Anglo Beef Processors Case Study

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ABP is part of Europe's largest beef processing company, with a mission to be the preferred partner of multiple retailers, manufacturers and caterers in the supply of fresh and frozen meat and meat-based products. The company slaughters and processes in excess of 300,000 cattle per year in the UK, spread across 17 sites. Companies in the group include Wessex Foods, Silvercrest, Eatwell, Freshlink Foods and Dalepak Foods.

ABP is part of Irish Food Processors (IFP), one of Ireland's biggest privately owned companies, employing over 3,000 people and having a turnover in excess of 1 billion Euros. In addition to being Europe's largest beef producer, it is also the longest established beef processing group in Ireland.

The IFP Head Office, based in Ardee, Co. Louth, has operations strategically situated throughout Ireland from which it takes pride in supplying the best beef to its customers throughout Europe and the rest of the world.

ABP has achieved its position through giving its customers the assurance that its beef adheres to the highest standards of quality and safety. ABP commits to excellence in all aspects of its business, ensuring that its customers receive the service they expect from the market leader. The dynamism required to deliver this commitment in a 24 x 365 manufacturing environment means that suppliers to ABP must demonstrate their ability to deliver services in such demanding conditions.

SHARP High Availability

Recognising that the iSeries and ERP platform were critical to the business function, ABP investigated all the traditional methods of delivering High Availability to protect the business against the worst. The traditional model of capitalising hardware, replication software, paying in advance for setup services and then skilling up internally to manage the solution was too costly and time consuming. As a significant customer to IBM, ABP were put into contact with APSU who provide the SHARP (Secure High Availability Recovery Processor) service. This unique service which is delivered to IBM customers and direct to APSU customers provides IBM iSeries HA within a cloud delivery model. There are no setup costs of any kind, as all costs are amortised across the contract term (typically 3 or 5 years). When ABP were shown the cost and implementation timeline (3 weeks to full service), they had no hesitation in signing a long term agreement with the largest provider of iSeries HA in the UK.

Remote Managed Service

Once engaged as a managed service partner, APSU were afforded the chance to submit out ideas on overcoming another business challenge facing ABP. The issue being the large number of critical servers and data localised within each production site around the UK. APSU devised an innovative cloud backup solution where all site critical data is replicated to the Coventry datacentre and stored/archived according to ABP's particular specification.

Again, all traditionally "up front" costs were amortised across the managed service agreement ensuring ABP had an enterprise solution at the lowest possible cost. That took care of the data, what about the critical servers at each site? APSU provide a24/7 RMS (Remote Managed Service) contract to ensure these servers are monitored and managed to the same rigorous standards as the centralised group servers. The service is delivered from the Coventry and Cirencester Managed Service centres to some 15 Intel servers across the UK. CPU, Memory, HDD activity, Network availability and critical application services are all monitored and managed on a 24/7 basis. Any issues encountered are responded to according to a detailed SLA and APSU remotely log onto the servers to resolve any issues that occur, ensuring that every ABP site is up and running as much as possible.

> " APSU continue to deliver innovative and cost effective solutions, tailored to ABP's requirements. "

> " The datacentre transition was delivered on time and on budget – which is rare in this industry. "
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> **Robin Irvine, CIO**
> APB

The Process

Having delivered exceptional service, innovative solutions and a very attractive cost base to ABP for 9 months, ABP then decided to include APSU within a RFP process to Host and Manage all of the ABP Group servers. APSU again delivered a solution that amortised all costs over the contract term and showed an innovative approach to design that encompassed a total refresh of the Intel servers, adoption of virtualisation technologies and upgrading of the system software. Following a rigorous process of solution presentations and formal responses to the RFP, APSU were delighted to sign a long term agreement to provide Hosting and Managed services to ABP. This agreement and solution methodology represented a significant saving over the incumbent.

Working closely with ABP senior IT management, the transition to APSU's datacentre was planned in the most meticulous detail over 2 months – resulting in a "go-live" total transition from the previous supplier to the APSU Coventry Managed Service and Datacentre in less than 6 hours.

The future is bright

Since moving to the APSU Datacentre, ABP have been delighted by the service and APSU continue to propose solutions that deliver enterprise level service, geared specifically for ABP. As such we have become an extension of the ABP IT Team and become a trusted partner. APSU and ABP look to the future with an expectation that whatever the business challenge, an innovative and cost conscious solution will always be found.

For further **information**
contact our sales team on **01285 862 100** or email **info@apsu.com**

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