



INA with mySAP.com on IBM – lateral thinking is the key to success.

INA Wälzlager Werk Schaeffler oHG, based in the Franconian town of Herzogenaurach, is one of the five largest manufacturers of high-precision light engineering products in the world. Established in 1946, the company laid the groundwork for its international success in 1949 with the invention of the cage-drawn needle roller bearing. The company grew steadily on the basis of innovations and comprehensive customer service in applications technology. By expanding within and outside Germany's borders, the company oriented itself early on towards international markets. Its major customers today are the automobile industry, as well as traditional mechanical, process plant and instrumental engineering with presses and machine tools. For them, INA produces roller bearings, linear systems and engine parts with high vertical production integration. In the process, INA draws systematically on intensive collaboration with customers and partner companies. INA is there from the word go – at the very conception of new product developments. The advantage: Costs and development time are reduced.

One example is the use of hydraulic compensating leads for tappet clearance in modern engines.

They provide smooth valve operation and an exact tappet clearance. This drastically lowers consumption rates and emissions. This allows INA to satisfy customer requirements for improved weight and consumption at higher output rates. To paraphrase the motto loosely: All solutions can be improved on. The company works in the area of single-unit, variant and serial production for its products. 26,000 employees in 37 plants, 41 branches and 19 agencies in all parts of the globe provide high-quality products – products that people hardly ever see, but come into contact with every day.

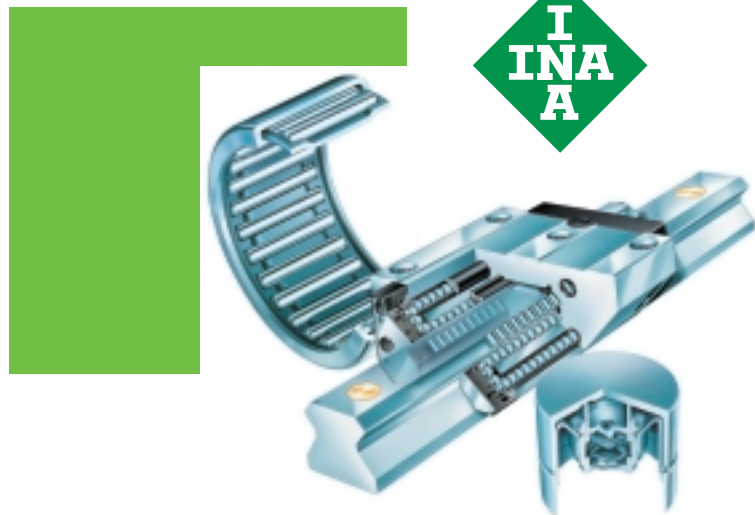
Global presence – Central administration

Because of its worldwide presence, the logistics structure of INA is especially elaborate. Since 1994, the manufacturing company has integrated every branch

Industry	Manufacturing
Application	Financials, Logistics, HR and mySAP.com solutions
Software	OS/390 AIX MS Windows NT MQSeries Tivoli
Hardware	S/390 RS/6000 Netfinity Server ESS

”If you want flexibility with 2 million transactions a day, you cannot work with duplications. A centralized solution makes all data optimally available, anywhere and anytime, and the IBM S/390 gives us the most stable platform to do that.”

Harald Gießer, Divisional Manager Information Services, INA Werk Schaeffler oHG



and every plant into a single IT system with Herzogenaurach as its hub. From here, the administration can monitor the entire IT landscape with all of its applications. The global presence and strong interdependency between individual plants call for constant availability of data – an availability that, within an integrated system, is best realized without any duplication and which provides the flexibility that INA needs for its multi-site production processes. In order that this may continue in the future, the company has made a clear decision for its SAP implementation: All future 8,500 users will be managed on a centralized system. To guarantee a smooth transition from the old systems to the SAP R/3 system and then to ensure transparent administration, INA chose IBM S/390 as a database server.

IBM S/390 offers growth opportunities.

The very good experiences that INA has already had with its old systems speaks strongly in IBM S/390 favor. However, owing to its centralized approach, the manufacturing company also needs the most capable database available with upward scalability. „That's where the IBM S/390 with a DB2 database was clearly superior,“ says Harald Giesser. „Other hardware solutions would have reached their feasibility limit quickly.“ In a system of these dimensions, a high-availability solution is unavoidable, and the S/390 is the only system that can manage this completely on its own. INA conceived its S/390 as a parallel sysplex that, following the completion of the second data center currently under construction, will be configured into a geographically dispersed parallel sysplex while also meeting the requirements for disaster protection. Two IBM RS/6000 SP with 14 nodes each are available for testing and development. Two more IBM RS/6000 S80 join them as applications servers for the production environment. The storage of the S/390 data is currently under way on two ESS systems, each with 3.5 TB capacity. Using FlashCopy, a consistent copy of the data is generated at extremely high speeds for backup on VTS tape subsystems. This strategy also allows access during the backup process to as yet uncopied and copied data alike. „Both of the Enterprise Storage Servers lend themselves very well to integration into the interconnected system group and offer optimum protection and the highest degree of availability

of our data,“ says Dieter Langnickel, central division manager for information services in System Management. For data backup in open systems, a complete „serverless“ backup concept is being planned that allows backup from disk to tape without an additional server and guarantees the high-caliber data transfer capabilities necessary. MQSeries is being used as the basic transport system for all pre- and post-processing systems, and generates the perfect connection for the remaining heterogeneous systems.

„MQSeries provides the ideal connection for our heterogeneous system environments, puts a robust and unified communications infrastructure for the entire company at our disposal and seamlessly integrates every new system,“ Harald Giesser says. „We couldn't have wished also for anything better, even for SAP R/3.“

mySAP.com: On a roll

In the old system, 380 functional interfaces exist, to which SAP R/3 must be connected. The scope of the connected systems can range anywhere from an on-site production management system to high-rise storage controls. To avoid downtime during the SAP R/3 project, the rollout is planned in 54 implementation units over the next three years. In the process, the standard software will be introduced by region rather than by module. The first step encompasses four plants, the second the Herzogenaurach headquarters. The global business group will then be integrated successively with a final total of 8,500 SAP R/3 planned users. While installation and maintenance of the system will occur centrally, on-site key users will see to it that knowledge is transferred to employees. „With a SAP implementation, a business reengineering always has to be planned as well,“ says Harald Giesser. „With module-based installation, reengineering is not possible in certain areas. A company-wide optimization of processes is accomplished better if partial areas are converted. This is where IT fulfills its actual function – as an invisible backbone for the business.“ All mySAP.com solutions are being introduced step by step based on the 4.6C release: Financials and HR are already in use; BW, APO and CRM and some components of the automotive solutions will follow. As an FCS customer of SAP, INA is consistently at the forefront and exhibits its pioneering spirit even in IT.

Equipped for the future

It is precisely in the manufacturing industry that supply chain management plays an important role. INA is considering entering the automotive marketplace using the optimized supply chain, in order to open up this emerging market of the future from the position of a tradition-conscious and innovative family business. APO, the most important tool in integrating and synchronizing the SCM processes, can significantly improve supply chains while reducing costs. At INA, APO Live Cache runs on IBM Netfinity servers. With ASAP, INA follows the SAP method to gain accelerated implementation of mySAP.com. Currently the manufacturing company is still occupied with customizing the R/3 system. In the first quarter of 2001, the first tests will follow, though at first they will not contain full data sets. Although the technical prerequisites are in place, the application system is not fully ready to use. However, with its SAP and IBM solutions, INA has already got the ball rolling on building a smooth connection between its dealer networks, its plants worldwide, its branches and its agencies to strengthen its global position.



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IBM Deutschland GmbH
70548 Stuttgart
ibm.com/de

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