



WEITZ COMPANY CONFRONTS RAPID GROWTH WITH IBM AND PEOPLESOFT SOLUTION – HOSTED ON DEMAND BY IBM BUSINESS PARTNER WTS

BUILT-IN FLEXIBILITY

Challenge

Provide scalable, secure and cost-efficient IT infrastructure through migration to new ERP solution

Solution

IBM @server iSeries® and xSeries® platforms, IBM DB2® Universal Database,™ PeopleSoft EnterpriseOne applications, and IBM Business Partner hosting services

Why IBM?

IBM @server® iSeries provides a robust, reliable backbone for running PeopleSoft solutions; WTS, an IBM Business Partner, offers unparalleled expertise in hosting PeopleSoft, and is standardized on IBM systems.

Key Benefits

Rapid implementation of next-generation data center services and application support; world-class disaster recovery assurances; predictable costs in the face of dynamic demands and rapid growth

The Weitz Company, a general contracting firm based in Des Moines, Iowa, is home to more than 1,100 employees, serves clients in more than 30 states and has realized more than 12 consecutive years of profitability. While these achievements are positive by any measure, Weitz's IT environment suffered under the strain of success. The company's infrastructure and legacy software systems could not meet the decision makers' growing requirements for faster access to reliable data.

In evaluating enterprise resource planning (ERP) solutions, Weitz looked for an application vendor with construction industry expertise and an open infrastructure with built-in flexibility to allow for growth. PeopleSoft EnterpriseOne – for financials, HR, payroll and more – fit the bill. Next, Weitz selected an application service provider (ASP) to provide hosting, network management and support. It chose WTS, Inc., an IBM Business Partner, both for

its expertise in implementing, delivering and supporting PeopleSoft solutions, and its robust, reliable IBM IT backbone. The IBM platform, comprising IBM @server iSeries servers and the award-winning IBM DB2 Universal Database, delivers virtually unparalleled scalability, flexibility and reliability. Plus, it is enriched with autonomic, self-healing properties that help minimize required management tasks.

Access to expertise through ASP outsourcing

Weitz faced a number of significant challenges in undertaking migration from disparate legacy systems and applications to its new portfolio of business solutions. Primarily, the company could not justify constructing its own DB2-driven data center or acquiring the necessary computing power. "We did not have a data center, nor did we have iSeries experience, and our business plan did not leave room for us to build up in those areas," explains Mark Federle, CIO, Weitz.

Its hosting arrangement affords Weitz a leading-edge IBM infrastructure, along with the benefits of rapid implementation, scalability-to-demand and predictable costs—even in the face of rapid growth. WTS relies on IBM **@server** iSeries and xSeries platforms to deliver the flexibility needed to support a wide range of technologies, now and in the future. Furthermore, On/Off Capacity on Demand, featured with iSeries servers, enables Weitz to consume only the processing power it actually uses to run its mission-critical e-business applications—without having to support excess or under-utilized capacity. For example, processing capacity can be temporarily increased during peak workload periods, such as the end of fiscal quarters, and then scaled back when workload is reduced.

“We were sold on the benefits of running PeopleSoft on iSeries. In selecting a partner to host the solution, WTS’s iSeries experience brought us a much stronger comfort level.”

—Mark Federle, CIO, Weitz

Solutions, services and benefits

The new environment delivers tangible benefits to Weitz, not the least of which is a more unified view of business information across the company. The PeopleSoft solutions were up-and-running within four days of the signing of the hosting contract—an implementation cycle that would have been impossible in-house. Plus, Weitz avoided

upwards of US\$1M in data center construction and implementation costs alone.

Weitz has heightened its business process efficiencies and service levels as well, thanks to its IBM-supported PeopleSoft solution. More specifically, the transformation eliminates numerous redundant work processes; improves response times to new business demands; enables dynamic, realtime access to project-related data; and enhances customer support processes. Moreover, the company can count on absolute uptime, total availability and resilience in the face of demand peaks, strategy shifts or external threats. As a result, Weitz can return its attention to core business growth and sustained success.

Adapting to the changing marketplace

For years, IBM, PeopleSoft and IBM Business Partners like WTS have shared technologies and strategies to help customers succeed in their industry. Together, we are helping companies achieve and sustain competitive advantage, and benefit from end-to-end, integrated solutions—on demand.

For more information

To find out more, please contact your IBM sales representative or IBM Business Partner, or visit us at:

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