



About Klöckner Pentaplast (KP)

The Klöckner Pentaplast Group is a global leader in rigid and flexible packaging, printing and specialty solutions, serving the pharmaceutical, medical device, food, beverage and card markets, among others. With a broad portfolio of packaging, films and services powered by innovation, Klöckner Pentaplast plays an integral role in the customer value chain by marketing and safeguarding product integrity, assuring safety, consumer health and protecting brand reputation.

Founded in 1965 in Montabaur, Germany, Klöckner Pentaplast has operations in 18 countries and employs over 6,300 people committed to serving customers worldwide from 61 total locations, including 35 production sites. Within the last financial year, the company had sales of €1.893 million (EOY CY'17). The Klöckner Pentaplast Group is wholly owned by a group of investors led by SVP Global.

About Farmamak

A subsidiary of Klöckner Pentaplast Group, Farmamak was established in 1979 and continues its production and service activities with more than 220 employees in İstanbul.

Farmamak is the leading rigid folio producer in Turkey and in the surrounding geography. The company exports to more than 30 countries: the main market is Europe; however, America, Africa, Middle East and Turkic countries are also served extensively.

R&D is highly regarded in the Farmamak culture with strong customer and market orientation. Farmamak, which gives great importance to the development of new products, invests in products which aren't produced in Turkey. With its experienced staff and an extensive laboratory infrastructure, it continues to offer innovative and competitive products. Farmamak, caring about providing sustainable services with the total quality approach, is proud of its product and service quality.

The Challenge

In 2016, KP acquired Farmamak and this way extended its operations to Turkey and added a sizable market to its extent in the international markets. Both companies were using SAP for their main ERP instance and in the following months, a project was delivered to merge Farmamak's instance to KP's instance. But due to regulations in Turkey, the Farmamak SAP instance remains open in the years to come. But access to this system is needed for legal audit and reporting purposes and a 24-hour high availability access to these systems is not required. The problem is, after the merging, the Farmamak SAP instance was using unnecessary resources and to be able to keep it running, a fast migration had to be performed due to expiring resources. The proposed system needed to be available sporadically in time but will be opened and closed quickly with minimum resource requirement and maintenance cost.

The Solution

To realise these goals, the SAP instance had to be migrated to Cloud and management of the services were requested to be accomplished by outsourcing; while a parallel project was being run to merge Farmamak to KP's global SAP application, which is used by globally by hundreds of employees and essential to day-to-day procurement, order management, finance, production functionalities. Runibex, already being an SAP consultancy partner to Farmamak and KP, was chosen as the managed services partner and AWS as the main cloud services provider. The SAP instance with terabytes of data was migrated and configured on AWS. In a day, the SAP instance was up and running. Management of the system is being provided by Runibex.

The Benefits

KP has seen prominent savings in support and maintenance costs by running the system on AWS. KP maintained physical servers, including database and application servers, to support the production instance, and those servers are now decommissioned. Costs have decreased dramatically and no in-house dedicated IT resources are needed anymore. In addition, the system was under-utilised when it was hosted in the on-premise data centre. On AWS, KP only pays for what it uses.

Want to make sure you're fully benefiting from your Cloud investments? Talk to Runibex Technology today about our range of flexible and cost-effective Managed Services for the Cloud by calling **+44 (0)20 3911 7469** or visiting **www.runibex.com**