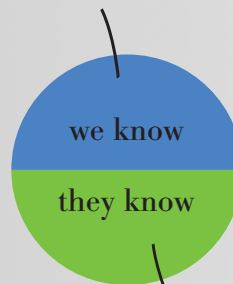




TOP TO BOTTOM

@ business solutions



END TO END

## UK homebuilder Wilson Connolly builds a bigger future with IBM and SAP

### Location, location, location

Wilson Connolly is one of the United Kingdom's most successful homebuilders, constructing more than 4,000 new homes each year. The group has revenues of more than £700 million (€ 1,100 million) a year, generated by nine regional operating units employing more than 1,700 people. Wilson Connolly group has 15 permanent offices, and more than 100 site offices, some of which exist purely for the period of each development, which may vary from a period of months to several years. Operating for more than 90 years, Wilson Connolly has won major industry and consumer awards for its homes, and has also won 'Best Company-Wide Sustainability' awards.

Wilson Connolly uses SAP solutions for Financials, Project Systems, Materials Management and Sales & Distribution. When the SAP solutions were first implemented at Wilson Connolly, the hardware in use was of another vendor, which was on a three-year lease, expiring in 2003. Kenneth Scott, Director of Business Systems, explains: "All the hardware was due to

be returned to the leasing company, so this gave us a 'hard' deadline, and an opportunity to review our systems."

"We set three business objectives: we wanted a system at least as reliable as the old, able to cope with at least a 50% increase in workload as we implemented it into our three operating regions, and able to deliver at least the same performance despite the increased workload."

After intense negotiations, Wilson Connolly selected the IBM solution: "IBM offered a complete solution – implementing and managing the SAP migration – at a value-for-money price," says Kenneth Scott.

"At every meeting it was clear that the IBM team really knew what they were talking about, none of this was new to them, and we weren't going to be trailblazing. The IBM team actually understood SAP and were very experienced in managing transitions to their hardware, which gave us confidence in the solution and the technical proposal."

### Overview

#### ■ The Challenge

To provide new systems that would enable group-wide SAP access at better than current performance levels, deliver on business continuity requirements, to a unmovable deadline.

#### ■ The Solution

*Industry:* Industrial

*Application:* SAP® R/3®

*Software:* Microsoft® Windows®; Oracle®

*Hardware:* IBM @server® xSeries™; IBM TotalStorage®

FAST700 Storage Server

*Service:* IBM Global Services

#### ■ The Benefits

Smooth platform migration; scalable SAP implementation throughout the enterprise; full disaster recovery capability, at highly competitive price offering excellent value.

IBM

SAP

## Fast-track building with SAP

At the outset of the invitation to tender, the Wilson Connolly team generated system statistics to measure existing performance, and provided those figures to a shortlist of vendors. The new implementation had to be capable of exceeding those performance benchmarks, supporting more than 400 users at inception (including remote users via dial-in, ADSL and ISDN connections), and hundreds of new users as SAP was extended throughout the group.

Wilson Connolly purchased 18 IBM **@server** xSeries systems, models xSeries 440, xSeries 345 and xSeries 235, with IBM TotalStorage FAStT700 Storage Server storage area network with 2TB capacity. Backup services are provided by IBM TotalStorage 3583 Ultrium Scalable Tape Library.

## A moving experience with IBM

Kenneth Scott explains the migration process; "Our SAP environment is divided into development, quality assurance, and production, and development was the first candidate for migration. It pretty much worked straight away, with some teething problems on backup which provided valuable learning points. QA migration was straightforward, and we then planned to shut down for a full weekend to move our production environment."

"With support from IBM we actually decided to make the move in just one evening. So we got the users off the system at about 5.00pm, we worked that night, and the new system on the IBM hardware was available for everyone on the Friday morning. Outstanding!"

## Extending SAP throughout the enterprise

The new xSeries platform makes it possible for Wilson Connolly to extend SAP throughout the organisation to hundreds of new users while exceeding the performance targets. Regular security backup to tape supports the company's business continuity requirements, and the storage area network has reduced costs by providing optimised disk utilisation and management across multiple servers.

"IBM came with a big reputation and a high confidence level. The technical specification of the offer was very good and the implementation services were excellent. Once the hardware arrived, IBM was very quick configuring it, and worked round a problem caused by our own lack of space, building new systems in cramped areas and still delivering the solution on time."

Kenneth Scott summarises the experience: „For Wilson Connolly, a possibly difficult time went very smoothly, thanks to an outstanding total solution from IBM."

*"For Wilson Connolly, a possibly difficult time went very smoothly, thanks to an outstanding total solution from IBM."*

*Kenneth Scott, Director of Business Systems, Wilson Connolly*

## Further information

To learn more about how the IBM and SAP alliance can help your business, please visit: **ibm-sap.com**



IBM Deutschland GmbH  
D-70548 Stuttgart  
**ibm.com**

IBM, the IBM logo, e logo, xSeries, TotalStorage and **@server** are trademarks or registered trademarks of IBM Corporation in the United States, other countries, or both.

Microsoft and Windows are registered trademarks of Microsoft Corporation in the United States, other countries, or both.

Oracle is registered trademark of Oracle Corporation

Other company, product, and service names may be trademarks or service marks of others.

This case study illustrates how one IBM customer uses IBM and/or Business Partner technologies/services. Many factors have contributed to the results and benefits described. IBM does not guarantee comparable results. All information contained herein was provided by the featured customer and/or Business Partner. IBM does not attest to its accuracy.

© Copyright IBM Corporation 2003  
All rights reserved.



© Copyright 2003 SAP AG  
SAP AG  
Neurottstraße 16  
D-69190 Walldorf

SAP, the SAP logo, mySAP and all other SAP products and services mentioned herein are trademarks or registered trademarks of SAP AG in Germany and several other countries.