Success Story

Charon-AXP helps EIS Wire & Cable reduce MRP time from 15 minutes to under 1 minute.

The Challenge

The challenge faced by EIS Wire & Cable revolved around their heavy reliance on the AlphaServer ES40, which was launched in the late nighties. The were running a fully integrated business system, including proprietary Software and Open Database Connectivity (ODBC) software connecting to Record Management Systems (RMS) databases, on this hardware. While they diligently performed daily backups to the cloud and internal storage, the Alpha hardware supporting their system posed a significant obstacle. It was getting harder and harder to find replacement hardware for the AlphaServer, which was made worse by lack of expertise required to install non-hot swappable parts.

Recognizing the criticality of the AlphaServer ES40 to business operations, EIS Wire & Cable realized that they were one issue away from shutting down our business as this became the single most point of failure. Their key priority was to keep things running smoothly while also making sure that switching to new hardware could be done in a safe and orderly manner using a thorough test cutover procedure.

EIS Wire & Cable initially considered transitioning to a new cloud-based ERP system. However, they soon realized the monumental investment of time, resources, and finances such a migration would demand. After careful evaluation, they determined that the funds required for just a one-year subscription to the new ERP system could be better utilized to finance an entire project aimed at migrating their existing software to a Windows-based platform, with the expertise and support provided by Stromasys.

The Solution

EIS Wire & Cable identified Stromasys Charon-AXP as the optimal solution, after looking at Stromasys' extensive experience, established client base, and demonstrated value.

"Stromasys folks had no problems helping us to configure the software to do this. They knew just what was needed to help us achieve this and it gave us plenty of time to do our due diligence in testing the software and hardware to ensure it was all working flawlessly."

- Pete Gaudet, IT Manager, EIS Wire & Cable

Collaborating closely with Stromasys, EIS Wire & Cable devised a comprehensive plan for backing up their AlphaServer ES40 system and data, followed by restoration and migration to a Windows VMware platform. The team first discussed a detailed a step-by-step roadmap for the cutover process. The cutover commenced on a Friday night at 11 pm, with the system being taken offline and the backup initiated.

Customer Profile

EIS Wire & Cable manufactures a variety of high-performance instrumentation and control cables for use in the industrial distribution market. They specialize in manufacturing a wide range of custom design and standard construction products-from single conductor hook-up wire to complex multi conductor composite cables.

www.eiswire.com

By Saturday morning at 6 am, the backup process was successfully completed, allowing for the transfer of data to the new system. By 8 am, EIS Wire & Cable found the data seamlessly integrated and was fully ready for operation.

The Result

Since transitioning to the new machine, EIS Wire & Cable experienced a multitude of benefits. Chief among them is a remarkable increase in speed, with tasks such as MRP processing, which previously required 15 minutes, now completing in under 1 minute. Even reports generated through access using ODBC Software are processed swiftly.

Furthermore, the implementation of Charon-AXP instances on the new hardware has provided invaluable redundancy, offering peace of mind and uninterrupted operations for the team. The seamless switch between instances ensures continued productivity, whether addressing hardware issues or performing updates. Additionally, the streamlined backup process has eliminated the need for outdated cassette tapes, significantly reducing backup times.

With the impending removal of the old Alpha system, EIS Wire & Cable anticipates reclaiming valuable space in their computer room. The looming fear of system failure has been alleviated, providing a newfound sense of security and confidence. The efficiency gains from faster data processing afford EIS Wire & Cable personnel extra time to focus on other tasks, marking a significant departure from the days when the Alpha System topped their Failure Modes and Effects Analysis (FMEA) chart.

"An MRP that took 15 minutes to process now happens in under 1 minute!

- Pete Gaudet, IT Manager, EIS Wire & Cable

About Stromasys

Stromasys is the original and leading provider of enterprise-class cross-platform virtualization solutions, including PDP-11, Digital VAX and Alpha, HP 3000, and SPARC servers. The company extends the life cycle of business and mission-critical systems through virtualization, modernization, and system enhancement.

Founded in 1998 and headquartered in Geneva, Switzerland, and in Boston, Massachusetts, with sales offices as well as engineering, development, and research labs located around the world, Stromasys has implemented more than 5,000 cross-platform virtualization solutions for the world's leading companies in over 50 countries.

« *Our experience with Stromasys has been nothing but excellent. The people are great to work with and truly understand our needs and expectations. The process did not take a huge amount of time either, which in today's work environment is really important!   On a scale of 1 – 10, where 10 was exceeding expectations, I would give them a strong 12!* »

- Pete Gaudet, IT Manager, EIS Wire & Cable