



## German retailer benefits from multiprotocol solution

### Powerful multiprotocol support

Drogerie markt is one of the five largest drugstores in Germany, with over 600 stores located in Germany, Austria, Hungary, Italy, and other Eastern European countries. The company's revenues exceed 2 billion deutsche marks.

Filiadata is the computer service center of Drogerie markt. Filiadata has an SNA backbone network, supplied by IBM Global Network (IGN). The remote store locations operate on remote TCP/IP LANs.

*“SAP R/3, a TCP/IP-based client/server business software used for finance, was superior to our prior mainframe based accounting solution, but we needed to run SAP R/3 over SNA. IBM's solution gave us the ability we needed to make application decisions independent from existing network protocols so we could install SAP R/3.”*

*commented Mr. Mueller, Filiadata network administrator*

Filiadata needed SAP R/3 to run over the SNA network. The requirement was for

DOS and Windows SAP R/3 clients on IP LANs in remote store locations to access a SAP R/3 AIX server over the SNA network. The server runs on an IP LAN in Karlsruhe, Germany. The SNA backbone was preferable and more cost effective than obtaining additional lines for IP routers. There are also TCP/IP connected OS/2 print servers in the remote locations. The goal of the network architecture was to allow remote stores to connect over the SNA network to the main store.

<b>Application</b>	SAP R/3
<b>Software</b>	Communications Server for OS/2 Warp, or AnyNet/2 Sockets over SNA Gateway, OS/2
<b>Hardware</b>	Intel 386, or higher



*Drogerie markt drugstore*

### LAN internetworking

The Filiadata network has eight AnyNet/2 Sockets over SNA Gateways installed in Austria, Germany, Hungary, Italy, Czech Republic, Slovakia, Croatia and Slovenia store locations to connect the IP LANs over the SNA network in order to provide multiprotocol connectivity for running sockets-based SAP R/3 over SNA.

The AnyNet Sockets over SNA gateway technology is now integrated in Communications Server for OS/2 Warp, Version 4. Communications Server is a high-performance, multiprotocol gateway that incorporates the comprehensive support provided in Communications Manager/2 and AnyNet products.

### AnyNet speeds up installation

Filiadata was able to introduce a new IP-based application, SAP R/3, on top of their existing SNA network, without influencing the existing operation of the SNA network.

“Without AnyNet it would have taken much longer to introduce SAP R/3 as we had no IP skill available. Also we are convinced that there is better line utilization with SNA protocols, compared to an IP router network.



*Drogerie markt has over 600 locations*

This was very important because the gateways in the eastern part of Europe are only connected, initially, by 9600 baud lines. In these countries it's very difficult and expensive to get higher speed links from the telephone companies. We would have needed additional lines for a separate IP router network or we would have had to replace our whole 3745 based SNA network. There wasn't time or money available to do that.”

*“We are very satisfied with the response time and throughput of running SAP R/3 over SNA. Users at our store locations are taking advantage of the ability to use SNA's class of service (COS) for TCP/IP traffic prioritization.”*

*commented Mr. Roman Melcher,  
Filiadata Department Manager,  
Production Systems*

### For more information

To learn more about IBM's Communication Server family of products, contact your IBM marketing representative or business partner, today. Or look for us on the WWW at URL <http://www.raleigh.ibm.com>



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