



# SUCCESS STORY

## FIT COMPACT AT FREUDENBERG NONWOVENS



### The Freudenberg Nonwovens Group

Freudenberg Nonwovens North America is part of the multibillion dollar worldwide Freudenberg Group. They develop, manufacture, and market nonwoven materials to the automotive, medical, filtration, and the apparel interlining industries. Freudenberg Nonwovens operates in six locations throughout North and Central America.

### The Challenge

Tom Butcher, CFO of Freudenberg Nonwovens, was looking to optimize the company's personnel and technical resources and achieve the lowest possible operating cost as well as eliminate ongoing capital expenditures on computer hardware. The company also needed to reduce decision-making timeframes through the quicker generation of financial reports.

Freudenberg Nonwovens had a centralized SAP ERP system with Oracle on an IBM RS6000/AIX platform, supporting 250 users and all their six locations. The hardware and software were coming to the end of their life-cycle and needed to be replaced.

Freudenberg Nonwovens turned to Freudenberg IT to be its implementation and hosting partner. Freudenberg IT provided a thorough plan for the SAP ERP system upgrade (including Oracle), the migration from AIX to Linux, and system hosting by offering its FIT Compact Hosting Solution.

### The Solution

Freudenberg IT first analyzed the customer's existing SAP system in close partnership with the customer's SAP application support team, and then tested and retested the upgrade plan from release 4.0b to 4.6c. Using its many years of SAP expertise, Freudenberg IT was able to reduce the estimated upgrade time by over 75%! This allowed the upgrade to be performed comfortably over a weekend.

Secondly, the new HP/Intel/Linux platform was tested and retested to ensure that targeted performance parameters were met. The dialog response times have been cut by a factor of four.

Thirdly, as a result of the improved performance of the system, Freudenberg IT was able to dramatically reduce the backup times by over 90%, as well as turn batch reporting functions to real-time reporting options.

Also, through its FIT Compact Hosting Solution, Freudenberg IT was able to offer Freudenberg Nonwovens a reduction in Total Cost of Ownership (TOC) as well as guaranteed high availability (99% uptime, 24x7) and growth potential for their SAP ERP system.

## Conclusion

Freudenberg IT has delivered an ERP hosting solution that met and even exceeded the expectations of Freudenberg Nonwovens.

There was no disruption to the customer's business during the migration to the hosting environment. Besides eliminating the initial upfront capital expenditures to improve performance, all maintenance costs of the ERP system (including personnel) are now a fixed, predictable monthly operating expense.

## The Future

Freudenberg Nonwovens is currently focusing on standardizing certain internal SAP ERP processes without worrying about the maintenance of the SAP ERP software and systems thanks to the FIT Compact Hosting Solution!

## That's what our customer says:



The Freudenberg  
Nonwovens Group

### Tom Butcher, CFO, Freudenberg Nonwovens North America

*"We were seeking a SAP hosting solution to optimize our personnel and technical resources to achieve the lowest possible operating cost and to eliminate ongoing capital expenditures for hardware. Freudenberg IT offered us a SAP hosting solution that reduced our total cost of ownership while guaranteeing us the service and uptime our business demands. Their thoroughness and expertise in the advance preparation for our upgrade to SAP 4.6c ensured a smooth migration with no disruption to our business."*

## Freudenberg IT

Höhnerweg 2-4  
69469 Weinheim  
info@freudenberg-it.com

Fon: +49 (0)62 01 80 80 00  
Fax: +49 (0)62 01 88 80 00  
www.freudenberg-it.com

