

For AAH Pharmaceuticals, Ingres Open Source Is the Key to a Healthy Business



Customer

AAH Pharmaceuticals Ltd.

Industry

Pharmaceuticals

Challenge

Adapt to to constantly-changing business requirements

Solution

Ingres Database running on Linux

Benefits

Rapid ROI
Improved efficiency
Higher performance
Seamless integration with legacy systems

HIGHLIGHTS

For AAH Pharmaceuticals Ltd., Ingres is just what the doctor ordered. Challenged to keep pace with the ever-changing, strictly regulated UK healthcare market, the company relies on Ingres Database, a leading open source database for business-critical applications, for the scalability and agility it needs to adapt quickly to emerging market trends. Faster operations, seamless partner integration, and expert support help the company achieve maximum efficiency and ROI – and maintain a healthy competitive advantage.

CHALLENGE

AAH Pharmaceuticals Ltd. is the United Kingdom’s leading distributor of pharmaceutical and healthcare products and services to pharmacies, hospitals, and doctors. With more than 4,000 employees, 19 distribution warehouses in the United Kingdom and Northern Ireland, and more than 2.6 million products delivered daily, the company relies on an enterprise-class IT infrastructure to support its large-scale logistical operations. At the same time, in its highly regulated and constantly-changing market, AAH must also maintain the agility to respond quickly and efficiently to emerging business requirements. The company’s role as an intermediary between suppliers and end customers brings additional complexity to the challenge; each business application used and each link in the value chain must perform optimally to maintain competitive advantage.

SOLUTION

To provide the agility and performance its business required, AAH migrated its systems onto Ingres Database running on Linux. The results were nothing short of spectacular: “It practically installs itself in a matter of minutes,” says Richard David, senior DB administrator for AAH, who highlighted the speed of the system’s performance. “This is by far the best Ingres product I’ve seen in 17 years.”

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Richard David
AAH Pharmaceuticals Ltd.

“It just runs quietly and reliably. It is the basis of many of our core business systems and the support is outstanding,” adds Geraint Jones, an IT Product Manager at AAH. The company now uses Ingres technology to run all of its most important business applications, including stock, sales, invoicing, and master data maintenance.

Results

The crisp, reliable performance of Ingres Database has dramatically accelerated the performance of AAH’s business applications. “Our IT infrastructure depends on the reliability and scalability of our Ingres databases. Queries that once took five hours to process, now take less than 20 minutes,” reports David. “In less than three years, we will have recovered our costs while gaining greater efficiencies and higher performance by running Ingres Database on smaller and more powerful Linux servers.”

Based on open source technology, Ingres Database has enabled seamless integration with the legacy systems of AAH’s constituent companies, Enterprise (the leading wholesaler of health and beauty products in the United Kingdom) and Trident (a shortline distributor of generics and parallel imports). As a result, the company can provide its partners with flexible support services that can adapt to constantly changing market trends.

Based on these impressive results, AAH has expanded the benefits of its Ingres investment by implementing the system in additional areas of its business. As its business continues to grow, the company will leverage Ingres for warehouse support systems, supply chain support solutions, customer ordering and information systems, and various communication technologies to serve both the changing needs of the markets and its suppliers and customers.

About Ingres Corporation

Ingres Corporation is a leading provider of open source database management software and support services. Ingres powers customer success with the flexibility, cost savings, and innovation that are hallmarks of an open source deployment. Ingres supports its customers with a vibrant community and world class support, globally. Based in Redwood City, California, Ingres has major development, sales, and support centers throughout the world, and more than 10,000 customers in the United States and internationally. For more information, visit www.ingres.com.

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