



## Business challenge

Italian software developer Foedus knows that it must continually innovate to help its customers stay ahead of the competition, and looked for ways to sharpen up its flagship OCTOBUS ERP solution.

## Transformation

If software developer Foedus stops innovating, it risks losing hard-won market share to rivals. By optimizing its flagship OCTOBUS ERP solution for IBM Power Systems running Linux, the company has increased application performance to deliver massively faster response times, helping Foedus' clients gain that vital competitive edge.



Paolo Messina,  
CEO,  
Foedus

### Business benefits:

**50% increase**  
in clients' application  
performance boosts their  
satisfaction and loyalty

**Near-realtime**  
response times help clients  
achieve greater productivity

**5-second**  
response to business-  
critical enquiries that were  
not even possible before

# Foedus

## Taking clients to the next level with ultra-performing ERP powered by IBM

Founded in 2008 and headquartered in Parma, Italy, Foedus develops leading-edge, affordable software solutions and consulting services for mid-sized companies.

*"OCTOBUS optimized  
for IBM Power Systems  
running Linux offers  
clients the tools to  
adapt faster."*

Paolo Messina, CEO, Foedus

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## Demonstrating value in a challenging market

In the aftermath of the global economic recession, many Italian software companies adapted by cutting investment in innovation or outsourcing operations. But the appetite for advanced, affordable solutions designed and manufactured within Italy never went away.

Paolo Messina, CEO at Foedus, takes up the story: “Our strategy is to buck the trend by launching an affordable, advanced, end-to-end enterprise management software offering aimed at small and medium firms – entirely designed and manufactured in Italy.

“The result was OCTOBUS ERP, used by clients across a range of industries. To retain hard-won market share, we must continually innovate. When we embarked on the development of the next iteration of our ERP offering, we realized that by developing a version that is optimized to run on a particular platform we could maximize performance.”

## Capitalizing on a strategic partnership

Foedus chose IBM® Power® System S812L and S822L servers running Linux and MariaDB database software as the foundation for its new version of OCTOBUS.

“As a newly established IBM Business Partner, it was natural for us to look to IBM for this project,” says Paolo Messina. “Also, many of us have first-hand experience of the high performance, security and stability of IBM solutions, and so were confident that they would bring out the best in our ERP.”

By developing a version of OCTOBUS optimized for IBM Power Systems running Linux, Foedus is able to offer its customers new levels of performance within a compact, energy-efficient footprint. Paolo Messina adds: “Based on ultra-fast, energy-efficient IBM POWER8® processors, the Power System S812L and S822L can keep up with even the most demanding of our clients’ business environments.”

## Foundation for success

Clients that have begun using the new OCTOBUS solution are experiencing impressive results.

“With OCTOBUS optimized for IBM Power Systems running Linux, one client reports that business-critical queries that were not even possible before can now be completed in just five seconds,” describes Paolo Messina. “By bringing new insights to clients, the solution offers them the tools to adapt faster to changes in demand or the marketplace, ultimately helping them take their businesses to the next level.”

Paolo Messina concludes: “Running the new OCTOBUS solution on Power Systems, clients are seeing application performance increase by up to 50 percent. With real business results such as these, we are confident that the solution will inspire greater client satisfaction and loyalty, helping us protect hard-won market share and win new customers.”

## Solution components

- IBM® Power® System S812L
- IBM Power System S822L
- Linux Ubuntu
- Linux Red Hat
- IBM WebSphere® Application Server Liberty Core
- MariaDB

## Take the next step

To learn more about IBM Power Systems running Linux solutions, contact your IBM representative or IBM Business Partner, or visit the following website: [ibm.com/power/linux](http://ibm.com/power/linux)

To learn more about Foedus, visit: [www.foedus.eu/en](http://www.foedus.eu/en)

To find out more about the OCTOBUS ERP solution, visit: [www.foedus.eu/en/octobus-enterprise-management-system.html](http://www.foedus.eu/en/octobus-enterprise-management-system.html)

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