



## *JAB: Room for new ideas.*

“Fascination: Living without Limits” – true to company philosophy, the international fabric and carpet company JOSEF ANSTOETZ KG (JAB) has offered a wealth of fascinating products for interior textile decor since 1946. Fabrics in magnificent colours, decorative design carpets, sumptuous wallpapers, luxurious borders and valuable trimmings form part of the exquisite collection which is updated twice yearly with new articles. Manufacturers from throughout the world present samples that JAB includes in its collection as exclusives only after rigorous prior selection – with correspondingly high volume orders. Customers include interior decorators, designers and furnishing companies, and the wallpaper and carpet industries. JAB is represented in over 60 countries on 5 continents, in some cases through national subsidiaries. Around 45% of the turnover of around 500 million DM comes from exports.

In July 2001 the collection comprised 3,000 articles in up to 200 colour variants, giving around 30,000 individual items. New articles supplement and expand the sales range every six months. At regular intervals, the sales range is

*“To ensure our service, we need scalable hardware products, a stable operating system and a powerful database. RS/6000, AIX and DB2 offer ideal platforms for our SAP solution.”*

Helmut Idecke,  
IT Management, JAB

rationalised. The central stores next to the main administration building in Bielefeld-Oldentrup contain 4.5 million metres of fabric on over 85,000 square metres of floor. The Herford-Elverdissen site stores carpets in 90 different qualities and 1,500 colours. Over 1,450 staff worldwide and targeted logistics ensure maximum delivery capacity.

### **Room for improved business processes**

In order to process the growing data load more efficiently and at the same time reduce costs in the IT sector, JAB's Management opted for SAP Business Information

<b>Industry:</b>	Retail
<b>Application:</b>	SAP R/3 FI, CO, HR, AM, MM, SD, PP and BW
<b>Software</b>	AIX DB2 Lotus Notes Tivoli
<b>Hardware</b>	RS/6000 ESS

**JAB**  
ANSTOETZ



Warehouse (BW). In this way, this company with its long traditions is continuing the successful rationalisation measures which began in 1999 with the introduction of SAP R/3 on the basis of a client/server architecture.

The main emphasis in the conversion was placed on securing and improving the range of services for the customer. Central business processes also had to be restructured. SAP R/3 was introduced as the universal system to manage and control operating procedures. Around 630 users are currently working with the stable system. In mid-2001, conversion to the Euro was implemented successfully in the SAP R/3 area, and data in SAP BW will be converted by the end of this year. The conversion had to take into account a total of 15 foreign currencies.

### Room for new possibilities

Because of JAB's extensive collection, since 1992 around 5 GB of data essential for optimum sales control has accumulated. Smooth transfer of historical data was an essential factor in the decision for SAP BW, which is now in productive use for over 50 users. Helmut Idecke, JAB IT Management, sees in SAP BW the opportunity to achieve not only management control but also automated control for certain divisions. The existing interfaces in both the SAP R/3 system and SAP BW allow trouble-free transfer and integration of data from external systems. The use of SAP BW will enable JAB staff to produce and retrieve their own reports.

### Room for growth

IBM offers full server bandwidth for the use of SAP solutions. Because of the scalability of the RS/6000 server, computing capacity can be expanded without difficulty. An IBM RS/6000 S70 at JAB acts as the consolidation system for SAP R/3 and simultaneously as the failover server (HACMP) for the database. An IBM RS/6000 S80 is used as a database server that can easily handle the continuous growth of the DB2 database of around 200 GB and also offer the necessary security. Four RS/6000 H80 servers are used as application servers, and the SAP BW runs on two RS/6000 H80 servers. Helmut Idecke: "We are looking forward to the 64-bit version of the DB2 database which will certainly bring further improvements in performance and allow us to fully exploit the power of DB2. We were one of the first DB2 customers; well before

SAP we were using DB2 as a strategic database. We have never regretted this decision. We are also looking forward eagerly to the further development of the AIX 5L operating system. With the Linux capabilities new possibilities are opening."

In central data management, JAB uses the IBM Enterprise Storage Server (ESS). The disk memory system used, the IBM 2105 F20 with its current 1.7 TB utilised capacity, is scalable to rapidly offer additional capacity. ESS centrally stores the data from all SAP systems and further applications. Helmut Idecke: "ESS has eliminated the critical problems in management of decentralised disk memory systems. The flash copy function allows data security independent of production and so brings essential savings in time and administration costs." Back up and restore take place via the Tivoli Storage Manager (TSM).

### Room for new horizons

To keep pace with developments in the B2B area, JAB has taken the first steps with an integrated solution under Lotus Notes. The complete area of ordering, stock checking, scheduling, reservation and colour samples will be available via the Internet to 800 users by the end of 2001. By connecting into the SAP R/3 system JAB customers immediately obtain trustworthy information on their order. In taking this step, JAB has created the basis for a fully integrated CRM solution in the future.

The B2B solution is the optimum extension to the multimedia program DecoDESIGNER, developed in-house, which JAB has marketed successfully since the end of 1996. With DecoDESIGNER, JAB offers dealers new dimensions in advice and sales. Dealers can combine as they wish over 5,000 different fabrics in over 130 patterns, and give the user a picture of his individual choice in seconds. When the customer has made his choice, through the B2B solution the availability of home textiles can be queried immediately in the SAP R/3 core system, and if necessary reserved or ordered immediately so that the goods can be delivered as soon as possible. Hermann-J. Grauthoff, Information Management: "In this way dealers can guarantee the availability of the fabric selected. This gives the customer the assurance that they can redecorate their rooms with the textiles they want as quickly as possible."



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