



KONICA MINOLTA

BE - GE



AUTOMOTIVE INDUSTRY

A SECURE AND RELIABLE LOCAL IT INFRASTRUCTURE
WITH ALL THE BENEFITS AND THE
FLEXIBILITY OF A CLOUD SOLUTION

A SECURE AND RELIABLE LOCAL IT INFRASTRUCTURE WITH ALL THE BENEFITS AND THE FLEXIBILITY OF A CLOUD SOLUTION

The Be-Ge Group is the world's oldest manufacturer for suspended driver seats and is among the leading suppliers of seats for buses, forklifts, industrial trucks, forestry and construction vehicles, trucks and railway traffic. The Swedish family-owned group of companies runs operations in Sweden, Denmark, the United Kingdom, Lithuania, the Netherlands, Germany and Belgium.

CHALLENGE

- Cost-effective decentralised cloud solution for a virtual workload with all the benefits of local hardware, which can be placed anywhere in the world

SOLUTION

- Complete package of hardware and software based on a Windows Server 2016 Clustered Hyper V solution with shared storage and monitoring, backup and service desk support from Konica Minolta

ADVANTAGES

- No hardware or software costs for Be-Ge
- Be-Ge only pays for the resources they use every month

Reliable operation, availability and data security

For a manufacturing company and supplier to the automotive industry in particular, ensuring the continuous operation of many different production sites distributed throughout various countries poses certain challenges. The most crucial one with regards to IT: Safeguarding an absolutely reliable operation and securing availability without interruption while maintaining a maximum of data security.

As a decade-long partner of this manufacturer, Konica Minolta knows its requirements quite well. With the implementation of a holistic, tailor-made IT solution, which can be rolled out throughout all production sites of the Be-Ge Group individually, Konica Minolta is not just delivering hardware and software licenses, but serving the customer as a reliable long-term service partner, helping their personnel to focus their time and resources on their core business.

From a financing perspective, despite having the solution located on site, Be-Ge is in fact only paying for the resources actually used each month, having the advantage of managed hardware at their production sites without the disadvantages of fixed hardware and software costs. This hybrid cloud solution encompasses all functionalities crucial to the customer like back-up service, disaster recovery protocols and software & hardware updates and upgrades, which are key advantages for Be-Ge to be able to serve their highly demanding customers even better.

A single point of contact letting you focus on your business

As a supplier for the automotive industry, Be-Ge Group has to abide to very strict delivery rules. With timing of production being highly sensitive within this supply chain, missed delivery deadlines entail significant penalty fees. Like many production companies, Be-Ge's operations rely heavily on on-premise IT. Hence, reliable systems and IT infrastructure close to the production, build the basis for a sustainably successful business. "Konica Minolta understands our business perfectly. We cannot afford any downtime of our IT systems. To ensure this, they provided us with a cloud solution that is located on our premises but monitored and maintained centrally by Konica Minolta", says Reza Shahrhani, IT-Manager Be-Ge Sweden.

Through a single point of contact, Be-Ge wanted to have their complete IT needs covered by one reliable long-term partner who takes clear responsibility and truly knows where to put the emphasis to tailor a holistic solution to their exact requirements.

The so-called Remote-Pod concept set up by Konica Minolta provides a redundant on-premise high ability infrastructure as a service (HA IaaS) solution, where server hardware is placed at the production site of the customer for reliable offline on-site access, but is managed externally from Konica Minolta's data centre – including a full service desk support.



"We cannot afford any downtime of our IT systems. To ensure this, Konica Minolta provided us with a cloud solution that is located on our premises but monitored and maintained centrally by Konica Minolta."

Reza Shahrhani
IT-Manager, Be-Ge Sweden

With monitoring as a service (MaaS) and back-up as a service (BaaS), the Konica Minolta experts are able to constantly monitor and back-up all customer systems at their data centre ensuring a secure operation. In case of a disaster, the customer's operations can be up and running within a matter of hours at a different location with access to all data needed. The sources of possible IT threats can be detected early and countermeasures can be applied immediately. The package also includes licensing as a service (LaaS), giving the customers full access to the necessary software in the scope they really need it.

Individual site rollout for multiple international locations

This Remote-Pod solution was developed by Konica Minolta with the concept in mind to be able to roll it out at various international customer sites of different size individually, without the dependence on a centralised IT or software infrastructure, while still maintaining a homogenous system architecture. Hence, Be-Ge was able to implement Remote-Pods at their nine largest operations in the first step and include further production sites in individual processes afterwards. For the Be-Ge Group, it is a very valuable asset to know that they can rely on Konica Minolta's international service and support through their service desk.



KONICA MINOLTA

- Some of the product illustrations contain optional accessories.
- Specifications and accessories are based on the information available at the time of printing and are subject to change without notice.
- Konica Minolta does not warrant that any prices or specifications mentioned will be error-free.
- All brand and product names may be registered trademarks or trademarks of their respective holders and are hereby acknowledged.

Your Konica Minolta Business Solutions Partner:

Konica Minolta
Business Solutions Europe GmbH
Europaallee 17
30855 Langenhagen • Germany
Tel.: +49 (0) 511 74 04-0
Fax: +49 (0) 511 74 10 50
www.konicaminolta.eu