



Pharmaceuticals are our business

Every day millions of Europeans require new pharmaceuticals. At home, en-route, in hospitals, in nursing homes. PHOENIX makes sure that pharmaceuticals are available at the right place at the right time. At pharmacies, at dispensing doctors and at medical institutions. The area-wide supply with a full assortment of pharmaceuticals and health products is the mission of PHOENIX.



In the heart of the Chain of Care PHOENIX provides logistical services of high quality and efficiency. Trading with pharmaceuticals is the core business. The operating range for the health-care is even expanded by the business segments Pre-Wholesale, Pharmacy-IT and – services as well as special logistics.

The PHOENIX^{group} has been Europe's leading Pharmaceutical wholesaler for several decades. PHOENIX operates a total of 156 distribution centers in 23 countries with more than 20,000 employees.

The IT of PHOENIX is centralized and is located in Fürth. It operates an IBM z-series mainframe. z/VSE is used as operating system. Approximately 60 employees in Fürth and 30 in Mannheim constitute the IT-team. The core application is PHARMOS. For 20 years this application is a guarantor for a secure and smooth chain of all business processes in the area of enterprise resource planning (ERP). The application has been developed in COBOL and uses VSAM files. PHARMOS is used to support the 20 German and 40 additional European sales/distribution centers. It is the goal of the IT to migrate this application to a UNIX platform with an INFORMIX RDBMS in the long term. Scharoch Kafai, Manager Solution Services IT at PHOENIX: "This project has our undivided attention. We perform the migration in functional steps. The operating segments Purchasing and Order Entry are already completed, additional segments will be migrated in the next years. For all steps we take, our top priority is on excellent performance and high availability of all participating systems." PHOENIX operates approximately 20 VSE systems with a total of 50 CICS-partitions. On average more than 10 million transactions are processed every day. Mr. Kafai: "Our transaction peaks are during the lunch hours and the early evening hours. During these times we accept the orders of the pharmacists. These orders are either send to us electronically from the pharmacies or we automatically pick up the orders using our systems. "

In 2007 project MDE (Mobile Data Entry) was implemented. Special consignment sales are processed on a WINDOWS-platform using scanner-

and software-systems from BÜTEMA. Scharoch Kafai: "We had to connect these systems to our mainframe in a way that existing mainframe programs had to be integrated in the business flow. We already had spend some time with a solution offered by one of our major IT suppliers, but we wanted to also see an alternative. Our search got us in contact with B.O.S. Software." A POC was scheduled at an IBM user-conference. tcACCESS was installed by a B.O.S. representative and a first prototype was created. Mr. Kafai: "During the test of tcACCESS our special focus was on performance and it turned out that the performance was very satisfying. We have also been convinced by the technical competence of B.O.S. Key points to make a decision for tcACCESS have been the technical reasons as well as the good price/performance ratio of tcACCESS."

The WINDOWS-applications use the tcACCESS Stored Procedures function to integrate the existing mainframe programs into the MDE project. The project is already in use at 7 German distribution centers. The remaining 13 centers will be implemented during the course of 2008. Scharoch Kafai: "In the near future tcACCESS will also become the connector to the mainframe for the current order entry system. tcACCESS will be our corporate standard for every connection between the open world and the mainframe. As part of our modular migration steps we also plan to use other tcACCESS functions like the SQL access to our VSAM production files. "

Mr. Kafai and his co-workers commend the good working relationship with B.O.S. "We are very happy with the support we get. I truly can say that B.O.S. takes a special position here. The response is fast and the support people know what they are talking about. From a range of 1 to 10 I would like to score the support with an excellent 10 points."

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