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Mountains made of paper: Schneidersöhne makes enormous cost savings thanks to Dynamic Services for SAP Solutions

SAP à la Carte

More and more IT managers are saying goodbye to their SAP servers. An innovative operating concept from T-Systems is helping them reduce costs by up to 30 percent. In April this year, Schneidersöhne Group, supplier of paper to customers throughout Europe, became the latest company to benefit from this competitive advantage.

■ T-Systems has developed a new concept that demonstrates how the operation of SAP applications can be made much more customer-friendly. Dynamic Services for SAP Solutions enable both medium-sized businesses and major groups of companies to optimally adapt their SAP resources as their business evolves.

The technological basis for efficient SAP services is provided by the security-certified T-Systems computing center in Frankfurt/Main, which renders servers, networks and storage structures superfluous in customer organizations. The virtualization of all server resources makes it possible to exceed normal hardware limits. The computing experts distribute SAP applications and files flexibly among the IT resources without disrupting operation. The dynamic partitioning of processors, disks and data channels means that different SAP outsourcing customers can share the same infrastructure and save money. The customers only pay for the resources that they need at any given time. T-Systems only bills customers for the resources that are requested for the current load situation.

Schneidersöhne Group, which is headquartered in Ettlingen, Germany, was impressed by this concept. This family business, which employs 2,100 people, transports more than a million tons of paper every year. Schneidersöhne has been using SAP's business software to manage all of its business data and control its logistics processes

since 1989. In a transition phase lasting several months, the IT managers worked together with T-Systems making careful preparations for data migration and the handover of operation. The economies of scale passed on by T-Systems are now being seen in the form of much lower SAP running costs at Schneidersöhne.

Practical comparisons have shown that savings of up to 30 percent compared with the internal solution can be achieved. "The capacity available at the T-Systems computing center is no longer based on our maximum requirements and can be changed at short notice," says Dieter K. F. Lutz, authorized signatory and CIO of the Schneidersöhne Group. "Instead of being confined by fixed periods of use extending over a number of years, we have flexible agreements that can be adapted as the needs of our business change." Schneidersöhne employs the same usage-based, professional system for handling its maintenance and user services. This means that SAP Application Management is constantly adapted to the needs of the business as it evolves.

Dynamic Services for SAP Solutions enable companies like Schneidersöhne to plan more effectively and to act more quickly. As the needs of the company change, T-Systems responds immediately by deploying new software or by adding or removing computer capacity. The days of having to bear the cost of depreciation for IT that has since become obsolete are finally over.

Schneidersöhne

Schneidersöhne has been in business in Ettlingen, Germany, since 1902. Over the years, the company has grown to become one of Europe's leading independent paper merchants, with 2,100 employees and 30 locations, 15 of which are in Germany. The company sells around a million tons of paper every year and achieved a turnover of €1.1 billion (\$1.34 billion) in 2004. In September 2005, Schneidersöhne became part of Papyrus, a wholly-owned subsidiary of Finnish paper group Stora Enso.

