



SUCCESSSES



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Success Stories



Soccer is a team game and, if it is to be successful, every single member of the team needs to be united and work hard. Read the following examples and you will see how well our squad has performed throughout different places.

Success Stories Consulting



APTAR GROUP INC.

● **AptarGroup has chosen REALTECH for SAP Global Data Center project**

AptarGroup decided to make the Chicago headquarters the centralized hub for software and hardware and the administration center for IT base services for the Group's entire SAP environment. This required the migration of multiple systems from different locations and platforms to a unified environment in the Chicago data center. These activities, which involved the French, Italian, German and American offices, have led to a single, service-oriented information center enabling a reduction in management and maintenance costs and an optimization of internal and external services. To maximize success and minimize risk, AptarGroup engaged REALTECH to work with its own skilled IT team. REALTECH developed a comprehensive project plan that included technology consulting services and the application of proprietary software solutions.



DATENZENTRALE BADEN-WÜRTTEMBERG

● **Document management and collaboration rooms for customer and partners**

With its Kommunalmaster® products the Datenzentrale Baden-Württemberg (DZ BW), as a software development and consultancy enterprise for the public sector, offers SAP-based solutions for financial and personnel management in public administration. In order to enhance the benefits for customers, the company decided to add a portal link to its financial solution and awarded REALTECH the contract to develop a portal solution for the DZ-Kommunalmaster®.



BEHR GMBH & CO KG

● **Plan the future with SAP BI**

Behr GmbH & Co. KG, Stuttgart, is an important partner for the international automobile industry. With thirty company codes and a planning time frame of six years, Behr was finding it increasingly difficult to manage the planning of external sales using software developed in house. For this reason a decision was made to work with REALTECH to replace the legacy application and implement a new system with SAP NetWeaver Business Intelligence to create an integrated planning and reporting environment.



OSRAM GmbH

● **REALTECH AG lights up the supplier market for OSRAM GmbH**

As SAP consolidation throughout Europe got underway, OSRAM started to think about which hardware supplier the lighting manufacturer should rely on in the future. In the decision-making process, REALTECH AG provides strategic consulting to support the selection process for the new server infrastructure. What the company was looking for was a powerful overall system that would meet extremely high requirements regarding availability. After the hardware project, which was the subject of the bid, REALTECH sourced a qualified training provider, which trained OSRAM's employees throughout Europe on how to use the new SAP systems.



RHEIN CHEMIE
RHEINAU GmbH

- **REALTECH put in place a system to value 77,200 tonnes of raw materials a year**

Product quality and competitive prices are absolutely crucial for Rhein Chemie in the quest to be an optimum supplier to its customers. Raw material suppliers need to meet tough demands in terms of both quality and on-time delivery. In order to ensure this in the long term, Rhein Chemie decided to call on REALTECH's assistance to implement a vendor evaluation system based on SAP NetWeaver Business Intelligence 7.0.



WESTDEUTSCHE LOTTERIE
GmbH & Co, OHG

- **Upgrade to SAP ERP 6.0 as the basis of new logistics processes**

Before outlets selling lottery tickets can change over their logistics processes they first have to create the technical basis to do this. This was why WestLotto decided to upgrade its SAP software from SAP 4.6C to ERP 6.0. In view of its previous positive experience with the consultancy REALTECH, WestLotto again wanted to put its trust in a reliable partner.



SITIA – YOMO S.p.A.

- **Tailoring IT to changing markets: REALTECH helps YOMO streamline its systems**

Faced with rising volumes of data and the euro changeover, leading Italian food group sitia-YOMO S.p.A. needed to streamline its IT environment. REALTECH Italia S.p.A. helped YOMO plan and implement a tailor-made solution to system management issues, including state-of-the-art data archiving. The IT specialist also delivered ongoing technical support, and monitored and optimized system performance.



Success Stories Software



ATOS ORIGIN GmbH

A proven track record in systems monitoring

Leading international IT service provider Atos Origin hosts complex SAP environments at its state-of-the-art data centers. The outsourcing specialist operates a wide variety of R/3 systems and Oracle databases on all leading UNIX and Microsoft platforms. Since 1997, Atos Origin has been using REALTECH's theGuard! system management software to ensure the smooth running of heterogeneous landscapes of this kind. It enables proactive identification and elimination of bottlenecks, and helps maximize the availability and performance of applications. It is also possible to monitor and document compliance with service level agreements, providing customers with cost-effective service and verifiable quality.



**BSH BOSCH UND SIEMENS
HAUSGERÄTE GmbH**

Global SAP Monitoring

Every company, large and small, has to explore new ways to address increasing quality and security requirements in IT systems in order to meet the challenges of a globally networked future. Taking a "best-of-suite" approach, BSH Bosch and Siemens Hausgeräte GmbH has chosen REALTECH's theGuard! ApplicationManager to monitor its SAP systems.



**CAPGEMINI OUTSOURCING
SERVICES GmbH**

Perfect customer service

Quality of service is crucial to success in the IT outsourcing market. Today, many customers not only look to the maximum availability and performance of the hosted systems, they also demand detailed reporting and want their service provider to be able to monitor their IT-enabled business processes. Capgemini chose to implement theGuard! ApplicationManager in order to strengthen its competitive position in the IT outsourcing market and to ensure a more detailed monitoring of its own SAP systems.



ENERGY CONSULTING

With Energy in the market for oil and gas

Energy Consulting is a large SAP-consulting company in Russia with a focus on the oil- and gas industry. There is an increasing demand for controlled processes for changing SAP applications and systems according to legal and other local requirements. After an intensive market analysis, Energy Consulting decided for theGuard! TransportManager as their standard solution for their customers. The partnership includes sales, implementation and all other local services.





**DEUTSCHE BÖRSE
SYSTEMS AG**

Riding high with SAP monitoring

Ever-increasing customer demands and a stronger dependence on crucial business processes forced Deutsche Börse Systems AG to insource its IT systems. Consequently, this placed new requirements on the operation of its growing and heavily networked SAP system landscapes. For this reason Deutsche Börse Systems AG decided to introduce REALTECH's theGuard! ApplicationManager software for professional SAP monitoring as it was taking back over its IT operation.



**TRIUMPH
INTERNATIONAL**

Fashion and so much more

Triumph has always been committed to ensuring the high quality and transparency of its business processes. In order to continue to live up to its high standards in the face of rapidly growing data volumes, Triumph decided to implement REALTECH's InterfaceManager IM/3. A powerful solution for the standardization of interfaces and the secure exchange of data between SAP and third-party systems. A central objective of the project was to place error management in the hands of the individual departments thus taking the burden off of the IT department and reducing the costs involved with implementation efforts.



**MTU
FRIEDRICHSHAFEN GmbH**

Round-the-Clock IT Services

Staying ahead of the competition in the fiercely competitive mechanical engineering industry requires more than technologically advanced products of superior quality. Optimized processes and high-performance IT systems are just as crucial when it comes to time-to-market and the efficient use of raw materials and human resources. In order to future-proof its own worldwide support processes in compliance with ITIL, MTU decided to implement an integrated and ITIL-compliant solution that consists of REALTECH's software products theGuard! ApplicationManager and theGuard! ServiceDesk.



**UNIVERSITAT OBERTA DE
CATALUNYA**

High-availability Education Network

Maintaining the high availability of a complex, heterogeneous, and distributed network infrastructure with several locations presents a formidable challenge, even to public education institutions. In order to implement professional network management, the Spanish distance university Universitat Oberta de Catalunya (UOC) opted for REALTECH's theGuard! Network-Manager. This allowed the university to successfully replace the partial solutions it had previously worked with and to futureproof its IT systems.

