



Edwards drives growth, cuts costs and boosts computing power by 70 percent with SAP and IBM

Headquartered in Crawley, England, Edwards is a leading developer of innovative vacuum technologies used in manufacturing, industrial and scientific environments.

The company was founded in 1919 and has more than 3,200 employees worldwide who design, manufacture and support its products. It is a 94-year-old company serving a USD 6 billion marketplace, has a turnover of USD 1 billion a year, and has recently been acquired by Atlas Copco.

Seeking a scalable hosting solution

Anticipating continued growth for its flourishing global business, Edwards needed to extend its SAP environment. The company sought a flexible hosting solution with the scalability to accommodate current and future expansion, as well as rapid provisioning capabilities to support quickly changing business demands.

And, with operations in 30 countries worldwide, it was critical that Edwards teamed with a hosting provider offering global resources and an extensive international reach.

Moving to the cloud with IBM

Eager to continue a strong existing relationship, Edwards turned to IBM® Global Technology Services® for a new SAP hosting solution.

IBM held a two-day workshop with the client to dig deeply into its requirements and develop a solution supporting its strategic objectives: an IBM Cloud Managed Services™ and IBM Cloud Managed Services for SAP® Applications hosting infrastructure. Configured for data replication between the IBM data center in Ehningen, Germany, and the IBM recovery center in Greenford, England, the solution architecture includes 25 virtual machines and offers robust disaster recovery capabilities.

Overview

Challenge

To support continuing business growth, Edwards needed a scalable SAP hosting solution from a trusted provider with international presence.

Solution

IBM Global Technology Services developed an IBM Cloud Managed Services and IBM Cloud Managed Services for SAP Applications hosting infrastructure designed to meet the company's requirements.

Key benefits

The IBM Cloud platform supports Edwards's strategic growth objectives and delivers 70 percent more computing power while driving down costs.



50 percent faster
CRM processes

Supporting business growth and cutting costs

The IBM Cloud platform provides Edwards with 70 percent more computing power at a reduced total cost of ownership (TCO) for its SAP hosting infrastructure.

Plus, it drives significant efficiency improvements, including 50 percent faster SAP Customer Relationship Management processes, 40 percent faster overnight run times for the SAP Advanced Planning and Optimization (APO) tool, 30 percent faster SAP Business Warehouse® (BW) load processing and 50 percent faster SAP R/3 batch processing. Most importantly, the IBM solution supports Edwards's larger strategic vision.

The Edwards scope includes both SAP and non-SAP components which are seamlessly delivered as an integrated global service. The

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Mike Donnelly

Head of IT
Edwards

application landscape comprises ERP, Business Warehouse, Supply Chain Management, CRM, Webshop and associated periphery systems.

Edwards' Head of IT Mike Donnelly remarks, “The IBM Cloud infrastructure offers the flexibility we need for the future. IBM worked closely with us to deliver a solution that supports our growth objectives whilst also providing significantly more computing resources for less cost.”

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