

# Gruppo Boero



**G**ruppo Boero, in partnership with IBM and IBM Business

Partner Delphis Informatica, deployed IBM LinuxONE, and IBM Storage to drive innovation and digitalisation of their processes to improve business and manufacturing performance.

Powerful servers with high performance computing capabilities ensured a smooth transformation that helped increase production uptime and reduce licensing costs. The firm financed the deployment through IBM Global Financing which helped free up cashflow for other strategic business plans.



“Digital transformation is critical to our success and the recent pandemic has accelerated that. Speaking of high-tech projects, the collaboration with IBM is an excellent example.”

**Manuele Dechaud**, Manager of IT and Operations at Gruppo Boero.

## About Gruppo Boero

Established in 1831, Gruppo Boero has grown to become an Italian market leader of high-quality coatings, paints, and protection cycles in the construction, architectural and deco, yachting, and marine sectors. From their four sites in northern Italy, the company’s operations run 24 hours a day, 7 days a week to keep up with the demand of its 5,000 customers located in over 45 countries around the world. Besides investing 3% of its turnover in research and development annually, Gruppo Boero is currently undertaking an extensive digital transformation, which has been accelerated by the recent pandemic.



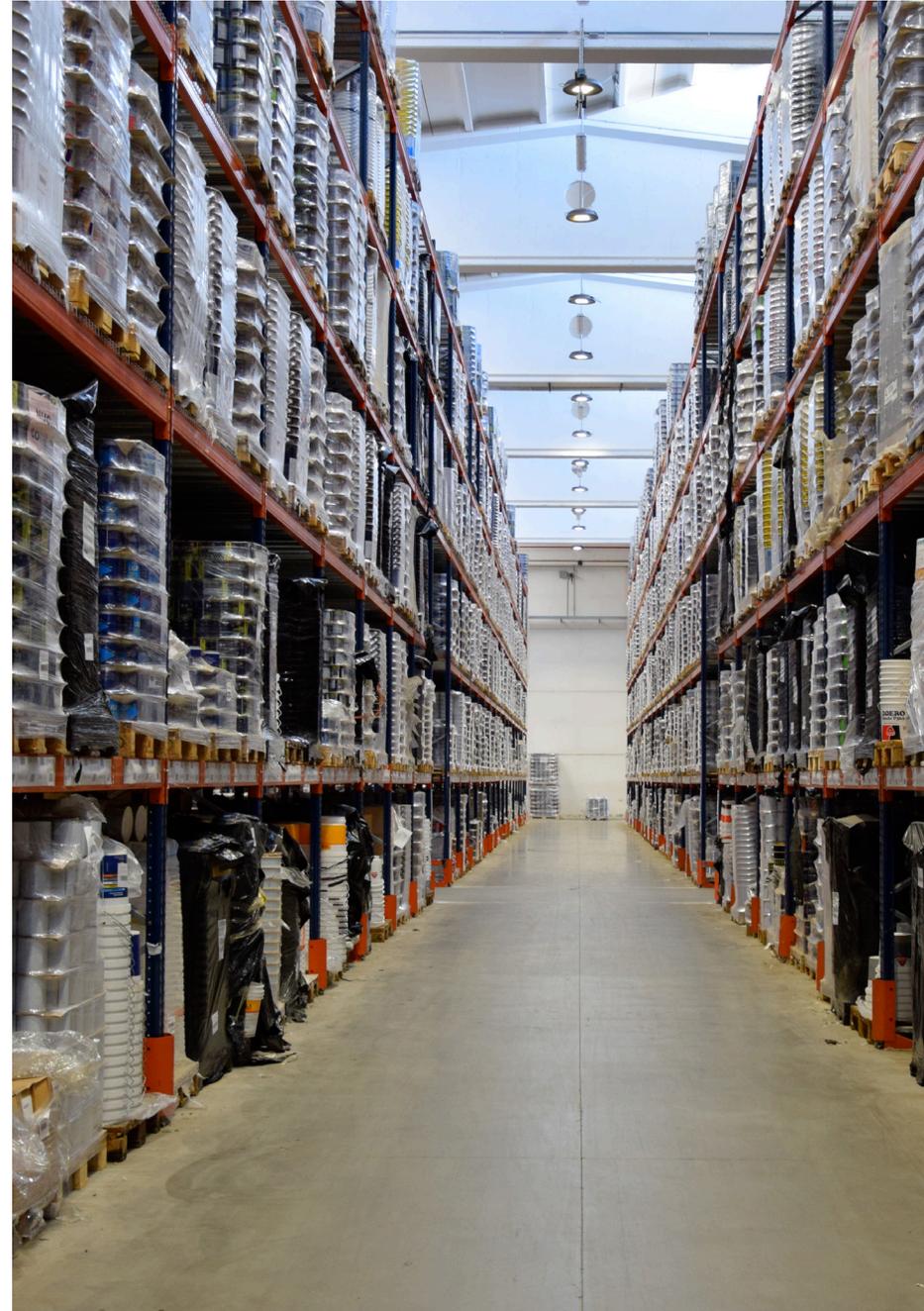
## About Delphis Informatica

[Delphis Informatica](#) has been an IBM Business Partner for enterprise solutions, mainly IBM Z®, LinuxONE, and enterprise storage, for more than 20 years. Delphis Informatica offers solutions, including professional services, for medium-large companies, both in the public and private sectors.



# Business challenge

[Gruppo Boero](#) has production lines at its four locations running 24 hours a day, 7 days a week, all managed and overseen by its mainframe and database solutions. This means that if the mainframe or database goes down, then all production stops until the IT infrastructure can be restarted hours or even days later. There are significant costs to these unexpected production delays, including reduced productivity of equipment, increased costs from employees unable to work, and loss of reputation due to the late fulfilment and delivery of orders. Additionally to improving the availability, reliability, and performance of their IT infrastructure, Gruppo Boero wanted to reduce their high licensing fees from their previous solution, ensure faster response times, improve overall IT security, and be able to handle higher workloads.



# Solution

“We needed to improve the performance, security, and reliability of the servers where our Oracle Enterprise Edition database cluster was running, which is critical to our Sage X3 ERP system,” said Manuele Dechaud, Manager of IT and Operations at Gruppo Boero. “Our factories operate 24x7, hence these strategic applications require a highly reliable infrastructure.”

In response, Delphis Informatica, together with IBM, proposed consolidating the Oracle Enterprise Edition databased used with SAGE X3 onto IBM LinuxONE which, together with the IBM Storage solution used for sharing with the x86 open platform, reduced licensing costs and improved reliability of the entire system.

The LinuxONE is the ideal platform for confidential computing for hybrid cloud solutions and drives cost savings through server consolidation. It works smoothly with the IBM Storage portfolio which provides continuous access to data of all types and from all sources, IBM FlashSystem® with Distributed Enterprise Storage that ensures container data can be

accessed seamlessly across the hybrid cloud, and IBM LinuxONE that extends the value of the most valuable data and apps with flexible computing, resiliency, and privacy.

Gruppo Boero used IBM Global Financing solutions to finance the LinuxONE platform and to lease IBM FlashSystem storage.

“IBM Global Financing solutions are customised to individual needs and thus matched our budget requirements and lowered our total cost of ownership (TCO),” explained Manuele Dechaud. “Furthermore, by using IBM Global Financing, we can preserve our liquidity for other strategic investments.” “IBM Global Financing is the ideal financing partner for selling IBM products with our solutions and services,” clarified Maurizio Priano, Partner and CEO of Delphis Informatica. “With a single financing source, we can offer our customers all hardware, software and maintenance products plus our services, all in one package.”



# Results

By joining forces with IBM and IBM Business Partner Delphis Informatica, Gruppo Boero digitalised its processes, increasing production uptime and reducing overheads.

The reduced overheads included a reduction of more than 70% in their licensing costs, increased performance due to the optimisation of the overall IT infrastructure, improved IT security, and reliability.

Furthermore, by working with IBM Global Financing, Gruppo Boero benefited from affordable financing for its IBM solution, while maintaining liquidity for other strategic business plans.

## Solution components

- IBM LinuxONE
- IBM FlashSystem
- IBM Global Financing

## Take the next step

To learn more about IBM Global Financing options for LinuxONE and IBM Storage solutions, please contact your IBM representative or IBM Business Partner, or visit the following websites:

<https://www.ibm.com/financing>

<https://www.ibm.com/it-infrastructure/linuxone>

<https://www.ibm.com/it-infrastructure/storage>

For more information about Delphis Informatica, IBM Business Partner, please visit the following website:

<https://www.delphis.it/>



“IBM Global Financing is the ideal financing partner for selling IBM products with our solutions and services. With a single financing source, we can offer our customers all hardware, software and maintenance products plus our services, all in one package.”

**Maurizio Priano**, Partner and CEO of Delphis Informatica



### About IBM Global Financing

IBM Global Financing offers flexible payment solutions for credit qualified IBM customers to help them acquire IT solutions with reduced up-front cash outlays. Our payment solutions are available for server and storage solutions, IBM and Red Hat® software and services, and can help start projects sooner, improve cash flow, and enhance business results – including return on investment (ROI) and TCO. Payment plans can help align infrastructure investments with workload needs to provide increased flexibility and agility. IBM can manage the complete lifecycle of leased IBM hardware including several end-of-lease options.

### About LinuxONE

The new LinuxONE III single-frame and multi-frame systems deliver security, privacy and resiliency at scale as part of your enterprise-wide cloud infrastructure. IBM LinuxONE can drive cost savings for businesses through consolidation, without sacrificing on performance, security, openness or reliability.



 **DELPHIS** INFORMATICA



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