the Czech and Slovak markets.

- To improve their business processes, Tapex EU decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- As a result, Tapex EU now benefits from automatized and clear main business processes as well as from real time valuation of sales representatives and business transactions.

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243

Main Menu

TAPEX EU s.r.o

www.tapexeu.cz

Organizational Overview

Industry: Building Materials

Headquarters: Pardubice, Czech Republic

Employees: 77

Revenue: €11M

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Page 1 | **Page 2**

Main Menu

The Sanchaya Bintan

www.thesanchaya.com

THE SANCHAYA

visiIntech

Improved data accuracy

Advanced analytics features

- The Sanchaya Resort is a 5-star accommodation in the Lagoi area of Bintan Island, Indonesia.

- As The Sanchaya was looking for an integrated business system that could provide accurate and timely business intelligence features, they chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server, to assist and support their business decisions as they manage and grow their exclusive property.

- Now, The Sanchaya can constantly monitor and control the growth of the company through advanced analytics features that provide a variety of dashboard reports tailored to their needs.

Page 1 | Page 2

245

Main Menu

The Sanchaya Bintan

www.thesanchaya.com

Organizational Overview

Industry: Passenger Travel & Leisure

Headquarters: Indonesia

THE SANCHAYA

visIntech

SUSE Products:

SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Transseast Ltd.

www.transseastgroup.com

Finding relevant data in seconds

- Transseast Group has been in operation since 1990 and has a fleet size of over 300 prime movers with over 400 trailers comprising of combinations of semi, multi-axle, low loaders, step decks, bunkers and tankers.

- As the Transseast Group wanted an integrated solution that would be able to handle all their business processes in one system from logistics, workshop, finance and stores, they decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Transseast Group benefits from a stable, reliable and easy to use solution that allows its users to find relevant transactional data in a matter of seconds.

Main Menu

Transseast Ltd.

www.transeastgroup.com

Organizational Overview

Industry: Transport & Logistics

Headquarters: Kenya

Employees: 41

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
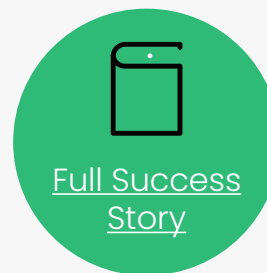
Versino AG

www.versino.de

- Versino AG offers consulting services and solutions based on SAP Business One.

- As a service provider and computer consultant, Versino decided to choose SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, they receive information in real-time to make better and faster business decisions. Also, reports are 100 times faster allowing employees to be more productive.

Speed & efficiency

Faster decisions

Page 1 | Page 2

249

SAP Business One version for SAP HANA References

Main Menu

Versino AG

www.versino.de

versino

Organizational Overview

Industry: Service Provider

Headquarters: Germany

Employees: 50

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References
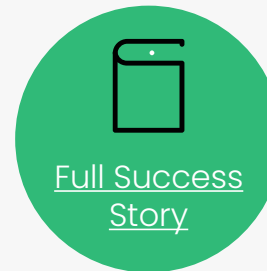
Main Menu

iMerchandise LLC

www.imerchandise.com

Realtime information

- As a vertically integrated e-commerce company offering 110,000 products across more than 25 online channels worldwide, iMerchandise is a leader in sports, music, entertainment and lifestyle merchandise.

- As iMerchandise needed a solution that integrates with their production fulfillment facilities, while delivering critical inventory and sales data, they decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, iMerchandise benefits from real-time information which helps them to make better decisions.

251

SAP Business One version for SAP HANA References

iMerchandise LLC

www.imerchandise.com

Organizational Overview

Industry: Merchandise

Headquarters: USA

Employees: 68

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Grupo Premier

www.facebook.com/MallPremier

- Grupo Premier Honduras is a shopping center for all kind of entertainment and shopping experiences.

- In order to transform the data of its shopping centers into actionable information, Grupo Premier chose SAP Business One for SAP HANA running on SUSE Linux Enterprise for SAP Applications.

- As a result, Grupo Premier benefits from 80% time savings in creating invoices for customers and more than 50% time savings for other processes. More than 80% of customer relationship management could be automated increasing customer satisfaction.

80% time savings in creating invoices

>50% time savings in other processes

Page 1 | Page 2

253

Grupo Premier

www.facebook.com/MallPremier

Organizational Overview

Industry: Furniture & Construction

Headquarters: Honduras

Employees: 100

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
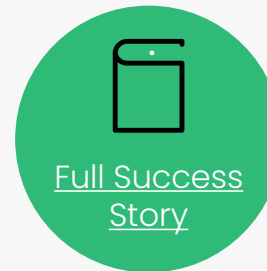
Grupo Proyección

www.grupoproyeccion.com

Improved customer satisfaction

Realtime data

— Grupo Proyección is the only authorized distributor of Galaxy, Challenger and Docan for Guatemala and El Salvador. They also offer a large range of inks and spare parts as well as different materials for digital printing and more.

— In order to be able to visualize their key performance indicators right away, Grupo Proyección chose SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

— Now, Grupo Proyección can view data in real-time and is also able to visualize their data graphically. Moreover, they have an overview of their customer data and can react in real-time to customer requests leading to improved customer satisfaction.

Page 1 | Page 2

255

Main Menu

Grupo Proyección

www.grupoproyeccion.com

Productos Digitales / **INTEGRA**

Organizational Overview

Industry: Printing & Public Products

Headquarters: Guatemala

Employees: 20

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu

Grupo TLI

www.tli.com

TLI
New York • Mumbai • Shanghai

SYPSOFT360
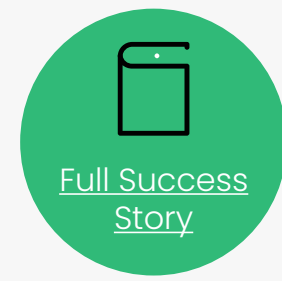
70% faster financial results

95% time savings in creating reports

- Grupo TLI is one of the leading logistics operators in Peru.

- As Grupo TLI was in need of a reliable platform, they chose to implement SAP Business One, powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Grupo TLI could reduce their time for creating reports by approx. 95%. Also, they are able to generate financial results 70% faster than before helping them to make better and more timely decisions.

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257

SAP Business One version for SAP HANA References

Main Menu

Grupo TLI

www.tli.com

TLI
New York • Mumbai • Shanghai

SYPSOFT360

Organizational Overview

Industry: Logistic Services

Headquarters: Peru

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

SAP Business One version for SAP HANA References

Main Menu

Grupos Textos Educativos

www.textoseducativos.com

Down on orders from 7 to 2 days

Down 65% increased efficiency

— Grupos Textos Educativos was founded in San José in Costa Rica and tries to help students to learn the English language.

— In order to have real-time data, Textos Educativos decided to deploy SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— Since then, Textos Educativos could increase its operative efficiency by 65% and was able to reduce its order time from seven to only two days. Thanks to the automation, Textos Educativos benefits from way greater financial efficiency.

Page 1 | Page 2

259

Main Menu

SAP Business One version for SAP HANA References

Grupos Textos Educativos

www.textoseducativos.com

Organizational Overview

Industry: Commercialization & Service

Headquarters: Costa Rica

Employees: 35

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
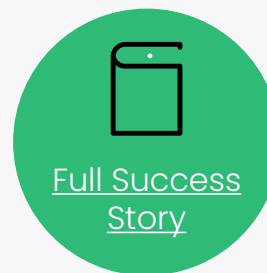
Prevención y Seguridad Industrial S.A.

www.psindustrial.com

Realtime data

Efficiency

- Prevención y Seguridad Industrial is specialized in the marketing of fire and rescue products as well as in services that include technical advice and training.

- To have one agile, integrated system, Prevención y Seguridad chose to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- As a result, they benefit from improved visibility through real-time data and more fluent processes.

Page 1 | Page 2

261

Main Menu

Prevención y Seguridad Industrial S.A.

www.psindustrial.com

Organizational Overview

Industry: Commercialization & Service

Headquarters: Costa Rica

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story
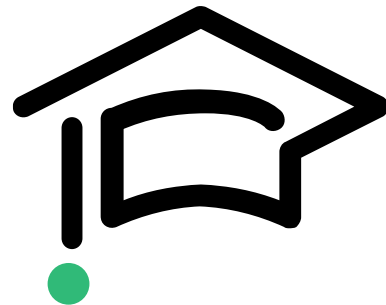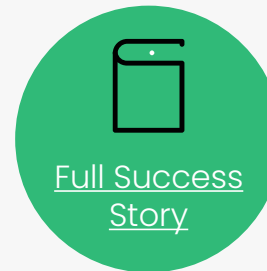
Company

Proveedora Escolar

www.laproveedora.com

One integrated system

Flexibility

- Proveedora Escolar is a Mexican company that is specialized in the commercialization of books and stationeries.

- To support its high number of transactions, Proveedora Escolar needed a stable and integrated system. Therefore, they deployed SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Proveedora Escolar can view data immediately and in real-time and benefits from a flexible and integrated system. They were able to increase efficiency and have better control over their inventory and sales now.

Page 1 | Page 2

263

SAP Business One version for SAP HANA References

Proveedora Escolar

www.laproveedora.com

La Proveedora 70 años | EVICITI Technologies, One step further

Organizational Overview

Industry: Commerce

Headquarters: Oaxaca, Mexico

Employees: 500

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu
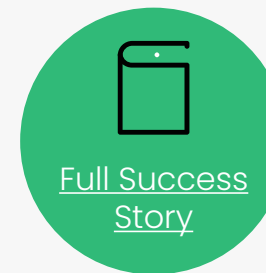
Serviport

www.serviport.com.do

Cost control

- Serviport is specialized in portable solutions for events, constructions and other industries. Their service include: rental of portable toilets, sale and rental of vans as well as suction, cleaning and maintenance of septic tanks.

- To have a world-class solution, Serviport decided to implement SAP Business One for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- As a result, Serviport has better control over its costs now. Also, operations are more fluent and its easy to trace them.

Main Menu

SAP Business One version for SAP HANA References

Serviport

www.serviport.com.do

Organizational Overview

Industry: Service Provider

Headquarters: Santo Domingo, Dominican Republic

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu

Stilísimo

www.stilisimo.com

Visibility

— Stilísimo is made up of twenty-nine branches, located in Mexico City and is specialized in beauty consulting.

— To be able to integrate all their processes of all their branches into one system, Stilísimo deployed SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

— As a result, Grupo TLI could reduce their time for creating reports by approx. 95%. Also, they are able to generate financial results 70% faster than before helping them to make better and more timely decisions.

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Page 1 | Page 2

267

Main Menu

Stilísimo

www.stilisimo.com

Organizational Overview

Industry: Service Provider

Headquarters: Mexico City, Mexico

Employees: 490

Branches: 29

SUSE Products:
SUSE Linux Enterprise Server

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Full Success Story

Company

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SAP Business One version for SAP HANA References

Main Menu

Virtual Market

www.virtualmarket.mx

Realtime data
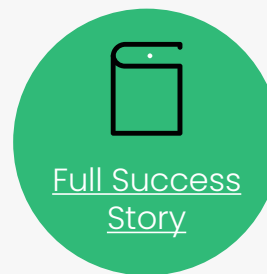
- Virtual Market is an app that connects brands and shoppers.

- To have the right software for their app, Virtual market decided to deploy SAP Business One for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Thus, Virtual Market can now make better decisions due to the accurate data in real-time.

SAP Business One version for SAP HANA References

Main Menu

Virtual Market

www.virtualmarket.mx

XAMAI

Organizational Overview

Industry: Service Provider

Headquarters: Mexico City, Mexico

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
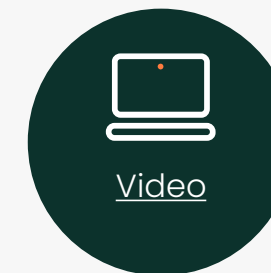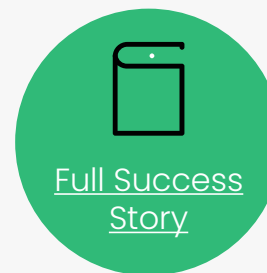
Grupo Victor

www.grupovictor.com

Down 90% time creating reports

Improved process administration

- Grupo Victor is a Mexican company and the national leader in the design and manufacturing of machinery and equipment for the agricultural business sector.

- To obtain information fast and in real-time, Grupo Victor chose to deploy SAP Business One, version for SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Now, Grupo Victor benefits from fast and precise information that helps them to take better decisions. Furthermore, they were able to reduce the time to create reports by 90%.

SAP Business One version for SAP HANA References

Main Menu

Grupo Victor

www.grupovictor.com

Organizational Overview

Industry: Machinery & Distribution

Headquarters: Mexico

Employees: 100+

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References

Main Menu
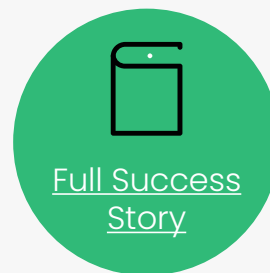
Importaciones Vega

www.importacionesvega.com

Increased system efficiency

Optimized supply chain

- Importacianes Vega is a Costa Rican wholesaler who offers a variety of products, services and support.

- To gain more flexibility, Importaciones Vega decided to implement SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

- Now, Importaciones Vega benefits from transparent processes as well as from real-time analyses

Page 1 | Page 2

273

Importaciones Vega

www.importacionesvega.com

Organizational Overview

Industry: Import & Distribution

Headquarters: Costa Rica

Employees: 200

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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SAP Business One version for SAP HANA References

Industrias Rochin

www.industriasrochin.com

Down 13.5% cost savings

Up 85.78% increase in sale

- Industrias Rochin is a leading company in Mexico in the design and manufacturing of machinery. They are specialized in solutions for Post Harvest.

- To have more insights into their production processes, Industrias Rochin implemented SAP Business One, powered by SAP HANA with SUSE Linux Enterprise Server as the operating system.

- Since then, Industrias Rochin was able to increase its sale by 82.78% while saving 13.5% of operating costs.

Page 1 | Page 2

275

Main Menu

Industrias Rochin

ROCHIN POST-HARVEST INNOVATION **Sineti**

www.industriasrochin.com

Organizational Overview

Industry: Machinery & Components

Headquarters: Mexico

Employees: 287

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

Main Menu

Royal Sporting Club Anderlecht

www.rsca.be

Improved decision making

Cost savings

— Royal Sporting Club Anderlecht, usually known as Anderlecht or RSCA, is a Belgian professional football club based in Anderlecht, Brussels Capital-Region.

— As there was a big need for an integrated software system, with a strong accountancy module and overall controlling functionalities, RSCA decided to deploy SAP Business One for SAP HANA running on SUSE Linux Enterprise Server.

— Now, RSCA benefits from more efficient management of digital documents and contracts as well as from better understanding of the business and improved decision making based on correct figures.

Page 1 | Page 2

277

SAP Business One version for SAP HANA References

Main Menu

Royal Sporting Club Anderlecht

www.rsca.be

Organizational Overview

Industry: Sport & Entertainment

Headquarters: Belgium

Employees: 140

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP Business One version for SAP HANA References
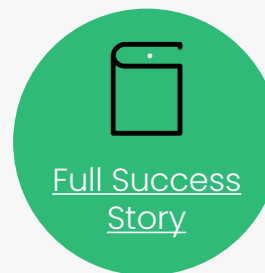
The Tower Trading Corporation

The Tower Trading Corp. Warehouse,مؤسسة البرج التجارية

https://the-tower-trading-corp-warehouse.business.site/

Response times

Realtime analysis

- The Tower Trading Corporation (TTC) specializes in importing and distributing FMCG to military, civilian institutions and food service providers and represents about 40% of consumption of the total Jordanian market.

- To gain real-time insights and to automate their processes, TTC chose to implement SAP Business One, version for SAP HANA running on SUSE Linux Enterprise Server.

- Now, TTC has access to accurate and up-to-date information across the company for informed decision making.

Page 1 | Page 2

279

Main Menu

The Tower Trading Corporation

https://the-tower-trading-corp-warehouse.business.site/

Organizational Overview

Industry: FMCG Import & Export

Headquarters: Jordan

Employees: 300+

The Tower Trading Corp. Warehouse,مؤسسة البرج التجارية

ABS SAP Gold Partner

SUSE Products:
SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Main Menu
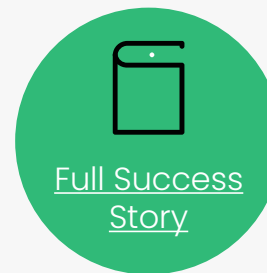
SAP HANA
Success Stories

Overview

Click to jump to section.

IT / Computer Services	**Retail / Wholesale**	**Education**	**Banking & Finance**	**Manufacturing**
Software / Technology	**Chemicals & Industry Products**	**Healthcare**	**Consumer Goods & Food**	**Automotive**
Pharmaceuticals	**Energy / Gas**	**Utilities**	**Others**	

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282

IT / Computer Services

SAP SE	285	Freudenberg IT	303	Virtustream	321
APA IT	287	Unistar PRO	305	SEIDOR	323
CenturyLink	289	winnovation AG	307	Dedagroup	325
CTAC	291	Axians	309	Alegri International	327
ISphere Technologies	293	Bluelock	311	itelligence Poland	329
Implema	295	Cloud4com	313	WIIT	331
MBV Systèmes d'Information	297	Finanz Informatik	315	Symmetry	333
Symmetry	299	Itelligence	317	T-Systems	335
Lenovo	301	T-Systems	319	Managecore LLC	337

SAP SE

www.sap.com

99.999% availability

3 figure growth enabled

- SAP is the world leader in enterprise applications in terms of software and software-related service revenue. SAP wanted to expand its offerings and launch a cloud platform to develop SAP solutions.

- For its SAP HANA Enterprise Cloud service, SAP maintains approximately 6,600 servers with over 12,000 CPUs and 16,000 virtual machines running SUSE Linux Enterprise Server and SUSE Linux Enterprise Server for SAP Applications.

- Using SUSE technologies helps SAP to offer extremely high availability on its cloud platform as well as reduced total ownership costs and optimized licensing.

> "In part due to the great stability of SUSE Linux Enterprise Server, our system availability is 99.999 percent."
>
> **MARTIN HEISIG,** SENIOR VICE PRESIDENT, SAP HANA ENTERPRISE CLOUD SAP SE

SAP SE

www.sap.com

Organizational Overview

Industry: Computer services
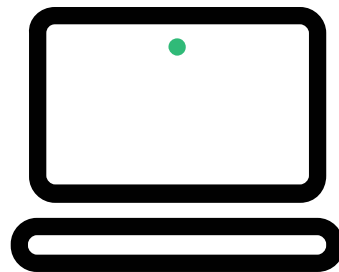
Headquarters: Walldorf, Germany

Employees: 84,183

Revenue: $20.8BN

Customers in 190 countries: 32,000

87% of Forbes' Global 2000 are SAP customers

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

Video

SAP HANA Success Stories

Main Menu
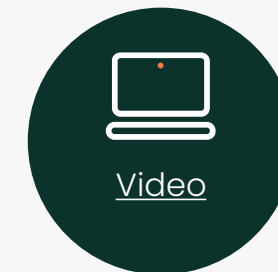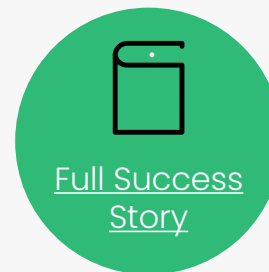
APA IT

www.apa-it.at

99.999% availability

Simplified deployment

- APA IT is one of the leading IT service providers for the media industry in Austria, responsible for the IT of the Austrian News Agency as well as numerous other media enterprises.

- APA IT wanted to centralize and integrate its business processes and systems especially in the accounting departments.

- APA-IT teamed up with SUSE Gold Partner XIT-cross information technologies to implement its new SAP landscape powered by SAP HANA on SUSE Linux Enterprise Server for SAP Applications.

- Using SUSE technologies helps SAP to offer extremely high availability on its cloud platform as well as reduced total ownership costs and optimized licensing.

SAP HANA Success Stories

Main Menu

APA IT

www.apa-it.at

Organizational Overview

Industry: IT

Headquarters: Vienna, Austria

Employees: 140

Revenue: $21.8M
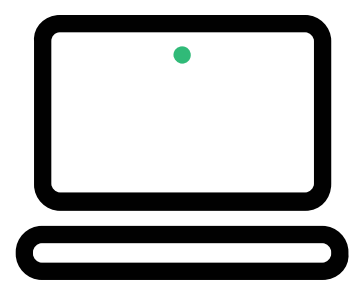
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story
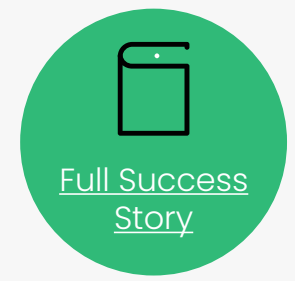
Company

CenturyLink

www.centurylink.com

Down 60%
SAP database

64X Financial
transactions
completion

— CenturyLink is a global communications and IT services company focused on connecting its customers to the power of the digital world.

— As the traditional fixed-line consumer business continues to shrink and fresh competition in non-regulated markets eats into margins, many telcos are seeking scale through mergers and acquisitions.

— To support its revenue-growth plans, CenturyLink migrated SAP Business Suite to the SAP HANA database on the IBM Power platform running on SUSE Linux Enterprise Server for SAP Applications, accelerating reporting and projects, and simplifying acquisitions.

— Results included faster financial reporting, greater flexibility cuts time-to-value for corporate acquisitions and delivering economies of scale sooner.

SAP HANA Success Stories

Main Menu

CenturyLink

CenturyLink™ **IBM**

www.centurylink.com

Organizational Overview

Industry: Computer Services

Headquarters: Monroe, USA

Employees: 40,000

Revenue: $17.5B
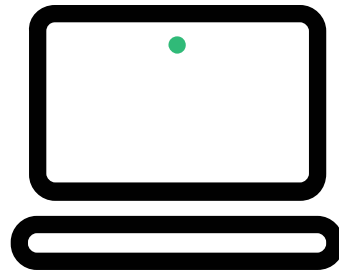
SUSE + IBM Products:

IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

[Full Success Story](#)

[Company](#)

SAP HANA Success Stories

Main Menu

CTAC

www.ctac.nl

95% faster deployment

10 minutes Linux deployment

- Ctac is a Total Solution provider that offers end-to-end cloud application hosting and services for clients in retail, manufacturing, real estate and professional services sectors.

- Ctac needed to find the optimal combination of hardware and operating systems to run its clients' applications as efficiently and cost effectively as possible.

- Ctac thus chose IBM Power System servers running SUSE Linux Enterprise Server for SAP Applications.

- Ctac selected SUSE Linux Enterprise Server for SAP Applications as its preferred operating system for SAP HANA. The agile and scalable in-memory cloud offering creates new business opportunities and helps customers to benefit from real-time analytics cost-effectively while reducing deployment time by 95 percent. It also accelerated deployment of new Linux instances to just 10 minutes.

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Page 1 | Page 2

290

SAP HANA Success Stories

Main Menu

CTAC

www.ctac.nl

Organizational Overview

Industry: IT

Headquarters: S-Hertogenbosch, Netherlands

Employees: 471

Revenue: €83.4M

SAP Platinum Partner
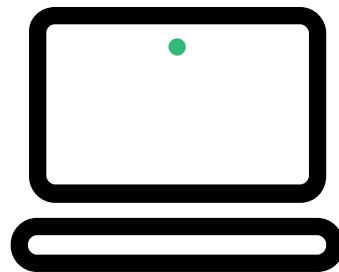
SUSE + IBM Products:

IBM Powersystems E870, IBM Storwize V7000, IBM Power S824, IBM Power750, SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story (SUSE) | Company | Full Success Story (IBM)

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

iSphere Technologies

https://www.ispherecloud.com/

Scalability costs
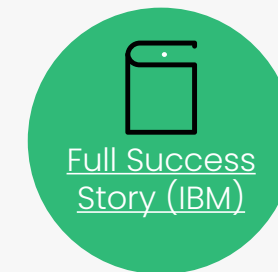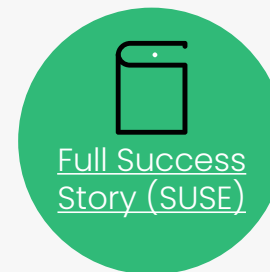
Improved virtual managements

- Founded in 2012, iSphere Technologies is a leading managed services provider with a comprehensive offering including hosting, backup, business continuity and more, the company combines the highest levels of availability with an extensive network reach.

- To deliver maximum performance and reliability for its new SAP HANA as-a-service platform, iSphere Technologies selected Fujitsu Integrated System PRIMEFLEX for SAP HANA environments. Using FUJITSU, iSphere is doubling business every quarter, bringing new revenue.

- SUSE Linux Enterprise Server for SAP Applications offers iSphere Technologies the stable, secure and cost-effective platform it needs to drive its multi-tenanted HANA offering.

"We were literally sold out before deployment because we could finally offer SAP HANA services on demand in the most cost-effective and high-performing way."
LUDI NEL, MANAGING DIRECTOR, iSPHERE TECHNOLOGIES

Page 1 | Page 2

292

Main Menu

iSphere Technologies

https://www.ispherecloud.com/

Organizational Overview

Industry: Computer Services

Headquarters: Kyalami, South Africa

SUSE + Fujitsu Products:

IBM Powersystems E870, IBM Storwize V7000, IBM Power S824, IBM Power750, SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

FUJITSU Integrated System PRIMEFLEX® for SAP HANA®, FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes

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Company

Full Success Story (Fujitsu)
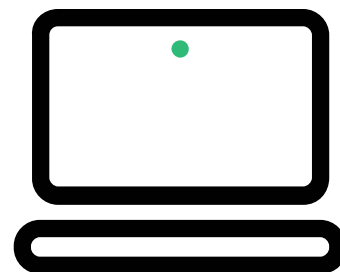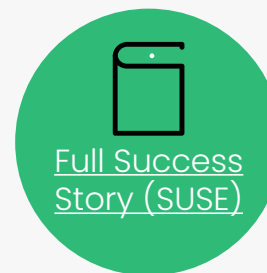
Implema

www.implema.se

Implema **Hewlett Packard Enterprise**

Increased reliability

Cost efficiency operations of SAP APPS

- Implema is a leading SAP consulting and hosting company headquartered in Stockholm, Sweden. The company provides hosting services certified by SAP and serves small and midsized businesses across the country.

- To help its SMB customers identify opportunities to improve efficiency and make better-informed decisions, consulting and hosting service provider Implema looked for a reliable, easy-to-manage platform for SAP HANA and selected SUSE Linux Enterprise Server for SAP Applications.

- Implema has successfully migrated ten customers to SAP HANA in time and within budget and optimized SAP performance without manual tuning using SUSE & HPE Solutions.

> "SUSE Linux Enterprise Server for SAP Applications allows us to provide our clients a smooth path to the latest features and the next-generation business suite SAP S/4HANA."
>
> **PETER WIOTTI,** HEAD OF BUSINESS AREA BASIS & HOSTING, IMPLEMA

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SAP HANA Success Stories

Main Menu

Implema

www.implema.se

Organizational Overview

Industry: Computer Services

Headquarters: Stockholm, Sweden

Employees: 100

SAP Platinum Partner
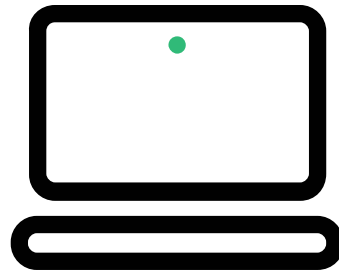
SUSE + HPE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager + HPE Converged System for SAP HANA

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Full Success Story

Company

SAP HANA Success Stories

Main Menu

MBV Systèmes d'Information

www.mbvsi.fr

Scalability costs

Improved virtual management
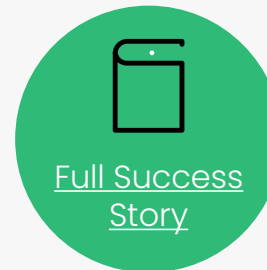
- MBV SI is a highly experienced systems integrator, hosting and managed services provider specializing in the adaption of business solutions to the specific business requirements of its clients.

- MBV SI saw a clear opportunity by launching a hosted SAP HANA offering that would enable their clients to create cloud-based environments for high-speed analysis on large volumes of data.

- MBV SI worked with Dell Global Services to deploy four SAP HANA appliances based on Dell PowerEdge R920 servers with SUSE Linux Enterprise Server for SAP Applications as the operating system. As a result, clients could deploy new SAP HANA systems rapidly and support large databases with real time reporting.

"With SUSE Linux Enterprise Server, we can offer our clients high-availability, high-performance SAP HANA landscapes in the cloud."

THIERRY MARTIN COMMERCIAL DIRECTOR, MBV SI

SAP HANA Success Stories

MBV Systèmes d'Information

www.mbvsi.fr

Organizational Overview

Industry: Computer Services

Headquarters: Paris, France

Employees: 200

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
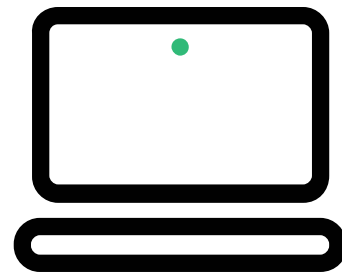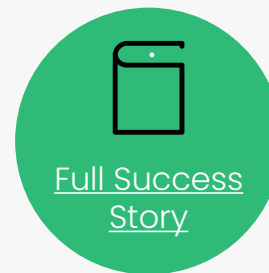
Symmetry

www.symmetrycorp.com

57 Net promoter score

High availability

- Symmetry has been providing the highest quality cloud, hosting and IT managed services since 1996.

- As an enterprise cloud services provider, Symmetry needed an operating system to support its SAP HANA offering. The company found that SUSE Linux Enterprise server for SAP Applications was the right OS to support its SAP HANA solution.

- Using HPE & SUSE solutions, Symmetry was able to achieve a Net Promoter Score of 57, reliable OS performance and high availability with high quality of service.

"SUSE is a piece of the puzzle for us delivering guaranteed performance for customers who are running production SAP workloads."

CHRISTIAN TEEFT, CTO/SVP OF CLOUD SERVICES, SYMMETRY

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Symmetry

www.symmetrycorp.com

Organizational Overview

Industry: Computer Services

Headquarters: Wisconsin, United States

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Live Patching

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Full Success Story

Company

SAP HANA Success Stories

Main Menu
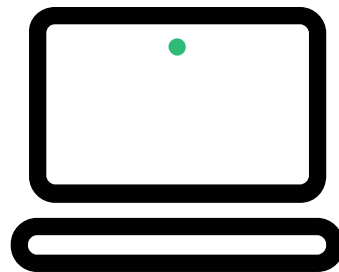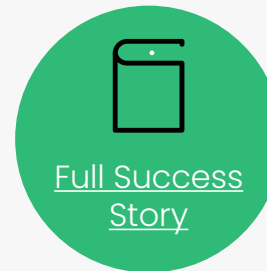
Lenovo

www.lenovo.com

Cut Linux administrator workload down 50%

- Founded in 1984 in a guard shack in Beijing, Lenovo has grown to become China's leading personal technology company, and the world's largest PC vendor.

- Lenovo's China division found that its aging infrastructure could no longer deliver the performance necessary to support the company's business-critical SAP applications, which it uses to manage practically every element of its operations and finances.

- Using SUSE Linux Enterprise Server for SAP Applications, Lenovo has taken back control of its IT development strategy. SUSE Manager automates patching and system upgrades, completely eliminating the need to manually build and maintain patch sources.

> "We used to spend approximately three months each year on manual patching; with SUSE Manager we've brought that down to two weeks. Through patching automation alone, we've been able to cut the Linux administrator workload by at least 50 percent."
>
> **HENG ZHANG,** LINUX ENGINEER LENOVO

SAP HANA Success Stories

Main Menu

Lenovo

www.lenovo.com
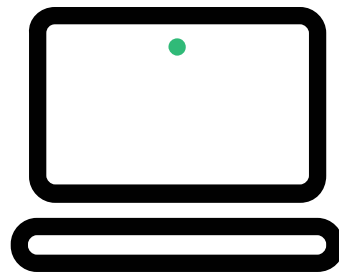
Organizational Overview

Industry: Computer Services

Headquarters: China

Employees: 600

Revenue: $44.9B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

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Full Success Story

Company

SAP HANA Success Stories

Main Menu

Freudenberg IT

www.freudenberg-it.com

Operational costs down
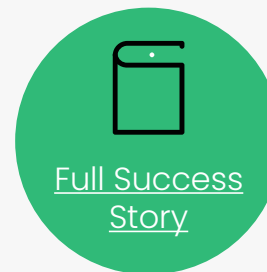
- Freudenberg IT (FIT) is an international provider of managed services, specializing in mission-critical hosting capabilities across the globe using its world-class FIT-owned data centers.

- Looking for more cost-efficient, scalable solutions, FIT discovered the Lenovo Solution for SAP HANA based on Lenovo X6 mission-critical servers.

- Using Lenovo & SUSE Solutions, FIT is delivering hosted solutions based on flexible, scalable Lenovo Solution for SAP HANA appliances at significantly reduced operational costs.

Page 1 | Page 2

302

Main Menu

Freudenberg IT

www.freudenberg-it.com
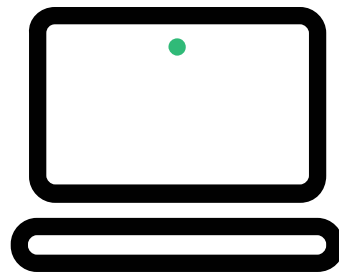
Organizational Overview

Industry: Computer Services

Headquarters: Durham, USA

Employees: 744

Revenue: $170M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications + Lenovo Solution for SAP HANA running on Lenovo x3850 X6 and x3950X6 servers with Intel® Xeon® E7 family of processors

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

Unistar PRO

UNISTAR PRO **Lenovo**

www.unistarpro.si

Boosts performance

99% availability

— With over 25 years of experience, Unistar PRO is one of Slovenia's leading IT services providers. Based in Ljubljana, the company offers systems integration, fully managed IT services and cloud computing solutions to businesses across the country.

— To capitalize on its success as a market-leader, Slovenian IT services company Unistar PRO expanded its portfolio and began offering SAP HANA® on the cloud.

— The company deployed a Lenovo System x solution, enabling it to offer SAP HANA as a service at a fixed rate, while guaranteeing a minimum of 99 percent system availability the company runs its SAP ERP, SAP Business Warehouse and SAP Process Integration instances in SAP HANA, which runs on SUSE Linux Enterprise Server.

304

SAP HANA Success Stories

Unistar PRO

www.unistarpro.si

Organizational Overview

Industry: Computer Services

Headquarters: Ljubliana, Slovenia

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications, Lenovo Flex System, Lenovo System x3950 X6 with up to 8 Intel® Xeon® E7 processors / 18 cores per processor

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

winnovation AG

www.winnovation.ch

Improved decision making
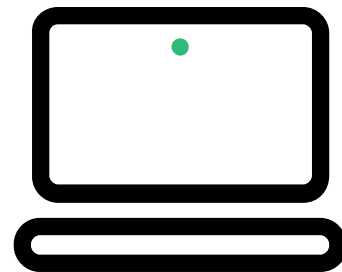
- winnovation AG is an IT service provider headquartered in Baar, Switzerland. The company has 13 consultants and specializes in business intelligence solutions across all sectors with customers from life science, healthcare, service, process and many related industries.

- winnovation wanted to enable its customers to improve business intelligence reporting by delivering real-time data for quicker and better-informed management decisions.

- The company implemented SAP HANA® with the Lenovo System x solution for SAP HANA running on SUSE Linux Enterprise Server for SAP Applications, enabling it to generate real-time reports on business critical data to improve business decision-making and help customers respond quickly to changing market conditions.

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

winnovation AG

www.winnovation.ch

Organizational Overview

Industry: Computer Services

Headquarters: Baar, Switzerland

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications, Lenovo System x solution for SAP HANA, Lenovo System 3690 X5, X3650, x3850

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Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Axians

www.axians.com

axians **CISCO**

- Axians provides a complete range of ICT services, including managed services and cloud hosting, to customers in 15 countries.

- With the release of the powerful SAP HANA platform, which transforms SAP applications with in-memory computing, Axians saw an opportunity to help customers accelerate core processes with real-time reporting and big data analytics. The Cisco UCS® platform connected by Cisco networking solutions delivers the power to balance high performance with simplified management that makes serving new SAP HANA customers easy.

- Using CISCO & SUSE Solutions, Axians reduced time for customers to generate reports from minutes to seconds enabling customers to adapt their businesses in real time. Increasing system management efficiencies by 20 percent and reduced downtime for maintenance activity from hours to minutes enables Axians to provide better customer experiences while dramatically reducing its operating expenses.

Up 20% system management

Reduced downtime

Page 1 | Page 2

308

Axians

www.axians.com

Organizational Overview

Industry: IT

Headquarters: Austria

Employees: 400

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Main Menu

Bluelock

www.bluelock.com

99.99% uptime

81 Net Promoter score
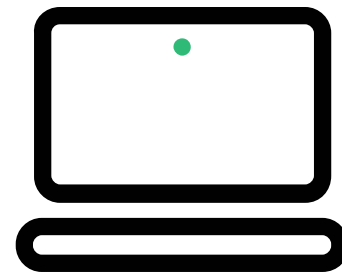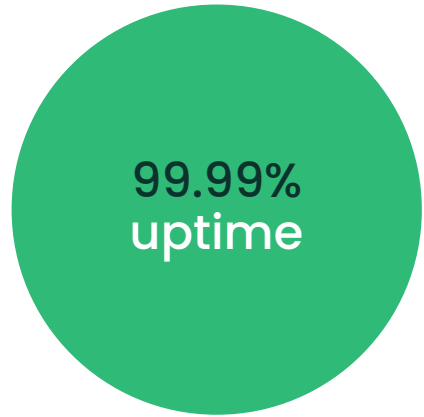
— Specializing in cloud-hosting and cloud recovery services, Bluelock works to mitigate risk and ensure mission-critical applications, such as SAP and SAP HANA, are always available to keep its customers' businesses running. It was essential that Bluelock use best-in-class infrastructure that can help it deliver the high level of service that its customers demand.

— A Cisco infrastructure powered by Cisco Unified Computing System™ (UCS®) delivering SAP-specific advantages and Cisco Could and Managed Services Program, helps Bluelock enter new markets and deliver exceptional services.

— With 99.99 percent uptime for customers, a record Net Promoter Score of 81 and Cisco Powered certifications and SAP certifications for hosting services and cloud services, customers can trust Bluelock to deliver fast and reliable performance that keeps their businesses running, no matter what.

Bluelock

www.bluelock.com

Organizational Overview

Industry: IT

Headquarters: Austria

Employees: 400

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

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Full Success Story (Cisco)

Company

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

Cloud4com

www.cloud4com.com

High performance

Enhanced service mobility
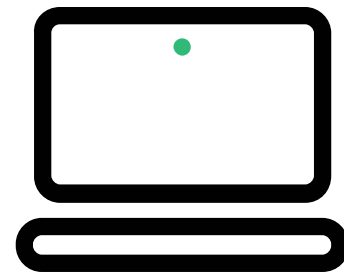
- Cloud4com provides virtual data center services to more than 100 enterprise customers in central and eastern Europe. As more customers began adopting SAP HANA for real-time analyses of big data, Cloud4com saw an opportunity to create an infrastructure-as-a-service (IaaS) offering specifically for the SAP HANA in-memory platform.

- To support its cloud services, Cloud4com standardized on the Cisco Unified Computing System™ (UCS®), achieved a Cisco Master Cloud Builder Specialization, and became a Managed Services partner.

- Using Cisco & SUSE Solutions, Cloud4com now offers high performance for real-time analytics in the cloud using servers that are certified for SAP, a selling point for customers. Cisco UCS® service profiles help enable service mobility in minutes instead of hours. Cloud4com offers Cisco Master Certified services for SAP and SAP HANA and has the agility and scalability to expand into new markets.

"We're providing excellent performance for SAP HANA in the cloud at a very competitive price."

TOMAS NOVAK, CTO, CLOUD4COM

Page 1 | Page 2

312

SAP HANA Success Stories

Main Menu

Cloud4com

www.cloud4com.com

Organizational Overview

Industry: IT

Headquarters: Prague, Czech Republic

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

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Company

SAP HANA Success Stories

Finanz Informatik

www.f-i.de

finanz informat

CISCO
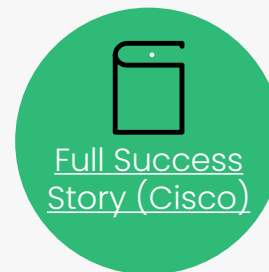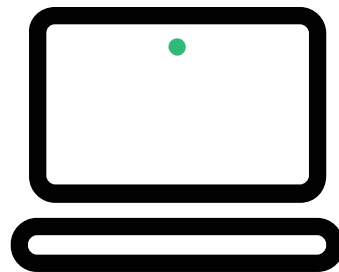
Down 75% holding costs

Reduced processing times

— Certified to provide SAP software through a cloud-based model, Finanz Informatik Technologie Service (FI-TS) must provide high performance for very large deployments, including SAP HANA in-memory environments. It needed robust servers and a network that could keep data flowing quickly to meet the demands of Germany's largest banks.

— To provide absolute reliability and fast performance for its customers' critical transactions, FI-TS deployed Cisco UCS® servers to support its SAP cloud. Cisco Nexus switches deliver high-density Ethernet in a compact form factor. FI-TS worked closely with Cisco and SAP to optimize performance.

— With its SAP cloud running on Cisco UCS®, FI-TS has transformed its customers' back-office processes, in some cases reducing processing times from days to minutes.

— Not only do customers benefit from improved performance, but they also can reduce hosting costs up to 75 percent.

Finanz Informatik

www.f-i.de

Organizational Overview

Industry: IT

Headquarters: Haar, Germany

Employees: 980

Revenue: $2.1M
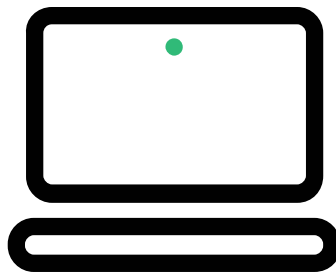
i finanz **informat**

CISCO

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

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Company

Page 1 | **Page 2**

Main Menu

itelligence

http://www.itelligencegroup.com

Cost effective

Enhanced service mobility
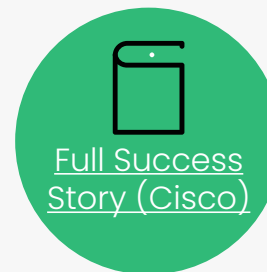
— A global business IT services provider in the NTT Data Group, itelligence is the only SAP partner with six certifications, including SAP Platinum Partner. As more of its customers migrate to SAP HANA for advanced data processing and analytics, itelligence is committed to helping them make the transition as seamless as possible.

— A Cisco partner for many years, itelligence decided to standardize on Cisco UCS® Servers and Cisco Nexus switches for its SAP HANA Enterprise Cloud.

— Using Cisco & SUSE Solutions, itelligence is helping customers cost-effectively meet SAP HANA requirements and modernize their business intelligence with pay-as-you- grow environments as part of the itelligence Managed Cloud.

— Optimized hardware provides robust performance for SAP, helping itelligence offer competitive solutions

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Page 1 | Page 2

316

Main Menu

itelligence

http://www.itelligencegroup.com

Organizational Overview

Industry: Solutions Provider

Headquarters: Cincinnati, USA

Employees: 4140

Revenue: $912M
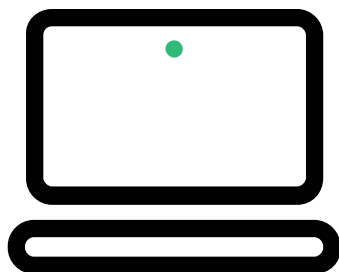
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
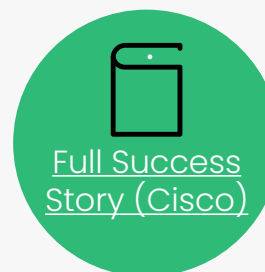
T-Systems

www.t-systems.com

Down 30%
SAP operating costs

Increased
scalability

- T-Systems provides a complete spectrum of information and communication technology (ICT) systems for millions of users worldwide. With ICT landscapes increasing in complexity and businesses growing more reliant on them, T-Systems' customers need to be able to run business-critical applications reliably while maintaining the agility to respond quickly to changes and new opportunities.

- T-Systems built a high-performance cloud infrastructure based on Cisco UCS® B-Series Blade Servers and Cisco Nexus switches to deploy the world's largest SAP cloud as a top SAP global partner.

- Using Cisco & SUSE Solutions, benefits included automation for easy infrastructure management, increased scalability, and the ability to deliver dynamic resource management for business-critical SAP applications, enables customers to reduce SAP operating costs by up to 30 percent.

- As a strategic SAP partner with multiple SAP certifications, T-Systems supports a complete portfolio of SAP services delivered on its Cisco infrastructure.

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Page 1 | Page 2

318

Main Menu

T-Systems

www.t-systems.com

Organizational Overview

Industry: IT Services

Headquarters: Frankfurt, Germany

Employees: 45,990

Revenue: $10B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Main Menu
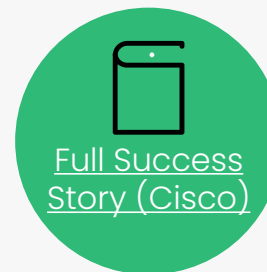
Virtustream

www.virtustream.com

Down 65% costs

Up 50% performance

- Virtustream has deep SAP expertise, helping enterprises take advantage of cloud economics with its xStream-powered infrastructure-as-a-service (IaaS) offerings. As Virtustream's growth accelerated, it needed a partner that could help it scale its enterprise-class cloud solutions.

- To meet the requirements of SAP in the cloud, Virtustream deployed Cisco UCS® servers and Cisco Nexus switches, and joined the Cisco Cloud & Managed Services Program.

- As the only SAP-certified cloud provider at the global technology partner level representing Cisco, Virtustream has truly set its business apart. It can offer customers dramatically improved SAP economics (up to 50 percent faster performance at up to 65 percent less cost) providing scalability and performance for mission-critical workloads.

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Page 1 | Page 2

320

SAP HANA Success Stories

Main Menu

Virtustream

www.virtustream.com

Organizational Overview

Industry: Cloud Computing

Headquarters: Bethesda, USA

Employees: 2000

Revenue: $54.8B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
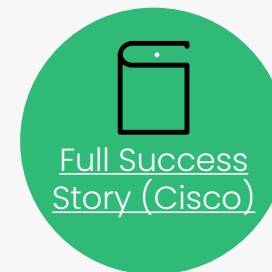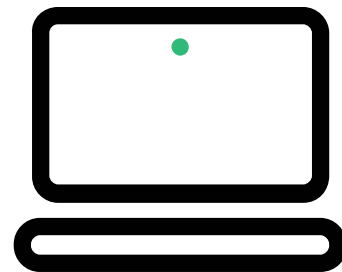
SEIDOR

www.seidor.us

70% new customers

Double digit growth

- SEIDOR is a Spanish multinational technology company that provides consulting services and software solutions. SEIDOR is currently one of the leading IBM Business Partners, and also specializes in SAP products and solutions.

- To maintain its hard-won market-leading position, SEIDOR needed to satisfy customers' appetites for enhanced flexibility and easy IT management at a competitive price point.

- SEIDOR deployed the SAP HANA database on IBM Power Systems servers, and launched the solution as a cloud-based pay-per-use platform.

- The new service has sharpened SEIDOR's ability to win new business, with over 70 customers and more than 3,500 users already accessing its cloud service, and further double-digit growth expected.

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Page 1 | Page 2

322

SAP HANA Success Stories

Main Menu

SEIDOR

www.seidor.us

Organizational Overview

Industry: Computer Services

Headquarters: Barcelona, Spain

Employees: 3000

Revenue: $306M

SUSE + IBM Products:

IBM Power System S824L, IBM Flash System 900, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu
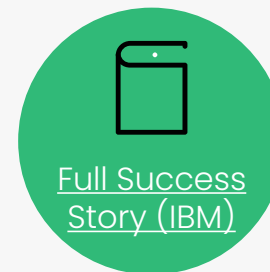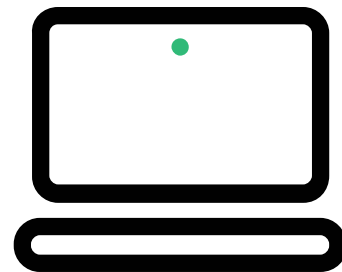
Dedagroup

www.dedagroup.it

40-50% customer base growth

Boosts competitiveness

— Dedagroup is the 10th largest Italian-owned IT group. The firm supports enterprises, public organizations and credit institutions in their IT and digital strategies with expertise in applications, technology and system integration.

— In the fast-moving cloud services market, providers must keep innovating to win customers and stay ahead of rivals.

— With a new cloud offering, based on SAP® HANA® and running on IBM® POWER8® servers, Dedagroup offers customers a winning combination of high performance and flexibility at a competitive price.

— Cost-effective, cutting-edge cloud offering helps Dedagroup win new clients, growing revenues & market share. Rapid data processing helps clients launch products faster and grow their businesses.

Page 1 | Page 2

324

SAP HANA Success Stories

Main Menu

Dedagroup

www.dedagroup.it

Organizational Overview

Industry: Computer Services

Headquarters: Trento, Italy

Employees: 1600

Revenue: $271M

SUSE + IBM Products:

IBM Power System S824L, SUSE Linux Enterprise Server for SAP Applications

Founded in 2008, the group has always experienced steady growth and currently operates branches across Italy and abroad including Mexico, the US, France and the Middle East

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Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu
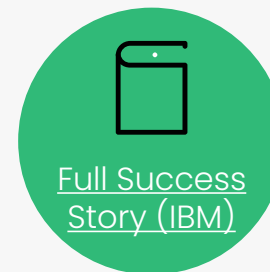
Alegri International

www.alegri.eu

60% reduced operating costs

30 min SAP HANA adaptation

- Alegri International Group is a leading IT services provider in the DACH region, serving enterprises from a wide range of industries across Germany, Austria and Switzerland.

- IT services provider Alegri wants to help clients boost business agility. One of the ways to achieve this is by making cutting-edge SAP HANA in-memory technology more accessible with a complete SAP S/4HANA solution running in the public cloud on Microsoft Azure.

- With SUSE Linux Enterprise Server for SAP Applications at the core of the offering, Alegri can deliver flexible, cost-effective SAP S/4HANA services that enable clients to react faster to changing demands.

"With optimized images of SUSE Linux Enterprise Server for SAP Applications available directly on Microsoft Azure, we can spin up a virtual SAP S/4HANA environment in just 30 minutes and can quickly start working with clients to solve their business challenges."

HINRICH MIELKE, SAP DIRECTOR, ALEGRI INTERNATIONAL GROUP

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Alegri International

www.alegri.eu

Organizational Overview

Industry: Computer Services

Headquarters: Munich, Germany

Employees: 670

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Solutions Optimized for Public Cloud

Explore Related links:

Full Success Story

Company

Video

SAP Business One version for SAP HANA References

Main Menu
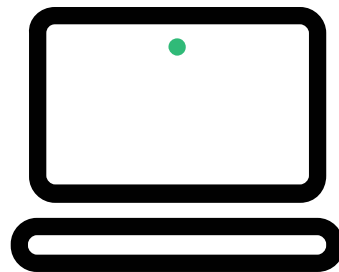
itelligence Poland

itelligencegroup.com

itelligence **IBM**

5x reduced latency

Lower operational costs

- Itelligence is a leading international full-service provider focusing on SAP deployments, offering consulting, licensing, application management services, hosting services, and proprietary industry solutions. itelligence Poland set out to offer superior SAP HANA hosting services to its clients.

- Itelligence Poland launched SAP ERP powered by SAP HANA hosting services on IBM Power Systems servers and IBM FlashSystem storage, using advanced virtualization to make dramatic efficiency gains.

- Using IBM & SUSE Solutions, results included accelerated provisioning of new client systems from 2 days to a few hours, reduced operational costs and slashed latency by a factor of 5 to deliver stellar service to clients.

itelligence Poland

itelligence IBM

itelligencegroup.com

Organizational Overview

Industry: IT

Headquarters: Poland

Employees: 200

Revenue: €19.6M
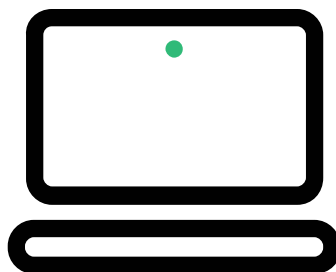
SUSE + IBM Products:

SUSE Linux Enterprise Server for SAP Applications + IBM Powersystems E850, IBM Powersystems S822L, IBM Powersystems S824L

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Full Success Story

Company

SAP HANA Success Stories

Main Menu

WIIT

www.wiitgroup.com

Stellar customer service

Reduced system incidents
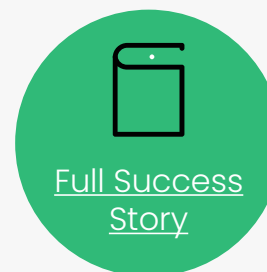
- WIIT offers platform-as-a-service (PaaS) environments to host the critical core business applications of approximately 400 companies worldwide.

- To help companies focus on what matters most-selling and boosting profit, cloud company WIIT deployed SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

- By working with SAP and SUSE, WIIT succeeded in delivering stellar customer service, which boosts loyalty and fosters growth.

- Results included a full supported, easy to use, and high performing platform decreasing the number of incidents on customer systems.

"What sealed the deal for us was the high-quality pre and after-sales support that we received from SUSE: it was genuinely a whole new level of expertise and assistance and convinced us to deploy this platform."

LEONARDO FEDERIGHI, CLOUD SERVICE DIRECTOR, WIIT

wiit
The Private Cloud

WIIT

www.wiitgroup.com

wiit The Private Cloud

Organizational Overview

Industry: Computer Services

Headquarters: Italy

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

Main Menu
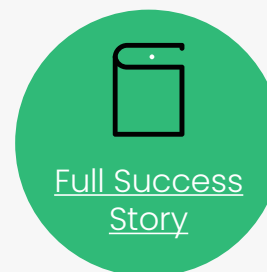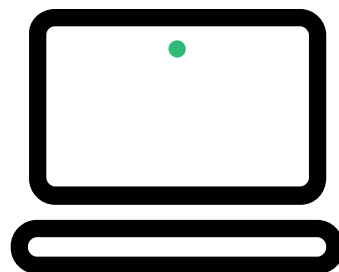
Symmetry

SYMMETRY

www.symmetrycorp.com

Increased service availability

Elimination of downtime

- Symmetry manages complex SAP implementations on a global scale for more than 200 of the world's leading enterprises in challenging and heavily-regulated industries such as healthcare, financial services, retail, manufacturing, automotive and beyond.

- Symmetry needed a stable, scalable operating system for its proprietary SAP HANA cloud to meet growing customer demand and to differentiate itself from competitors. Therefore, Symmetry decided to deploy SUSE Linux Enterprise Server for SAP Applications, the SUSE Linux Enterprise High Availability Extension as well as the SUSE Linux Enterprise Live Patching.

- Since then, Symmetry benefits from high performance levels, maximizing service availability and eliminating downtime.

"When it comes to performance, SAP either runs well or it doesn't. That's how we differentiate ourselves. SUSE is a piece of the puzzle for us delivering guaranteed performance for customers who are running production SAP workloads."

CHRISTIAN TEEFT, CTO/SVO OF CLOUD SERVICES, SYMMETRY

Symmetry

www.symmetrycorp.com

Organizational Overview

Industry: Professional Services

Headquarters: Wisconsin, United States

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Solution, SUSE Linux Live Patching

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Company

Video

SAP HANA Success Stories

Main Menu

T-Systems

www.t-systems.com/de/en

T··Systems·

High reliability

No latency
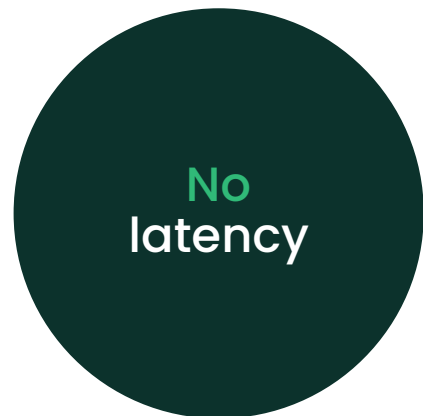
- T-Systems is one of the world's leading vendor independent providers of digital services, offering integrated solutions for business customers. As a Deutsche Telekom subsidiary, T-Systems is one of the largest SAP hosting providers worldwide and supports more than 7 million users as well as more than 800 terabytes of HANA databases.

- In order to provide their customers a cloud foundation where they can deploy their applications, T-Systems is running SAP HANA on SUSE Linux Enterprise Server for SAP Applications as well as making use of SUSE CaaS.

- Thus, T-Systems benefits from a close partnership with SUSE, ensuring high reliability, in time and in quality service as well as no latency.

SAP HANA Success Stories

Main Menu

T-Systems

www.t-systems.com/de/en

Organizational Overview

Industry: IT Services, IT Consulting

Headquarters: Frankfurt, Germany

Employees: 3750

Revenue: €6.9B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE CaaS Platform

Explore Related links:

Company

Video

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SAP HANA Success Stories

Main Menu
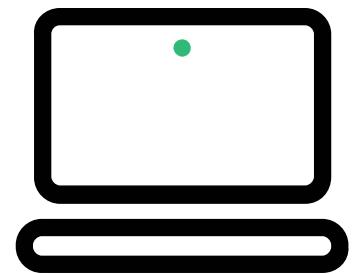
Managecore LLC

www.managecore.com

100% customer satisfaction

1st mid-market SAP consulting company to support SAP on Google Cloud Platform

- Managecore is an SAP Partner and the leading provider of SAP Technical Services. Utilizing highly skilled engineers and industry leading technology, Managecore is providing intelligent solutions for the enterprise customer.

- To guarantee a stable, reliable and secure OS platform to run SAP, Managecore chose to provide solutions for their SAP customers built on SUSE technology.

- Thus, Managecore decided to deploy the SUSE Linux Enterprise Server for SAP Applications.

- Since choosing SUSE technology, Managecore is able to deliver guaranteed success on the Google Cloud Platform. One hundred percent customer satisfaction is the result of Managecore consistently delivering highly reliable, stable and secure environments based on SAP and SUSE technology.

SUSE capabilities enable our customers to run on SAP HANA which is an essential component in their digital transformation journey moving forward."
NICK MILETICH, SENIOR SOLUTIONS ENGINEER, MANAGECORE

SAP HANA Success Stories

Main Menu

Managecore LLC

www.managecore.com

Organizational Overview

Industry: SAP Managed Services and Cloud Hosting

Headquarters: Wisconsin, United States
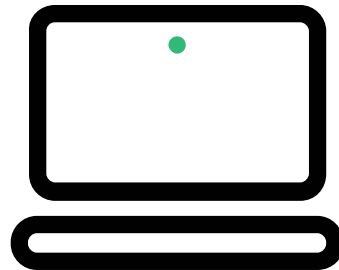
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Company

Page 1 | **Page 2**

Main Menu

Retail / Wholesale

Hillarys Blinds	340	Coop Group	356
Angel Yeast	342	South Shore Furniture	358
dm-Drogerie Markt	344	HR Group	360
Lulu Group	346	El Ezaby Pharmacy	362
SAGAFLOR	348	WMF Group	364
PNS	350	Galexis	366
El Ezaby	352	Carrefour SA	368
Vishal Mega Mart	354	Gulf Ocean Trading Co	370
		Wing ON	372

Hillarys Blinds

www.hillarys.co.uk

HILLARYS
You'll love what we do

Down 50% data upload time

Accelerated CRM system

- Hillarys Blinds is the United Kingdom's leading provider of made-to-measure window coverings. Hillarys wanted to accelerate customer service and give employees a streamlined digital experience. Hillarys decided to move to a flexible, open-source operating system to support SAP S4/HANA and selected SUSE Linux Enterprise Server for SAP Applications.

- Using Huawei and SUSE Solutions, Hillarys managed to hugely accelerate its CRM system, cut the overnight data upload process times, and received superior levels of robustness with a dynamic platform that develops with changing requirements.

"The SAP certified HANA appliances supplied by Huawei provide what is proving to be a robust and high-performing platform that supports the S4/HANA solution. The solution is key to Hillarys transformation to a digital business, particularly in removing systems complexity and streamlining business processes."
JULIAN BOND, HEAD OF ICT, HILLARYS BLINDS

Hillarys Blinds

www.hillarys.co.uk

Organizational Overview

Industry: Retail

Headquarters: Nottingham, UK

Employees: 1350

Market Share: 26%

Revenue: $273M

HILLARYS

You'll love what we do

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager + Huawei Solutions for ERP HANA, OceanStor Storage

Founded in 2008, the group has always experienced steady growth and currently operates branches across Italy and abroad including Mexico, the US, France and the Middle East

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Full Success Story

Company

SAP HANA Success Stories

Main Menu

Angel Yeast
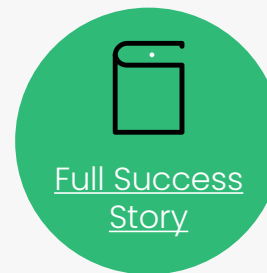
http://en.angelyeast.com/

Up 5x service efficiency

Increased processing efficiency

- Angel Yeast Co. Ltd. is a leading enterprise in the yeast industry of China. It is also the world's largest supplier of dry yeast and the third largest yeast company in the world.

- To address the requirements of new service development and enable online and offline integrated all-channel convergence, Angel Yeast wanted to move towards a powerful IT system.

- Using Huawei & SUSE technologies, Angel Yeast increased its processing efficiency of various services.

- The SAP HANA intelligent business system provides operation data in real time, driving up the decisioning efficiency for the management. Customer-oriented transaction and service efficiency is improved by over fivefold.

"Through stringent study and comparison, we found Huawei's SAP HANA infrastructure solution exactly meets Angel Yeast's requirements for high performance, high reliability, smooth scaling, and maximal ROI."
MEI HAIJIN, VICE GENERAL MANAGER, ANGEL YEAST

Angel Yeast

http://en.angelyeast.com/

Organizational Overview

Industry: Retail and Garment Manufacturing

Headquarters: Hubei, China

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications Huawei Solutions for ERP HANA, OceanStor Storage

Founded in 1986, Its products are sold to over 140 countries and regions, serving a wide range of industries, including bakery, seasoning, brewery, biological new energy, biological culturing, human health nutrition, and animal nutrition.

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Company
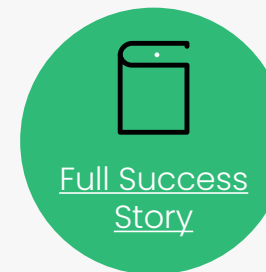
dm-Drogerie Markt

www.dm.de

Down 40% response time

Increased price performance ratio

— dm-Drogerie Markt offers a selection of over 12,500 pharmaceutical products to its customers, stocking numerous cosmetics, organic foods, products for babies and infants, and household goods.

— To further improve the shopping experience, dm-drogerie Markt wanted to ensure that customers can always purchase their desired products anywhere—in store and online.

— dm-Drogerie Markt decided to migrate its business-critical SAP ERP applications from the IBM z/OS and AIX operating systems to the SUSE Linux Enterprise Server for SAP Applications platform. This resulted in cutting SAP response times by 40 percent on average, migration was completed three months earlier than planned along with a better price-performance ratio.

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SAP HANA Success Stories

Main Menu

dm-Drogerie Markt

www.dm.de

Organizational Overview

Industry: Retail

Headquarters: Karlsruhe, Germany

Employees: 52,062

Revenue: $9.8B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Consulting, SUSE Manager

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Full Success Story

Company

SAP HANA Success Stories
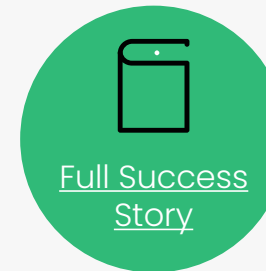
Lulu Group

www.lulugroupinternational.com

Down 20% cost of growth

High performance platform

— LuLu Group International is a highly diversified entity with operations spanning a vast geographical landscape. LuLu Group needed to deliver high levels of flexibility and performance as well as the ability to support SAP HANA®-based applications.

— Using FUJITSU, Lulu Group had fast, flexible, and cost-efficient SAP operation supporting ambitious growth plans.

— Using SUSE, Lulu Group cut the cost of growth by 20 percent by migrating from proprietary OS and hardware. It improved availability, security and performance while reducing costs and gained a high-performance platform for business analytics.

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Page 1 | Page 2

345

SAP HANA Success Stories

Main Menu

Lulu Group

www.lulugroupinternational.com

Organizational Overview

Industry: Retail

Headquarters: Abu Dhabi, UAE

Territory Market share: 32%

Revenue: $6.3B

SUSE + FUJITSU Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, FUJITSU Integrated System PRIMEFLEX® for SAP Landscapes, FUJITSU PRIMEFLEX for SAP HANA for running Business Warehouse

The group enjoys a 32 percent market share in its territories and welcomes more than 700,000 shoppers daily.

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Company

Full Success Story (FUJITSU)

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SAP HANA Success Stories

Main Menu
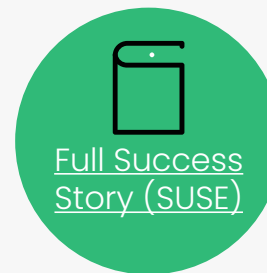
SAGAFLOR

www.sagaflor.de

40% faster SAP deployment

Simplified IT operations

- SAGAFLOR AG, headquartered in Kassel, Germany, is a trade cooperation of independent garden and pet shops operating across Germany, Austria and Switzerland. The company offers procurement, ERP and point-of-sales solutions, and marketing and e-commerce services.

- SAGAFLOR wanted to give managers real-time insight into customer purchasing habits, profit margins and stock levels to help drive sales.

- SAGAFLOR decided to deploy SAP HANA on SUSE Linux Enterprise Server for SAP Applications to better support transactional and analytical workloads on a single database which delivered a fast, scalable platform that is easy to manage. 40 percent faster deployment of new SAP systems was achieved and a reliable foundation for SAP HANA to help business users optimize offerings based on products, margins and revenues analytics.

SAP HANA Success Stories

Main Menu

SAGAFLOR

www.sagaflor.de

Organizational Overview

Industry: Retail

Headquarters: Kassel, Germany

Employees: 26000

Revenue: $1.4B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

With over 3,000 shops across the world, the company aims to pursue a continuous global expansion, all the while maintaining its commitment to delivering high quality, fashionable products.

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Full Success Story

Company

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SAP HANA Success Stories

Main Menu
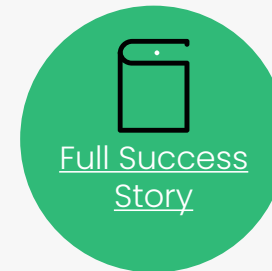
Prvni Novinova Spolecnost A.S.

www.pns.cz

Down 64%
SAP ERP Landscape cost

Up 30%
performance

- PNS is the largest wholesale distributor of printed media in the Czech Republic distributing more than 100 print titles daily, six days a week to nearly 17000 retail locations across the country.

- PNS wanted to make savings both with cost and disk storage. PNS replaced its existing SAP ERP environment from UNIX on proprietary hardware to Linux on the conventional x86 architecture.

- Using SUSE Linux Enterprise Server for SAP Applications, PNS cut the total cost of SAP ERP landscape by 64 percent in five years, increased SAP ERP Performance by 30 percent, reduced OS Administration workload by 50 percent along with increased flexibility and manageability.

"Running SAP on SUSE Linux Enterprise Server for SAP Applications on x86 hardware can outperform UNIX on proprietary hardware, while releasing large amounts of budget for investment in other areas."
JAN PATERA, SAP BC ADMINISTRATOR, PNS

SAP HANA Success Stories

Prvni Novinova Spolecnost A.S.

www.pns.cz

Organizational Overview

Industry: Wholesale Distribution

Headquarters: Prague, Czech Republic

Point of sale: 17000

Publishers: 450

PNS

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

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Full Success Story

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
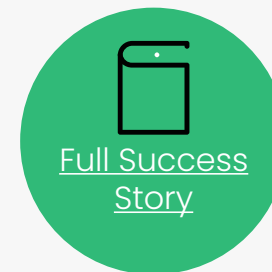
El Ezaby

www.elezabypharmacy.com

Up 12-18x transaction processing

Up 12-24x data collection

- El Ezaby Pharmacies is recognized as Egypt's uncontested leading provider of health and personal care products.

- El Ezaby wanted to provide superior customer service by increasing performance and scalability for mission-critical SAP ERP solution supporting central distribution company and 80 retail pharmacies.

- To quickly address the situation and empower its data-driven organization, El Ezaby along with Multipharma worked with SAP to migrate mission-critical ERP applications running on IBM POWER to SAP HANA running oan Superdome X.

- HPE Solution running on SUSE Linux was chosen for datacenter integration.

- Using HPE & SUSE solutions, results included 12-18 times faster transaction processing, 12-24 times faster data collection, eliminated latency problems for critical transaction processing among pharmacies and helps ensures highest levels of efficiency and responsiveness to customers.

El Ezaby

www.elezabypharmacy.com

Organizational Overview

Industry: Retail/Distribution

Headquarters: Cairo, Egypt

SUSE + HPE Products:

SUSE Linux Enterprise Server for SAP Applications, Integrity Superdome X, HPE ConvergedSystem 500 for SAP HANA, HPE 3PAR StoreServ 7400c, HPE StoreOnce 4500, HPE 5130 EI Switch Series

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Vishal Mega Mart

www.myvishal.com

50% faster reporting

68% data center power consumption

- Vishal Mega Mart is India's largest fashion-led hypermarket chain with a cumulative trading area of more than 3 million square feet across 110 cities and towns in India. The company's range includes fashion, general merchandise, groceries and personal care products, destined for millions of homes in India.

- In India sales of consumer goods skyrocket during Diwali, and retailers compete vigorously for market share.

- How could Vishal Mega Mart satisfy festival peaks in demand while expanding its presence?

- The retailer worked with IBM and SAP to accelerate performance across its core operations, with agile, scalable technology improving its ability to meet peak demand and deliver stellar services.

- Using IBM & SUSE Solutions, results included 50% faster generation of business-critical reports, 30 percent increase in revenue over the festival period and 68 percent reduction in data center power consumption.

SAP HANA Success Stories

Main Menu

Vishal Mega Mart

www.myvishal.com

Organizational Overview

Industry: Retail

Headquarters: Gurugram, India

Stores: 192

Cities: 110

SUSE + IBM Products:

IBM AIX, IBM Power System E870, IBM Power System S822, IBM Power System S822L, IBM Power System S824, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

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Full Success Story IBM

Company

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SAP HANA Success Stories

Main Menu
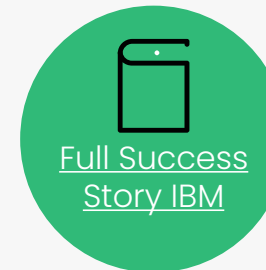
Coop Group

www.coop.ch

5X quicker analytics

20x faster SAP HANA provisioning

— Operating more than 2,200 branches and outlets across Switzerland, Coop Group is one of the country's largest supermarket chains. The company manufactures, distributes and wholesales foods, delivering goods to restaurants, hotels and staff cafeterias across Europe.

— To meet growing demand for a flexible shopping experience, Coop Group wanted to offer click-and-collect services. How could Coop ensure that the right stock is at the right place at the right time?

— To support changing shopping styles, Coop Group expanded its business model, using near real-time insight into orders and inventory to increase customer satisfaction.

— Using IBM & SUSE Solutions, results included near real-time insight into inventory data improving planning and distribution processes, 5x quicker analytics with 85 percent fewer processor cores enables a more effective use of data and 20x faster SAP HANA provisioning increasing agility to innovate faster.

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Coop Group

www.coop.ch

Organizational Overview

Industry: Retail

Headquarters: Basel, Switzerland

Employees: 85000

Revenue: $28.1B

SUSE + IBM Products:

IBM AIX, IBM Power System E880, SUSE Linux Enterprise Server for SAP Applications

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Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu

South Shore Furniture

www.southshorefurniture.com

8x faster reporting

Enhanced analytics
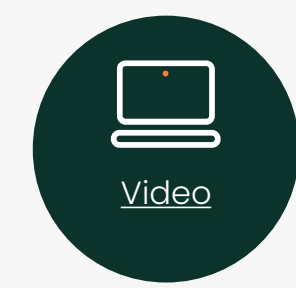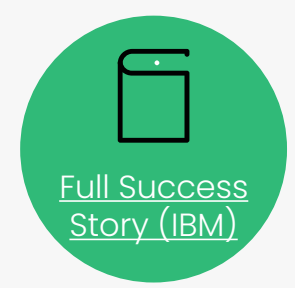
- South Shore Furniture is a North American furniture manufacturer, operating plants in Canada and Mexico and a distribution center in the United States.

- To meet its aim of delivering goods to customers within 24 hours of receiving each order, South Shore Furniture must maintain lean and efficient supply-chain operations.

- South Shore Furniture dramatically accelerated order processing and fulfillment by upgrading its SAP® Business Suite and SAP Business Warehouse applications to SAP HANA® running on IBM® POWER8®.

- Using IBM & SUSE Solutions, benefits included transactions can be processed eight times faster, driving rapid deliveries to customers. SAP HANA paves the way to enhanced analytics capabilities, and new Internet of Things and big data initiatives.

South Shore Furniture

www.southshorefurniture.com

Organizational Overview

Industry: Retail

Headquarters: Quebec, Canada

Employees: 700

SUSE + IBM Products:

IBM Power Systems, IBM Power System E850, SUSE Linux Enterprise Server for SAP Applications

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Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
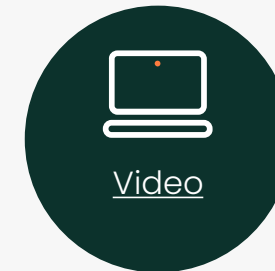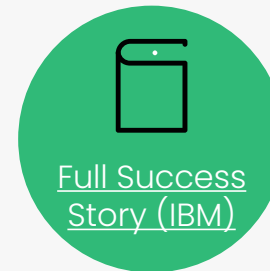
HR Group

www.hr-group.de

60% faster business processes

Near instant insights

— Major footwear retailer HR Group, headquartered in Osnabrück, Germany, sells through 2,500 locations, including 750 of its own branches, in 20 countries.

— Without the ability to adapt quickly to changing fashion trends, major shoe retailer HR Group risked carrying unsold and discounted stock. How could HR Group spot or even predict shifting tastes?

— HR Group migrated to SAP HANA on IBM® Power Systems™ for SAP Business Warehouse, taking advantage of the latest IBM POWER8® technology and centralized IBM Storwize® V5000 storage. Using IBM & SUSE Solutions, HR Group ensures lightning-fast data analytics, enabling near-instant insight into market trends; reduces the risk of carrying unfashionable lines; simplifies the SAP solution landscape and cuts admin costs.

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Main Menu

HR Group

www.hr-group.de

Organizational Overview

Industry: Retail

Headquarters: Osnabrück, Germany

Employees: 5000

Revenue: $705M

SUSE + IBM Products:

IBM Power Systems S822L, IBM Power System S812L, IBM Power System S824L, SUSE Linux Enterprise Server for SAP Applications

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Company

SAP HANA Success Stories

Main Menu
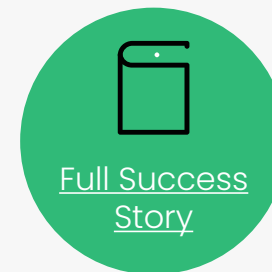
El Ezaby Pharmacy

www.elezabypharmacy.com

16min system update time

Increased availability

- Established in 1975, El Ezaby Pharmacy is recognized as one of Egypt's leading providers of health and personal care products. With nearly 40 years of experience serving the Egyptian community, El Ezaby maintains a nationwide network of 90 branches (and counting), multiple warehouses, and one baby center.

- As one of Egypt's leading pharmacy chains, El Ezaby Pharmacy needed a strong IT landscape to support its complex and wide-reaching operations.

- Its legacy IT infrastructure was proving inadequate to the task, so the company made the decision to switch to SUSE Linux Enterprise Server for SAP Applications.

- Using SUSE, results included a reduced system update time from 6 hours to 16 minutes, lower downtime and increased availability.

> "With the SUSE team's support we are confident that we can continue to deliver our core products and services to the high standards our consumers have come to expect."
> **HAITHAM EL GHAMRY,** IT DIRECTOR, EL EZABY PHARMACY

El Ezaby Pharmacy

www.elezabypharmacy.com

Organizational Overview

Industry: Retail

Headquarters: Cairo, Egypt

Branches: 100

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Established in 1975, El Ezaby Pharmacy is recognized as Egypt's leading provider of health and personal care products, operating over 100 branches, multiple warehouses, and one baby center

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Company

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Main Menu
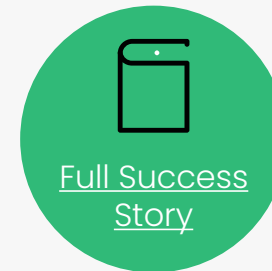
WMF Group

www.wmfgroup.com

79% database size reduced

18x faster reporting

- For more than 160 years, the brands that make up the WMF Group have stood for the best in cooking, drinking and dining. Every day, more than 100 million people around the world use products from WMF, Silit and Kaiser to prepare, cook, bake, eat and drink in their homes.

- To cook up innovative ways to deliver value to hospitality clients while keeping manufacturing running smoothly, WMF Group aimed to sharpen its analytics capabilities without sacrificing reliability.

- WMF Group built a state-of-the-art data center equipped with the latest IBM Power Systems servers and IBM FlashSystem storage, and migrated its SAP Business Warehouse application to SAP HANA.

- Using IBM & SUSE Solutions, WMF Group's results included 18 times faster report generation speed, 20 percent time saving on backups and system restores and 79 percent reduction in database size accelerating backups by 20 percent .

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Page 1 | Page 2

363

Main Menu

WMF Group

www.wmfgroup.com

Organizational Overview

Industry: Retail

Headquarters: Geislingen an de Steige, Germany

Employees: 5685

Revenue: €1.06B

SUSE + IBM Products:

IBM Power Systems E850, IBM Flashsystem V9000, Power VM, IBM Spectrum Virtualize Software for SAN Volume Controller, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

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SAP HANA Success Stories

Main Menu
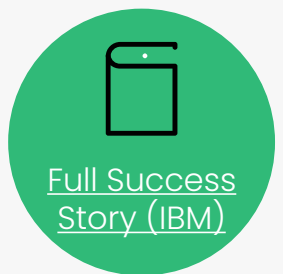
Galexis

www.galexis.com

50% reduced failover times

Reduced IT workload

- Galexis Ltd. is a leading healthcare wholesale company supplying pharmacies, medical practices, drugstores, nursing homes and hospitals with a range of goods.

- To be flexible and to guarantee smooth performance, Galexis decided to implement SAP S/4HANA powered by SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

- Since implementing S/4HANA and SUSE Linux Enterprise Server for SAP Applications Galexis was able to reduce its IT workload and to improve its business continuity.

- Thanks to the SUSE Linux Enterprise High Availability Extension and a fully automated, performance-optimized configuration for SAP HANA, failover times are going to be reduced by more than 50 percent

> "We are now harmonizing our business and IT operations with SAP software and SUSE Linux Enterprise Server for SAP Applications. This certified operating system, optimized for SAP S/4HANA applications, helps us to support a growing number of systems more efficiently."
> **RETO WYSS,** TEAM LEAD CORE SERVICES, GALEXIS

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Page 1 | Page 2

365

SAP HANA Success Stories

Main Menu

Galexis

www.galexis.com

Organizational Overview

Industry: Retail

Headquarters: Niederbipp, Switzerland

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Galexis is part of the Galencia Group. Galexis is a major player in the wholesale business, operating two warehouses to distribute over 100,000 products.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu

CarrefourSA

www.carrefoursa.com

Zero downtime

Consistently high levels of performance

- CarrefourSA is a grocery retail chain operating more than 615 hyper-, super-, gourmet- and mini-market stores throughout Turkey. CarrefourSA is a joint venture between Sabanci Holding and Carrefour.

- To solve CarrefourSA's problem of having huge transaction volumes and large amount of data, CarrefourSA decided to refresh its entire enterprise application landscape with SAP ERP solutions.

- Since choosing SUSE Linux Enterprise Server for SAP Applications, CarrefourSA is able to deliver consistently high levels of performance of its SAP applications. Also, downtimes could be reduced to zero even during times of peak demand.

"SUSE Linux Enterprise Server for SAP Applications was our first and only choice. We required an enterprise-class operating system that was certified by SAP, and SUSE was the only provider that we trusted to support our critical SAP systems."
NAMIK KURUCA
IT OPERATIONS MANAGER, CARREFOURSA

Page 1 | Page 2

367

SAP HANA Success Stories

Main Menu

CarrefourSA

www.carrefoursa.com

Carrefour SA

Organizational Overview

Industry: Retail

Headquarters: Turkey

Shoppers: 50000 everyday

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

CarrefourSA is a giant at Turkey's retail market. 500,000 people shop at 615 CarrefourSA store locations and its e-commerce site every day.

Explore Related links:

Full Success Story

Company

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Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

Gulf Ocean Trading Co.

SAMIRODEH **Lenovo**

www.samirodeh.com

Better customer service

Realtime information

— Gulf Ocean Trading Co. is a leading provider of components and related services for industrial and automotive applications. The company is the sole agent in the Middle East and North Africa for some of the world's most reputable industrial and automotive brands. Gulf Ocean Trading is a member of the Samir Odeh Group of companies.

— To speed up core trading systems and to provide real-time visibility to operations, Gulf Ocean Trading migrated its SAP landscape from HP ProLiant servers to an integrated SAP HANA in-memory solution running on the SUSE Linux Enterprise Server for SAP Applications across three Lenovo systems.

— With the new solution, Gulf Ocean Trading could resolve all of their issues with performance and availability. As a result, they are able to control their business workflows better and can offer better and more responsive customer service.

"Processes that could take a couple of minutes in the past are now instant, and the end result is that we can offer a better and more responsive service to our customer."
HAMZA AL BAKRI, IT MANAGER, GULF OCEAN TRADING CO.

Gulf Ocean Trading Co.

www.samirodeh.com

Organizational Overview

Industry: Retail

SAMIRODEH **Lenovo**

SUSE + Lenovo Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux High Availability Extension + Lenovo

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

Main Menu

Wing On

https://shop.wingon.hk/en

Reduction of error risks

Productivity boost

- Wing On is one of Hong Kong's leading department stores. The company also manages a portfolio of commercial property investments, with properties located in Hong Kong, the United States of America, and Australia.

- When Wing On embarked on a digital transformation, they decided to implement SAP S/4HANA running on SUSE Linux Enterprise Server for SAP Applications. Furthermore, to enhance its infrastructure management, Wing On decided to deploy SUSE Manager – enabling automated monitoring, patching and reporting on its systems.

- With SAP S/4HANA running on SUSE Linux Enterprise Server for SAP Applications, Wing On has achieved its goal of shaping future-proof digital workflows – protecting it from the risks of an aging workforce. Also, due to SUSE Manager, Wing On was able to cut their maintenance cost and improve IT management productivity.

"With SUSE Linux Enterprise Server for SAP Applications, we've consolidated our production environment from 50 physical servers to just three - a 94 percent reduction."
KENDRICK KWOK, ASSISTANT GENERAL MANAGER, WING ON

SAP HANA Success Stories

Main Menu

Wing On

https://shop.wingon.hk/en

Organizational Overview

Industry: Retail

Headquarters: Hong Kong

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Education

University of Haifa	375
Technical University of Munich	377

University of Haifa

www.haifa.ac.il

Hewlett Packard Enterprise

University of Haifa
جامعة حيفا
אוניברסיטת חיפה

Reduction licensing costs

Analytics value added

— Established in 1972, the University of Haifa is a public research university in Israel. It is a leading university in humanities, law and natural sciences.

— The university recognized an opportunity to deliver substantial savings by migrating its mission-critical SAP business systems to x86 servers running SUSE Linux Enterprise Server for SAP Applications.

— By working with HPE & SUSE, the university has reduced operational spend, created a robust foundation for its transition to in-memory analytics on SAP HANA and frees time for value-added analytics.

"Our SUSE and SAP solutions will help us to offer our staff the tools they need to deliver outstanding learning experiences to students."
ARTHUR SHKABATUR, SYSTEM ADMINISTRATOR, UNIVERSITY OF HAIFA

University of Haifa

www.haifa.ac.il

Organizational Overview

Industry: Education

Headquarters: Israel

Students: 18,100

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

University of Haifa hosts students from undergraduate to doctoral level with specialist fields including law and education.

Explore Related links:

Full Success Story (HPE)

University

SAP HANA Success Stories

Main Menu
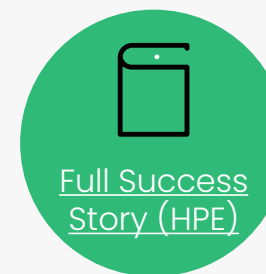
Technical University of Munich

www.tum.de

99.99% availability

30mins provisioning time

- Technical University of Munich (TUM) is one of the world's leading technical universities, combining top-class facilities for cutting-edge research with unique learning opportunities.

- TUM wanted to use the available resources as efficiently as possible to provide sophisticated services with low operating costs at an attractive price. TUM also wanted to enable the SAP University Competence Center (UCC) to provide reliable cloud services without a large team of system administrators.

- The SAP UCC uses IBM infrastructure and automation technology to provide scalable, reliable and cost efficient cloud services to its 247 customers in the SAP University Alliance Program

- Benefits include reduced provisioning time by 80 percent to just 30 minutes for systems running on SUSE Linux Enterprise Server for SAP Applications, cut storage latency substantially with a reduction of up to 75 percent and achieved 99.99 percent system availability with its new infrastructure.

SAP HANA Success Stories

Main Menu

Technical University of Munich

www.tum.de

Organizational Overview

Industry: Education

Headquarters: Munich, Germany

Employees: 10000

Students: 40000

SUSE + IBM Products:

IBM Power System E870, IBM Power System S822, SUSE Linux Enterprise Server for SAP Applications

TUM offers 165 degree courses, encompassing medicine, engineering, natural and life sciences, business studies, and education.

Explore Related links:

Full Success Story (IBM)

University

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SAP HANA Success Stories

Main Menu

Banking & Finance

Fitch Ratings	380
China Minsheng Banking Corp	382
LHI Leasing	384

Fitch Ratings

www.fitchratings.com

FitchRatings

Fast functional environment

Improved process chains

- Fitch Ratings is a leading provider of credit ratings, commentary and research. As part of a cloud-first strategy, the company decided to migrate to SAP HANA on Amazon Web Services (AWS).

- Fitch Ratings' partner for the migration, Protera Technologies, advised that the best option for running SAP HANA in AWS was on SUSE Linux Enterprise Server for SAP Applications. Fitch Ratings was using Red Hat Linux for its enterprise applications and decided to switch from Red Hat to SUSE for its SAP HANA applications.

- Using SUSE Solutions, Fitch Ratings decreased the time it took to complete process chains from hours to minutes and delivered functional environment in weeks instead of months built on AWS infrastructure.

"It gives me a lot of comfort that SUSE is one of the early adopters of the HANA platform and have a history of working with SAP HANA. Going with HANA on SUSE mitigates our risk and gives us the best and most optimal platform to run our SAP enterprise applications."
RANJIT PRITHVIRAJ, MANAGING DIRECTOR FITCH RATINGS

Fitch Ratings

FitchRatings

www.fitchratings.com

Organizational Overview

Industry: Financial Services

Headquarters: New York City, USA

Employees: 2000

Revenue: $732.5M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

China Minsheng Banking Corp.

http://en.cmbc.com.cn
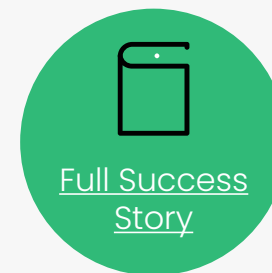
50% down hardware costs

80% down TCO

- China Minsheng Banking Corporation (CMBC) is a major commercial holding bank, operating 852 branches across the country.

- CMBC required a high performance data-analysis platform to support its sustainable and stable development. Using Huawei SAP HANA Appliance, CMBC's system performance increased by 100x.

- To reconcile the need for cost-cutting with consumer demands for innovation they needed to find a way to do more with less, CMBC decided to migrate a significant proportion of its systems to the SUSE Linux Enterprise Server for SAP Applications operating system running on x86 servers.

- Using SUSE and Huawei solutions, CMBC reduced total cost of ownership by 80 percent, and hardware costs by 50 percent along with boosted business agility by accelerating application delivery.

China Minsheng Banking Corp.

http://en.cmbc.com.cn

Organizational Overview

Industry: Finance

Headquarters: Beijing, China

Branches: 852

Revenue: $5.9B

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension + Huawei Solutions for SAP HANA

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

LHI Leasing

www.lhi.de

30min SAP deployment time

90% virtualization ration

- Since it was founded in 1973, LHI has developed from a real estate leasing specialist into an investment partner for companies, the public sector, and investors. The Munich based business provides financing structures and private placements for companies, investors, and the public sector.

- From a technology perspective, LHI is a significant user of SAP systems. However, the company was experiencing problems with its computing infrastructure, in particular relating to cost, complexity, and manageability.

- Impressed by its virtualization capabilities and ease of management, LHI chose Cisco Unified Computing System™ (UCS®) technology for its upgrade. The data center setup has been simplified with the introduction of Cisco UCS®. The infrastructure has helped LHI increase its virtualization ratio from around 50 to 98 percent. SAP deployment time has fallen from five days to 30 minutes.

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383

SAP HANA Success Stories

Main Menu

LHI Leasing

www.lhi.de

Organizational Overview

Industry: Financial Services

Headquarters: Pullach i. Isartal, Germany

Employees: 280

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

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SAP HANA Success Stories

Main Menu

Manufacturing

Pearl Global Industries	387	Araymond	405
International Textile Limited	389	DKG Groep	407
Pacific Textiles	391	JK Tyre and Industries Ltd	409
Boydak Holding	393	Bosch Group	411
Petrochina	395	Vishay Intertechnology	413
Vectus Industries	397	Gesis	415
Würth Group	399	Ansteel	417
Atlantique	401	Les Enterprises Barrette	419
Fresh	403	LB Foster	421
		EGGER Group	423

Pearl Global Industries

www.pearlglobal.com

Up 20% performance

Reduced key report time

- Operating across South Asia, Pearl Global Industries is among India's largest garment exporters, and serves some of the world's most renowned fashion brands. A period of rapid growth placed strain on the IT infrastructure supporting Pearl Global Industries' mission-critical systems.

- To drive greater agility and establish a robust roadmap for future expansion, the manufacturer upgraded its SAP applications and migrated to SUSE Linux Enterprise Server for SAP Applications operating system, running on Hitachi Blade 500 servers-enabling further expansion.

- Using SUSE Solutions, Pearl Global Industries elevated performance levels by 20 percent, reduced time taken for key reports from 45 minutes to 5 minutes and automated calibrating system configurations.

> "Thanks to SUSE, we are better placed to meet the future needs of our clients, and we have the tools to grow and expand our business."
> **SUBODH KUMAR PATRO,** DGM IT—IDC & SAP INFRASTRUCTURE, PEARL GLOBAL INDUSTRIES

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SAP HANA Success Stories

Main Menu

Pearl Global Industries

www.pearlglobal.com

Organizational Overview

Industry: Manufacturing

Headquarters: India

Employees: 10000

SUSE Products:

SUSE Linux Enterprise Server
for SAP Applications

Throughout its facilities located across Bangladesh, India and Indonesia, Pearl Global Industries manufactures top-quality, women's, men's and kids' fashion for leading brands such as Ann Taylor, Banana Republic and Ralph Lauren.

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

International Textile Limited

INTERNATIONAL TEXTILE LIMITED

IBM
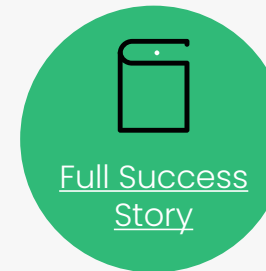
www.internationaltextile.com

50% faster reporting

68% data center power consumption

- International Textile Limited (ITL) manufactures and exports towels, bathrobes and bedding. Serving customers in the United States, Canada, Europe, Australia and the United Arab Emirates.

- To seize greater market share, International Textile Limited (ITL) set out to offer customers the chance to order bespoke goods and receive their products in minimal time.

- ITL accelerates production and supply-chain operations by upgrading its core SAP ERP applications to the SAP HANA database running on powerful IBM Power Systems servers running on SUSE Linux Enterprise Servers for SAP Applications and IBM Storwize® storage.

- Customers receive their orders 20 percent faster; 10x accelerated reporting drives unprecedented insight into sales opportunities, helping ITL grow sales and market share.

SAP HANA Success Stories

Main Menu

International Textile Limited

INTERNATIONAL TEXTILE LIMITED   **IBM**

www.internationaltextile.com

Organizational Overview

Industry: Fabrication & Assembly

Headquarters: Karachi, Pakistan

Revenue: $100M

SUSE + IBM Products:
IBM Spectrum Protect, Power VM, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Pacific Textiles

PACIFIC TEXTILES HOLDINGS LIMITED
互太紡織控股有限公司
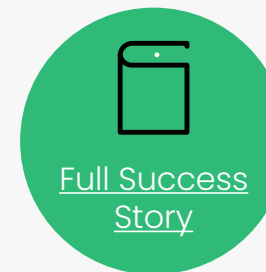
www.pacific-textiles.com

Highly available platform

- Pacific Textiles is a leading manufacturer of customized knitted fabrics.

- To support growth and make its business as efficient as possible, Pacific Textiles wanted to maximize the operating capacity of its production plants in China.

- Working with SUSE, Pacific Textiles implemented SUSE Linux Enterprise Server for SAP Applications on Dell hardware. Next, the company deployed the SUSE Linux Enterprise High Availability Extension to create a high-availability cluster.

- Pacific Textiles is able to ensure high performance and 24x7 availability for SAP applications, enabling it to maximize capacity utilization, support new factories and drive business expansion.

Main Menu

Pacific Textiles

PACIFIC TEXTILES HOLDINGS LIMITED
互太紡織控股有限公司

www.pacific-textiles.com

Organizational Overview

Industry: Manufacturing

Headquarters: Hong Kong

Employees: 6000

Revenue: $422M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
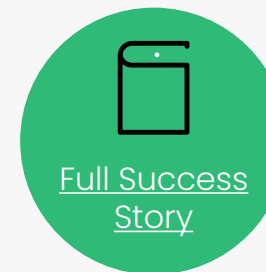
Boydak Holding

www.erciyesanadolu.com

74% decreased database size

120x SAP reports

- Boydak Holding is a group of 29 companies active in seven different industries as diverse as finance and aviation. The group is best known for manufacturing and exporting furniture and textiles.

- To maintain its leading position in diverse markets, Boydak Holding decided to migrate to SAP HANA with SUSE Linux Enterprise Server for SAP Applications on IBM Power and x86 architechtures.

- Boydak achieved rapid low risk TDI deployment of SAP HANA, decreased database size by 74 percent, simplified management and acclerated some SAP reports by more than 120 times with in-memory technology.

"The SUSE Linux Enterprise platform runs on both [IBM Power and x86] architectures, providing commonality that will simplify management, cut costs and enable us to respond faster to new requirements from the business."
RAMAZAN YILDIRIM, IT & SAP BASIS MANAGER, BOYDAK HOLDING

Page 1 | Page 2

392

SAP HANA Success Stories

Main Menu

Boydak Holding

www.erciyesanadolu.com

Organizational Overview

Industry: Manufacturing

Headquarters: Turkey

Employees: 11500

Company: 29

SUSE + IBM Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, IBM Power System E870, IBM Power VM

Explore Related links:

Full Success Story (SUSE)

Company

Full Success Story (IBM)

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SAP HANA Success Stories

Main Menu

Petrochina

www.petrochina.com.cn

Enabled business growth

Boosts efficiency
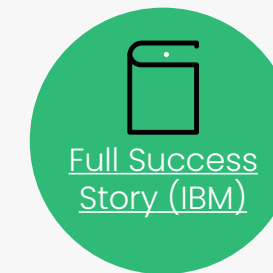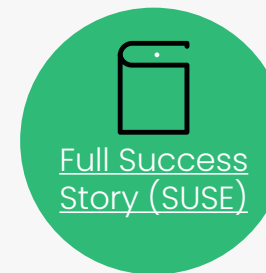
— Petrochina dominates the Chinese petrochemical industry as the largest producer and distributor of oil, gas and chemical products in the country.

— To remain competitive, Petrochina wanted to diversify its extraction method and it looked for a solution that would enhance its flexibility, stability and performance. Petrochina then transformed its core IT systems by migrating to SAP HANA on SUSE Linux Enterprise Server for SAP Applications.

— Petrochina thus gained an ultra-high performance infrastructure, reduced risks of vendor lock-ins, business growth and innovation.

"Running SAP HANA on SUSE Linux Enterprise Server in the cloud is both economical and powerful: it has reduced our costs and optimized the performance of our ERP systems at the same time."
HAITOU DOU, DEPUTY GM, ORIENT SKY TECHNOLOGIES (SUBSIDIARY OF PETROCHINA)

Petrochina

www.petrochina.com.cn

Organizational Overview

Industry: Manufacturing

Headquarters: Beijing, China

Employees: 500000

Subsidiaries: 5

Revenue: $368B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

Vectus Industries

https://www.vectus.in/
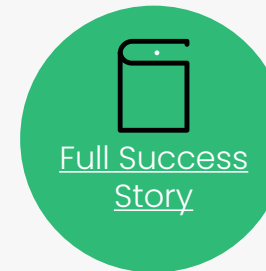
Up 60% operating efficiency

Reduced manual data entry

- Vectus Industries is a leading Indian manufacturer of water tanks and piping. It pioneers new technologies to improve the living conditions of its customers.

- To support its implementation of SAP S/4 HANA, Vectus Industries looked for a high-performance, exceptionally reliable operating system. Impressed by the customer references, total cost of ownership and support available, the company selected SUSE Linux Enterprise Server for SAP Applications over other distributions of Linux.

- Vectus achieved an overall increased operating efficiency by 60 percent and reduced manual data entry whilst enabling instant billing and invoices.

"Since implementing the new architecture, we have experienced no downtime and have not once had to restart the server during working hours- we are achieving close to 'five nines' availability."
MANISH SINHA, HEAD OF IT, VECTUS INDUSTRIES

Vectus Industries

https://www.vectus.in/

Organizational Overview

Industry: Manufacturing

Headquarters: Noida, India

Employees: 800

Revenue: $90M

VECTUS ®

Hewlett Packard Enterprise

SUSE + HPE Products:

SUSE Linux Enterprise Server for SAP Applications, HPE ConvergedSystem 500 for SAP HANA, HPE Serviceguard

Explore Related links:

Full Success Story (SUSE)

Company

SAP HANA Success Stories

Page 1 | Page 2

Main Menu

Würth Group

www.wurth.com

WÜRTH **IBM**

86% SAP Hana server

Down 43% maintenance time

- Würth Group is a world market leader in assembly and fastening materials. The group operates more than 400 subsidiaries in over 80 countries, managing about 125,000 unique products.

- Retailers operate in a dynamic industry, combining high volumes, low margins and intense competition. Würth Group wanted to streamline operations to trim costs, boost profits and win the retail race.

- Würth Group consolidated its mission-critical SAP® applications and databases on IBM® Power Systems™, delivering simplified operations and dramatically accelerated insight into business data.

- IBM Power® servers running on Linux cut operational costs with reduced rack space and power consumption, and 43% less time needed for updates and maintenance helping Würth Group out-compete rival retailers.

Würth Group

www.wurth.com

Organizational Overview

Industry: Manufacturing

Headquarters: Künzelsau, Germany

Employees: 71000

Revenue: $14.1B

SUSE + IBM Products:

IBM Power E870, IBM Power E880,
SUSE Linux Enterprise Server for SAP
Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

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SAP HANA Success Stories

Main Menu

Atlantique

www.aai-france.fr

Increased scalability

Fast analytics
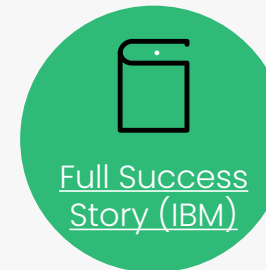
— Founded in 1982, Atlantique Automatismes Incendie (AAI) offers a wide range of fire protection systems and maintenance services throughout France.

— AAI set out to expand its operations. However, as the company grew, it discovered that its legacy business applications did not provide the flexibility and scalability it desired.

— AAI chose SUSE to provide the operating system for the crucial database element of its new SAP ERP landscape, implementing SUSE Linux Enterprise Server for SAP Applications with the SUSE Linux Enterprise High Availability Extension.

— Results included increased scalability providing AAI a stable platform for growth, fast analytical sight with accelerated performance and stellar customer service during peak times through high availability.

Page 1 | Page 2

400

SAP HANA Success Stories

Main Menu

Atlantique

www.aai-france.fr

Organizational Overview

Industry: Manufacturing

Headquarters: France

Employees: 492

Revenue: $14.1B

SUSE + IBM Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Full Success Story

Company

SAP HANA Success Stories

Main Menu
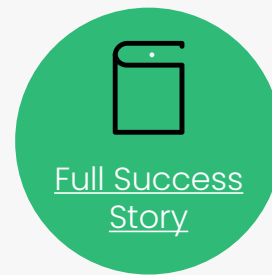
Fresh

www.fresh.com.eg

FRESH

Drastic reduction in systems downtimes

80% savings on software licensing costs

- Fresh is a leading home appliances manufacturer exporting to 150 million customers in 52 countries.

- Fresh has been using SAP ERP to manage their logistics for nine years. However, their existing operating system was proving problematic. To reduce unnecessary system downtimes without sacrificing security, Fresh decided to adopt SUSE Linux Enterprise Server for SAP Applications.

- By doing so, Fresh has been able to streamline its IT processes while ensuring greater levels of system uptime. By minimizing downtime, customer support can now be offered 24/7. Also, licensing costs could be reduced by 80 percent since adopting SUSE solutions.

"SUSE has delivered increased availability at reduced cost, and the level of service has been extraordinary. We are planning a move to SAP HANA in the near future, and we are confident that SUSE will continue to deliver quality service as we make that transition."
ABDELFATTAH ALI, IT DIRECTOR, FRESH

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Fresh

www.fresh.com.eg

FRESH

Organizational Overview

Industry: Manufacturing

Headquarters: Cairo, Egypt

Employees: 7000

SUSE + IBM Products:

SUSE Linux Enterprise Server for SAP, SUSE Linux Enterprise Live Patching

Fresh is a major player in the home appliances field, maintaining fourteen factories in three countries, and exporting over 980 models to 150 million customers.

Full Success Story (IBM)

Company

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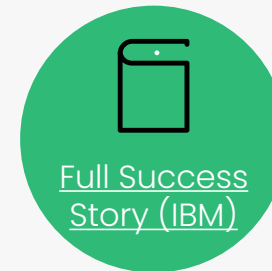
ARaymond

www.araymond.com

ARaymond
MORE THAN FASTENING

Reduced management workload

Boost availability

— ARaymond is a leading manufacturer of fastening and assembly solutions providing specialist parts for the automotive, industrial, agricultural, pharmaceutical and energy sectors.

— In order to enhance their SAP business intelligence landscape, ARaymond decided to migrate to SAP HANA. They also decided to implement the SUSE Linux Enterprise Server for SAP Applications, together with the SUSE Linux Enterprise High Availability Extension to support the new SAP HANA database.

— Additionally, to manage the growing virtual server landscape & to simplify the implementation, ARaymond chose to deploy SUSE Manager.

— Thus, the SUSE technologies help to keep costs under control, simplify system management, and provide a stable platform for the continued growth of the SAP landscape.

"Our experience suggests that SUSE Linux Enterprise will provide a stable, secure, and reliable platform for our entire mission-critical SAP landscape – both the applications and the SAP HANA databases."
MARC COSTE, SAP TECHNICAL LEADER, ARAYMOND

Page 1 | Page 2

404

Main Menu

ARaymond

www.araymond.com

Organizational Overview

**Industry:** Manufacturing

Headquarters: Worldwide

Employees: 6500

Patients: 1600+

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

ARaymond is a global manufacturer of fastening and assembly solutions with 26 manufacturing sites across four continents.

Full Success Story

Company

SAP HANA Success Stories

Main Menu

DKG Groep

www.dkggroep.nl

Elimination of downtime

Consistency performance

- DKG Groep is a Netherlands-based kitchen firm focused on sustainable production and operating its own network of 33 shops.

- To avoid unnecessary overtime and to increase efficiency, DKG Groep decided to implement SUSE Linux Enterprise Server for SAP Applications on brand new Dell EMC hardware. DKG Groep now maintains two VMware servers running SLES for SAP Applications, allowing easier backup and recovery as well as increased business flexibility.

- Since the implementation of SUSE solutions, DKG Groep has achieved consistent performance in its core business, leading to more efficient business management across the board.

"We are really seeking international growth. For that strategy to succeed, we need a fast, stable, consistent business platform. We are confident that SUSE Linux Enterprise Server for SAP Applications will continue to provide that for us."
MARTIJN LEENKNEGT, ICT MANAGER DKG GROEP

SAP HANA Success Stories

DKG Groep

www.dkggroep.nl

Organizational Overview

Industry: Manufacturing

Headquarters: Bergen op Zoom, the Netherlands

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

DKG Groep is an international kitchen firm producing kitchens for major firms Bruynzeel Keukens and Keller Keukens as well as operating its own retail network of 33 shops.

Full Success Story

Company

SAP HANA Success Stories

Main Menu
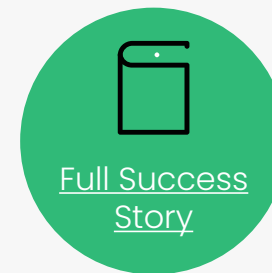
JK Tyre & Industries Ltd

www.jktyre.com

Productivity up 30%

Ensures 100% availability

- JK Tyre and Industries Ltd. is the market leader in manufacturing bus and truck radial tires in India. It is the preferred manufacturer partner of several leading automotive companies, including Volkswagen, GE, Nissan, Daimler AG etc.

- When upgrading to SAP Hana, JK Tyre and Industries Ltd. was looking for a provider that could minimize downtime and provide tight integration with its existing SAP applications. For this reason, the SUSE Linux Enterprise Server for SAP Applications came as a natural choice.

- Since its migration to the SUSE Linux Enterprise Server for SAP Applications, JK Tyre has experienced an impressive boost to its efficiency and productivity. Productivity has gone up between 20 to 30 percent and uptime has risen from 98 percent to 100 percent.

"With the SUSE Linux Enterprise Server for SAP Applications supporting our growing network, and the SUSE IT team on hand to support us, we are ready to continue innovating and delivering increased value to our customers around the world."
DEEPAK GUPTA, GM – INFORMATION TECHNOLOGY, JK TYRE AND INDUSTRIES LTD.

JK Tyre & Industries Ltd

www.jktyre.com

Organizational Overview

Industry: Manufacturing

Headquarters: New Delhi, India

Dealer network: 4000+
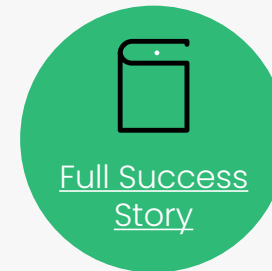
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

JK Tyre and Industries Ltd. is 'India's only Tyre Superbrand' with customers in over 100 countries producing around 32 million tires per year

Full Success Story

Company

Copyright © SUSE 2021

SAP HANA Success Stories

Main Menu

Bosch Group

BOSCH

www.bosch.com

Maximized availability and business continuity

Reduced time spent on routine admin tasks

— Bosch Group is a leading global supplier of technology and services with expertise in sensor technology, software, and services as well as IoT solutions for smart homes, cities, connected mobility and Industry 4.0. In order to support all business sectors in developing innovative business models for the future, Bosch decided to implement the SAP HANA in-memory database. SUSE Linux Enterprise Server for SAP Applications

— Since implementing SUSE Linux Enterprise Server for SAP, Bosch is able to offer maximum business continuity as well as minimal unplanned downtime

— Implementing SUSE Manager, Bosch is now able to automate many routine system administration tasks thanks to the simple user interface and the comprehensive set of features. Running SAP HANA with SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems gives Bosch the flexibility to combine scale-up and scale-out configurations based on the individual business needs.

"The SUSE support is second to none – thanks to the close collaboration between SUSE, SAP and IBM, we get quick and comprehensive responses from the support team and can keep our systems running reliably."
VOLKER FISCHER, SENIOR MANAGER SERVER SERVICES AIX AND LINUX FOR SAP, BOSCH GROUP

SAP HANA Success Stories

Main Menu

Bosch Group

www.bosch.com

BOSCH

Organizational Overview

Industry: Manufacturing

Headquarters: Stuttgart, Germany

Employees: 400000

Revenue: €78.1B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Live Patching, SUSE Manager

Full Success Story

Company

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SAP HANA Success Stories

Main Menu
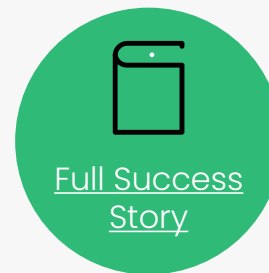
Vishay Intertechnology

www.vishay.com

$1M annual cost savings

50% reduction in licensing costs

- Vishay Intertechnology is one of the world's largest manufacturers of discrete semiconductors and passive electronic components.

- To be more flexible and to facilitate business growth, Vishay Intertechnology deployed SUSE Linux Enterprise Server for SAP Applications 12 with SUSE Manager as a backup, upgrading from its previous SUSE Linux Enterprise Server for SAP Applications 11 implementation.

- Since implementing SUSE Linux Enterprise Server for SAP Applications 12, Vishay Intertechnology has greatly improved the flexibility of its virtual server landscape.

- Significant cost savings on both, hardware and software licensing fees contributing to a roughly 50 percent reduction in licensing costs, could be achieved. Therefore, by implementing SUSE solutions, operating costs could be reduced while gaining much-needed flexibility.

"The SUSE solution has allowed us to slash operating costs while gaining much-needed flexibility in designing new software for our business users."
ALEXANDER REICHEL, SENIOR DIRECTOR OF GLOBAL IT INFRASTRUCTURE, VISHAY INTERTECHNOLOGY

Vishay Intertechnology

www.vishay.com

Organizational Overview

Industry: Manufacturing

Headquarters: Malvern, Pennsylvania, USA
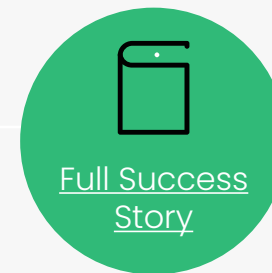
Employees: 23000+

Customers in: 140+ countries

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

GESIS

www.gesis.org

gesis Leibniz–Institut für Sozialwissenschaften

Avoids 125h of accumulated downtime

50% saving in coordination between business & IT

— GESIS is the central IT service provider of the Salzgitter Group, one of the largest steel producers in Europe. GESIS offers network, data center, e-business, business intelligence, document management and SAP applications.

— To reduce downtime and to avoid high costs caused by these downtimes, GESIS turned to SUSE. SUSE introduced them to the complementary live patching function for SUSE Linux Enterprise Server for SAP Applications – a cutting-edge technology that enables system admins to apply Linux kernel fixes while systems are still running, without interrupting service. Since implementing SUSE Linux Enterprise Live Patching, GESIS has almost eliminated the need for system downtime.

— Also, through live patching, GESIS and Salzgitter Group were able to cut coordination costs between IT and business departments for every Linux kernel patch deployment, saving the teams 50 percent in communication and administration overhead.

"We were pleasantly surprised by how quick and easy it was to roll out live kernel patching for SUSE Linux Enterprise Server. We were able to get everything up and running in just a few hours. As usual, the support we received from SUSE was exceptional."
NICOLAS OTTEN, SYSTEMS ANALYST & ENGINEER, GESIS

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SAP HANA Success Stories

Main Menu

GESIS

www.gesis.org

gesis Leibniz-Institut für Sozialwissenschaften

Organizational Overview

Industry: Manufacturing

Headquarters: Salzgitter, Germany

Employees: 200

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Live Patching, SUSE Manager

GESIS (Gesellschaft für Informationssysteme mit beschränkter Haftung) is part of Salzgitter Group, one of the largest steel producers in Europe with more than 150 subsidiaries worldwide. GESIS is the central IT service provider to all group companies.

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Ansteel

http://en.ansteel.cn/
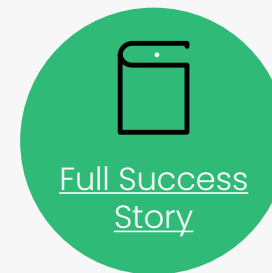
7-8 times faster application performance

- Angang Steel Co. Ltd., known as Ansteel, is one of the largest steel producers in China. It manufactures hot and cold rolled sheets, galvanized steel sheets, color coating plates, silicon steel, wire rods and seamless steel pipes.

- As Ansteel had grown much in recent years, their existing servers could no longer adequately support the SAP environment anymore. Therefore, Ansteel decided to run its SAP solutions using SUSE Linux Enterprise Server for SAP Applications as the operating system on Lenovo servers.

- Since the migration, Ansteel benefits from seven to eight times faster application performance than before, enabling users to access systems and run reports much more rapidly and easily.

Page 1 |

SAP HANA Success Stories

Main Menu

Ansteel

http://en.ansteel.cn/

Organizational Overview

Industry: Manufacturing

Headquarters: Anshan, China

Employees: 37000

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications + Lenovo

Full Success Story

Company

SAP HANA Success Stories

Main Menu
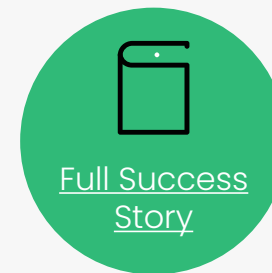
Les Enterprises Barrette

www.builtbybarrette.com

Over $100K savings

Ultra-high availability

- Les Enterprises Barrette is one of North America's largest wood and vinyl building material manufacturers. Its four divisions encompasses sawmilling, remanufactured wood, engineered wood and vinyl and aluminum outdoor living products.

- When Barrette decided to move its ERP landscape to the SAP HANA database, they chose to migrate to SUSE Linux Enterprise Server for SAP Applications. Furthermore, Barrette also decided to implement the built-in SUSE Linux Enterprise High Availability Extension.

- Since then, Barrette benefits from accelerated system performance and near-100 percent availability, helping the company to keep manufacturing processes running rapidly and efficiently around the clock. Ultimately, this translates into better customer service at lower costs.

"Being open source makes the SUSE solution more flexible, and helps us avoid being locked into a single hardware provider."
MARC SAULNIER, IT DIRECTOR, LES ENTERPRISES BARRETTE/

Les Enterprises Barrette

www.builtbybarrette.com

Organizational Overview

Industry: Manufacturing

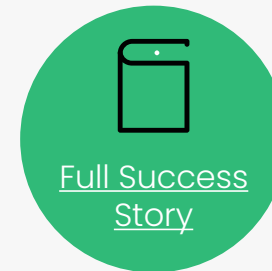**Headquarters:** Quebec, Canada

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Full Success Story

Company

SAP HANA Success Stories

Main Menu

L.B. Foster

www.lbfoster.com

LBFoster

Reduced costs

Ultra-high uptime

- L.B. Foster Company specializes in innovative infrastructure products and solutions for worldwide customers in the energy, transportation and constructions industries. Major infrastructure projects include the restoration of the Brooklyn Bridge and the expansion of the Panama Canal.

- To build stronger customer relationships by sharing relevant information in a timelier manner, L.B. Foster decided to migrate its SAP landscape to the AWS cloud. L.B. Foster chose to work with Protera Technologies, a SAP Global Partner with multiple SAP certifications who recommended to use the SUSE Linux Enterprise Server for SAP Applications as the operating system.

- Since migrating to the cloud and running its SAP landscapes on SUSE solutions, L.B. Foster can guarantee bulletproof support and ultra-high uptime through the SUSE Linux Enterprise Live Patching and SUSE Linux Enterprise High Availability Extension.

- At the same time, the company benefits from the flexibility and speed of a fully virtualized environment in the public cloud resulting in a stable, flexible, high-performance platform for running mission-critical business processes.

L.B. Foster

LB Foster

www.lbfoster.com
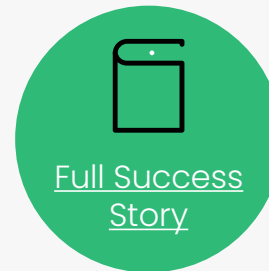
Organizational Overview

Industry: Engineering

Headquarters: Pennsylvania, United States

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Live Patching

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

EGGER Group

www.egger.com

EGGER

Boosted analytics performance

Increased admin efficency

- The EGGER Group, a family-owned company headquartered in Austria, is a leading international manufacturer of wood-based materials with 19 production sites and 9,600 employees worldwide.

- To boost analytics performance, accelerate reporting and provide business users with real-time insight into operations, EGGER decided to replace its traditional databases with the SAP HANA in memory data platform running on SUSE Linux Enterprise Server for SAP Applications. Further, to centrally manage and monitor all 250 SUSE Linux instances, EGGER uses SUSE Manager.

- As a result, using the automated patching capability of SUSE Manager, the group can keep its systems up to date with minimal manual effort. Now, EGGER can benefit from boosted analytics, giving business users instant insight into operational data to support decision making.

"We know from more than a decade of experience that SUSE Linux offers reliability, stability and performance. SUSE support is very easy to work with and highly competent. We can reach out to key contacts directly and any questions get answered quickly."
Oliver Wildhölzl, Team Leader Data Center Operations EGGER Group

EGGER Group

www.egger.com

Organizational Overview

Industry: Manufacturing

Headquarters: Austria
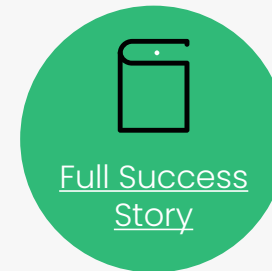
Employees: 9600

Turnover: €2.84B

SUSE Products:

SUSE Linux Enterprise Server, SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Software & Technology

espaciorack	426
oXya	428
Krones	430
Mohawks Industries	432
D.FI	434

espaciorack

espaciorack® HUAWEI

www.espaciorack.com

Increased revenue

High reliability

- EspacioRack is a well-known ISP in Spain. Running the first data center certified by SAP cloud in Spain, EspacioRack provides enterprises with HANA services, IT infrastructure and office software.

- As a core partner of SAP in Spain, EspacioRack plans to build SAP HANA Enterprise Cloud to server SAP enterprise customers. Huawei provides EspacioRack with SAP HANA solutions and the virtualization software VMware as HANA Enterprise Cloud infrastructure solutions.

- Using Huawei and SUSE Solutions for SAP HANA, EspacioRack achieved high performance and high reliability in their business operations. EspacioRack has increased its revenue by cooperating with Stratsys (service partner) and Huawei (hardware partner) to provide one-stop SAP application services for customers.

425

SAP HANA Success Stories

Main Menu

espaciorack

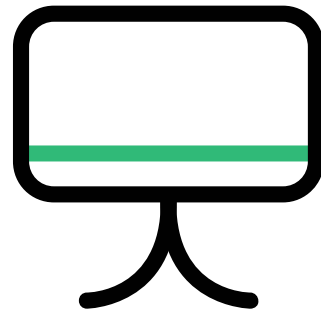## www.espaciorack.com

Organizational Overview

Industry: Internet Service Provider

Headquarters: Madrid, Spain

Customers: 72500

Websites: 105000

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications + Huawei TDI HANA solution, OceanStor Storage

Full Success Story

Company

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SAP HANA Success Stories

Main Menu
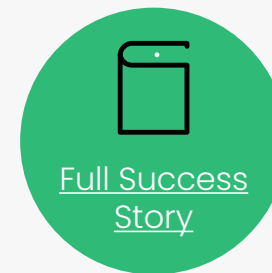
oXya

www.oxya.us

80% TCO savings

- oXya is a highly specialized systems integrator and managed services provider for SAP ERP solutions. The company serves midsize and global organizations, helping them to increase the efficiency and flexibility of their SAP infrastructure and support operations.

- oXya needed improved support and better clustering capabilities, for customers choosing a Linux-based hosted environment for their SAP systems.

- oXya chose SUSE Linux Enterprise Server for SAP Applications as its preferred Linux distribution, this resulted in an increased availability for hosted SAP environments, decreased costs for operating system licenses and support, delivering TCO savings of up to 80 percent.

> "With SUSE Manager, we can assure our clients that updates to their SAP environments are managed professionally and in accordance with their own corporate standards."
> **YVES DUMAZY,** SYSTEMS UNIX & LINUX MANAGER, OXYA

SAP HANA Success Stories

Main Menu

oXya

www.oxya.us

oXya

A Hitachi Group Company

Organizational Overview

Industry: Technology
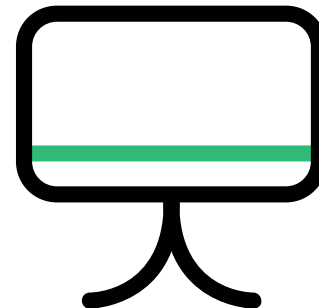
Headquarters: Jersey City, USA

Employees: 700

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links:

Full Success Story

Company

Video

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SAP HANA Success Stories

Main Menu

Krones

www.krones.com

KRONES **CISCO**
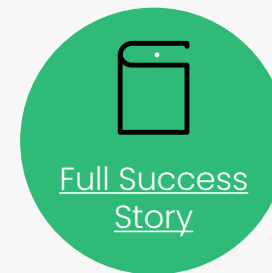
Down 90% cabling & power supplies

10X server provisioning time

- Krones group, headquartered in Germany, plans, develops, and manufactures machinery and complete plants for process, bottling, and packaging technology.

- The company's data centers are a key enabler for business growth. Krones wanted to improve IT efficiency and agility along with delivering technology migration while minimizing interference to other departments.

- Krones selected a Cisco Smart+Connected™ Manufacturing solution, based on the Cisco® Unified Data Center validated design and built using Cisco Unified Computing System™ (UCS®) and Nexus.

- Using Cisco & SUSE Solutions, results included a 90 percent reduction in cabling and power supplies with fewer ports, server provisioning time improved by a factor of 10 and greater availability of IT solutions supporting business processes.

Page 1 | Page 2

429

SAP HANA Success Stories

Krones

www.krones.com

Organizational Overview

Industry: Machinery & Plant Engineering

Headquarters: Neutraubling, Germany

Employees: 12285

Revenue: $3.34B
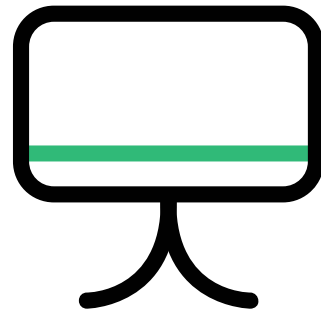
SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Since its foundation in 1951, Krones has evolved far beyond its original role as a supplier of machinery and plants. The company has become an all-round partner to its customers, a role that harmoniously combines and optimizes mechanical engineering, systems know-how, process engineering, microbiology, and information technology. Today, Krones acts as a synonym for system engineering.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
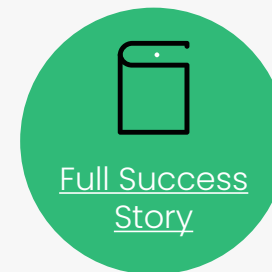
Mohawk Industries

www.mohawkind.com

Up 50% analytics performance

$4M savings

- Mohawk Industries is the world's largest flooring company, providing residential and commercial flooring to customers big and small. Since its start as a carpet mill in 1875, the company has grown through innovative product lines, trusted brands, and a commitment to excellent customer service.

- Mohalk Industries wanted to improve productivity and customer satisfaction with real-time information, shift from reactive to predictive management and deploy simplified cloud-enabled IT infrastructure

- Mohawk implemented a state-of-the-art hybrid cloud environment based on Vblock Systems converged infrastructure technology for simple management and the power to get the most out of SAP HANA.

- Results included improved analytics performance of 50 percent from previous environment, saved $4 million in operational efficiency through quality improvement and reduced implementation costs by 32 percent.

SAP HANA Success Stories

Main Menu

Mohawk Industries

www.mohawkind.com

Organizational Overview

Industry: Manufacturing

Headquarters: Calhoun, USA

Employees: 32000

Revenue: $8.1B
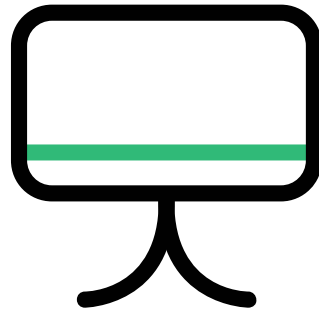
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
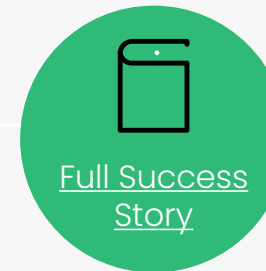
D.FI

www.d-fi.fr

Up 20% total cost

Down 20% performance

— D.FI is a systems integrator and cloud services provider that transforms information technologies into tangible added value for its clients. D.FI delivers advanced services to dozens of major organizations across aerospace, banking, distribution, financial services, government, media and retail.

— Businesses must read the market almost in real time and innovate faster than the competition. For CIOs, this puts conventional IT under huge pressure.

— D.FI runs a revolutionary cloud platform for SAP® solutions that offers resilient, high-performance, ultra-scalable innovation-as-a-service based on the unique value of SAP HANA on IBM Power Systems running on SUSE Linux Enterprise for SAP Applications.

— Using IBM & SUSE Solutions, results included a 20 percent rise in performance, 20% reduction in total costs thanks to economies of scale as well as cloud solutions ease pressure on capital, enabling flexible capacity as demands change.

433

SAP HANA Success Stories

Main Menu

D.FI

www.d-fi.fr

Organizational Overview

Industry: Computer Services

Headquarters: France

Employees: 250

SUSE + IBM Products:

IBM Power E850x, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu
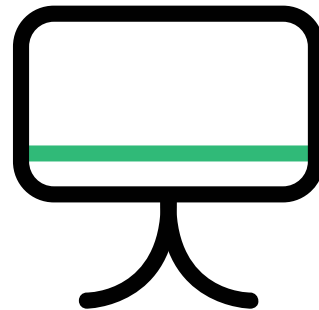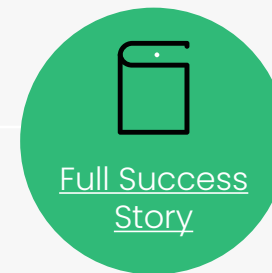
Chemicals & Industry Products

Greenply	437
Mondi Group	439
VEKA	441
Kennametal	443
SPIC	445
Cemex	447
New England Biolabs	449

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Main Menu

Greenply

www.greenply.com

99.999% availability

— Greenply Industries Limited (Greenply) is India's largest interior infrastructure company and the domestic leader in the manufacture of plywood and medium density fiberboard (MDF).

— Greenply wanted to optimize its whole approach to running SAP ERP. On the business side, the company was keen to cut its manufacturing costs and improve service levels by strengthening the supply chain.

— The SAP-certified SUSE Linux Enterprise High Availability Extension enables Greenply to attain 99.999 percent availability. It incorporates not only a clustering solution for application servers, but also solutions for high-availability storage and network load-balancing.

— Using SUSE, Greenply reduced IT operational costs by streamlining OS management and maintenance, accelerated business insight, cutting report run-times from hours to minutes and eliminated dependence on costly proprietary hardware.

SAP HANA Success Stories

Main Menu

Greenply

www.greenply.com

Organizational Overview

Industry: Chemicals

Headquarters: New Delhi, India

Employees: 1000

Revenue: $307M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Listed on the National Stock Exchange and the Bombay Stock Exchange, Greenply has 45 branches across India and a distribution chain that spans more than 300 cities, 1,550 distributors and 10,000 retailers.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
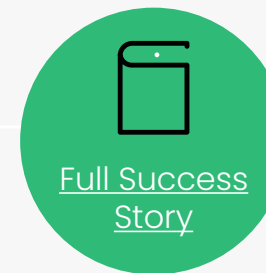
Mondi Group

www.mondigroup.com

200hrs saved per month

3x faster reporting

— Mondi is an international packaging and paper Group, employing around 25,000 people across more than 30 countries. The key operations are located in central Europe, Russia, North America and South Africa.

— Executives at Mondi wanted to gain answers to complex business questions, but massive data volumes were continuously slowing down the system. Could Mondi accelerate information analysis once more?

— Mondi engaged IBM to perform the end-to-end migration of its SAP® Business Warehouse solution to the SAP HANA® Data Warehouse. In addition, Mondi is moving its SAP ERP systems to IBM® POWER8® servers. Using IBM & SUSE Solutions, reporting is on average three times faster, saving 200 person-hours per month and encouraging staff to use hard data to improve decision-making.

SAP HANA Success Stories

Main Menu

Mondi Group

www.mondigroup.com

Organizational Overview

Industry: Packaging & Paper

Headquarters: Johannesburg, South Africa

Employees: 25000

Revenue: $8.08B

SUSE + IBM Products:

IBM DS8000, IBM FlashSystem 900, IBM Power Systems E870, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu
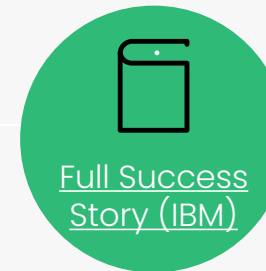
VEKA

www.veka.com

€40,000 cost savings

Up 30% SAP ERP response time

— VEKA AG is the world's largest extruder of PVC profile systems for windows and doors. To keep production lines rolling, deliveries prompt and decision-making sharp, VEKA relies on round-the-clock access to real-time information from its core SAP business applications.

— VEKA deployed five IBM® Power® System E870 servers and four IBM FlashSystem® storage solutions to support its traditional SAP applications, as well as a brand-new SAP HANA environment on IBM POWER8®.

— High performance and rock-solid stability support around-the-clock operations, while accelerated response times enable staff to work faster and more productively.

— Using IBM & SUSE Solutions, 30 percent faster SAP ERP response times were experienced, 20 percent quicker email back-up freed up resources and 40000 Euros were saved yearly in energy costs due to low power consumption.

VEKA

www.veka.com

Organizational Overview

Industry: UPVC Profiles & Sheet Systems

Headquarters: Sendenhorst, Germany

Employees: 5000

**Revenue:** $880M

SUSE + IBM Products:

IBM FlashSystem 900, IBM Power Systems E870, IBM Storwize V7000, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu
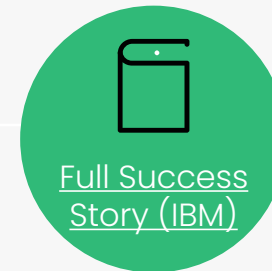
Kennametal

www.kennametal.com

Up 83% performance reporting

Up 90% open order

— Kennametal is a global industrial technology leader delivering productivity to customers through materials science, tooling and wear-resistant solutions to customers across aerospace, earthworks, energy, general engineering and transportation.

— To sustain product and service innovation and continue driving improvements in on-time delivery to clients, Kennametal wanted to accelerate business processes and reporting in its SAP ERP landscape.

— Kennametal worked with IBM Global Business Services to migrate SAP ERP from an Oracle database to a SAP HANA in-memory database running on an IBM Power Systems server with IBM POWER8 processors. Using IBM & SUSE Solutions, Kennametal accelerated on-time performance reporting by 83 percent, checking open orders by 90 percent, searching its public web catalog by 25 percent and month-end financial closing by 33 percent.

Page 1 | Page 2

442

SAP HANA Success Stories

Main Menu

Kennametal

www.kennametal.com

Organizational Overview

Industry: Industrial Products

Headquarters: Pittsburgh, USA

Employees: 12000

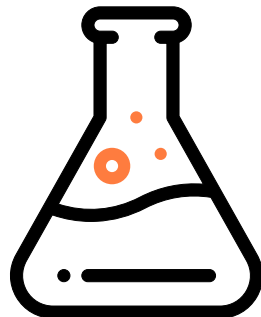**Revenue:** $2.6B

SUSE + IBM Products:

IBM Power Systems E870, SUSE Linux Enterprise Server for SAP Applications

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Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu

SPIC
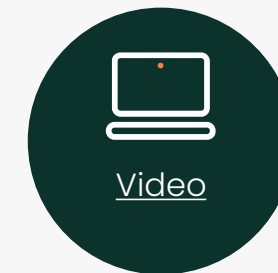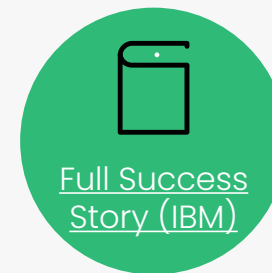
www.spic.in

SPIC
Nourishing growth

99.999% reporting time slashed

25% power savings

- Southern Petrochemical Industries Corporation (SPIC) is one of India's leading fertilizer manufacturers, with further operations in power, oil and gas, pharmaceuticals, and biotechnology.

- SPIC's IT systems are critical to its petrochemicals business, handling operations from materials management to shipping but as the company's legacy infrastructure grew, performance was falling.

- By deploying an SAP ERP solution running on SUSE Linux Enterprise Server for SAP Applications, SPIC slashed the time taken to produce reports by 99.99 percent, accelerating decision-making. The business also saw IT performance more than double, while virtualized infrastructure will enable power savings of 25 percent.

"In the past it took at least eight hours to run a report, whereas now we can get them at the click of a button. This cuts the time spent waiting for reports by around 99.99% accelerating planning and decision-making."
HEAD OF IT, SOUTHERN PETROCHEMICAL INDUSTRIES CORPORATION

SAP HANA Success Stories

Main Menu

SPIC

www.spic.in

Organizational Overview

Industry: Chemical and Petroleum

Headquarters: Chennai, India

Employees: 20569

Revenue: $38M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu

CEMEX

www.cemex.com

Improved performance

Reduced costs
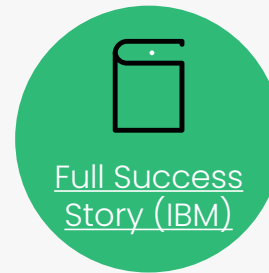
- CEMEX is a Mexican multinational building materials company that manufactures and distributes cement, ready-mix concrete and aggregates in over 50 countries.

- To ensure high performance for its mission-critical SAP systems, CEMEX decided to migrate from Oracle Database to SAP HANA, and from on-premises servers to SUSE Linux Enterprise Server for SAP Applications on the Microsoft Azure cloud platform.

- Since establishing its CEMEX SAP Cloud Foundation, CEMEX has seen significant improvements in their performance for 70 percent of applications and has cut costs due to the new infrastructure.

> "The improved performance we are seeing as we transform our SAP solutions to SUSE Linux Enterprise Server for SAP Applications on cloud will be vital as we continue to grow."
>
> **JUAN VAZQUEZ** BERMUDEZ IT ARCHITECT, CEMEX

Page 1 |

446

SAP HANA Success Stories

Main Menu

CEMEX

www.cemex.com

Organizational Overview

Industry: Industrial Products

Headquarters: San Pedro, Mexico

Operates on 4 continents

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

New England BioLabs

www.neb.com

Realtime analytics and reporting

- New England BioLabs (NEB) is recognized as a world leader in the discovery, development and commercialization of recombinant and native enzymes for genomic research. With over 100 scientists engaged, NEB supplies over 276 products for genomic research, earning itself a world-wide reputation the highest standards of quality and value.

- As a rapidly growing biotechnology company, NEB needed access to leading edge database technology to support the level of sophistication their business processes require to be successful.

- Therefore, NEB decided to migrate to SAP HANA using SUSE Linux Enterprise Server for SAP Applications as the operating system. Furthermore, HPE ConvergedSystem 900 was used for building the SAP HANA Cloud. NEB was supported by the expertise of Symmetry during the whole project.

- Since the implementation, NEB is now able to execute business decisions based on real-time information with the most advanced tool set available.

SAP HANA Success Stories

Main Menu

New England BioLabs

www.neb.com

Organizational Overview

Industry: Life Sciences

Headquarters: USA

Scientists: 100

SUSE + HPE Products:

SUSE Linux Enterprise Server for SAP Applications + HPE ConvergedSystem 900

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
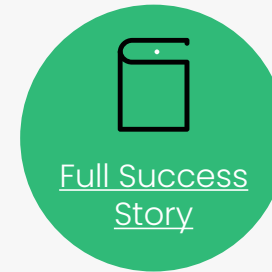
Healthcare

German Red Cross	452
Roshdy Pharmacies	454
Granules India	456
Guerbet	458

German Red Cross

www.drk.de/en

Deutsches Rotes Kreuz

CISCO

Up 30% speed + uptime

10 virtual hosts

— The German Red Cross saves peoples lives, helps in crisis, supports the most vulnerable and advocates humanitarian law and principles - in Germany and abroad.

— The German Red Cross wanted to keep service running around the clock along with making IT more cost-effective and scalable.

— Advised by Cisco Premier Certified Partner, Fritz & Macziol (FUM), the service settled on FlexPod, a converged computing, networking and storage platform from Cisco and NetApp.

— Using Cisco & SUSE Solutions, benefits included improved speed and uptime by 30 percent, reduced virtual hosts from 32 to 10 and cut costs by 30 percent.

"New virtual servers can be created instantaneously. The system's highly resilient. And we can handle greater workloads and react more quickly."
SEBASTIAN THEN SYSTEM ENGINEER BADEN-WÜRTTEMBURG-HESSEN GERMAN RED CROSS BLOOD TRANSFUSION SERVICE

German Red Cross

www.drk.de/en

Organizational Overview

Industry: Healthcare

Headquarters: Germany

Employees: 2650

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

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SAP HANA Success Stories

Main Menu

Roshdy Pharmacies

https://roshdypharmacies.netlify.app/

High security

100% Uptime
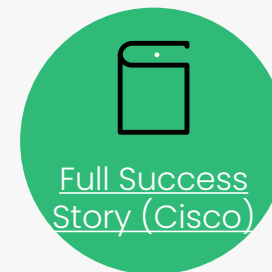
— Established in 2008, Roshdy Pharmacies is an innovative pharmaceutical group offering a wide variety of health and beauty products, and related services, to serve the needs of customers across Egypt.

— Roshdy Pharmacies depends on its IT systems to help provide customers across Egypt with the health and beauty products they need but as the business rapidly expanded, its legacy business systems struggled to keep up.

— By migrating to SAP ERP software running on SUSE Linux Enterprise Server for SAP Applications, the company benefits from high security and 100 percent uptime for its core business functions, supporting further successful growth.

"Supported by this stable, secure, high-performance architecture from SUSE, we're now on the right track for further expansion, so we can serve even more customers across Egypt."
MOHAMED MOSTAFA ASHOUR, IT MANAGER ROSHDY PHARMACIES

453

SAP HANA Success Stories

Main Menu

Roshdy Pharmacies

https://roshdypharmacies.netlify.app/

Organizational Overview

Industry: Healthcare

Headquarters: Giza, Egypt

Employees: 5000

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

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Full Success Story

Company

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SAP HANA Success Stories
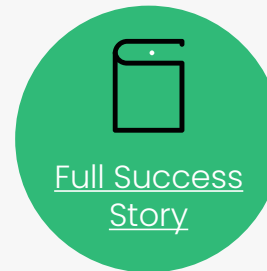
Granules India

www.granulesindia.com

GRANULES   IBM

3X compute density

25% business growth

- Granules India is a vertically integrated pharmaceutical company headquartered in Hyderabad, India. The company operates eight manufacturing sites, serving customers in over 75 countries, and employs more than 2,100 people. Granules India has made its name supplying drugs such as paracetamol and ibuprofen to pharmaceutical companies.

- To boost profitability across its booming business, Granules India sought deeper insight into the costs and margins of each product, manufacturing facility, region and more.

- Granules India decided to implement SAP S/4HANA with IBM Services, and host and manage the application on IBM Power Systems™ running on SUSE Linux Enterprise Server for SAP Applications.

- Results included 25 percent growth in just 24 months, three times greater compute density from IBM Power Systems and enhanced decision making with new insights into profitability.

SAP HANA Success Stories

Main Menu

Granules India

www.granulesindia.com

Organizational Overview

Industry: Pharmaceuticals

Headquarters: Hyderabad, India
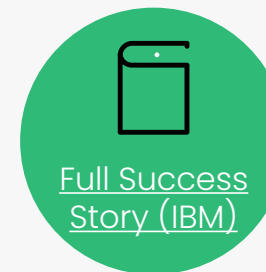
Employees: 2165

Revenue: $210M

SUSE + IBM Products:
IBM Global Business Services, IBM Power Systems S822L, IBM PowerVM, Storage: Storwize V3700, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

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SAP HANA Success Stories

Guerbet

www.guerbet.com

Guerbet

100% availability

30% performance boost

— Guerbet is a global leader in medical imaging, providing interconnected solutions for diagnostic and interventional imaging.

— In order to achieve a centralized and standardized way of working across all operating units, Guerbet decided to migrate its business system to a central platform located at the company's headquarter in France. Therefore, Guerbet chose to implement SAP Business Suite powered by SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

— In addition, to reduce the complexity of managing the server platform, Guerbet implemented the SUSE Manager.

— Since implementing SAP business systems running on SUSE Linux Enterprise Server for SAP Applications, Guerbet was able to unlock more than EUR3.5 million in cost-savings and boost the performance of some of its key reports by 30 percent. Thanks to the stability of the SUSE Linux Enterprise Server for SAP Applications, Guerbet can now be confident that its mission-critical systems will be available 100 percent .

> "Since we went live with SUSE Linux Enterprise Server for SAP Applications, we've never experienced unplanned downtime – the platform is extremely stable."
> **LAURENT LONDAIS,** CHIEF TECHNICAL OFFICER, GUERBET

SAP HANA Success Stories

Main Menu

Guerbet

www.guerbet.com

Guerbet

Organizational Overview

Industry: Healthcare

Headquarters: France

Employees: 2800

Revenue: €790M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

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Full Success Story

Company

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Page 1 | **Page 2**

Main Menu
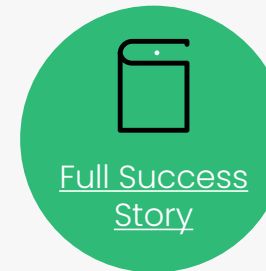
Consumer Goods & Food

China Mengniu Dairy	461	United Breweries	479
CIR Food	463	P.T. Diamond Cold Storage	481
Hamm Reno	465	Bikurei Hasadeh Darom	483
Hortifrut	467	Hero MEA	485
United Spirits Limited	469	I-D Foods	487
Johnsonville Sausage	471	Itambé	489
Química Amparo	473	Sokołów S.A.	491
Oettinger Davidoff	475	Duas Rodas	493
Bosch Group	477	Trans Business	495
		Agora Group	497

China Mengniu Dairy

www.mengniuir.com

Reduced operation costs

100X performance improvement

— China Mengniu Dairy Corporation (Group) Co. Ltd is an important leading enterprise in the national agricultural industrialization cause and also a leading enterprise in the dairy industry. The consumer-centric Mengniu focuses on developing dairy products that are suitable for Chinese people and of more diversified types and with better quality.

— Mengniu needed to build a SAP HANA system to support its real-time business decision-making to support its rapid service development.

— Using Huawei & SUSE Solutions, Mengniu's service system experienced a performance improvement by nearly 100x. The new system supports real-time data analysis and implements an optimized, professional chemical product distribution system, helping Mengniu reduce operation costs. The new system also requires less subsequent O&M costs and supports smooth upgrades, protecting Mengniu's investments.

SAP HANA Success Stories

Main Menu

China Mengniu Dairy

www.mengniuir.com

Organizational Overview

Industry: Fast Moving Consumer Goods

Headquarters: Hong Kong, China

Employees: 40000

BW on HANA

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications + Huawei Solutions for BW on HANA, OceanStor

The company has built a large milk and dairy product chain that integrates milk source construction, and dairy production, sales, and R&D. Its scale and intensive pasture milk sources reach over 100 percent, which is industry-leading. By the end of December 2016, the Group's annual production capacity reached 9.21 million tons.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
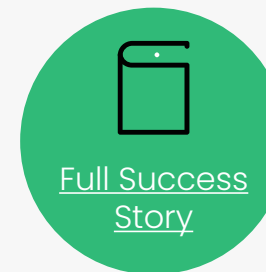
CIR Food

www.cirfood.com

CIRFOOD

70% cost savings

Reduced report generation time

- CIR food is a food catering group based in Italy, with international operations in Belgium, Bulgaria, the United States and Vietnam. CIR food is a major player in the food catering industry.

- The company sought a more suitable operating system for its SAP environment, and when SUSE Business Partner BS Company showcased the advantages of moving to SUSE Linux Enterprise Server for SAP Applications, CIR food was convinced.

- Using SUSE Technologies, CIR food reduced time taken to generate reports from 20 minutes to just seconds, management of huge amounts of data became quicker and cost-effective, better decision-making was supported, helping the company to keep customer satisfaction high while controlling costs. Cost savings of 70 percent were generated, which enabled CIR food to invest in SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

SAP HANA Success Stories

Main Menu

CIR Food

www.cirfood.com

CIRFOOD

Organizational Overview

Industry: Consumer Goods
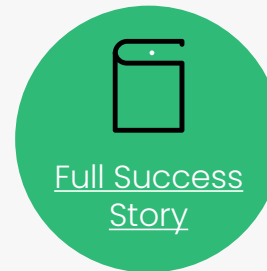
Headquarters: Reggio Emilia, Italy

Employees: 11500

Revenue: $1.5B

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Hamm Reno

www.hr-group.de

20,000 Euros cost savings

Sales/ inventory analytics

— Hamm Reno group is a major footwear retailer, wholesaler and logistics service provider. It sells millions of items in thousands of different styles in more than 2500 shops across Europe.

— Hamm Reno wanted to offer customers seamless shopping experiences. To facilitate agile, interactive inventory planning and optimize distribution, Hamm Reno Group deployed SAP HANA running on SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems servers.

— Hamm Reno achieved high levels of performance and reliability, real-time sales and inventory analytics as well as savings of 20000 Euros in hardware costs when provisioning new SAP HANA systems on existing infrastructure.

"SUSE Linux Enterprise Server for SAP Applications is an extremely secure, fast and stable platform, which means that planning and sales analyses reveal trends instantly."
MANFRED GREIS, TEAM LEADER DATA CENTER OPERATIONS HAMM RENO GROUP

SAP HANA Success Stories

Main Menu

Hamm Reno

www.hr-group.de

Organizational Overview

Industry: Consumer Goods

Headquarters: Osnabrueck, Germany
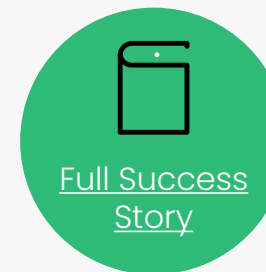
POS locations: 2500

Revenue: $721M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Hortifrut

www.hortifrut.com

Explosive growth

Slashed reporting times

- Hortifrut is a leading producer and distributor of berries based in Chile. With a view of expanding its business even further, Hortifrut started to face fresh challenges.

- Decision-makers at Hortifrut rely on having the latest, accurate information on a wide array of areas – from sales to logistics – but obtaining this type of data was becoming complex and time-consuming for the company.

- By deploying reliable, high-performance Lenovo servers as the foundation for its newly-implemented SAP HANA environments along with SUSE Linux Enterprise Server for SAP Applications, leading berry producer Hortifrut slashed reporting times, ensured business continuity and supported ongoing, explosive business growth.

SAP HANA Success Stories

Main Menu

Hortifrut

www.hortifrut.com

Lenovo

Organizational Overview

Industry: Consumer Goods

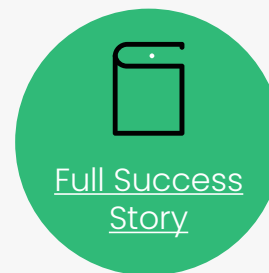**Headquarters:** Santiago, Chile

Employees: 700

Revenue: $350M

SUSE + Lenovo Products:
SUSE Linux Enterprise Server for SAP Applications + Lenovo System x3850 X6 with Intel® Xeon® E7 processor family

Explore Related links:

Full Success Story

Company

United Spirits Limited

https://www.diageoindia.com/

UNITED SPIRITS
A DIAGEO Group Company

83% time for key reports

Accelerated compliance reporting

— Founded in 1826, USL is the largest Indian spirits company and the world's second largest spirits company by volume. As a subsidiary of Diageo plc, a global leader in beverage alcohol, USL also imports, manufactures and produces iconic brands such as Smirnoff.

— As USL expanded, generating compliance reports within required timeframes became increasingly challenging. With data volumes exploding, USL decided to deploy SAP BW on HANA running on SUSE Linux Enterprise Server for SAP Applications.

— USL achieved an 83 percent reduction in time for key reports generation, compliance demands were better met and business decision making was enhanced through faster information delivery.

"Using SAP BW with HANA running on SUSE Linux Enterprise Server enables us to deliver more timely reports on all areas of the business, from sales to deliveries. This quick, easy access to up-to-date information helps us to make better, more informed business decisions."
JIJO JOSEPH, ITO SERVICE DELIVERY
UNITED SPIRITS LIMITED

Page 1 | Page 2

468

SAP HANA Success Stories

Main Menu

United Spirits Limited

https://www.diageoindia.com/

UNITED SPIRITS
A DIAGEO Group Company

Organizational Overview

Industry: Consumer Goods

Headquarters: Bangalore, India

Employees: 6000

Outlets: 81000

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

USL has over 88 manufacturing facilities across 23 states and three union territories in India, and exports its products to over 37 countries

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu
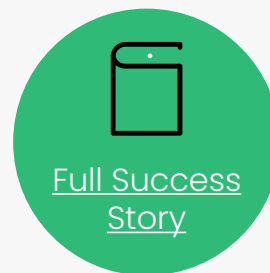
Johnsonville Sausage

www.johnsonville.com

Down 30% admin time

Double-digit ROI

- Johnsonville Sausage (Johnsonville) is the No. 1 national brand of sausage. The delicious sausage came from a family recipe, and today, Johnsonville is one of the most recognized brands in food.

- Johnsonville operates in a competitive market. Johnsonville wanted to leverage scan data from grocery store point-of-sale (POS) systems to make faster, more informed decisions about trade promotions. Johnsonville decided to migrate its Microsoft SQL Server-based data warehouse to SAP HANA, a real-time, in-memory business intelligence solution.

- Johnsonville is standardized on Cisco Unified Computing System™ (UCS®) data center solutions for its SAP applications and wanted to continue down that path as it deployed the new systems.

- Using Cisco & SUSE Solutions, results included double-digit ROI, improved ability to make informed business decisions quickly and saved approximately 30 percent in administration time.

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Page 1 | Page 2

470

Main Menu

Johnsonville Sausage

www.johnsonville.com

Organizational Overview

Industry: Food Processing

Headquarters: Wisconsin, USA
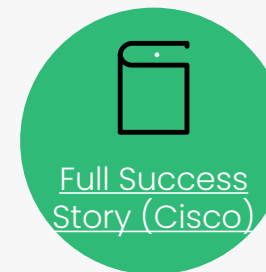
Employees: 1400

No.1 sausage brand

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

The privately held company was founded in 1945, when Ralph F. and Alice Stayer opened a butcher shop and named it after their quaint hometown of Johnsonville, Wisconsin.

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Main Menu

Química Amparo

www.ype.ind.br

Down 30% Server admin time

30% faster reporting

- Química Amparo manufactures and sells products for domestic cleaning, laundry and personal hygiene. Headquartered in Amparo, Brazil, the company exports to over 20 countries across Latin America, Asia, Africa and the Middle East.

- Having set a target to double its share of the Brazilian market, cleaning-product manufacturer Química Amparo is on a mission to identify and cherry-pick the ripest commercial opportunities.

- Química Amparo moved its core SAP® solutions to state-of-the-art IBM Power hardware, transforming its capabilities with high-speed reporting and super-fast insight into customer data.

- Using IBM & SUSE solutions, results included up to 30% faster reporting cuts time-to-insight, lower TCO than comparable x86 servers over five years and a 30 percent cut in time spent on server administration.

Page 1 | Page 2

472

SAP HANA Success Stories

Main Menu

Química Amparo

www.ype.ind.br

Organizational Overview

Industry: Consumer Products

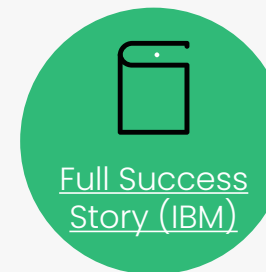**Headquarters:** Amparo, Brazil
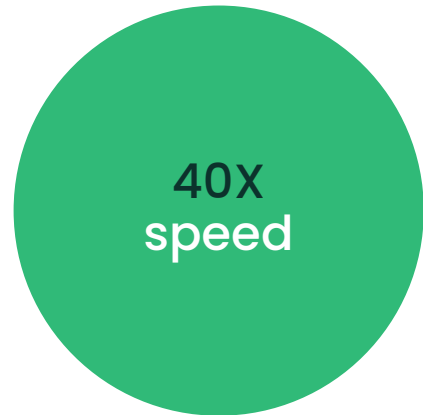
Employees: 4600

Brazilian market share: 12.5%

SUSE + IBM Products:

IBM Power E870, IBM Power E880, Storwize V7000, SUS Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu

Oettinger Davidoff

www.oettingerdavidoff.com

40X speed

High stability & data security

- The core business area of Oettinger Davidoff covers the production, marketing and sale of premium cigars, tobacco products and accessories.

- The new strategy of the company, 'From Crop to Shop' required harmonization of the ERP systems. The company faced challenges such as fragmented IT environments, insufficient performance for computationally intensive reporting activities and no central data pool available for fast real time analyses.

- Using HPE & SUSE solutions, Oettinger Davidoff created a global process center based on SAP S/4 HANA. Results included a 40-fold increase in speed, central database for fast analyses and reports, high stability and data security thanks to redundancy.

SAP HANA Success Stories

Main Menu

Oettinger Davidoff

www.oettingerdavidoff.com

Organizational Overview

Industry: Tobacco

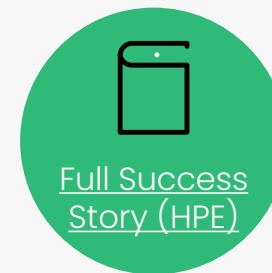**Headquarters:** Basel, Switzerland

Employees: 3500

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (HPE)

Company

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SAP HANA Success Stories

Main Menu

Bosch Group

www.bosch.com

BOSCH **IBM**

Substantial time savings

Minimal IT support

— Bosch Group is a worldwide operating company, employing 374,000 people and generating annual revenues of EUR 70 billion. Bosch operates its own IT division employing approximately 4,000 people.

— To stay ahead of the game with fresh innovation, business users at Bosch need super-fast, highly personalized IT services and the ability to enhance and add functionality on-the-fly.

— With SAP S/4HANA, Bosch gains deep operational insight. Massive performance from the underlying IBM® Power Systems™ servers and SAP HANA database support rapid analytical queries.

— Using IBM & SUSE Solutions, business users can set up systems quickly with minimal support from IT, unlocking substantial time savings and fostering a rich culture of innovation to drive commercial success.

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Bosch Group

www.bosch.com

Organizational Overview

Industry: Electronics

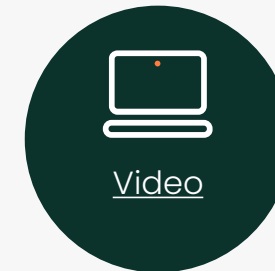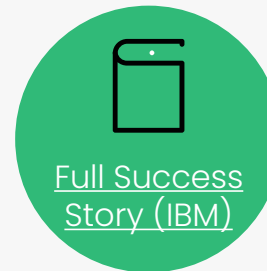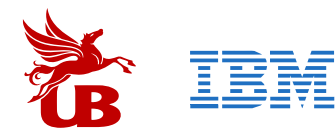**Headquarters:** Stuttgart, Germany

Employees: 374000

Revenue: $83.1B

SUSE Products:

IBM Power E880, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

United Breweries

www.unitedbreweries.com

Substantial time savings

Minimal IT support

- United Breweries Limited dominates the Indian beer market, with a market share of around 50 percent. Its flagship brand Kingfisher has achieved international recognition, selling in 52 countries across the world and leading the way among Indian beers in the global market.

- To meet strict regulations on the distribution of beer, United Breweries must generate compliance reports but as data volumes exploded, generating the reports on time became a tough challenge.

- By migrating its existing SAP HANA database to the latest IBM Power Systems servers, United Breweries dramatically accelerated data analysis and report generation.

- Using IBM & SUSE Solutions, back-end jobs run 50 percent faster, speeding report generation and simplifying compliance. The IBM server platform boosts scalability, providing headroom for future growth.

United Breweries

www.unitedbreweries.com

Organizational Overview

Industry: Consumer Goods

Headquarters: Bangalore, Karnataka
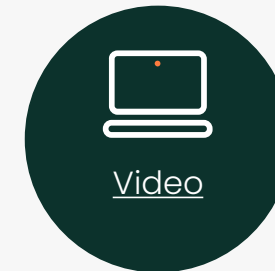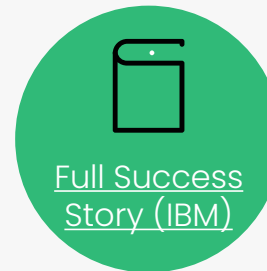
Employees: 7000

Revenue: $1.2B

SUSE + IBM Products:
IBM Power S824, IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu

P.T. Diamond Cold Storage

www.diamondfoodindonesia.com/

Fast analytics

Boosts efficiency

- Founded in 1974, PT. Diamond Cold Storage is an established Indonesian food processing company focused on dairy-based and frozen food products.

- To remain at the forefront of its industry, PT. Diamond Cold Storage wanted a solution that could support the adoption of mobile and IoT functionalities-paving the way to automated, ultra-efficient operations.

- Working with InfoTech, PT. Diamond Cold Storage upgraded its SAP ERP solution to the SAP HANA in-memory database, which supports integration with cutting-edge mobile and IoT solutions, running on IBM POWER8 servers.

- SAP HANA enables PT. Diamond Cold Storage to launch mobile technologies, boosting efficiency and cutting costs. The solution supports speed-of-thought analytics, driving smarter decision-making.

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Page 1 | Page 2

480

SAP HANA Success Stories

Main Menu

P.T. Diamond Cold Storage

www.diamondfoodindonesia.com/

Organizational Overview

Industry: Consumer Products
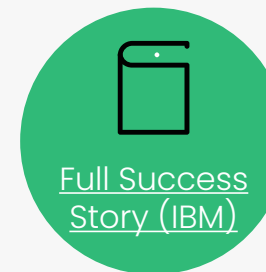
Headquarters: Bekasi, Indonesia

Employees: 7000

Revenue: $1.2B

SUSE Products:
IBM Power Systems, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

Bikurei Hasadeh Darom

www.bikurey.co.il

Increased transaction speed

Minimize costs

— Founded in its current form in 1994, Bikurei Hasadeh Darom is one of Israel's largest food conglomerates.

— Bikurei Hasadeh Darom needed the ability to reliably handle financial transactions at every stage of the production and distribution process. The company decided to deploy SAP Business One ERP software on SUSE Linux Enterprise Server for SAP Applications, running on Dell EMC hardware

— Using SUSE, results included increased speed of transactions, a stable high performance platform with SAP HANA database and minimized costly skills training.

"The SAP HANA database means all the relevant information is available immediately. We can automatically generate and file invoices, and our monthly charges and regular payments
run more smoothly, thanks to SUSE Linux Enterprise Server."
KOBI ALTCHECK INFRASTRUCTURE MANAGER, BIKUREI HASADEM DAROM

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Page 1 | Page 2

482

Bikurei Hasadeh Darom

www.bikurey.co.il

Organizational Overview

Industry: Food

Headquarters: Israel

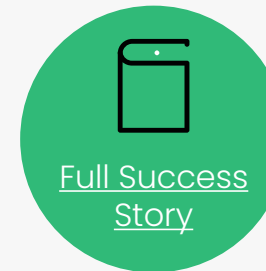**Business One on Hana**

Revenue: $1.3B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Bikurei Hasadeh Darom is one of Israel's largest food conglomerates, importing, producing, marketing and distributing a variety of food and household products.

Explore Related links:

Full Success Story

Company

Hero MEA

Hero middle east & africa

www.heromea.com

25% increase in efficiency

Minimize costs

— Founded in Switzerland in 1886, Hero Group is an international food and beverage conglomerate with a passion for naturally good food. In 2002, Hero Group decided to enter new markets as Hero Middle East & Africa. Now, Hero MEA operates from Egypt as a regional manufacturing and distribution hub.

— With Hero Group's recent decision to move all ERP functions to SAP ERP, Hero MEA needed a new operating system, and chose SUSE Linux Enterprise Server for SAP Applications.

— Using SUSE solutions, results include 25 percent increase in company-wide efficiency, user friendly solution supports diverse IT infrastructure and achieves flexibility to adopt new, more efficient technologies.

> "With SUSE Linux Enterprise, we have the freedom to adopt whatever technology we feel is the best fit for our business, and we are confident that SUSE will continue to help us gain greater efficiencies in the future."
> **KHALED ELWAN,** SYSTEM ADMINISTRATION MANAGER, HERO MEA

Hero MEA

www.heromea.com

Organizational Overview

Industry: Food & Beverage

Headquarters: Lenzburg, Switzerland

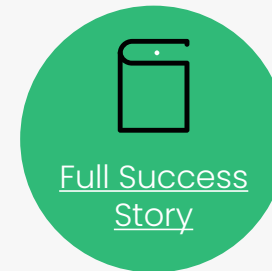**Employees:** 4300

Revenue: $1.3B

Hero middle east & africa

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems

Hero Group is an international company with 125 years' experience with fruit-based products.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

I-D Foods

www.idfoods.com

I-D Foods Corporation

IBM

87.5% smaller footprint

6X faster transfer

— I-D Foods specializes in bringing delicious foods from across the world onto customers' plates.

— Hungry for growth, I-D Foods set out to gain competitive advantage by accelerating fulfilment of customer orders. To meet its aim, the company craved rich, real-time insight into operations. To transform its operational insight, I-D Foods is replacing its ageing, custom-built applications with a state-of-the-art SAP S/4HANA solution running on IBM Power Systems and IBM Storwize storage.

— Results included 6x fast transfer of customer orders to I-D Foods via new mobile app, days saved on warehouse processes will drive faster fulfillment of customer orders and 87.5 percent smaller physical footprint resulting in lower hosting fees.

SAP HANA Success Stories

Main Menu

I-D Foods

www.idfoods.com

Organizational Overview

Industry: Consumer Goods

Headquarters: Quebec, Canada

SUSE + IBM Products:

IBM Power Systems S824L, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Having opened its doors in 1948, this family-owned company has grown into a thriving business, serving more than 10,000 customers, including grocery stores, restaurants and hotels.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
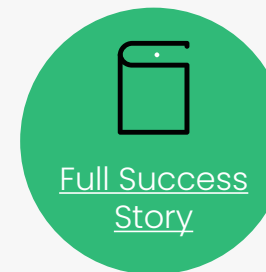
Itambé

www.itambe.com.br/portal/

40% SAP performance improvement

$2270 savings/month on electricity

- Itambé produces vast quantities of highly perishable dairy goods every day. As such, it relies on super-efficient core business processes from logistics and billing to HR to ensure always-fresh deliveries for consumers.

- As Itambé churns out impressive business growth, how can the company ensure that its IT systems keep pace with increased workload?

- Itambé transformed its operational efficiency and accelerated core business processes by migrating its SAP® applications to the latest IBM infrastructure, delivering speed, capacity, and scalability.

- Using IBM & SUSE Solutions, results included a 30 percent cut in time for customer billing, faster delivery of monthly management reports and a $2270 saving per month on electricity bills.

SAP HANA Success Stories

Main Menu

Itambé

www.itambe.com.br/portal/

Organizational Overview

Industry: Consumer Goods

Headquarters: Belo Horizonte, Brazil

SUSE + IBM Products:

IBM Power Systems E870, IBM Power Systems S824, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

SAP HANA Success Stories

Main Menu

Sokołów S.A.

www.sokolow.pl

74% reduced database

Lower costs

— Sokołów S.A. produces 1,100 tonnes of high-quality meat, cold cuts, ready dishes and canned goods on average each day. Dominating the Polish market, the company also serves international customers, particularly within the European Union.

— To keep its extensive distribution network running seamlessly, meat product company Sokołów needs timely insight into its operations. The company rejuvenated a sluggish reporting system by deploying SAP BW on SAP HANA running on SUSE Linux Enterprise Server for SAP Applications.

— Results included reduced database size by 74 percent, enhanced performance, slashed operational and maintenance costs, lowered risk through open technology and improved access to IT support.

"There is so much great information about SUSE solutions available at the click of a button, helping us use them to their full potential as we support Sokołów in the next stage of its development."
MARIUSZ MAZURCZAK, DEPUTY DIRECTOR OF IT, SOKOŁÓW S.A.

Page 1 | Page 2

SAP HANA Success Stories

Main Menu

Sokołów S.A.

www.sokolow.pl

Organizational Overview

Industry: Food
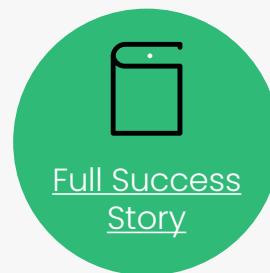
Headquarters: Sokołów Podlaski, Poland

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

With a history dating back to 1899, Sokołów S.A. owns the most recognizable brands in the Polish meat industry.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Duas Rodas

www.duasrodas.com

100% system uptime

— Duas Rodas is one of the largest flavors producers in Latin America. Based in Brazil, Duas Rodas is the country's largest manufacturer of essential oils, creating flavors for 10,000 customers worldwide.

— In order to avoid downtime, Duas Rodas decided to change their operating system. Due to the strong relationship between SAP and SUSE, the SUSE Linux Enterprise Server for SAP Applications including the SUSE Linux Enterprise High Availability Extension was implemented.

— Since then, Duas Rodas has experienced consistent system uptime, ensuring 100 percent availability and enabling greater business agility for future commercial expansion.

> "SUSE Linux Enterprise Server is the best possible foundation for our SAP environment. We have seen 100 percent availability following implementation, and SUSE Linus Enterprise High Availability Extension has made IT management easier than ever before."
>
> **WILLIAN RIOS,** DATABASE ADMINISTRATOR, DUAS RODAS

SAP HANA Success Stories

Main Menu

Duas Rodas

www.duasrodas.com

Organizational Overview

Industry: Food & beverages

Headquarters: Jaraguá do Sul, Brazil

Clients: 10000

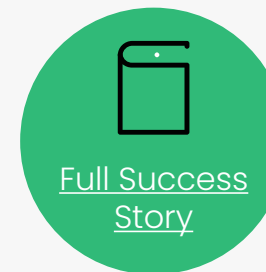**Products:** 3000+

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Duas Rodas is one of the most recognized names in the Latin American food industry. The company serves more than 10,000 clients with a portfolio of over 3,000 products.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Trans Business

- Trans Business for Trading and Distribution LLC is the national distributor for Phillip Morris tobacco products in Egypt. The company distributes some of the country's top- selling cigarette brands, including Marlboro Red and Gold, L&M Blue and Red and Merit.

- As Trans Business had experienced failures in its current operating system, they decided to migrate away from their Red Hat Enterprise Linux operating system, selecting SUSE Linux Enterprise Server for SAP Applications as their new provider.

Exceptional stability & uptime

Boosts performance

- Since migrating from Red Hat Enterprise Linux to SUSE Linux Enterprise Server for SAP Applications, Trans Business experienced immediate improvements in system performance and availability. There have been no incidents of unplanned downtime since the switch and report-generation time was cut from hours to seconds.

"By migrating to SUSE Linux Enterprise Server for SAP Applications, we have achieved our primary goal of avoiding costly downtime. We had zero problems with availability, so our core operations have been able to work uninterrupted."

AHMED SAMY, HEAD OF IT, TRANS BUSINESS

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Page 1 | Page 2

494

SAP HANA Success Stories

Main Menu

Trans Business

Organizational Overview

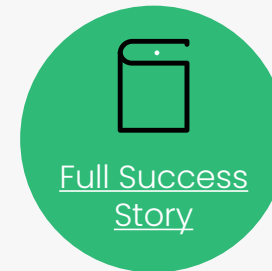**Industry:** Agriculture

Headquarters: Egypt

Daily cash sales: $5M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links:

Full Success Story

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Main Menu

AGORA Group

www.agoragrupo.com

Reliable real-time information

- AGORA Group is a fully independent 100 percent family-owned group of companies, the result of 160 years of brewing experience. Today, the fifth and sixth generations of the family continue to run the business with a portfolio of authentic brands of outstanding quality.

- As AGORA Group has plans to expand its business, but was hindered by slow and aging hardware solutions, AGORA Group decided to run its critical SAP enterprise application environment on the Lenovo hyperconverged solution supported by SAP HANA with SUSE Linux Enterprise Server for SAP Applications as the operating system.

- Today, this new infrastructure enables AGORA Group to obtain real-time information reliably and share it company-wide at the touch of a button. For instance, it is now possible to see immediately and exactly when sales peak during the day and which products prove to be the most popular.

GRUPO AGORA · Lenovo

AGORA Group

www.agoragrupo.com

GRUPO AGORA **Lenovo**

Organizational Overview

Industry: Beverages

Headquarters: Valencia, Spain

Employees: 1000+

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications + Lenovo

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu

Automotive

China Dongfeng Renault	500
Indus Motor Company	502
Al-Mansour Automotive	504

China Dongfeng Renault

www.dfmg.com.cn

Smooth ERP Operating System

Enhanced Supply Chain Management

- Dongfeng Renault is an equally owned Chinese joint venture between automobile manufacturers Dongfeng Motor (Chinese) and Renault (French).

- With the expansion in enterprise passenger vehicle production, Dongfeng Renault planned to purchase Business Suite on HANA to support its vehicle production management. The customer required an infrastructure that delivers high performance and high reliability to support its core production system ERP with high concurrency.

- Huawei provided three SAP HANA appliances based on Huawei RH5885H V3 servers with a memory capacity of 512 GB per server. Using Huawei and SUSE solutions, China Dongfeng Renault had a smoother ERP operating system and more real time service data analysis and presentation along with an enhanced production and supply chain management.

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Page 1 | Page 2

499

Main Menu

China Dongfeng Renault

www.dfmg.com.cn

Organizational Overview

Industry: Automotive

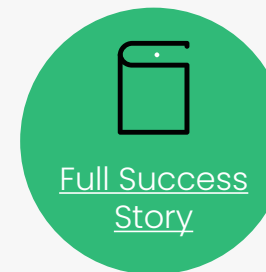**Headquarters:** Wuhan, China

Fortune Global 500

SUSE + Huawei Products:

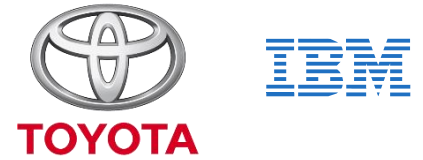SUSE Linux Enterprise Server for SAP Applications + Huawei Solutions for ERP on HANA

Dongfeng Motor ranked No. 109 in the Fortune Global 500 in 2015.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Indus Motor Company

www.toyota-indus.com

95% planning cycles

20% sales up order accuracy

— Founded in 1989 as a joint venture between the House of Habib, Toyota Motor Corporation and Toyota Tsusho Corporation, Indus Motor Company is a manufacturer, assembler, distributor and importer of Toyota and Daihatsu vehicles, spare parts and accessories in Pakistan.

— To compete with a surge of foreign entrants to Pakistan's auto market, Indus Motor Company wanted to improve the customer experience by delivering high-quality vehicles rapidly and at the lowest cost.

— Indus Motor Company is transforming front-to-back operations with SAP S/4HANA® on high-performance IBM® POWER8® servers empowering its data-driven decision-makers to boost manufacturing efficiency.

— SAP S/4HANA helps cut planning cycles by 95 percent, boost sales-order accuracy by 10 percent and reduce defects per unit by 20 percent-bringing higher-quality cars to market faster.

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Page 1 | Page 2

501

SAP HANA Success Stories

Main Menu

Indus Motor Company
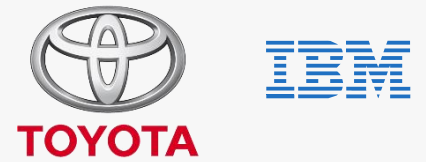
www.toyota-indus.com

Organizational Overview

Industry: Automotive

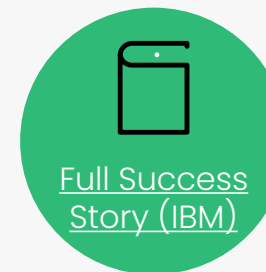**Headquarters:** Karachi, Pakistan

Employees: 2300

Revenue: $1B

SUSE + IBM Products:

IBM Power S824L, IBM Power Systems, IBM Storage TS3200, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu

Al-Mansour Automotive

www.mansourgroup.com

99.9% uptime since deploying SUSE

70% performance enhancement

- Al-Mansour Automotive is an importer and distributor of automobiles. It is the official dealer for General Motors in Egypt, Iraq, Dubai, Libya and Africa, selling over 100,000 vehicles a year.

- As Al-Mansour Automotive decided to migrate to a new database management system and committed to SAP HANA, SUSE Linux Enterprise Server for SAP Applications was simply the natural choice.

- Since then, Al-Mansour Automotive has achieved reliable performance, and has gained a stable platform for its core processes. With 99.9 percent uptime since deploying SUSE solutions and a reduction of 30 percent in total cost of ownership, Al-Mansour benefitted a lot from implementing the solution.

"The SUSE implementation has been a great economic benefit. We estimate that since adopting SUSE Linux Enterprise Server for SAP Applications, we have reduced our total cost of ownership by 30 percent."
MUHAMMAD MUHARRAM, IT GENERAL MANAGER, AL-MANSOUR AUTOMOTIVE

SAP HANA Success Stories

Main Menu

Al-Mansour Automotive

www.mansourgroup.com

Organizational Overview

Industry: Automotive

Headquarters: Cairo, Egypt

Employees: 2000

## 30% reduction in total cost of ownership

SUSE Products:

Products: SUSE Linux Enterprise Server for SAP Applications

Al-Mansour Automotive is an importer, distributor and retailer of several international car brands including Opel, Peugeot and Chevrolet. It is a subsidiary of the international Mansour Group, one of the fourth largest privately-owned company in the Middle East.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu
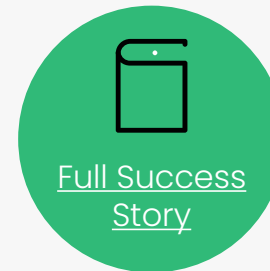
Pharmaceuticals

Aché	507
Kwizda Group	509
Charmacy Pharmaceutical	511

Aché

www.ache.com.br/

aché
mais vida para você

Cost effective

Up 110% workload processing

— Aché, a Brazilian pharmaceutical laboratory founded in 1966, has strengthened and expanded its operations over five decades. The company produces prescription, prescription-free, generic, dermatological, and dermo-cosmetic drugs.

— To prevent service interruptions, Aché needed a high availability solution for its SAP HANA database. Aché worked with SUSE partner SYSS to implement the SUSE solution.

— Using SUSE Solutions, Aché had a cost-effective high availability solution and experienced performance gains with workload processing from 30 to 110 times faster than its Oracle implementation could.

"SUSE provides a solid lineup of innovative products with a cooperative approach, which makes us trust and rely on it to build the next generation of IT solutions inside Aché." **VALTER CASTELHANO** INFRASTRUCTURE COORDINATOR, ACHÉ

SAP HANA Success Stories

Main Menu

Aché

www.ache.com.br/

Organizational Overview

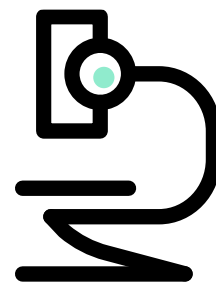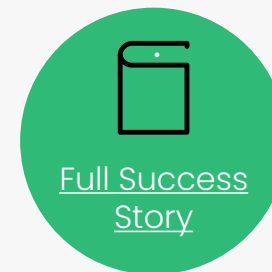**Industry:** Healthcare

Headquarters: Sao Paulo, Brazil

Revenue: $744M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE High Availability Extension

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Kwizda Group

www.kwizda.at

Faster information

Improved customer service

- Kwizda Group is a life sciences enterprise headquartered in Vienna, Austria and is a leading producer and wholesaler of pharmaceuticals in the region. Other business divisions include agricultural and construction products.

- Kwizda Group wanted to strengthen the market-leading position of its pharmaceuticals wholesale business division by enabling it to respond to market trends faster than the competition.

- To gain real-time business insights, Kwizda implemented SAP® S/4HANA with the Lenovo System x3950 X6 solution for SAP HANA® solution, featuring Intel® Xeon® E7 processors. Kwizda uses SAP HANA multitenant database containers running on Lenovo System x3950 X6 servers with SUSE Linux Enterprise Server for SAP Applications.

- The solution enables its procurement staff to take better advantage of different scales of discounts and empowers sales teams to provide better customer service.

Page 1 | Page 2

508

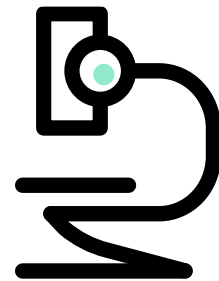Main Menu

Kwizda Group

www.kwizda.at

Organizational Overview

Industry: Pharmaceuticals

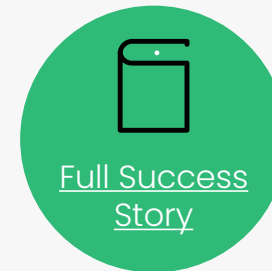**Headquarters:** Vienna, Austria

Employees: 1200

Revenue: €856M

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications + Lenovo System x3950 X6, Lenovo System x3550, Lenovo System x3450

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Charmacy Pharmaceutical

www.chmyy.com

Better insights

Improved key decision making

- Founded in 1984 and based in Guangdong Province, Charmacy Pharmaceutical is one of the leading pharmaceutical distribution companies in southern China.

- The company supplies medicines, medical apparatus and healthcare products to other distributors, pharmacy stores, hospitals, clinics, and health centers.

- To grow market share, Charmacy Pharmaceutical wanted to reach new customers beyond southern China. To manage growing data volumes and uncover valuable insights in real-time, Charmacy Pharmaceutical selected SAP HANA® on IBM® Power Systems™.

- Implementing SAP HANA on Power systems accelerates key decision making at Charmacy Pharmaceutical, with real-time analytics delivering rapid insights into purchasing, distribution and market trends.

SAP HANA Success Stories

Main Menu

Charmacy Pharmaceutical

www.chmyy.com

Organizational Overview
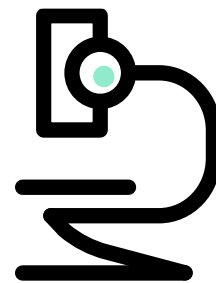
Industry: Pharmaceuticals

Headquarters: China

Revenue: $490M

SUSE Products:
IBM Power S822L, IBM Power E882, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Video

SAP HANA Success Stories

Main Menu
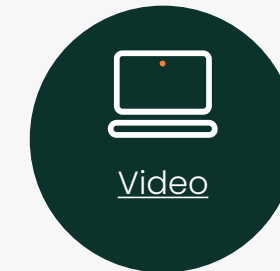
Energy & Gas

CEPSA	514
CNPC	516
Zhejiang Energy Group	518
Pacific Drilling	520
Petronash	522
Ecogas	524
Bereket Enerji	526
Indian Oil Corporation	528

CEPSA

www.cepsa.com

Increased efficiency

Improved production

— Cepsa (Compañía Española de Petróleos, S.A.U.) is an integrated energy company operating at every stage of the oil value chain. CEPSA is the largest oil company in Spain, the first big leading brand of lubricating oil, and has been in the market for more than 80 years.

— CEPSA plans to deploy an Enterprise Resource Planning (ERP) system to improve its production management and operation analysis capabilities. To simplify IT O&M, CEPSA wants its IT resources to be hosted by telecom carrier Telefonica.

— Using HUAWEI and SUSE solutions, CEPSA's production and management capabilities were improved as well as laid solid IT Foundation for its global market expansion. The real time data analysis streamlines production and management and increases efficiency.

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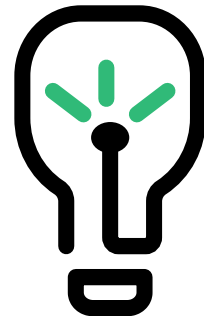
Page 1 | Page 2

513

Main Menu

CEPSA

www.cepsa.com

CEPSA **HUAWEI**

Organizational Overview

Industry: Energy

Headquarters: Madrid, Spain
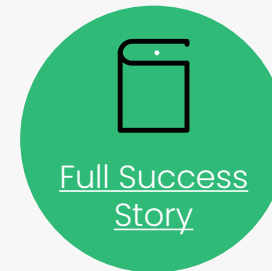
Employees: 10000

Revenue: $32.3B

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications + Huawei solutions for business suite on HANA (30TB), OceanStor storage with all-SSD

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

CNPC

www.cnpc.com.cn

Up 60% HANA database loading

Improved network latency

- China National Petroleum Corporation (CNPC Group) is the largest oil and gas production and suppliers in China. In 2016, it ranked number 3 in Fortune Global 500.

- CNPC's data increases and business warehouse performance could not meet requirements. CNPC's old architecture for core BW services could not meet requirements for performance, I/O bandwidth, and scalability.

- Using Huawei & SUSE Solutions, HANA database loading performance improved by 60 percent with network latency 50-75 percent lower than the average level. CNPC was able to have an effective data warehouse to support CNPC's production and operation. An open, universal x86 platform replaced the close UNIX RISC Server.

- Results also included high reliability and high performance for key service systems.

CNPC

www.cnpc.com.cn

Organizational Overview

Industry: Energy

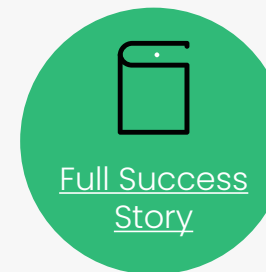**Headquarters:** Beijing, China

Employees: 1.6M+

Revenue: $6.9B

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications + Huawei scale out solutions for BW HANA （136TB), OceanStor storage

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

Main Menu

Zhejiang Energy Group

50% financial reporting time

Optimized production management

- Zhejiang Energy Group needed a BI system to provide more real-time and global support for business decision-making and improve efficiency, so as to sharpen the company's competitive edge and increase profits.

- Using the high-performance SAP HANA database as the company's core data platform, data is unified and can be effectively shared between departments.

- The SAP HANA solution also greatly improves the professional level of the service processes regarding internal procurement, logistics, sales, and production, realizing integrated management of business and finance. For example, the time taken for making financial monthly statement is shortened from 10 days to within 5 days.

- Real-time data analytic functions are provided, helping the company to optimize production management and improve production efficiency, providing efficient and stable support for the production and operation of Zhejiang Energy Group.

SAP HANA Success Stories

Main Menu

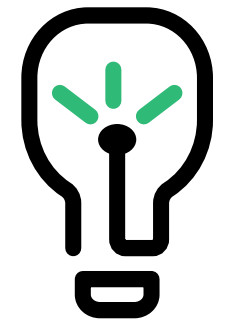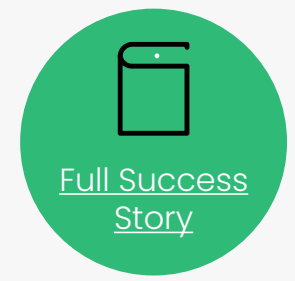# Zhejiang Energy Group

Organizational Overview

Industry: Energy

Headquarters: Hangzhou, China

SUSE + Huawei Products:

SUSE Linux Enterprise Server for SAP Applications + Huawei scale out solutions for BW HANA, OceanStor storage

Explore Related links:

Full Success Story

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SAP HANA Success Stories

Main Menu

Pacific Drilling

www.pacificdrilling.com

Down 50% SAP TCO

2x SAP HANA capacity

- Pacific Drilling S.A. is an offshore drilling company that provides global ultra-deepwater drilling services to the oil and natural gas industry through the use of high-specification drillships.

- The company needed to better control its operations and IT investment costs to offset natural industry fluctuations.

- It recently teamed with Protera Technologies to create a solution hosted on AWS that combines SUSE Linux Enterprise Server for SAP Applications with Protera services. The solution halves the company's SAP TCO and doubles its SAP HANA capacity.

> "With the move to AWS, we chose SUSE and we are now running both the SAP HANA database and the ECC application on the same SUSE instance. This reduces the footprint and allows for additional savings. Yet, our solution is highly resilient."
> **YORAM BORODATY,** IT DIRECTOR, PACIFIC DRILLING S.A.

Pacific Drilling

www.pacificdrilling.com

Organizational Overview

Industry: Energy/Gas

Headquarters: Luxembourg

Employees: 1000

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

With one of the newest and most technologically advanced fleets in the world, Pacific Drilling has grown into a successful, premium drilling contractor. Its state-of-the-art, high specification drillships benefit from a proven design and highly developed construction technologies.

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

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SAP HANA Success Stories

Main Menu
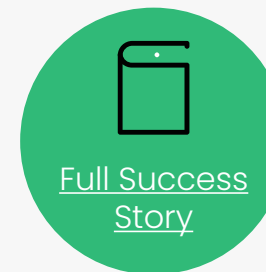
Petronash

www.petronash.com

Down 99.9% reporting time

Efficient business processes

- Petronash specializes in producing equipment for the oil and gas industry. Petronash owns world-class manufacturing facilities in the USA, Saudi Arabia, and the United Arab Emirates, and provides an impressive range of after-sale services.

- With three manufacturing plants, one engineering office and hundreds of employees to coordinate, Petronash needs to make well-informed financial decisions as quickly as possible.

- With its legacy systems going out of support, Petronash took the opportunity to upgrade to SUSE ®Linux Enterprise Server for SAP Applications.

- Results included a 99.9 percent cut in reporting times, better informed financial decisions and driving efficient business processes.

> "Since implementing SAP HANA on the SUSE Linux Enterprise Server for SAP Applications we can run reports that used to take up to three days in just two minutes. That is nearly a hundred times faster than before."
> **SANJAY MISTRY,** MANAGER OF IT PETRONASH

SAP HANA Success Stories

Main Menu

Petronash

www.petronash.com

Organizational Overview

Industry: Energy/Gas

Headquarters: Dubai, UAE

Employees: 900

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu
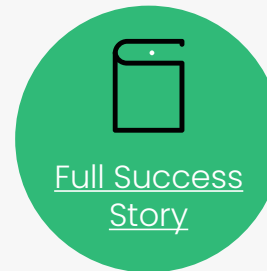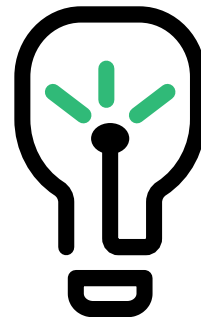
Ecogas

www.ecogas.com.ar

Up 73% payment processing

Up 83% compliance reporting

- Ecogas specializes in distributing natural gas to households and businesses across six provinces in Argentina.

- As Argentina expects natural gas production to grow, Ecogas is preparing to manage higher business volumes. With existing business systems near full capacity, how could the company cope with growth?

- Ecogas is replacing legacy business solutions with SAP® for Utilities running on SAP HANA®, integrating smoothly with existing SAP ERP systems, supported by cutting-edge IBM® POWER8® servers.

- By upgrading to POWER8 running on SUSE Linux Enterprise Server for SAP Applications, Ecogas accelerated payment processing by 73 percent and compliance reporting by 83 percent, with further improvements and greater analytical capabilities to come from SAP HANA.

Page 1 | Page 2

523

SAP HANA Success Stories

Main Menu

Ecogas

www.ecogas.com.ar

ECOGAS **IBM**

Organizational Overview

Industry: Utilities
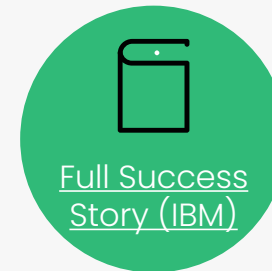
Headquarters: Argentina

SUSE + IBM Products:
SUSE Linux Enterprise Server for SAP Applications, IBM Power E870, IBM Power S824, IBM FlashSystem 900, IBM Storwize V3700,

Explore Related links:

Full Success Story (IBM)

Company

Video

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SAP HANA Success Stories

Main Menu

Bereket Enerji

www.aydemyenilenebilir.com.tr

80% decrease in licensing costs

Enhanced stability

- Located in Denizli, Turkey, Bereket Enerji (Bereket Energy) produces electricity using geothermal, hydroelectric, thermal, solar, wind and landfill gas sources.

- However, with aging, costly IT systems supporting its core processes, the company found that this legacy technology was draining time and resources from its central mission.

- By deploying SUSE Linux Enterprise Server for SAP Applications, Bereket Energy is confident that it will be able to slash costs, boost performance and increase productivity supporting its management team with the delivery of sustainable energy.

"Thanks to SUSE and SAP, we'll be able to help the management team obtain an in-depth understanding of our customers and their needs - enabling them to deliver even better, more targeted energy solutions."
MERT ECE, CHIEF INFORMATION OFFICER, BEREKET ENERJI

SAP HANA Success Stories

Main Menu

Bereket Enerji

www.aydemyenilenebilir.com.tr

Organizational Overview

Industry: Energy

Headquarters: Turkey

Employees: 1000

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Indian Oil Corporation

https://www.iocl.com/home.aspx
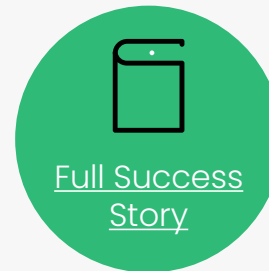
Increased transaction + invoicing speed

Report generation from 5h-30min

- IndianOil is India's flagship jewel national oil company with business interests straddling the entire hydrocarbon value chain from refining, pipeline transportation and marketing, to exploration and production of crude oil and gas, petrochemicals, gas marketing, alternative energy sources, and globalization of downstream operations.

- Because of its aging infrastructure for SAP applications in a mixed workload environment, IndianOil started to have capability problems. For this reason, IndianOil decided to migrate to SAP HANA choosing SUSE and HPE as their partners.

- Since the migration to SAP HANA, IndianOil's business transactions are now happening faster - with the average response time dropping by more than half and more invoices generated within a time interval, increasing the company revenue. Reports generated 10 times faster help IndianOil make quick and accurate real-time decisions. IndianOil is thrilled leveraging SAP HANA in-memory technology, and with system infrastructure that can support both their current needs and plans for the future.

SAP HANA Success Stories

Main Menu

Indian Oil Corporation

https://www.iocl.com/home.aspx

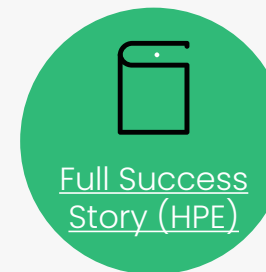## Organizational Overview

Industry: Oil + Gas

Headquarters: New Dehli, India

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (HPE)

Company

SAP HANA Success Stories

Page 1 | **Page 2**

Main Menu

Utilities

Aguas de Portugal	531
Publiacqua	533
FARYS	535

Main Menu

Aguas de Portugal

www.adp.pt/en/

Down 67% salary processing time

Superior performance

— AdP—Águas de Portugal, SGPS, SA is a publicly-owned limited liability holding company. Through its subsidiaries, it manages the urban water cycle, operating several water supply systems and wastewater treatment facilities.

— AdP Group's IT systems are crucial to its water supply and sanitation business, however the company's ageing infrastructure was struggling to deliver the performance necessary to support its business-critical SAP applications.

— With SUSE Linux Enterprise Server for SAP Applications supporting its SAP environment, AdP Group's IT infrastructure is much better equipped to handle business-critical tasks. Salary processing times were reduced by 67 percent, energy consumption processing from 10 minutes to 1.1 seconds and superior performance was experienced through SUSE & SAP's close partnership.

Page 1 | Page 2

530

Main Menu

Aguas de Portugal

www.adp.pt/en/

Organizational Overview

Industry: Utilities
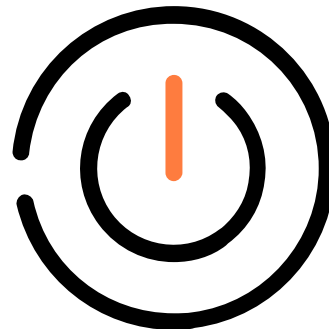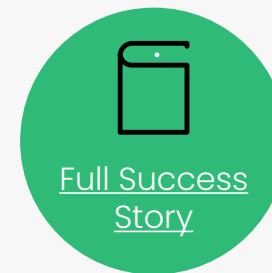
Headquarters: Lisbon, Portugal

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

The AdP Group manages water supply and wastewater sanitation activities throughout Portugal through its companies, serving more than 80 percent of the Portuguese population.

Explore Related links:

Full Success Story

Company

Publiacqua

www.publiacqua.it

Superior business intelligence environments

Faster reporting

- Established in 2002, Publiacqua provides water supply services to a catchment area of 46 towns, serving over one million people.

- Publiacqua aimed to offer mobile and online capabilities to its users, partners and customers, for even better services. To achieve this, the company migrated its SAP landscape to SAP HANA, running on SUSE Linux Enterprise Server for SAP Applications. With boosted reliability, availability and performance, Publiacqua has launched mobile and digital services, paving the way for continuous innovation.

- Using Fujitsu & SUSE Solutions, Publiacqua was able to consolidate business intelligence environments with faster and more flexible reporting.

> "SAP HANA® will allow us to bring in operating and management reporting, while cutting development times and associated infrastructure costs, thereby improving business reporting performance."
> **LUCIANO CAROTI,** HEAD OF IT SYSTEMS PUBLIACQUA S.P.A

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SAP HANA Success Stories

Main Menu

Publiacqua

www.publiacqua.it

Organizational Overview

Industry: Utilities

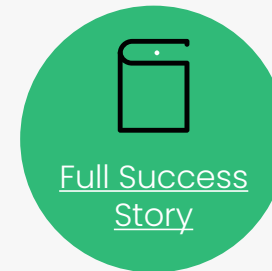**Headquarters:** Florence, Italy

Employees: 650

SUSE + FUJITSU Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager + FUJITSU Integrated System PRIMEFLEX for SAP HANA

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

FARYS

www.farys.be

95K Euros savings

Down 98% query time

- FARYS provides drinking water to end users in a large part of Flanders. The public sector firm also operates local sewerage networks and manages a number of sports facilities.

- To succeed in an increasingly stringent regulatory environment, water utilities must use their data more effectively than ever. However, as the volume, speed and diversity of data grow, delivering these capabilities to the business can be a tough challenge.

- Using SUSE, results included automated patching and provisioning, savings up to €95000 on high availability capabilities and cuts query time by 98 percent.

"If we had chosen to deploy our previous high availability platform, it would have cost us around €1000000. By selecting the SUSE Linux Enterprise High Availability Extension, our only expense was three days of consulting time during the deployment saving us €95000."
JEROEN VAN PRAET, CORDINATOR INFRASTRUCTURE OPERATIONS FARYS

Page 1 | Page 2

534

Main Menu

FARYS

www.farys.be

Organizational Overview

Industry: Utilities

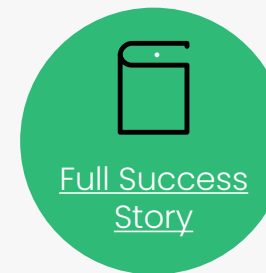**Headquarters:** Ghent, Belgium

Employees: 650

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Others

Abeam Consulting	538	UOL Group	556
Imperial Health Sciences	540	Englmayer	558
Gulftainer	542	IRIS	560
Artoni Transport	544	FISBA AG	562
Danish Defense	546	voestalpine group-IT GmbH	564
Siam City Cement	548	Lemongrass	566
SIEN	550	Day & Zimmerman	568
Valley Proteins	552	Wihuri	570
Happynarae	554	RKU-IT	672
		Prague Public Transit CO.	674

Abeam Consulting

www.abeam.com

Supported growth strategy

Enhanced employee productivity

— Abeam Consulting provides management, business process consulting, IT consulting and outsourcing services, and has a presence in 33 countries. Fast-growing ABeam Consulting avoided putting the brakes on corporate expansion by transforming its core application landscape to accommodate more data.

— With a new suite of SAP applications running on SUSE Linux Enterprise Server for SAP Applications the company enjoys greater stability and performance, while SUSE Manager keeps management simple.

— The new environment is used to support internal operations and to launch new SAP solutions for clients, giving ABeam Consulting and its customers faster time-to-value.

> "The SUSE solution contributes to our ability to provide stable, high-performance IT services to our employees, which will enable them to work more productively."
> **YOSHIFUMI ISHIDA,** MANAGER OF THE INFORMATION SYSTEM GROUP, ABEAM CONSULTING
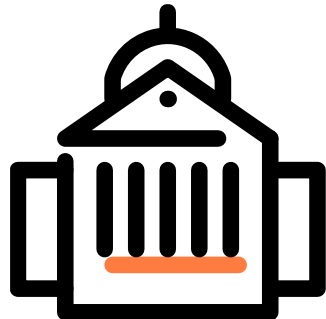
Abeam Consulting

www.abeam.com

Organizational Overview

Industry: Managed Services

Headquarters: Tokyo, Japan
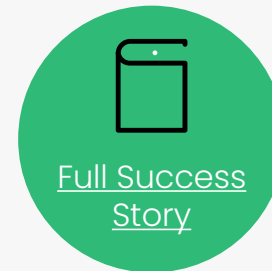
Employees: 4350

Revenue: $57M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Imperial Health Sciences

www.imperiallogistics.com/healthcare.php

Up 40% SAP application performance

Down 90% total ownership costs

— Imperial Health Sciences provides logistics and supply chain services to support the healthcare industry in Africa.

— To unlock the operational and cost-efficiency benefits of a large acquisition, Imperial Health Sciences decided to rationalize its SAP landscape.

— The company migrated to a central platform based on SUSE Linux Enterprise Server for SAP Applications enabling an instant 40 percent increase in SAP application performance, a 90 percent reduction in total cost of ownership and higher-availability for life-and-limb systems.

"SUSE Linux Enterprise Server for SAP Applications has helped us to reduce the total cost of ownership for our IT infrastructure by 90 percent."
TREVOR WHITING, IT EXECUTIVE IMPERIAL LOGISTICS GROUP SOUTH AFRICA

Imperial Health Sciences

www.imperiallogistics.com/healthcare.php

Organizational Overview

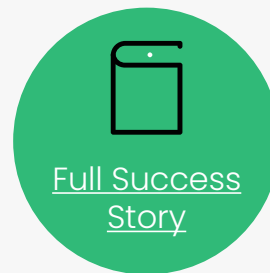**Industry:** Distribution

Headquarters: Centurion, South Africa

Employees: 800

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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Main Menu

Gulftainer

www.gulftainer.com

High performance

Easy Scalability

- Gulftainer is a major privately-owned, independent port management and third-party logistics company.

- To get new sites up and running quickly, the company wanted a highly scalable, high-performance infrastructure to support its mission-critical SAP and MACH application landscape.

- Gulftainer deployed multiple Lenovo System x servers to support its new SAP HANA environment, and a Lenovo Flex System solution at its corporate office. Easy scalability enables Gulftainer to grow quickly and cost-effectively. High performance ensures that mission critical applications run smoothly along with lower power and cooling costs.

Page 1 | Page 2
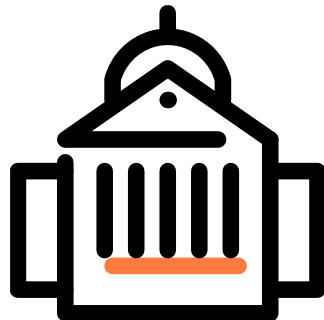
SAP HANA Success Stories

Main Menu

Gulftainer

www.gulftainer.com

Organizational Overview

Industry: Maritime & Logistics

Headquarters: Sharjah, UAE

Employees: 4000

SUSE + Lenovo Products:

SUSE Linux Enterprise Server for SAP Applications Lenovo Solution for SAP HANA, Lenovo System x servers with Intel® Xeon® E7 processor family with Intel Transactional Synchronization Extensions, Lenovo Flex System with Intel Xeon E5 processor family

Explore Related links:

Full Success Story

Company

Page 1 | **Page 2**

Main Menu

Artoni Transport

www.artoni.com

— An Italian logistics company, Artoni Transporti handles 35,000 shipments daily for 13,000 clients. The company uses SAP software to know the current location of every shipment. That's critical. But the traditional servers used to host SAP were costly, slow, and difficult to scale.

— Artoni switched from traditional servers to infrastructure-as-a-service (IaaS) from Cisco partner Dedagroup ICT Network. Dedagroup's cloud platform is built on Cisco Unified Computing System (UCS).

— Using Cisco & SUSE Solutions, SAP transaction speeds are ten times faster. The new platform better manages peak loads. Batch jobs take 30 percent less time to complete. And with usage-based billing, costs dropped by 50 percent.

"Before, we were bound to costly and inflexible traditional outsourcing contracts. Now, we pay by processing capacity in the cloud."
MARCO CRIVELLI, CIO, ARTONI TRANSPORT

Up 10X
SAP speeds

Down 50%
costs

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543

SAP HANA Success Stories

Main Menu

Artoni Transport

www.artoni.com

Organizational Overview

Industry: Logistics

Headquarters: Reggio Emilia, Italy

Employees: 650

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

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SAP HANA Success Stories

Main Menu

Danish Defence

http://www.forsvaret.dk
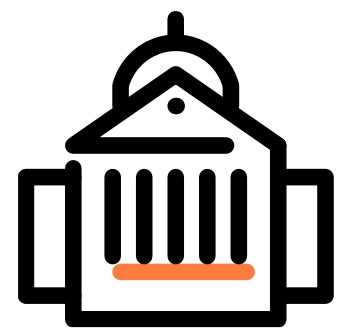
10X faster response times

Accurate decision making

- The Danish Ministry of Defence (MoD) is tasked with carrying out the government's defence policy to protect Denmark and its national interests, and to ensure the security of its citizens.

- For Danish Defence, operations management requires military precision. Danish Defence upgraded its SAP® Business Warehouse application to the SAP HANA® database running on high-performance IBM® Power® System E880 servers running on SUSE Linux Enterprise for SAP Applications, slashing response times.

- Results included, 10 times faster response times supports timely, accurate decision-making, faster load and runtimes mean that staff can get on with planning and reporting without delay at the start of the day.

Page 1 | Page 2

545

Main Menu

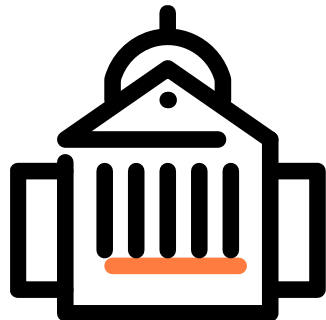# Danish Defence

http://www.forsvaret.dk

Organizational Overview

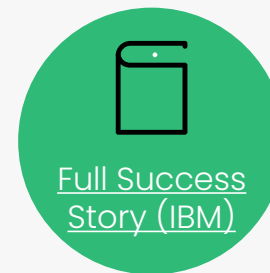**Industry:** Government

Headquarters: Copenhagen, Denmark

Employees: 20000

SUSE Products:
IBM Power Systems + SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

SAP HANA Success Stories

Main Menu

Siam City Cement

www.siamcitycement.com

INSEE **CISCO**

100% application performance improvement

Down 2mths application delivery

- Siam City Cement, based in Bangkok, has supported Thailand's real estate development both commercial and residential for more than 45 years. The company, with its vision for the growth, wanted to build a digital business using big data analytics and embrace the Internet of Things (IoT).

- The firm deployed Cisco UCS® Servers and Cisco Nexus switches at new data center and disaster recovery site.

- Using Cisco & SUSE Solutions, Siam City Cement easily met its deadline and made the switch to the new data center with only 15 minutes of downtime. Results also included accelerated application delivery time by more than 2 months, empowered staff to deliver the best possible customer experiences and positioned the company to scale for next 5 to 10 years.

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SAP HANA Success Stories

Main Menu

Siam City Cement

www.siamcitycement.com

Organizational Overview

Industry: Construction Material Provider

Headquarters: Bangkok, Thailand

Employees: 3500

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

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SAP HANA Success Stories

Main Menu

SIEN

www.ne.ch

ne.ch
RÉPUBLIQUE ET CANTON DE NEUCHÂTEL

Protects mission critical data

Up 97% speed of analytics

— Service Informatique de l'Entité Neuchâteloise (SIEN) provides IT services for a range of public authorities across the region. These information and infrastructure services support everything from state and municipal government bodies to schools, healthcare providers and social services organizations.

— To help government decision-makers channel state and municipal budgets where they are needed most, SIEN wanted to empower them with lightning-fast reporting and analytics capabilities.

— Today, SIEN is working with SUSE to deploy SAP BusinessObjects Planning and Consolidation on SAP HANA, running on the high-performance SUSE Linux Enterprise Server for SAP Applications platform.

— Using SUSE, results include 97 percent faster analytics jobs, 24/7 live public facing services, protecting mission critical data and facilitating effective recovery in the event of unplanned downtime.
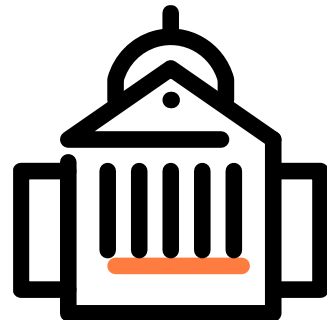
SIEN

www.ne.ch

ne.ch
RÉPUBLIQUE ET CANTON DE NEUCHÂTEL

Organizational Overview

Industry: Government

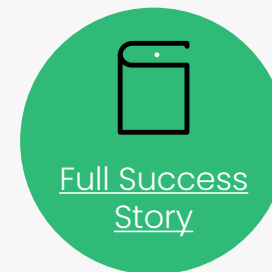**Headquarters:** Switzerland

Users: 75000

SUSE Products:
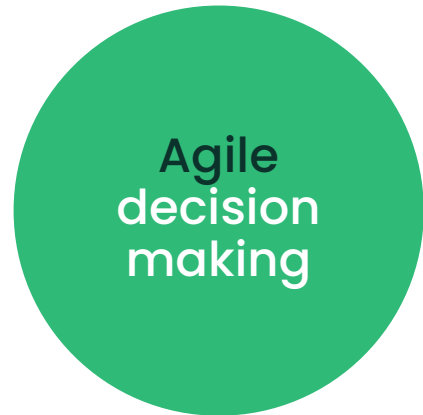
SUSE Linux Enterprise Server for SAP Applications

In total, SIEN serves more than 75,000 users with communications, network security and line-of-business application services.

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Valley Proteins

www.valleyproteins.com

Agile decision making

90% time savings

— For almost 70 years, Valley Proteins, Inc. has been a leader in providing an invaluable service to global economies and the environment. Through our core competencies in rendering and recycling, Valley Proteins sets the standard in creating valuable products from renewable resources.

— Valley Proteins improved performance for its business-critical SAP environment by deploying a FlashStack converged infrastructure from Cisco and Pure Storage.

— Using Cisco & SUSE solutions, the results included SAP performance approaching that of in-memory databases, a faster financial close, more agile business decision-making, and more efficient use of data center and employee resources.

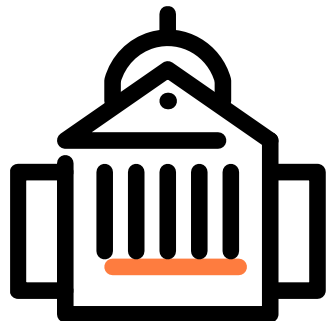Page 1 | Page 2

551

Main Menu

Valley Proteins

www.valleyproteins.com

Organizational Overview

Industry: Recovery & Recycling

Headquarters: Winchester, USA

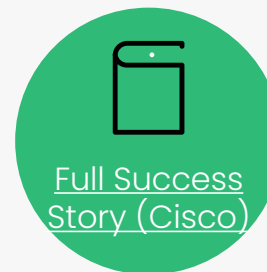Products: SUSE Linux Enterprise Server for SAP Applications

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (Cisco)

Company

SAP HANA Success Stories

Main Menu

Happynarae

www.happynarae.co.kr

Boosted service quality

Improved decision making

— Happynarae specializes in maintaining, repairing and operating safety equipment, office supplies, construction materials and more on behalf of its clients. The company is the largest social enterprise and purchasing specialist in South Korea.

— Happynarae sells back-office services, such as procurement and fundraising, to social enterprises. How could Happynarae analyze and process huge volumes of client data quickly and efficiently?

— To enable rapid analysis, Happynarae migrated its business-critical SAP ERP applications to the SAP S/4HANA platform, deployed on powerful IBM Power Systems servers.

— Results included faster analysis that allows Happynarae to look deeper into its data to help improve decision-making and boost service quality, identifying opportunities to cut its clients costs and improve efficiency.

Page 1 | Page 2

553

SAP HANA Success Stories

Main Menu

Happynarae

www.happynarae.co.kr

Organizational Overview

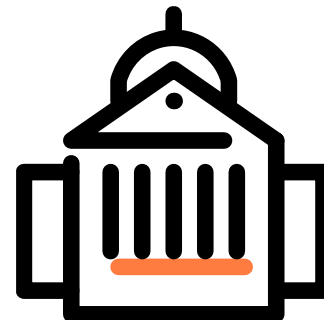**Industry:** Professional Services

Headquarters: South Korea

SUSE + IBM Products:

SUSE Linux Enterprise Server for SAP Applications, IBM Power System S812L, IBM Power System S822L + IBM Power System S824L

Explore Related links:

Full Success Story (IBM)

Company

Copyright © SUSE 2021

SAP HANA Success Stories

Main Menu

UOL Group

www.uol.com.sg

UOL Group Limited
华业集团有限公司

IBM

30% better performance

65% lower energy consumption

- UOL Group is one of Singapore's leading developers, with an extensive portfolio of development and investment properties, hotels and service suites.Together with its hotel subsidiary, UOL Group owns and/or manages over 30 hotels in Asia, Oceania, and North America.

- The large amount of data from UOL Group's business systems needed to be processed and integrated promptly and accurately.

- For this, UOL Group migrated its core SAP applications to the SAP® HANA® database and upgraded to the latest IBM® Power Systems™ servers and high-performance IBM Storwize® storage running on SUSE Linux Enterprise Servers for SAP Applications.

- Using IBM & SUSE, UOL Group achieved a 30 percent increase in performance driving rapid insight for decision makers, 65 percent cut in energy consumption helping the company pursue a greener approach to IT and 50 percent saving on space.

555

Main Menu

UOL Group

www.uol.com.sg

UOL Group Limited
华业集团有限公司

IBM

Organizational Overview

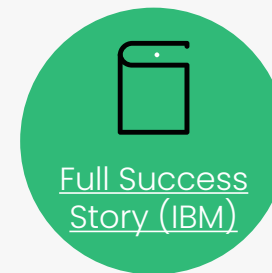**Industry:** Hospitality

Headquarters: Singapore

Revenue: €1.7B

SUSE + IBM Products:

IBM Power Systems S824L, IBM Storwize V5020, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story (IBM)

Company

Main Menu

Englmayer

www.englmayer.at

Lower operating costs

High availability

— G. Englmayer, Spedition GmbH is a leading transport and logistics company, offering customized and reliable international cargo delivery services.

— To deliver efficient, reliable logistics services, Englmayer worked with technology partner Axians ICT Austria to refresh its business applications and move to SAP S/4HANA Finance running on SUSE Linux Enterprise Server for SAP Applications.

— Using SUSE Solutions, results included a high performance platform for SAP HANA, lower costs for new demands due to easy management and high availability due to elimination of single point failure.

"SUSE Linux Enterprise Server for SAP Applications lets us run both the application server and database on a single instance, reducing the server footprint and minimizing operating costs"
ROBERT HACKER, HEAD OF IT ENGLMAYER

Main Menu

SAP HANA Success Stories

Englmayer

www.englmayer.at

Organizational Overview

Industry: Distribution

Headquarters: Wels, Austria
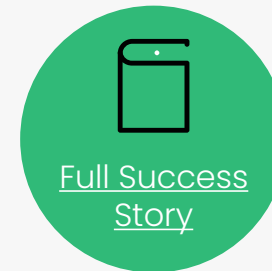
Employees: 500

Deliveries a day: 1.9M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

IRIS

https://irisprosolutions.com/

Lower operating costs

High stability

- IRIS provides solutions and services that guide companies through their digital transformation, with an extended portfolio covering Enterprise Information Management, Hybrid Cloud, Consulting Services and Business Process Outsourcing.

- IRIS wanted to bring the benefits of software-defined Storage - high performance, resilience and flexibility within the financial reach of all clients.

- By implementing SUSE Enterprise Storage, based on open source Ceph technology, IRIS gained a software-defined platform that supports massive scale with object oriented storage built on commodity industry standard hardware.

"We value SUSE technology for its stability, flexibility, manageability, openness and long-term support, and we find our corporate mind set is closely aligned with SUSE's, which is great news for our joint clients."
GEERT REYNAERTS, DELIVERY DIRECTOR HYBRID CLOUD SOLUTIONS & SERVICES, IRIS
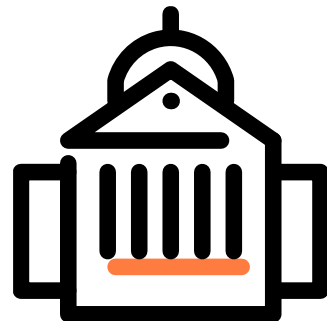
Page 1 | Page 2

559

SAP HANA Success Stories

Main Menu

IRIS

https://irisprosolutions.com/

Organizational Overview

Industry: Professional Services

Headquarters: Belgium
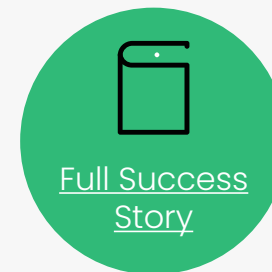
Employees: 500

Deliveries per day: 1.9M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Enterprise Storage, SUSE Manager, SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

FISBA AG

www.fisba.com

FISBA Innovators in Photonics

Ensure business continuity

Supports real-time data analytics

- FISBA is a world-leading supplier of customized optical components, systems and microsystems including glass lenses and laser modules used in life sciences, aerospace and other industries.

- In order to meet customer demands and expectations, FISBA modernized its IT landscape by implementing SAP S/4HANA featuring SUSE Linux Enterprise Server for SAP Applications as the operating system.

- Since the implementation, FISBA has given business operations a real boost.

- Performance has improved significantly, increasing the speed and agility to serve customers. Also, due to the support by SUSE Linux Enterprise Server for SAP Applications, FISBA is able to take full advantage of SAP HANA's real-time analytics capabilities.

"Previously, we were only able to run reports once a day. Now, we can run reports on the fly, using up-to-the-second data. Delivering this level of insight into the business means that we can react very rapidly to changing requirements."
TOM ROORDA, HEAD OF IT, FISBA

SAP HANA Success Stories

Main Menu

FISBA AG

www.fisba.com

FISBA | Innovators in Photonics

Organizational Overview

Industry: Engineering

Headquarters: St. Gallen, Switzerland

Employees: 400
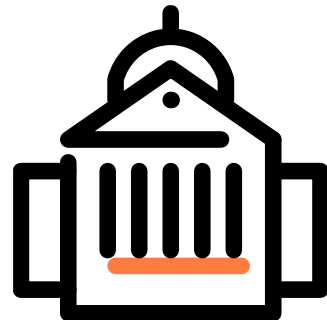
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

voestalpine group-IT GmbH

voestalpine
ONE STEP AHEAD.

www.voestalpine.com/group-it

Increase time saving

Increase stability + availability
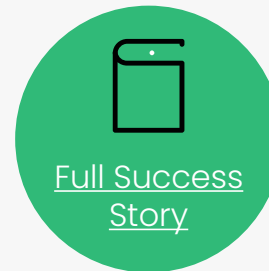
— voestalpine is a leading technology and capital goods group focused on products and system solutions based on steel and other metals. voestalpine group-IT GmbH is the group's service provider.

— In order to streamline and optimize its IT operations, voestalpine refreshed its SAP landscape choosing SUSE Linus Enterprise Server for SAP Applications as the strategic operating system. voestalpine group-IT GmbH deployed the new SAP architecture with SUSE Linux Enterprise Server for SAP Applications running on Cisco servers virtualized using VMware technology and connected to NetApp storage arrays.

— Since implementing SUSE as the underlying operating system, voestalpine gained a tremendously stable platform with excellent availability. The group benefits from high availability, stability and performance, as well as easy management. voestalpine group-IT GmbH managed to shorten maintenance windows, maximizing availability of mission-critical system while increasing security.

"SUSE Linux Enterprise Server for SAP Applications is a tremendously stable platform with excellent availability – it just runs."
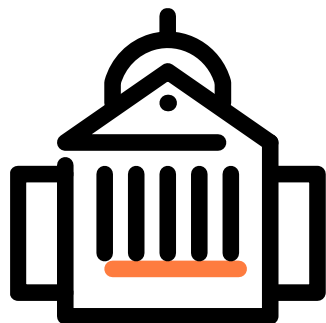**SPOKESPERSON,** VOESTALPINE GROUP-IT, GMBH

Page 1 | Page 2

563

Main Menu

voestalpine group-IT GmbH

voestalpine
ONE STEP AHEAD.

www.voestalpine.com/group-it

Organizational Overview

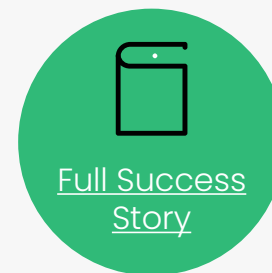**Industry:** Industrial Products

Headquarters: Linz, Austria

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

voestalpine group-IT GmbH is the group-wide IT service provider, responsible for managing the group's IT applications, data centers and networks.
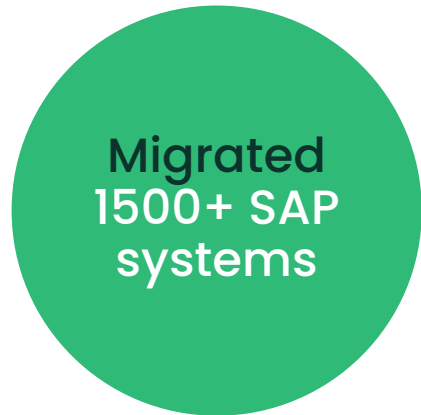
Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Lemongrass

lemongrass

www.lemongrassconsulting.com

Migrated 1500+ SAP systems

- Lemongrass Consulting Ltd is an AWS (Amazon Web Services) Partner Network Advanced Consulting Partner with SAP Competency. Lemongrass' business is focused on moving SAP customers from on-premises and other cloud environments to AWS.

- Lemongrass decided to leverage SUSE Linux Enterprise Server for SAP Applications in order to support its own SAP usage and its customers' workloads. The SUSE operating system was Lemongrass' preferred platform of choice to migrate their customers onto as it is certified to run mission-critical SAP workloads including memory-intensive SAP HANA.

- Since choosing SUSE as the operating system and by combining SUSE Linux Enterprise Server for SAP Applications and AWS, Lemongrass is able to alleviate much of the operational overhead that drives up costs for SAP customers. Also, by using SUSE Manager, Lemongrass' customers can manage and update their SAP HANA resources while incurring near-zero downtime.

> "[SUSE Linux Enterprise Server for SAP Applications] is the preferred platform of choice that we migrate our customers onto, especially when you look at in-memory applications, such as SAP HANA."
>
> **BEN LINGWOOD,** CTO, LEMONGRASS

SAP HANA Success Stories

Main Menu

Lemongrass

lemongrass

www.lemongrassconsulting.com

Organizational Overview

Industry: Consulting/ Services

Headquarters: Reading, England
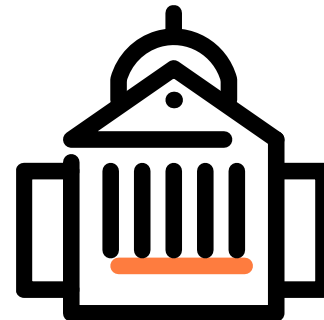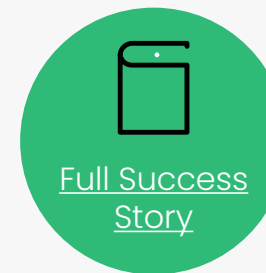
SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Lemongrass Consulting Ltd was founded in 2008 and began as a technical consultancy specializing in SAP. Since 2010, they are focused on moving SAP customers to the AWS cloud.

Explore Related links:

Full Success Story

Company

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SAP HANA Success Stories

Main Menu

Day & Zimmermann

www.dayzim.com

Raised availability to 99.9%

90% reduction in manual configuration

- Day & Zimmermann is a century-old, family-owned company specializing in construction and engineering, operations and maintenance, staffing, security and defense for leading corporations and governments around the world.

- When Day & Zimmermann migrated to the new SAP HANA database platform, Day & Zimmermann decided to employ SUSE Linux Enterprise Server for SAP Applications as the operating system. Furthermore, they also implemented the SUSE Linux Enterprise High Availability Extension as well as the SUSE Manager to simplify aspects of server management.

- Since then, the SUSE solutions provide an environment that fully meets Day & Zimmermann's needs for both business continuity and ease of management. Availability rose to around 99.995 percent whereas unplanned downtime was reduced to only two hours during the last two years.

"With SUSE Linux Enterprise Server for SAP Applications, the ease of installation is astounding. It removes 90 percent of the configuration effort when you're setting up the parameters for a new system."

CHRIS NEGA, MANAGER, SYSTEMS ENGINEERING, DAY & ZIMMERMANN

SAP HANA Success Stories

Main Menu

Day & Zimmermann

www.dayzim.com

Organizational Overview

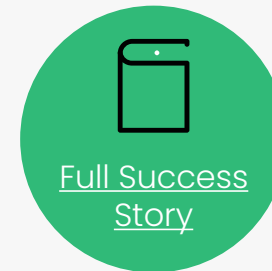**Industry:** Construction

Headquarters: Philadelphia, USA

Employees: 46000

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager, SUSE Enterprise High Availability Extension

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

Wihuri

WIHURI

https://www.wihuri.fi/en/

Zero – downtime

66% reduction in planned maintenance breaks

- Founded in Finland more than a century ago, Wihuri has grown into a global business that employs 5,000 people across 30 countries. As a conglomerate, it comprises four diverse business units—from the packaging division, which operates a 24/7 manufacturing model, to the aviation division, which specializes in charter flights and air ambulance services.

- To support each business model, Wihuri uses a wide range of ERP applications from SAP. However, after consulting SAP, Wihuri realized that migrating its databases to SAP HANAwould be a more cost-effective option in the long term.

- For this reason, Wihuri followed SAP's recommendation and selected SUSE Linux Enterprise Server for SAP Applications as the operating system.

- With Wihuri's move to SAP HANA on SUSE Linux Enterprise Server for SAP Applications, performance problems are a thing of the past: instead of relying on overnight batch processes to generate reports, business users can run analytics whenever they like and gain real-time insight into business operations. Moreover, by taking advantage of high availability features such as clustering and SUSE Linux Enterprise Live Patching, Wihuri and Castor IT have dramatically reduced the need to take servers offline for maintenance.

569

SAP HANA Success Stories

Main Menu

Wihuri

https://www.wihuri.fi/en/

Organizational Overview

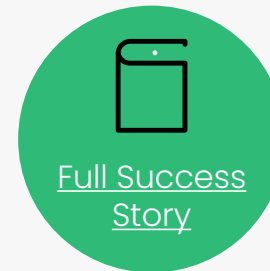**Industry:** Industrial products

Headquarters: Finland

Employees: 5000

SUSE Products:
SUSE Linux Enterprise Server, SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Manager, SUSE Linux Enterprise LivePatching

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu

RKU-IT

https://www.rku-it.de/

Reliable + stable platform

— rku.it is one of the largest independent IT service providers for municipal utilities and public transport companies in Germany. Specializing in utilities and public transport solutions, rku.it offers a broad range of services, running SAP software for 13,000 users.

— To deliver flexible services efficiently, reliable enterprise software is crucial for rku.it's clients. Therefore, rku.it wanted to be an early adopter of new solutions such as SAP HANA. To avoid unplanned downtime, rku.it relies on IBM Power Systems infrastructure to support the majority of SAP applications for its clients.

— Since deploying SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems, rku.it has been impressed by the stability of the operating system. SUSE ensures a highly reliable system for SAP workloads by working closely with SAP.

"Running SUSE Linux Enterprise Server for SAP Applications on IBM Power Systems allows us to offer new SAP HANA services cost-efficiently. We are well prepared to scale up our environment and help our clients to modernize their business systems."
Benjamin Kaspereit, Head of Data Center Services & Systems Technology, rku.it GmbH

Page 1 | Page 2

571

Main Menu

RKU-IT

https://www.rku-it.de/

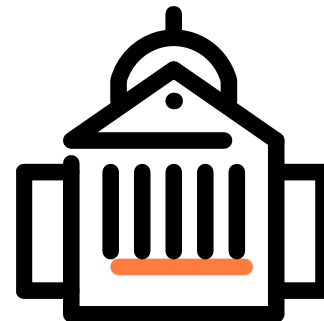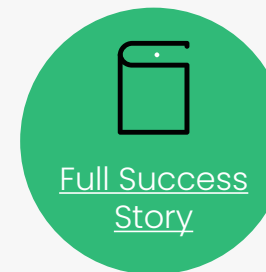## Organizational Overview

Industry: Consulting/Services

Headquarters: Germany

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

Copyright © SUSE 2021

Main Menu

Prague Public Transit Company

https://www.dpp.cz/en

Ensures 24/7 uptime

Boosted availability and performance

— The Prague Public Transit Company (Dopravní podnik hlavního města Prahy, a.s., or DPP) operates metro, tram, bus, and cable car services in the Czech capital. DPP manages more than one billion trips across its network each year and employs some 11,000 people.

— DPP uses SAP ERP software to keep Prague moving. To keep its mission-critical SAP landscape on the vendor's support path, and to take advantage of new capabilities such as real-time data analytics, DPP planned to upgrade to SAP S/4HANA. Therefore, DPP chose SUSE Linux Enterprise Server for SAP Applications as their operating system.

— Now, with its new SAP HANA landscape running on SUSE Linux Enterprise Server for SAP Applications, DPP benefits from high availability, optimal performance, and easy management for several key workloads.

We have some experience using SUSE Linux Enterprise Server for non-SAP workloads, and have always found it to be a very stable and reliable platform. What's more, SUSE is SAP's preferred Linux distribution and the recommended operating system for SAP HANA."
Jiri Krizek, Unix/Linux System and Backup Administrator
Prague Public Transport Company

Dopravní podnik hlavního města Prahy

Main Menu

Prague Public Transit Company

https://www.dpp.cz/en

Organizational Overview

Industry: Travel and Transportation

Headquarters: Prague, Czech Republic

Employees: 11600

Dopravní podnik hlavního města Prahy

SUSE Products:
SUSE Linux Enterprise Server, SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP HANA Success Stories

Main Menu
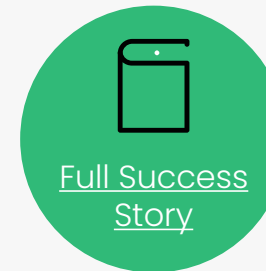
SAP NetWeaver References

Overview

Click to jump to section.

Education	Chemical & Industrial Products	Pharmaceuticals	Media & Publishing	IT & Computer Services
Manufacturing	Consumer Goods & Food	Healthcare	Energy & Gas	Retail & Wholesale
Automotive	Research & Engineering	Others		

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576

Main Menu

Education

Leiden University   579

Leiden University

www.universiteitleiden.nl

Administration time down

Maintenance needs down

- Established in 1575, Leiden University is the oldest in the Netherlands and one of Europe's foremost research institutions.

- With cloud computing growing in importance for organizations of all kinds, CCUT wanted to ensure that its students gained skills in creating and running cloud services.

- Using SUSE, Leiden University saves on external support costs with rapid recovery in the event of unplanned outages, cuts floor space, power technologies and cooling requirements with a consolidated IT infrastructure.

- IT has also reduced administration time with a unified management interface along with minimized need for maintenance with a stable deployment of Xen virtualization on SUSE Linux Enterprise Server.

SAP NetWeaver References

Leiden University

www.universiteitleiden.nl

Organizational Overview

Industry: Education

Headquarters: Netherlands

Students: 23000

Programs: 119

SUSE Products:
SUSE Linux Enterprise Server
for SAP Applications

Leiden University offers 46 undergraduate and 73 graduate programs of study across seven faculties and has a total student population of over 23,000.

Explore Related links:

Full Success Story

University

SAP NetWeaver References

Main Menu

Chemicals & Industry Products

Evonik Industries	582
Geberit	584

Evonik Industries

www.evonik.de

5X performance boost

- Evonik Industries is one of the world's leading specialty chemicals companies, owned by RAG Foundation. Evonik recognized that Linux could potentially improve the reliability and performance of its business-critical applications, while significantly reducing costs.

- Evonik chose SUSE Linux Enterprise Server. The project started by testing the performance of SAP NetWeaver Business Warehouse applications on SUSE Linux Enterprise Server and HP BladeSystem servers. When this showed a substantial improvement in performance, the company decided to test the SAP ERP applications as well.

- Using SUSE Technologies, Evonik Industries boosted performance of SAP applications run four to five times faster on SUSE Linux Enterprise Server, reduced hardware costs by moving from proprietary systems to x86 platforms, received seamless technical support for both SUSE Linux Enterprise Server and SAP through a single point of access.

SAP NetWeaver References

Main Menu

Evonik Industries

www.evonik.de

EVONIK
Leading Beyond Chemistry

Organizational Overview

Industry: Chemicals

Headquarters: Essen, Germany

Employees: 33000

Revenue: $15.5B

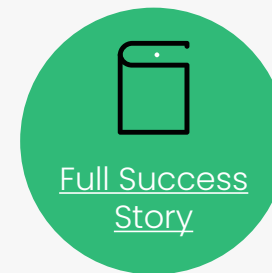## SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

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Geberit

GEBERIT

www.geberit.de

60% up on SAP system performance

— Geberit is a leading manufacturer of sanitary products. The company has 16 production facilities in Europe, China and the USA, and sells its products in 41 countries worldwide.

— Geberit wanted to standardize its IT server landscape to reduce the cost and complexity of its IT operations. The company also aimed to increase the flexibility of its SAP ERP solution.

— Together with SUSE Gold Partner FRITZ & MACZIOL, Geberit selected SUSE Linux Enterprise Server for SAP Applications as it offered high performance for SAP software combined with extremely responsive and professional support from SUSE and SAP.

— Using SUSE Technology, Geberit saved licensing costs and improved overall uptime, improved SAP system performance by up to 60% and gained integrated support from SUSE and SAP.

Page 1 | **Page 2**

583

SAP NetWeaver References

Main Menu

Geberit

www.geberit.de

GEBERIT

Organizational Overview

Industry: Chemicals

Headquarters: Rappersil, Switzerland

Employees: 12126

Revenue: $2.74B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

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SAP NetWeaver References

Main Menu
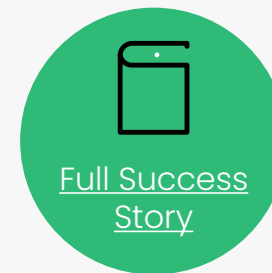
Pharmaceuticals

Rusan Pharma   587

Rusan Pharma

www.rusanpharma.com

Rūsan
A TECHNOLOGY DRIVEN ENTERPRISE

Zero unplanned downtime

Down 40% lower costs

— Rusan Pharma Ltd. is a technology-driven pharmaceutical firm specializing in critical pain management, substitution treatment and psychiatric drugs as well as medicines to combat tuberculosis, opioid addiction and infections.

— Rusan Pharma wanted to embark on a bold expansion program without compromising on compliance requirements in all the countries of expansions, and hence needed strong standardized SAP ERP software along with a solid platform to run SAP Applications on.

— Using SUSE Linux Enterprise Server for SAP Applications, Rusan Pharma had 40 percent lower costs compared to alternative platforms, excellent reliability for business-critical systems with no unplanned downtime in 2.5 years. This also enabled business growth through conformity with global compliance standards.

SAP NetWeaver References

Main Menu

Rusan Pharma

www.rusanpharma.com

Organizational Overview

Industry: Pharmaceuticals

Headquarters: Mumbai, India

Employees: 300

Revenue: $45M
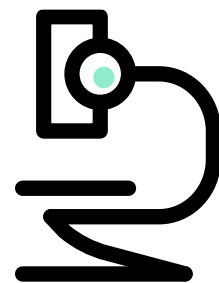
SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server, SUSE Linux Enterprise High Availability Extension

Explore Related links:

Full Success Story

Company

Page 2 | Page 2

Media & Publishing

Emmelibri	590
Standard Media Group	592
Wien Ticket	594

GLOBAL TRENDS

Business PLAN

Emmelibri

www.emmelibri.it/home

Down 25% licensing costs

Boosted processing capacity

- Established in 2008 and headquartered near Milan, Italy, Emmelibri provides distribution and commercial services to several companies within the Italian publishing sector. The company strives to improve its support to both the traditional business of brick-and-mortar bookshops and the digital operations of online resellers.

- The requirement for faster, more cost-effective and scalable service delivery to ensure that publishing companies can keep flourishing whatever their chosen business model.

- The SUSECON event helped Emmelibri realize that SUSE Linux Enterprise Server for SAP Applications was the best solution for their long term strategy.

- Using SUSE Technologies, boosted processing capacity for business-critical SAP applications, helped to save 25% in software and hardware licensing costs, offered a clear, realistic roadmap for future requirements.

Page 1 | **Page 2**

589

SAP NetWeaver References

Main Menu
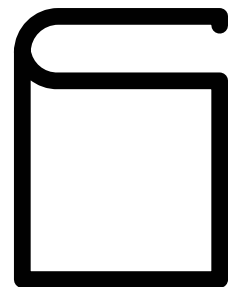
Emmelibri

www.emmelibri.it/home

Emmelibri

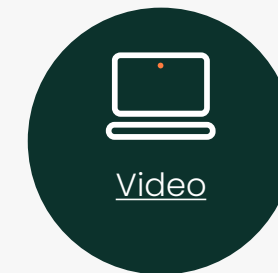## Organizational Overview

Industry: Publishing

Headquarters: Milan, Italy

Employees: 200

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

Video

SAP NetWeaver References

Main Menu
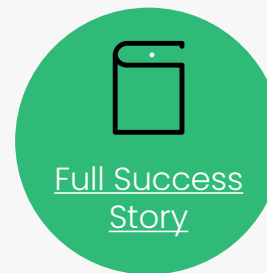
Standard Media Group

www.standardmedia.co.ke

Down 80% patch application time

Enhanced security

- Standard Media Group owns a large number of national media platforms catering to the Kenyan public, including The Standard newspaper and the Kenya Television Network.

- Standard Media wanted to deploy an enterprise resource planning (ERP) solution that would provide a shared core of functionality surrounded by specialized applications for finance, sales, marketing, HR, procurement and more. The company knew that such a solution would enable better visibility and control over its business.

- Standard Media deployed SUSE Linux Enterprise Server for SAP Applications, which provides a pre-tested operating system tuned to support SAP ERP.

- Results included lower costs compared to alternative platforms, enhanced security around business-critical systems, standard media enablement to run unlimited virtualized machines at no extra cost and reduced time to apply patches by 80 percent.

SAP NetWeaver References

Main Menu

Standard Media Group

www.standardmedia.co.ke

STANDARD GROUP
bringing your world to you.

Organizational Overview

Industry: Media & Entertainment

Headquarters: Nairobi, Kenya

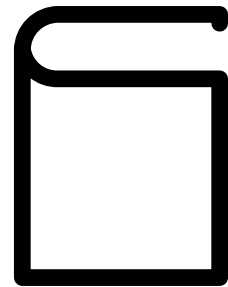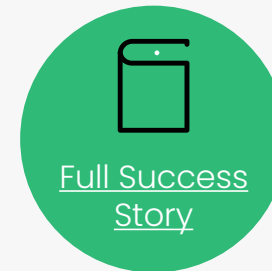**Employees:** 1000

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Wien Ticket

www.wien-ticket.at/en/home

WIEN-TICKET.AT
+43/1 58885
ein unternehmen der **wienholding**

100% ticketing uptime

Prompt support

- Based in Vienna, Austria, WIEN-TICKET is one of the country's leading service providers for entertainment and events companies. Offering tickets for a huge variety of shows, museums and sporting events means that traffic on WIEN-TICKET's on-line platform is always high. Particularly in the run up to popular events, WIEN-TICKET must be able to cope with sudden spikes in demand to ensure that customers can purchase tickets rapidly and reliably.

- After performing a comprehensive analysis to identify any potential operational risks, WIEN-TICKET partnered with IT firm Schwaar to migrate its core ticketing system to SUSE Linux Enterprise Server for SAP Applications.

- Results included, reliable and prompt support, a platform that grows with future requirements and 100-percent uptime for ticketing application.

SAP NetWeaver References

Main Menu

Wien Ticket

www.wien-ticket.at/en/home

Organizational Overview

Industry: Media & Entertainment

Headquarters: Vienna, Austria

Employees: 55

Revenue: $3.8M
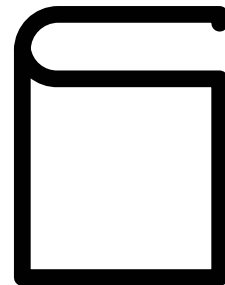
SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Together with over 700 resellers, WIEN-TICKET operates a large sales network and handles ticketing for theatre performances, classical music recitals, musicals, pop and rock concerts, museums, as well as sporting events and a high-speed catamaran cruise line.

Explore Related links:

Full Success Story

Company

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SAP NetWeaver References

Main Menu

IT & Computer Services

Dimension Data India	597
NIIT Technologies	599
DELL	601

Dimension Data India

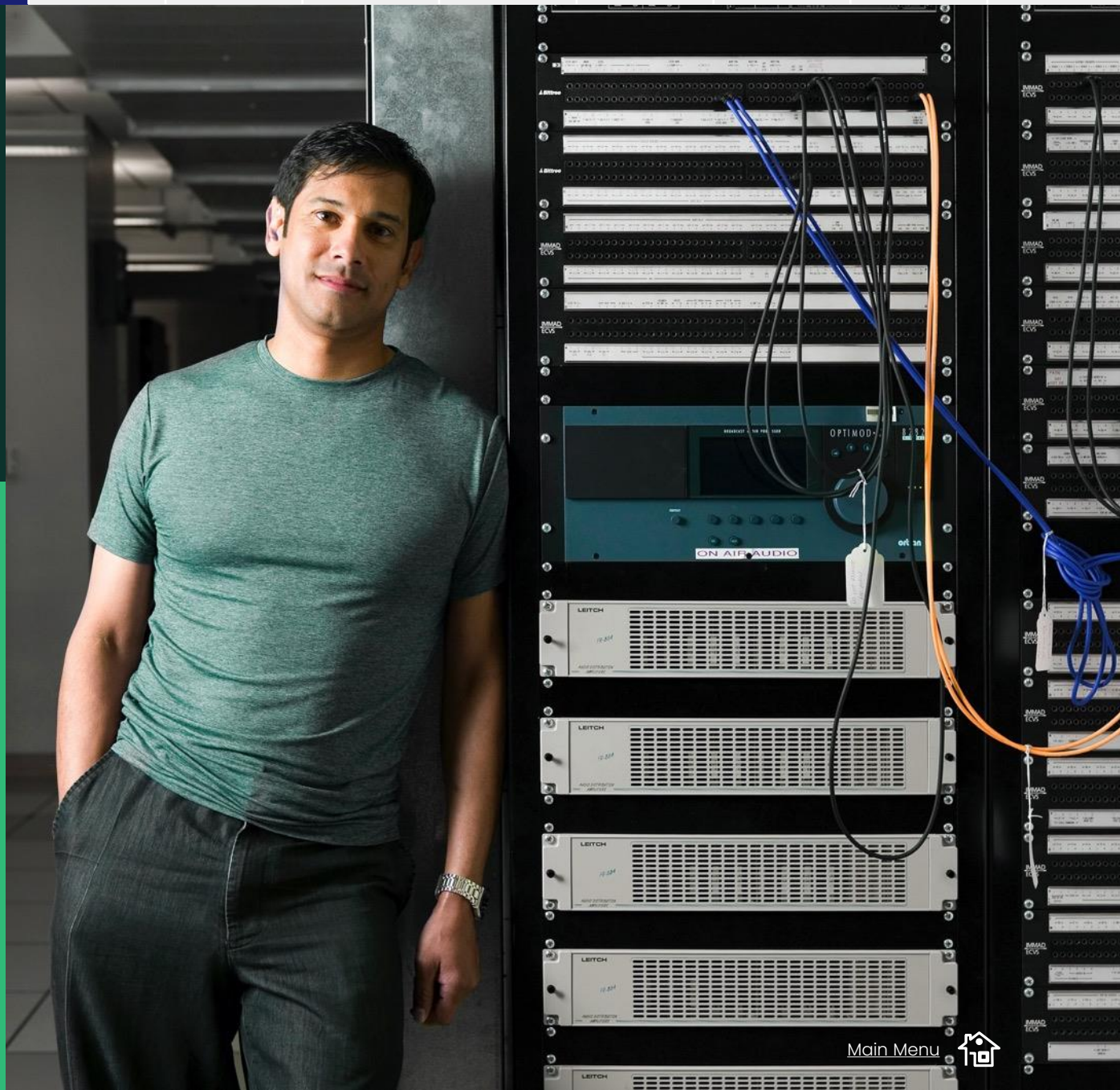## www.dimensiondata.com

Excellent OEM support

Proven platform for client SAP performance

- Dimension Data India, an ICT services and solutions provider that uses its technology expertise, global service delivery capability, and entrepreneurial spirit to accelerate the business ambitions of its clients.

- Dimension Data wanted to build a managed cloud services environment for companies of all sizes using SUSE Cloud 5 Platform.

- Dimension Data has chosen to recommend SUSE Linux Enterprise Server for SAP Applications which resulted in staff productivity gains, reduced operational costs, and improved system reliability and performance.

"SUSE Linux Enterprise Server for SAP Applications enables Dimension Data to provide new managed services rapidly and reliably, deploy new SAP solutions efficiently and cost-effectively, and deliver the business continuity and performance that our clients need."
HARCHARAN MITTU, SENIOR TECHNICAL ARCHITECT, DIMENSION DATA

SAP NetWeaver References

Main Menu

Dimension Data India

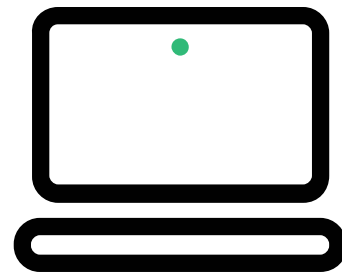www.dimensiondata.com

Organizational Overview

Industry: Computer Services

Headquarters: New Delhi, India

Employees: 30000

Revenue: $7.5B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

NIIT Technologies

www.niit-tech.de

50% down ownership costs

100% availability

- NIIT Technologies Ltd. is one of the leading IT solutions providers in India, offering a wide range of managed services to clients around the world.

- NIIT Technologies decided to replace its existing UNIX and Windows platforms to maintain high quality services in response to the changing needs and expectations of clients and keep its competitive edge.

- NIIT chose to implement SUSE Linux Enterprise Server and SUSE Linux Enterprise Server for SAP Applications, and slashed client deployment times from up to six weeks to just four hours.

- Results included administration costs reduction by 30%, enabling staff to focus on value-added tasks.

"The SUSE solutions provide an incredibly stable platform for our mission-critical systems. In the last decade, 99% of our clients have seen 100% availability."
RAJESH KS, DELIVERY HEAD APAC, NIIT TECHNOLOGIES LTD

SAP NetWeaver References

Main Menu

NIIT Technologies

www.niit-tech.de

Organizational Overview

Industry: IT

Headquarters: Delhi NCR, India

Employees: 8000

Revenue: $400M

SUSE Products:

SUSE Linux Enterprise Server High Availability Extension, SUSE Linux Enterprise Server for SAP Applications

NIIT Technologies works closely with large companies in the financial, insurance, manufacturing, travel and transportation, and distribution industries.

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

DELL

www.dell.com

99.9% availability

- Dell was an American privately-owned multinational computer technology company based out of Round Rock, Texas, United States. On September 7, 2016, Dell Inc. acquired EMC Corporation to form Dell Technologies, restructuring the original company as a subsidiary of Dell Technologies.

- The Dell and SAP alliance has delivered strong products and services aimed at enterprise organizations for more than ten years. Dell and SUSE have collaborated to build Linux-based solutions to complex enterprise IT challenges.

- SUSE Linux Enterprise Server is tested and validated on all of Dell's enterprise platforms, including all Dell PowerEdge servers, Dell OpenManage, Dell Storage and Dell Networking.

- Results include support for large in-memory workloads, optimized workload performance for SAP applications, high-availability architecture features, including an integrated clustering solution for physical and virtual Linux deployments.

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SAP NetWeaver References

Main Menu

DELL

www.dell.com

Organizational Overview

Industry: Computer Services

Headquarters: Texas, USA

Employees: 101800

Revenue: $54.9B

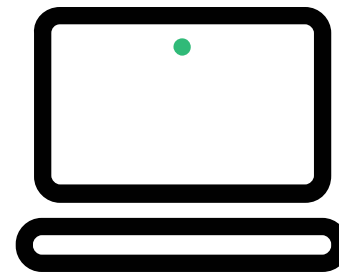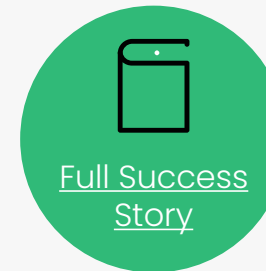## SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

#1 PC monitor shipper worldwide

Explore Related links:

Full Success Story

Company

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SAP NetWeaver References

Main Menu

Manufacturing

Fauji Fertilizer Bin Qasim Ltd	604
National Foods Limited	606
Orbis Oy	608
Zoppas Industries	610

Fauji Fertilizer Bin Qasim Ltd

www.ffbl.com

99% SAP availability

- ISO-certified manufacturer of granular urea and di-ammonium phosphate fertilizers.

- FFBL wanted to standardize working practices across the company to improve internal efficiencies and to simplify regulatory compliance.

- Fauji Fertilizer Bin Qasim Ltd (FFBL) implemented SUSE® Linux Enterprise Server, running on two clustered HP* servers for SAP production.

- The solution provides better than 99% availability for the SAP and Oracle environment, supporting FFBL's 24x7 manufacturing operations.

"The clustered SUSE Linux Enterprise environment delivers better than 99% availability, which is critical for supporting our manufacturing operations 24x7."
FFBL REPRESENTATIVE

Main Menu

SAP NetWeaver References

Fauji Fertilizer Bin Qasim Ltd

www.ffbl.com

Organizational Overview

Industry: Manufacturing

Headquarters: Rawalpindi, Pakistan

Employees: 5000+

FFBL
Fauji Fertilizer Bin Qasim Limited

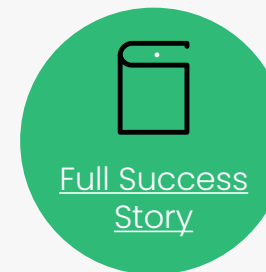### SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

National Foods Limited

www.nfoods.com

Down 50% IT workload

Improved security

- The company sells a wide range of products including spices, pickles, condiments and other foods - to domestic and international distributors.

- National Foods Limited realized that the production planning, cost controlling, and sales and distribution elements of its existing ERP solution were not sophisticated enough to support its growth strategy

- The company looked at Windows, HP-UX and Red Hat Enterprise Linux, before choosing SUSE Linux Enterprise Server for SAP Applications for its superior security, easy manageability and excellent support from SUSE and SAP.

- The solution provides improved security for business - critical ERP systems while reducing the workload for IT administrators by 50%.

SAP NetWeaver References

Main Menu

National Foods Limited

www.nfoods.com

Organizational Overview

Industry: Manufacturing

Headquarters: Karachi, Pakistan
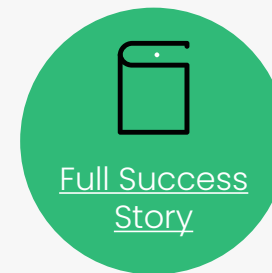
Employees: 1700

Revenue: $64.1M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Orbis Oy

www.orbis.fi

ORBIS
HONEST TECHNOLOGY™

30,000 Euros savings

Improved flexibility

— Established in Finland in 1949, the company has subsidiaries in Sweden, Estonia, the US, China and India.

— Orbis Oy provides intelligent quality control, testing and measuring systems as well as advanced instrument and component solutions for research and development, production, and after-sales needs of the telecommunication and electronics industries.

— Orbis wanted to take advantage of newer ERP functionality, which necessitated a migration to the latest release, SAP ERP 6.0 version of the SAP software.

— Using SUSE, Orbis has significantly reduced the total cost of ownership and the ability to deploy virtual test environments without buying additional hardware enabled an extremely rapid and cost-effective SAP upgrade.

SAP NetWeaver References

Main Menu

Orbis Oy

ORBIS
HONEST TECHNOLOGY™

www.orbis.fi

Organizational Overview

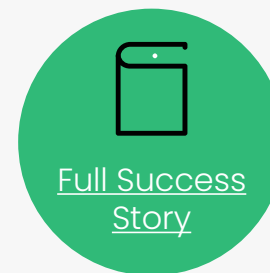**Industry:** Manufacturing

Headquarters: Vantaa, Finland

Employees: 200

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Zoppas Industries

Zi Zoppas Industries
Heating Element Technologies

www.zoppasindustries.com

— Zoppas Industries designs, manufactures and distributes heating systems to customers in Italy and abroad.

— With an aging IT infrastructure supporting its core business applications, the company found it challenging to pursue its growth goals. The company's existing ERP system could not support a multi-lingual working environment, which was becoming a hurdle given Zoppas' plans to expand internationally.

— Using SUSE solutions, the company gained a standardized, enterprise class ERP Solution that sustains its global expansion with fresh agility and performance.

> "We view the collaboration with SAP and SUSE as one of the key enablers of our ongoing worldwide growth, now and in the years to come."
> **SYSTEM ADMINISTRATOR,**
> ZOPPAS INDUSTRIES

Enhanced service delivery

Improved agility

Page 1 | **Page 2**

609

SAP NetWeaver References

Main Menu

Zoppas Industries

www.zoppasindustries.com
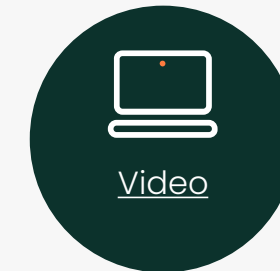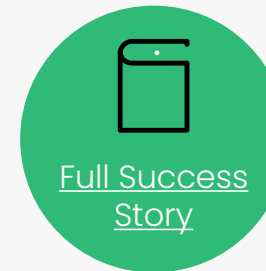
Organizational Overview

Industry: Industrial Products

Headquarters: Treviso, Italy

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

Video

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SAP NetWeaver References

Page 2 | Page 2

Main Menu

Consumer Goods & Food

Ceylon Biscuits	613
Vonpar	615

Ceylon Biscuits

www.muncheelk.com

CBL CEYLON BISCUITS LIMITED
A Crowning Success

Up 20% response time

>98% availability

- Ceylon Biscuits Limited (CBL) is one of the largest and fastest growing conglomerates in Sri Lanka.

- CBL needed an ERP solution capable of managing complex operations across finance, sales and distribution, manufacturing and logistics, integrating all operations from sales forecasting through to the consumption of the finished products.

- CBL opted to deploy SAP ERP—including Production Planning, Materials Management, Plant Maintenance, Quality Management, Sales & Distribution, and Financials/Costing - on SUSE Linux Enterprise Server for SAP Applications.

- Using SUSE software, SAP application response times improved by 20 percent versus equivalent platform, cost of ownership reduced considerably compared to UNIX platforms, more than 98 percent availability was offered for business-critical ERP system.

Page 1 | **Page 2**

SAP NetWeaver References

Main Menu

Ceylon Biscuits

www.muncheelk.com

Organizational Overview

Industry: Household Goods

Headquarters: Colombo, Sri Lanka

CEYLON BISCUITS LIMITED
A Crowning Success

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise High Availability Extension, SUSE Linux Enterprise Server

Ceylon Biscuits manufactures and markets a number of leading local, regional and global brands in biscuits, confectionery, cereal, organic fruit products and other categories.

Explore Related links:

Full Success Story

Company

Main Menu

Vonpar

https://coca-colafemsa.com
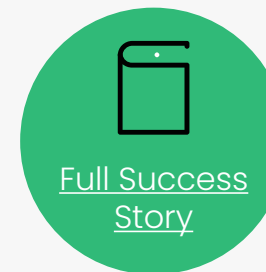
Down 75% hardware costs

Up 30% IT productivity

— Established in 1945, Vonpar is one of Brazil's largest Coca-Cola* franchises, operating in the states of Santa Catarina and Rio Grande do Sul.

— When the company decided to introduce a number of new SAP modules, its computing requirements increased from 2,800 SAPS to 12,000. As a result, its existing Windows and Intel infrastructure was no longer able to deliver sufficient performance.

— The Vonpar IT team migrated its SAP applications and databases from Windows into eight virtualized SUSE Linux Enterprise Server for SAP Applications environments on three of the new servers.

— Results included a stable and highly available environment for SAP applications, reduced hardware costs by 75%, software costs by 20% and power costs by 12.5%.

— IT team productivity increased by 30% and administrative workload reduced by 10% to 20%.

SAP NetWeaver References

Main Menu

Vonpar

https://coca-colafemsa.com

Organizational Overview

Industry: Consumer Goods

Headquarters: Santa Rita Do Sul, Brazil

Employees: 2500

Revenue: $700M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu
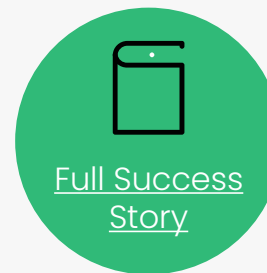
Healthcare

Vienna Hospital Association   618

Vienna Hospital Association

www.wienkav.at

Wiener Gesundheitsverbund | **Für die Stadt Wien**

Up 50% maintenance tasks

IT costs down

- Vienna Hospital Association is one of the largest hospital operators in Europe. The association employs nearly 30,000 people in eleven hospitals in Vienna, Austria.

- The Association wanted to streamline its IT operations to ensure the continued delivery of excellent services to doctors, nurses and patients despite shrinking budgets.

- The Association decided to optimize the operation of its SAP ERP applications by moving all application servers from a UNIX operating system to SUSE Linux Enterprise Server for SAP Applications.

- Using SUSE Solutions helps prioritization of system maintenance and ensures accurate track record and consistent updates across a large number of servers. Reduced IT costs while securing reliability and high performance for SAP applications was also delivered.

SAP NetWeaver References

Main Menu

Vienna Hospital Association

www.wienkav.at

Organizational Overview

Industry: Healthcare

Headquarters: Vienna, Austria

Employees: 3000

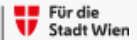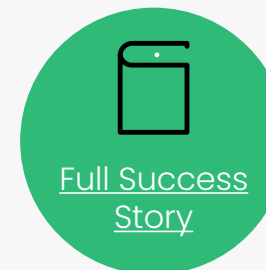**Total assets:** $5.94B

Wiener Gesundheitsverbund

Für die Stadt Wien

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Where SUSE Leads

Overview

Education

Chemical/ Industrial

Pharma- ceutical

Media & Publishing

IT & Computer Services

Manufacturing

Consumer Goods & Food

Healthcare

Energy & Gas

Retail & Wholesale

Automotive

Research & Engineering

Other

Energy & Gas

ONGC Tripura Power Company   621

ONGC Tripura Power Company

OTPC ONGC TRIPURA POWER COMPANY LIMITED
ओएनजीसी त्रिपुरा पावर कम्पनी लिमिटेड

otpcindia.in

30% software costs

70% TCO

— ONGC Tripura Power Company Limited (OTPC) is a joint venture between three organizations: Oil & Natural Gas Corporation Limited (ONGC), Infrastructure Leasing and Financial Services Limited and the Government of Tripura.

— OTPC needed to ensure that its business management systems could keep pace with its growth. OTPC wanted an integrated, end-to-end ERP solution specifically tailored to its needs as an energy company.

— Using SUSE Linux Enterprise Server for SAP Applications, ONGC achieved rapid deployment of stable SAP ERP environment, cut TCO by up to 70 percent versus UNIX-based solution, reduced software costs by up to 30 percent versus Red Hat Enterprise Linux and gained access to integrated, single-source support from SUSE for the full SAP ERP stack.
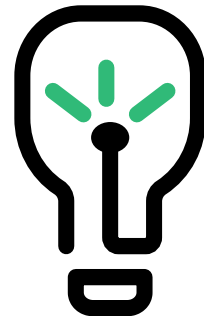
Main Menu

SAP NetWeaver References

ONGC Tripura Power Company

ONGC TRIPURA POWER COMPANY LIMITED
ओएनजीसी त्रिपुरा पावर कम्पनी लिमिटेड

otpcindia.in

Organizational Overview

Industry: Energy & Utilities

Headquarters: Dehradun, India
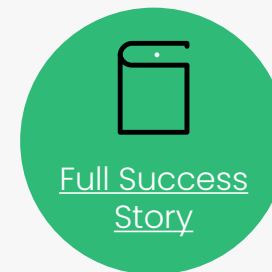
Employees: 33560

Revenue: $21B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server High Availability Extension

Explore Related links:

Full Success Story

Company

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SAP NetWeaver References

Main Menu

Retail & Wholesale

SACO	624
Heritage Foods	626
Kiabi	628
Calzedonia	630
Café Coffee Day	632

SACO

www.saco-ksa.com

SACO

Zero downtime

Single support source

- SACO is a leader in the hardware retail and wholesale business, and the largest total-solution home improvement superstore in Saudi Arabia. Saudi Company for Hardware (SACO) operates 27 retail outlets throughout Saudi Arabia and is looking to expand further.

- To achieve this, the company needs strong, scalable IT infrastructure to support its business-critical operations, so it migrated its SAP solutions to SUSE Linux Enterprise Server for SAP Applications.

- With the new operating system in place, SACO benefits from a single, easily contactable source of support, and zero downtime to date—providing a stable platform for further growth.

> "Thanks to SUSE Linux Enterprise Server for SAP Applications, we're getting the proper IT quality and support that our business needs to run smoothly now and as we expand in the future."
> **IBRAHIM MAHMOUD,** IT DIRECTOR, SACO

Page 1 | **Page 2**

623

SACO

www.saco-ksa.com

Organizational Overview

Industry: Retail

Headquarters: Riyadh, Saudi Arabia

Employees: 1500

Revenue: $273M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Established in 1985, SACO is a pioneer in the hardware retail and wholesale business, and the largest total-solution home improvement superstore in Saudi Arabia. SACO has the buying power to import the best quality merchandise from all over the world, from electrical appliances to furniture, which it sells at affordable prices. 26% market share

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Heritage Foods

www.heritagefoods.in

93% down run time for SAP jobs

50% down IT capital & operational costs

- One of the fastest growing public listed companies in India, with five business divisions—Dairy, Retail, Agriculture, Bakery and Renewable Energy—under its flagship company Heritage Foods Limited. The poor performance and reliability of Heritage Foods Ltd.'s existing platform for SAP ERP was causing delays and lost sales.

- Heritage Foods selected SUSE Linux Enterprise Server for SAP Applications running on Cisco UCS servers as its new platform for SAP ERP.

- It gained a reliable, high-performance, easy-to-manage platform for SAP ERP, enabled high availability at low cost, with near-zero RPO, boosted performance, cutting runtime for SAP jobs by up to 93 percent.

SAP NetWeaver References

Main Menu

Heritage Foods

www.heritagefoods.in

Organizational Overview

Industry: Retail

Headquarters: Hyderabad, India

Employees: 3000

Revenue: $370M

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Linux Enterprise Server

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Kiabi

www.kiabi.com

KIABI
la mode à petits prix

30% down TCO of IT logistics

Up 2X performance of Oracle database

- French company Kiabi is a privately held clothing retailer with 450 stores across France, Italy, Spain, Portugal, Russia, Morocco, the Netherlands and China.

- Kiabi wanted to decrease its dependence only on a single platform such as the UNIX.

- Kiabi migrated more than 100 Solaris servers to SUSE Linux Enterprise Server, supporting mostly Tomcat application servers and Oracle database farms, and has since scaled up to approximately 200 servers.

- This resulted in double performance of certain Oracle databases versus AIX, decreased TCO of IT for logistics by 30 percent, cut time-to-market for new services from weeks to hours.

SAP NetWeaver References

Main Menu

Kiabi

www.kiabi.com

Organizational Overview

Industry: Retail

Headquarters: Hem, France

Employees: 7500

Revenue: $1.3B

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu
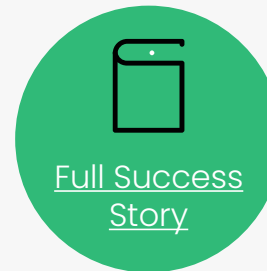
Calzedonia

CALZEDONIA
ITALIAN LEGWEAR & BEACHWEAR

http://www.world.calzedonia.com

70% down hardware ACQ cost

99.99% uptime for business-critical SAP apps

- Founded in 1986 in Verona, Italy, Calzedonia is one of the leading companies in the fashion industry.

- Calzedonia's existing ERP software solution, running on an IBM AS/400 platform, was struggling to keep up with the increasing amounts of data being collected by the company, and this was beginning to impede the company's growth plans.

- Calzedonia decided to replace its existing ERP solution with a comprehensive suite of SAP ERP applications and saved 70% on hardware acquisition costs and 90% on hardware maintenance costs compared to a proprietary solution.

SAP NetWeaver References

Calzedonia

http://www.world.calzedonia.com

Organizational Overview

Industry: Retail

Headquarters: Verona, Italy
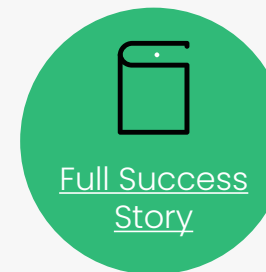
Employees: 26000

Revenue: $3.6M

CALZEDONIA
ITALIAN LEGWEAR & BEACHWEAR

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

With over 3,000 shops across the world, the company aims to pursue a continuous global expansion, all the while maintaining its commitment to delivering high quality, fashionable products.

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Cafe Coffee Day

https://www.cafecoffeeday.com/

- Coffee Day Global Limited is an India based company which grows coffee in its own estates of 12,000 acres. It is the largest producer of Arabica beans in Asia exporting to various countries including USA, Europe and Japan.

- Café Coffee Day opted to run its SAP ERP application on SUSE Linux Enterprise Server, based on the operating system's price-performance, reliability and scalability.

- To ensure effective support for the entire ERP solution stack, Café Coffee Day selected SUSE Linux Enterprise Server Priority Support for SAP Applications, provided by Wipro Infotech.

- Results included improved control over extended supply chain, gained reliable, scalable ERP platform with low cost of ownership, ensured round-the-clock priority support for entire solution stack.

Page 1 | Page 2

SAP NetWeaver References

Main Menu

Cafe Coffee Day

https://www.cafecoffeeday.com/

Organizational Overview

Industry: Retail Distribution

Headquarters: Chikmagalur, India

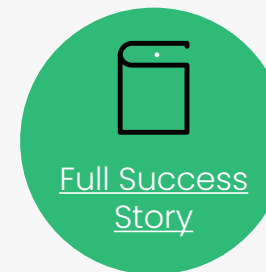**Employees:** 5000

Revenue: $200M

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications

Café Coffee Day has 1530 outlets across 29 states of India. Cafe Coffee Day has also expanded outside India with its outlets in Austria (Vienna), Czech Republic, Malaysia and Egypt.

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

Automotive

Daimler AG   635

Daimler AG

www.daimler.com

- Daimler AG is a German multinational automotive corporation, headquartered in Stuttgart, Baden Württemberg, Germany.

- To make, deploy, run and update applications as easily as possible, Daimler AG aimed to define and maintain a flexible, cost-effective virtual and physical infrastructure.

- Using SUSE Linux Enterprise Server for SAP Applications, Daimler cut time taken to provision IT services to 20 minutes, simplifying administration and minimizing business disruption.

- SUSE Manager boosted security and efficiency with the ability to patch hundreds of servers at once.

- The SUSE solution enabled the migration of thousands of instances from UNIX to SUSE Linux Enterprise Server ahead of the original plan.

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634

Main Menu

SAP NetWeaver References

Daimler AG

www.daimler.com

DAIMLER

Organizational Overview

Industry: Automotive

Headquarters: Stuttgart, Germany

Employees: 242488

Revenue: $149B

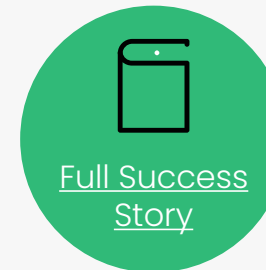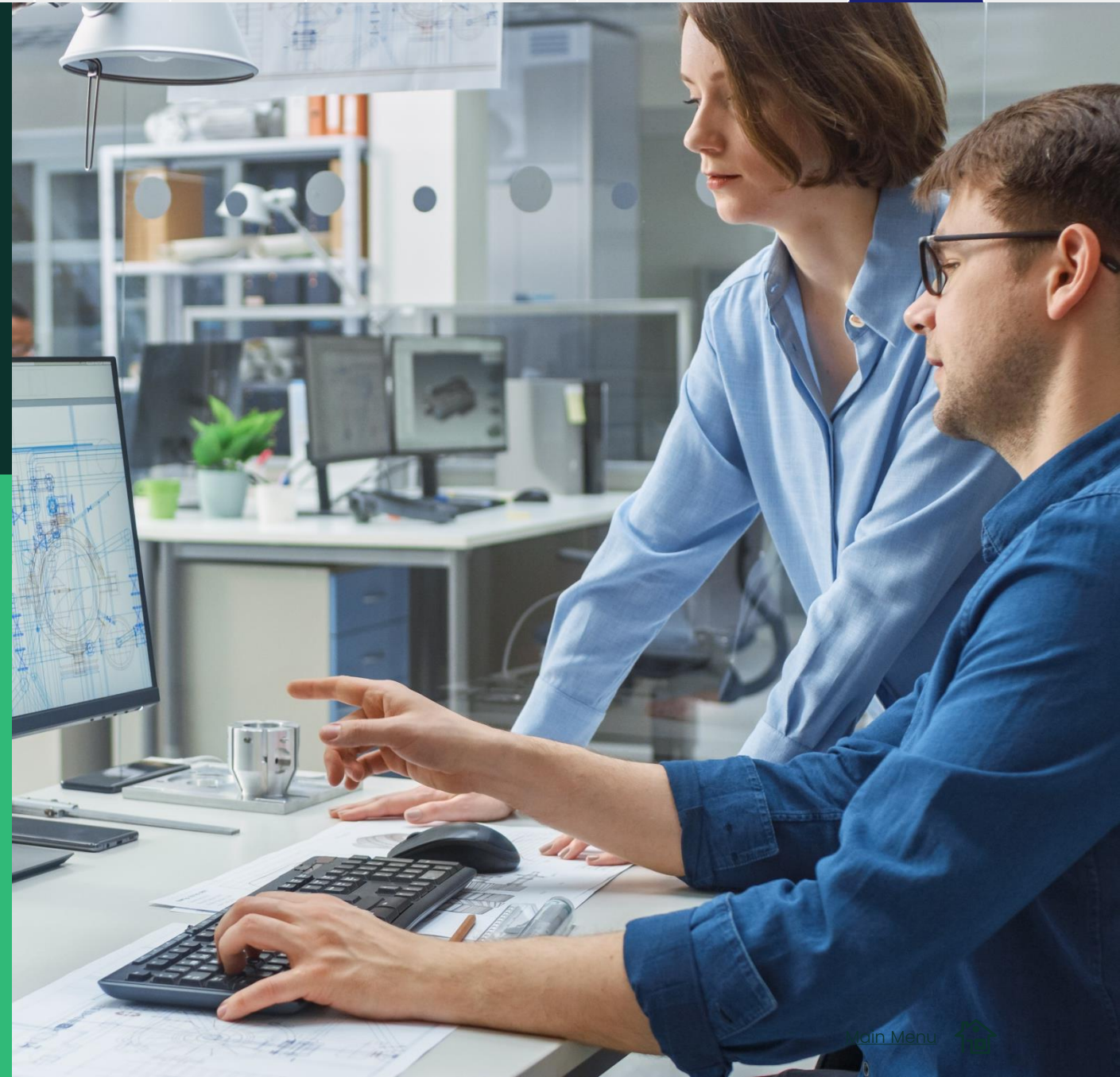## SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager, SUSE Linux Enterprise Server

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Full Success Story

Company

Research & Engineering

Descon Engineering	638
European Space & Agency	640

Descon Engineering

www.descon.com

PARTNERS IN PROGRESS | DESCON

Down 63% admin workload

80% faster production

— Established in 1977 in Lahore, Pakistan, Descon Engineering provides engineering services to process plants. Today, Descon is a major player in the region, serving the oil and gas, chemical, cement and petrochemical sectors throughout the Middle East.

— Descon Engineering Limited (Descon) wanted to bolster its leading position in the engineering and construction services industry. To achieve this, the company decided to migrate from its legacy process management applications to an integrated solution based on SAP ERP software.

— Descon decided to implement SUSE Linux Enterprise Server for SAP Applications on its Dell server platform.

— Results included, high resiliency to help keep mission-critical SAP ERP applications running at all times, daily administration workload was cut by 63%, and restoration of production services were 80% faster than the legacy environment with the high-availability configuration.

Page 1 | **Page 2**

637

Descon Engineering

www.descon.com

Organizational Overview

Industry: Engineering
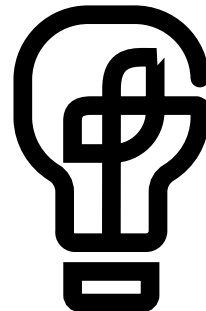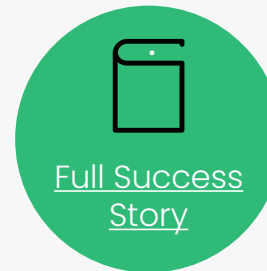
Headquarters: Lahore, Pakistan

Employees: 30000

Revenue: $1B

PARTNERS IN PROGRESS | DESCON

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications

Explore Related links:

Full Success Story

Company

SAP NetWeaver References

Main Menu

European Space Agency

www.esa.int

Down 40% maintenance costs

150 physical servers eliminated

— Established in 1975 the European Space Agency (ESA) is Europe's intergovernmental organization for space activities and exploration.

— While ESA's financial applications are not strictly mission-critical, the organization aimed at providing its staff with best-in-class technology to perform their daily tasks from invoicing to accounting and supplier payments.

— Following the assessments, ESA chose to migrate its financial applications, both SAP and non-SAP, to SUSE Linux Enterprise Server for SAP Applications.

— The organization also deployed SUSE Manager for complete lifecycle management of its Linux servers, and SUSE Priority Support for enterprise-class, seamless and integrated support for its entire SAP stack.

— Results included better efficiency in financial processes, slashed system maintenance costs by 40 percent in year one and cut energy expense and cooling costs by eliminating 150 physical servers.

SAP NetWeaver References

European Space Agency

www.esa.int

Organizational Overview

Industry: Engineering & Research
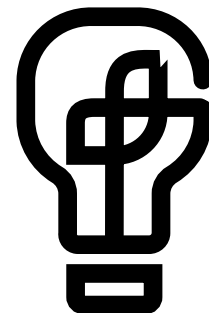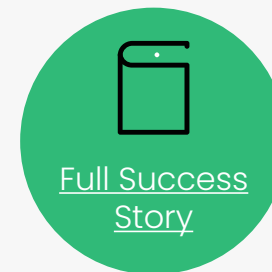
Headquarters: Paris, France

Employees: 2000

Revenue: $5.75B

esa

SUSE Products:
SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

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Company

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SAP NetWeaver References

Main Menu

Others

New South Wales Fire Brigade   643

New South Wales Fire Brigade

www.fire.nsw.gov.au

Reduced hardware costs

Improved flexibility

— New South Wales Fire Brigades (NSWFB) is the state government agency responsible for managing fire emergencies across cities and towns in rural and regional NSW. The organization also carries out rescues, deals with hazardous materials incidents, and supports other agencies during and after bushfires, storms, floods and other emergency situations.

— The NSWFB needed to find an operating system that would combine exceptionally high availability, performance and reliability with low total cost of ownership. After evaluating other operating systems, the organization chose SUSE Linux Enterprise Server with VMware virtualization software, a combination certified by SAP.

— Results included reduced hardware costs by migrating to virtualized Linux servers, enabled greater flexibility and speed of response to new requirements, improved the ease and speed of IT disaster recovery.

642

Main Menu
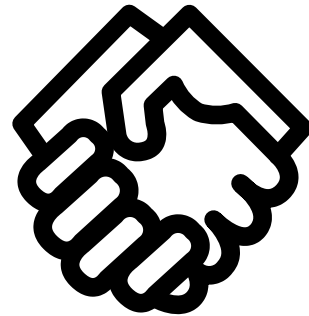
New South Wales Fire Brigade

www.fire.nsw.gov.au

Organizational Overview

Industry: Fire Services

Headquarters: NSW, Australia

Employees: 6700

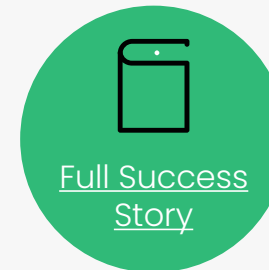**Firestations:** 339

FIRE + RESCUE

SUSE Products:

SUSE Linux Enterprise Server for SAP Applications, SUSE Manager

The NSWFB has a network of 339 fire stations and a fleet of 883 vehicles.

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Full Success Story

Company

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SAP NetWeaver References

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