# Dell Technologies

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# Transforming IT from edge to core to cloud

Gerolsteiner makes the move to edge computing and SAP S/4HANA with a Dell Technologies infrastructure

## GEROLSTEINER®

Manufacturing | Germany

## Business needs

Gerolsteiner supplies one of the best-selling ranges of mineral water in Germany. In line with its aim to provide water sustainably, the company wanted to develop an edge computing application to improve demand forecasting. It also planned to upgrade plant-wide operational systems to SAP S/4HANA and needed to ensure its IT infrastructure could support the enhancement.

## Solutions at a glance

- Dell EMC Solutions for your SAP Journey

## Business results

- Supports SAP HANA in processing data
- Ability to use real-time data as a source of business intelligence

- Stable, high-performance, agile infrastructure for edge solution
- SAP S/4HANA certified

Reduced system restore times from one day to

# 30mins

Increased data retrieval rates by a factor of

# 1,000

Established in 1888, Gerolsteiner operates 14 bottling facilities for mineral water that's drawn from a spring in the Volcanic Eifel area of Germany. The company fills 38,000 plastic bottles and 57,000 glass bottles per hour, selling them throughout Germany.

When customer demand for Gerolsteiner's products grew, the business increased bottling facilities from 10 to 14 sites. In addition to increasing production, it wanted to find a way to extract water sustainably. This meant having more accurate, automated measurement systems at source, better forecasting and more integrated data management across the whole plant.

Gerolsteiner's bottling process had become more complex, not least because the firm produces 125 different products, several types of packaging and five types of water. This made it difficult to forecast production plans, which were created a week in advance.

## Just-in-time production

Arnd Büchsenschütz, capitalise Operations Manager at Gerolsteiner, explains, "Our goal was to handle our most important resource—our mineral water—as sustainably as possible. This meant making the right amount of water available at the right time at each bottling facility. Information was collected manually, which was time-consuming and hampered forecasting."

Having discussed possible solutions with Gerolsteiner at SAP TechEd, Dell Technologies introduced its partner Intense, which had the expertise to build an SAP Leonardo cloud-based edge computing application. This was designed to collect data continuously in real-time from 300 sensors.

The data, which includes filling levels, temperatures and flow rates could then be fed into forecasting and planning. The aim was to measure the exact amount of water to pump out of the source and bring it to the bottle plant just in time. Production could then be matched to customer orders, which tend to vary in volume.

## Migration to SAP S/4HANA

The majority of Gerolsteiner's business and operational processes such as invoicing and shipping run on the SAP ERP and SAP HANA database platform. The firm has used Dell Technologies hardware including Dell EMC PowerEdge servers, networking, storage and back-ups, plus VMware and Dell OptiPlex clients for the past few years.

Gerolsteiner planned to migrate from SAP ERP (ECC) to SAP S/4HANA over the following 1-2 years in order to access its powerful new features such as support for near to real-time analytics. It also wanted to be fully prepared for when SAP stops offering maintenance for SAP Business Suite 7 applications.

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Arnd Büchsenschütz, Operations Manager for Process, Gerolsteiner

The company's Intense edge application runs in an SAP cloud. However, the high volumes of Internet of Things data that it produces, along with the increased hardware performance required by SAP S/4HANA, meant Gerolsteiner also needed to modernise its processing, storage and networking infrastructure in the data centre. It turned to Dell Technologies for that solution.

Jeremy Brazill, CIO at Gerolsteiner, says, "Dell Technologies plays a big part in our SAP transformation strategy. We upgrade parts of the infrastructure every year to ensure it remains up to date. It was important for the next stage of our strategy that Dell Technologies hardware was certified to run SAP S/4HANA, so we could ensure maximum performance and compatibility ."

Dell EMC ProSupport Mission Critical also played a part in Gerolsteiner's decision. Brazill says, "The service is excellent. Our sites are largely in rural areas, so 24/7 support with a 4-hour response time gives us peace of mind."

## One-stop shop

Gerolsteiner had previously used Dell EMC VNX storage, which offered high levels of performance and stability, according to Brazill. "Based on our good experience with VNX, we decided to adopt Dell EMC Unity All-Flash storage for our migration to S/4HANA. We knew that Unity would perform well and we were keen to maintain a one-stop shop solution," he says.

As a result of the new platform, Gerolsteiner has seen system restore times reduce from one day to half an hour and data retrieval rates increase by a factor of 1,000.
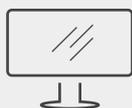
Having fast access to big data captured at the edge means Gerolsteiner can turn real-time findings into information that supports the business. "With one click of my mouse, I can tell exactly how much water we'll need until the end of the week," Büchsenschütz says.

In the future, Gerolsteiner will use advanced analytics to understand energy costs at different times of the day, ensuring optimum power levels for different processes.

Brazill concludes, "It's invaluable to have a partner like Dell Technologies, which provides systems that let us do the analysis we need to make better informed management decisions and reduce risks."

*"Dell Technologies plays a big part in our SAP transformation strategy."*

Jeremy Brazill, CIO, Gerolsteiner

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