



Franklin Electric

Franklin Electric Co., Inc.
Bluffton, Indiana, USA

www.franklin-electric.com

Industry

- Manufacturer / Distributor,
- Electric Motors and Pumps

Business Challenges

- Upgrade infrastructure to support enterprise software conversion
- Enable high availability and data replication
- Expand storage area network and enable scalability

Business Results

- Reduced time and cost required to manage solution
- Eliminated business disruption
- Reduced cost of incremental growth

Solution Features

- Hardware:
 - IBM iSeries i570 POWER6 and i520 Servers
 - IBM Blade Center System with 16 Blade Servers
 - DS4700 SAN and DS3400 SAN
 - SAN Volume Controller
- Software:
 - VMware virtualization
 - Vision Solutions iTera high availability software



Franklin Electric Company

Global Leader Relies On Long-Time Partner DSI® For Design of Enterprise Infrastructure To Reduce Cost Of Growth

With more than 3,200 employees in 15 manufacturing and distribution facilities in 9 countries worldwide, Franklin Electric understands there is no room for downtime when you're running a global business.

Franklin is the world's largest manufacturer of submersible electric motors and pumps. In fact, Franklin's products are used in approximately one of every two water wells and filling stations worldwide.

Challenge

When Franklin began planning its upgrade from JD Edwards World they turned to DSI®, its long-time technology partner, to address its infrastructure needs.

Franklin knew from previous experience that DSI, as an IBM Premier Business Partner, could provide the hardware, software, services, and knowledge transfer needed for a successful project.

"DSI has been a very competent long-term partner, so we had a high level of comfort when it came to expanding our relationship with them on this project," said Joe Mason, Global Chief Information Officer, Franklin Electric.

Franklin also knew that DSI shared Franklin's guiding principles of project management:

- **Implement the hardware and software completely and successfully.**
- **Provide the knowledge transfer and internal documentation to empower Franklin to manage and maintain the solution.**

Franklin and DSI first worked together in 1998 when Franklin implemented JD Edwards World. At that time, Franklin chose DSI for its experience with both IBM hardware and JD Edwards enterprise software. DSI migrated Franklin from an IBM ES/9000 to an IBM iSeries Model 830. DSI implemented the hardware and software and provided the knowledge transfer that empowered Franklin to take complete control of the solution.

"As our company moved from World to EnterpriseOne and business intelligence applications, our requirement for servers and storage increased significantly. We also needed a true high availability and disaster recovery solution to support our mission-critical business processes in our 15 facilities worldwide," said Mason.

"DSI's implementation of these projects was flawless, and the knowledge transfer has allowed our staff to proactively manage these critical business functions."

*Joe Mason
Global Chief Information Officer
Franklin Electric*

Solution

To meet Franklin's business requirements, DSI supplied and configured:

- **IBM System i570 and i520 servers.**

The i570 POWER6 platform provides superior performance and scalability as the production server, and i520 supports it by performing as the high availability and disaster recovery server running iTera High Availability from Vision.

- **2 IBM Blade Centers with 16 Blades and VMware virtualization software.**

Previously, Franklin managed and maintained more than 100 servers. The Blade Center and VMware solution provided by DSI enabled a 10 for 1 consolidation of servers.

"DSI enabled us to significantly reduce the time and cost required to manage and maintain our server environment. It also reduced our cost of incremental growth, and business disruption is now a thing of the past," said Mason.

- **High-availability software from Vision Solutions.**

As a global leader in its industry, Franklin needed a true high availability and disaster recovery solution. Mason said, "DSI provided and installed the high availability software on the i520, and provided the knowledge transfer we needed to successfully manage this mission-critical function."

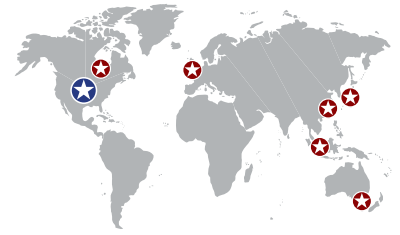
- **A scalable Storage Area Network with a DS4700 SAN and SAN Volume Controller.**

Franklin's existing SAN was adequate, but not flexible enough to meet the company's growing needs. "DSI proposed specific hardware and made engineering recommendations to improve performance and protect our investment in our existing SAN. As a result, SAN performance increased dramatically, and the dissimilar products are transparent to the end user," said Mason.

Results

With DSI's help, Franklin now has a fast, flexible, high availability environment to support the company's worldwide business operations.

"The solution DSI proposed significantly reduced the time and cost to manage and maintain this environment. It also reduced the cost of incremental growth, and eliminated business disruption completely," said Mason. "DSI's implementation of these projects was flawless, and the knowledge transfer has allowed our staff to proactively manage these critical business functions."



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