VON ARDENNE

German coating equipment specialist VON ARDENNE needed to take better control of decentralized data, including its 750 patents and other business critical intellectual property. Micro Focus® provided the answer, increasing search efficiency and data protection while reducing costs.

Overview

With over 750 patents, a rapidly growing workforce, and a business that spans more than 50 countries, VON ARDENNE needed a big data solution that was capable of centralizing, securing, and managing its impressive store of intellectual property and business data. To meet this need, VON ARDENNE reached out to Janz-IT, a known and trusted partner. JANZ-IT successfully implemented and deployed a solution that centers on Micro Focus IDOL. The solution makes searching for information 75 percent faster. It has also saved the company millions of euros every year, increased the company's ROI, and cut the amount of time it takes to make new offers by half.

Challenge

We live in an information age where data is an organization's most valuable asset and the volumes of valuable data are growing dramatically. Forecasters on the worldwide data

> **"The way that IDOL manages searches was the prime reason for selection."**
>
> **SYLVIO REHT**
> Head of Integrated Business Services
> VON ARDENNE

stage are already measuring data in exabytes and zettabytes, so it's vital that companies find effective and secure ways to manage the information explosion.

Dresden-based VON ARDENNE found itself in need of a secure data management solution because of its rapid business growth and the critical importance of its intellectual property. VON ARDENNE develops and manufactures advanced vacuum coating equipment for applying minutely thin coatings to glass, metal strips, wafers, and polymer films. For example, it offers an architectural glass coating that increases the heat insulation of buildings.

VON ARDENNE owes its roots to the work of German physicist and inventor Manfred von Ardenne, who took out 600 patents in fields that included electron microscopy, medical technology, and nuclear technology. With its equipment available in over 50 countries, the company now holds more than 750 patents worldwide.

"Know-how is the differentiator of our company and our intellectual property is the base upon which the company is built," says Sylvio Reh, head of integrated business services at VON ARDENNE. "That's the heartland that we need to defend because we have lots of competitors, many of which are global companies.

VON ARDENNE

At a Glance

■ **Industry**
Manufacturing

■ **Location**
Dresden, Germany

■ **Challenge**
To pull multiple types of data from multiple locations into one central system that is capable of securing the organization's intellectual property and meeting regulatory requirements.

■ **Products and Services**
IDOL
Content Manager
ControlPoint

■ **Results**
+ Reduced search times by 75 percent
+ Delivered a 400 percent return on investment in 4 years
+ Eliminated the loss of important data
+ Halved the "time to offer" on new deals

Over a six year period, VON ARDENNE grew from 120 to 650 employees. The IT environment developed organically as the company grew, and Reh was hired to completely overhaul it.

"Our data includes everything from unstructured files to patents, drawings, emails and Microsoft SharePoint. In fact anything you could imagine. It was spread over more than 25 locations so it was difficult to locate the information you needed," he says. "When you speak about starting from a greenfield situation, what I found was a jungle. We literally had to make the jungle into a greenfield and then start to build it up again."

Reh's team is responsible for three major and five mid-sized locations and delivers IT access to 50 other smaller sites across some 26 countries. Its main challenges were to draw the data together into one central system and create the necessary security around intellectual property. Compliance was another factor, particularly in relation to the legal requirements of VON ARDENNE solutions for the medical world.

Solution

Improved Search
VON ARDENNE did not issue a worldwide request for proposal because that would take too long. To speed up implementation, the company wanted the simplicity of a turn-key solution provided by a single vendor and chose Janz-IT, with whom it had already worked successfully on database contracts.

"Janz-IT is a strategic partner of VON ARDENNE, dealing with all its central IT requirements, especially when they relate to the [Micro Focus] portfolio. Based on this trusted partnership, we identified [Micro Focus] data management tools running on the [Micro Focus] big data platform as the perfect solution to meet the customer's requirements," says Dirk Waltje, senior executive president of sales at Janz-IT.

The solution started with a Micro Focus IDOL implementation that was subsequently upgraded to IDOL 10, which is designed to help organizations break down data silos, process data of virtually any format, analyze data in near real-time, and use their information more efficiently. It is a single and flexible platform for addressing diverse requirements in enterprise search and advanced content analytics. IDOL uses probabilistic algorithms to automatically recognize the concepts and ideas expressed in all forms of information both within and outside the enterprise. With an extensive library of connectors, the solution can, in addition to enterprise data repositories, tap into cloud based data sources such as Facebook, Twitter, Google+, Google Drive, Dropbox, and others.

Consolidated Archive delivers a scalable, unified content archive that controls and manages electronically stored information from hundreds of different data formats. It provides conceptual and contextual understanding of the data while improving storage efficiency and productivity. It also enables companies to identify, manage, or enforce governance policies on the data to assist in compliance and support accurate searches.

Results
"From 2012 to 2015, VON ARDENNE has saved four times the cost of these [Micro Focus] solutions and I think that is quite impressive. It has saved money in two other ways, firstly through eliminating the loss of important legal data and secondly because we are not having to re-invent the wheel.

"For example, if a customer requests a better way to use a system, you can quickly drill down and find out where and how you did that before. This has improved time-to-market and has reduced the time taken to find the answers from months down to weeks. Also, because we highlight the author with the search, we can find out who in the company has done something in this area in the past so we can quickly find the guy who has the information we need on any particular topic," says Reh.

Reducing search times by 75 percent saves VON ARDENNE several million euros a year. Plus, improved archiving saves a lot of time, particularly for older data, which would otherwise be hard to find. The time taken to make an offer on new deals has also been halved.

"I recently had one request from a very senior guy in VON ARDENNE, who wanted to trace an article from 1993 which would prove that we had already published a patent that one of our competitors was trying to take out. We were able to find the particular article and prove that it was our patent and we would not have been able to do that without the IDOL solutions," concludes Reh.

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