

Welcome!

Informix around the world:
from Germany around the globe

The Informix- and A+W-Success-Story

Thomas Ruehl, Chairman of the board of Management
Erik Stahlhut, Manager Business Department IBM Distribution

Introducing CURSOR Software AG



Focus Specialized in solutions for professional customer service (CURSOR-CRM)

Head office Giessen / Germany

2006 Acquisition of Nonne & Schneider GmbH (NSI); software-development on IBM Informix since 1985

2008 **IBM OEM-Software Master Distributor**
Information Management: Informix and DB2

- + Perfect understanding of ISV's requirements
- + Perfect support of ISV's doing their business
- + Perfect support by CURSOR-CRM,
- + 10.000 Informix-Users in maintenance



Success with System!

Agenda: Informix around the world

- Special characteristics of glass manufacturing
- Introducing A+W Software AG
- Two projects as examples being successful with IBM
- Lessons learned
- Informix-Video



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Specials of flat glass manufacturing

Glass is one of the last materials to be mounted (buildings, cars, ...).
Nearly each pane has different dimensions.

**Assembly line work with enormous variety of options
(order quantity \ll 10 pieces) with low value**

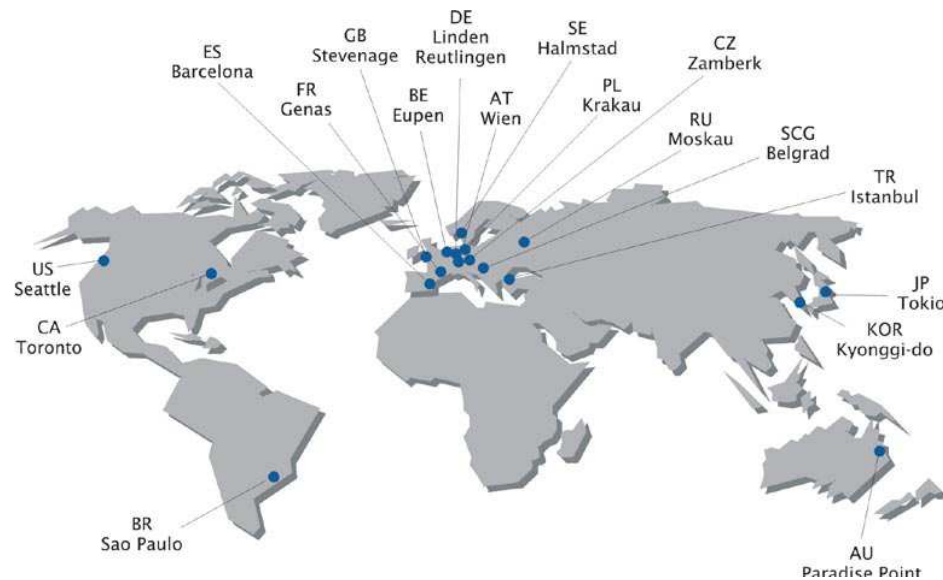
Therefore: extraordinary demands on production and logistics!

Only a perfect adjusted system to variants and the
automatic generation of parts lists has the chance to
succeed.



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Introducing ALBAT+WIRSAM Software AG



Business: Software for global glass industry for more than 30 years

18 subsidiaries and partners in Europe and overseas with about 250 employees

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Introducing ALBAT+WIRSAM Software AG

- **Process engineering**
glass production, window production, sales of windows
- **Specializing on variants producing industry**
as glass-, windows and door-branches with Software ALCIB
- **Combination of industry specific insider know-how
and IT-expert knowledge**
- **Since 2007 member of the Glaston Corporation**



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IT fundament: RAD-Tool „FIX“ and Informix

- Long-term partnership with Nonne&Schneider (NSI) in software development and projects
- Rapid application development – tool FIX (C, C++) allows a maximum of standardized software development



- Informix applications up and running for more than 20 years
- IDS 11.5 in productive operation

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The customer projects



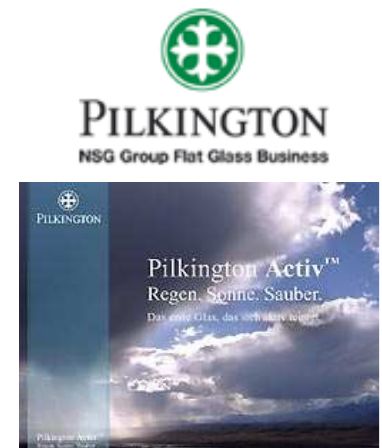
1. Project Interpane Seingbouse

Replacement of SAP R3 (Oracle) by ALCIB
(Informix IDS 10, FIX) in less than 4 months



2. Project Nippon Sheet Glass (Pilkington)

Changeover of a Japan-wide
IBM-Mainframe application to ALCIB
(IBM RS6000 HACMP, Informix IDS 11, FIX)
in less than 18 months



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Project 1: Interpane Seingbouse

Background: (10/2006)

- Takeover of a floatglass factory for high security glass by Interpane
- business processes have to be assigned from Pilkington network
- Replacement of SAP R/3 on Oracle „asap“

Question:

- Is this possible with ALCIB and Informix in 100 days?



ALCIB goes FLOAT

Die ALBAT+WIRSAM Software ALCIB hat im Interpane Floatglaswerk in Seingbouse folgende Aufgaben übernommen:

- Verkauf, Auftragsabwicklung
- Einkauf, Beschaffungswesen
- Produktionsplanung, Bedarf Lieferqualitäten
- Materialzuführung VSG-Produktion
- Materialzuführung Beschichtungsanlage
- Glasstapeloptimierung
- Lager, Lagerlogistik, Kaltbereich
- Versand, Lade- und Anlieferlogistik
- Rechnungswesen, Auftragsabrechnungen
- Schnittstelle Float-Produktions- und Informationsystem
- Schnittstelle Finanzwesen
- Schnittstelle Web-Portal für Spediteure
- B2B-Schnittstelle elektronische Auftragsannahme
- Vernetzung aller Unternehmen im Geschäftsverbund

Die Informationen über das produzierte Glas wurden deutlich erweitert. So sehen die Mitarbeiter neben der Glasart, die Größe, die Stärke und die Eigenschaften des Glases auf den ersten Blick. Die hohe Transparenz des Programmes und die Verknüpfung mit allen relevanten Daten ermöglicht es, alle Zu- und Abgänge, oder z.B. Lagerunterdeckung sofort zu erkennen. Die Anbindung dieser ALCIB-Daten an alle anderen Interpane Standorte wird in der Zukunft erfolgen. Hierzu stehen die Mitarbeiter von ALBAT+WIRSAM und Interpane schon jetzt in den Startlöchern.

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ALBAT+WIRSAM

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Analysis Interpane Seingbouse

- **Start analysis: beginning of Nov. 06**
 - Present SAP-application strong „customizing“
 - Hundreds of stock movements per day
 - 80 truck transportations per day
 - 2500 stacks of glass per day
 - No mixed mode possible
 - Complete parallel development and hardware allocation
 - SAP may not be interrupted!
 - Necessary process analysis, due to bad documentation
- **Requirements**
 - „One-hit-chance“: After the change it has to work!
 - High requirements to stability and performance
 - Production controlling and logistic are running „Just-in-Sequence“
 - All processes need to be completely represented.



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Interpane Seingbouse – milestones

- **05.01.2007:** Only 50 days! SAP solution is extremely customized. Further analysis necessary. **The first screen forms are available.**
- **31.01.2007:** adjustments are largely completed. Next step **theoretic testing**, as a „dress rehearsal“ is not possible.
- **15.02.2007:** From now the developer team is working at the customer's site. **All working stations are installed.**
- **01.03.2007:** The float factory is running by **hand drive**. (impossible to stop)
Pilkington IT is shutting down SAP solution.
01.03.2007: 15:00 The first ALCIB screen is coming on stream.
01.03.2007: 19:00 **ALCIB is running!**

Conclusion

- Perfect customizing of A+W-application based on FIX and Informix 10.0
- High degree of standardization
- Great performance and stability at low administrative costs



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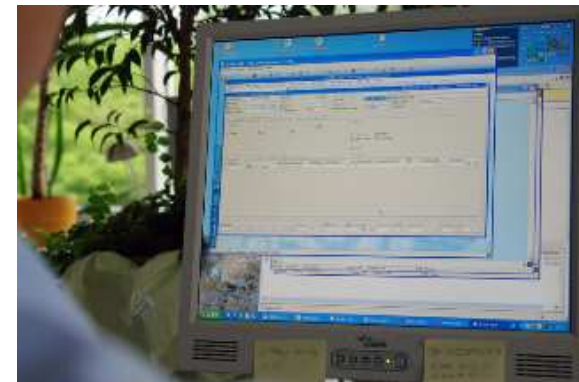
Interpane Seingbouse, France – ALCIB at work



The whole commercial and logistic handling is executed with ALCIB by A+W



Manufacturing is controlled by special software (realtime)



By the use of specific terminals the A+W software is available directly on the lift truck.

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Project 2: Nippon Sheet Glas (Pilkington)

Background: (10/2006)

- Glass construction technology in Japan is „antiquated“
20 - 30 years behind Europe / USA!
- Requirements in production, logistics and sales increase.
NSG gets operational and financial problems

Solution:

- Purchase of Pilkington PLC in 2006, price 8 Billion USD
- No. 2 and No. 3 of world market glass production merge
- Target: get management resources and know how from Pilkington
- Pilkington-Management takes over the responsibility for organisation and IT!



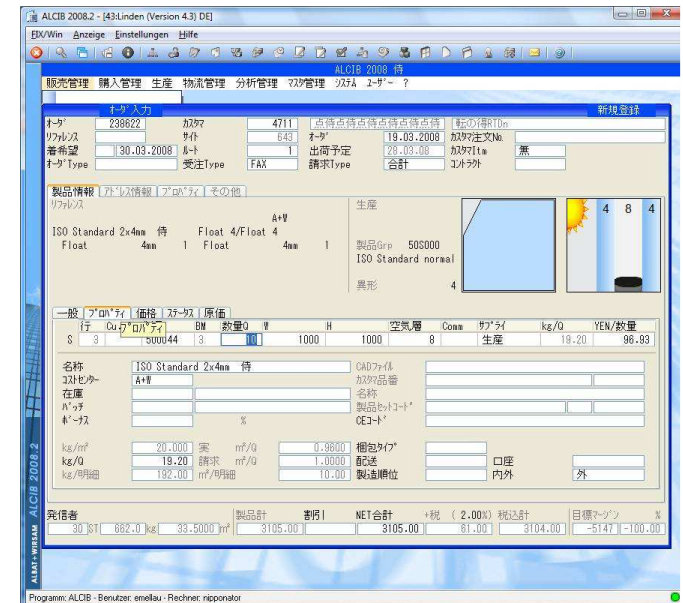
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Nippon Sheet Glas: the requirement

1. Replacement of NSG-software by Pilkington solution

2. Pilkington solution:

- A+W ALCIB + SAP R3 - combination
- > 300 manyears of development
- > 1000 screens
- Unicode symbol set
- Informix IDS 11



The challenge:

- Unicode portation of ALCIB
in less than 12 months – around 4 million lines of code!
- Implementation of specifics of japanese market
- Highest service level

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Nippon Sheet Glas: Japan / Worldwide

User:

UK 300

NOR 60

DK 40

CH 50

In Startup:

BNL 80

F 150



Japan
230 User

Worldwide data
centre in Germany-
Gelsenkirchen
(Football-Fans say
„auf Schalke“)

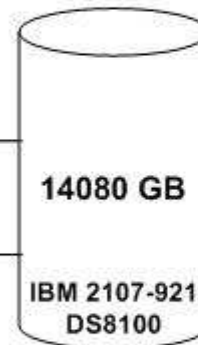
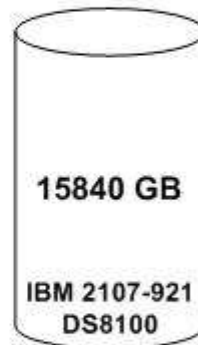
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Nippon Sheet Glas: Hardware

**IBM eServer
pSeries 590
18 CPU / 256 GB**



A+W 5,4CPU –
24RGB AM
HACMP Mutual
Failover
Other NSG
systems,
SAP etc...
12,6 CPU –
232GB RAM



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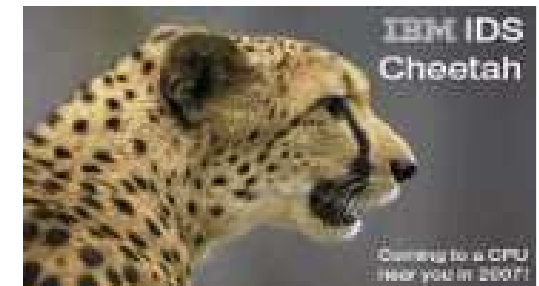


A+W 5,4CPU –
24RGB AM
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Other NSG
systems,
SAP etc...
12,6 CPU –
232GB RAM

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Nippon Sheet Glas: the solution

1. **Success:**
Good planning and consequent teamworking!
2. **A+W has done a great job!**
3. **Performance, stability and security
with Informix 11.5!**



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Lessons learned

- **ALCIB?**

ALCIB is the leading ERP-solution for flat-glass-industries – worldwide

- **Database?**

Informix is the Database for ALCIB!

Ready for

IBM®

Informix®
Dynamic Server

data server software

- **Hardware?**

IBM Hardware is the platform

- **What does this mean for you?**

You can be successful with IBM, too!

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Informix – Product Movie



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Ready for



Informix® Dynamic Server

data server software

Wishing you a successful IOD
and a successful business with IBM Informix!



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