

# BUSINESS-CRITICAL INVENTORY SYSTEM RE-HOSTED TO LINUX®



## Customer

Alliance Healthcare Deutschland AG, formerly Andrae-Noris Zahn AG (ANZAG), is one of Germany's leading pharmaceutical wholesalers, posting group revenues of more than €4 billion. With 25 subsidiaries, the company has the largest delivery network in the industry. Alliance Healthcare is also active in the healthcare logistics and information services industries through subsidiaries and partnerships.

## Industry

Pharmaceuticals

## Opportunity

- Gain hardware and operating system platform independence
- Align systems with IT optimizations
- Protect valuable investments in its inventory system, long-term

## Solution Set

- Adabas & Natural Application Modernization Platform
- webMethods Integration Platform
- Global Consulting Services

## Key Benefits

- Applications enterprise-wide successfully re-hosted, far ahead of schedule
- No business impact to high-volume daily operations, in excess of 10,000 order positions during peaks
- Improved platform performance and stability
- Significantly reduced operating costs
- Existing system future-proofed by using webMethods integration with various infrastructure and process scenarios

LINUX RE-HOSTING COMPLETED

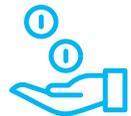
# AHEAD OF SCHEDULE



IMPROVED PLATFORM  
**PERFORMANCE  
AND STABILITY**



**SIGNIFICANTLY  
REDUCED  
OPERATING  
COSTS**



## Building for the future

When faced with extremely high competitive pressure and a desire to improve performance, pharmaceutical wholesaler Alliance Healthcare put the IT systems the company has relied on for decades to the test. Market demands as well as new regulatory requirements needed to be implemented faster and more securely in the future.

Wapha, the inventory system developed with Adabas & Natural at the heart of Alliance Healthcare's logistics, had to be moved from the expensive mainframe environment to the more cost-effective Linux platform.

*"Re-hosting our business-critical inventory system to Linux, we reduced operating costs, protected our investments in Adabas & Natural and made Wapha future-proof. Now we can benefit further from new Software AG technologies, including webMethods."*

— **Hartwig Hopfenzitz** | IT Director, Alliance Healthcare Deutschland AG

## Award-winning micrologistics

Alliance Healthcare holds a leading position in Germany's wholesale pharmaceutical market with its micrologistics system for distributing pharmaceuticals. The award-winning system coupled with a nationwide network of 25 subsidiaries enables the company to supply more than 21,000 pharmacies with every pharmaceutical and health product available in Germany.

Products from more than 2,200 pharmaceutical companies are delivered usually within two but at most four hours after receiving the order. This service level holds true even for the peak delivery periods.

This is all possible thanks to the heart of Alliance Healthcare's micrologistics, Wapha, the company's custom-designed inventory system, which has logged more than 20 years of reliable operations. Wapha encompasses procurement and warehousing, order management and delivery, returns management and accounting systems. Over time, various administrative applications as well as custom applications and workflows were also built around Wapha.

## Optimizing the IT landscape

When the company evaluated its enterprise-wide systems, an image emerged of a diverse, heterogeneous IT landscape. Rapid implementation of new requirements had become time- and cost-intensive—not acceptable in a market that is highly rebate- and sales-oriented and further subject to frequent legal changes in Germany's regulated health system.

In addition, the mainframe platform that Wapha was built on was simply too expensive to use any longer. These issues led Alliance Healthcare to launch a major optimization effort for the company's enterprise-wide IT landscape.

The project involved a diverse range of tasks: clean up superfluous IT processes; transition all operations—Wapha, standard applications, technical infrastructure—to reduce two outsourcers to one using a virtual VMware® environment; optimize ITIL®-compliant service processes; introduce new systems for project management, quality assurance and testing; and last but not least, re-host the Wapha system with its multiple different instances one-to-one on Linux.

Software AG's Global Consulting Services supported the re-hosting process throughout and Alliance Healthcare's primary requirement: "No disruptions or limitations to operations." The re-hosting project was successfully completed according to plan and ahead of schedule; this encompassed all subsidiaries as well as the main office.

## Successful re-hosting to Linux

Operating Wapha in a virtual Linux environment, Alliance Healthcare has realized significant cost savings without compromising on stability and performance. User response times in the pharmacies remain the same—a few milliseconds. During peaks, Wapha processes more than 150,000 database requests per second, and the environment is as stable as before.

Hartwig Hopfenzitz, Alliance Healthcare's IT director and project initiator, confirms: "We came in significantly ahead of schedule and have reduced our costs as desired. Re-hosting Wapha to Linux, we were able to protect our investments in Adabas & Natural and now can benefit from future Software AG technological developments with NaturalONE or webMethods, for example."

Alliance Healthcare currently uses webMethods to integrate internal applications and enable pharmacies to directly access Wapha online or through their local pharmacy software solutions.

### ABOUT SOFTWARE AG

The digital transformation is changing enterprise IT landscapes from inflexible application silos to modern software platform-driven IT architectures which deliver the openness, speed and agility needed to enable the digital real-time enterprise. Software AG offers the first end-to-end Digital Business Platform, based on open standards, with integration, process management, in-memory data, adaptive application development, real-time analytics and enterprise architecture management as core building blocks. The modular platform allows users to develop the next generation of application systems to build their digital future, today. With over 45 years of customer-centric innovation, Software AG is ranked as a leader in many innovative and digital technology categories. Learn more at [www.SoftwareAG.com](http://www.SoftwareAG.com).

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