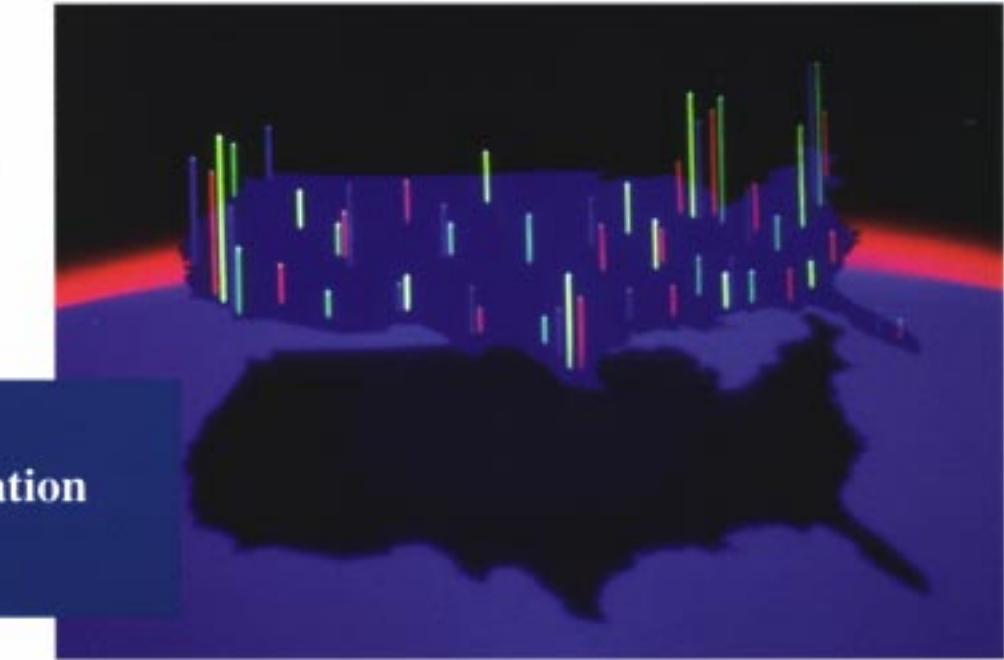


Customer Application

DES and Aromat Corporation



Expensive and extensive. Two words that strike fear in large MIS shops when facing the reality of improving the performance of their relational database management system (RDBMS).

Expensive computer upgrades and extensive software application rewrites are the most common solutions to significantly improving RDBMS query response times. In most cases, it is a necessary evil to effectively manage corporate data assets and remain competitive in the marketplace, but unfortunately it represents considerable time and money.

One company that faced a similar dilemma but opted for a different solution is Aromat Corporation of New Jersey, a division of Matsushita Electric of Japan, which designs, manufactures electronic relays and distributes them throughout its North American distribution centers. Aromat opted to install a solid state disk (SSD) database accelerator from Database Excelleration Systems (DES), Santa Clara, Calif., which has greatly improved the performance of Aromat's Informix database while allowing them to avoid spending the time and money associated with CPU upgrades and software rewrites.

Aromat Implements DRP System

In 1992, Aromat implemented an entirely new distribution resource planning (DRP) system to improve real-time processing

for end-users. The system, which manages all distribution, inventory management and accounting/financials for 25,000 parts in North America, was designed using the Man-Trak Distribution and Manufacturing System which was further customized with additional decision support features for optimal inventory and order management. Man-Trak was developed using the Informix On-Line engine using Informix 4GL.

Industry: Manufacturing

RDBMS: Informix OnLine

Application: Decision support

Hardware: HP 9000

DES Products:

Database Excellerator,
Model 800D

Aromat utilizes two Hewlett-Packard 9000 systems for its Informix database application. An HP 9000/847 with eight Gigabytes of disk acts as the database server running Informix OnLine Version 5 and Informix Star, while an HP 9000/E45 acts as the client running Informix Net. Aromat runs character-based terminals and PCs running terminal emulation to access the server via serial connections and TCP/IP. PCs are networked via Windows for Work Groups

and Netmanage Chameleon.

According to Greg Vaidman, system administrator for Aromat, approximately 200 users have accounts on the system, with 120 simultaneous users accessing the database during peak periods. The North America database consists of 3.6 Gigabytes.

When Aromat moved the Informix system into production, I/O bottlenecks quickly developed, resulting in severe performance problems. A system audit determined that the complexity of the decision support features of the application caused the root db space to become severely I/O bound.

"It was crucial that we improve the performance of our Informix system," said Vaidman. "The combination of our large simultaneous user load and query intensive applications was creating I/O bottlenecks that caused our system response times to drop significantly below acceptable levels. Our accounting, distribution, planning and marketing people were not getting acceptable query response times to allow them to make effective business decisions."

Aromat considered upgrading its HP 9000 as well as rewriting its DRP system. "Neither alternative was attractive to us," said Vaidman. The cost and time involved would have severely affected company performance, so we decided to research other potential solutions."

Database Excellerator Provides Solution

Aromat identified DES® Database Excellerator™ as a potential solution to their problems. The Database Excellerator combines solid state disk technology with ultra-reliable data integrity functionality to greatly increase RDBMS performance and ensure absolute non-volatility. The dramatic performance improvement is achieved by mounting frequently accessed database elements on the DES System.

The DES Database Excellerator is compatible with all major Unix RDBMSs including Informix, Sybase and Oracle, as well as most proprietary database sys-

"With our heavy user load, we couldn't effectively run our business without the DES system."

— Greg Vaidman

tems. It runs on all major Unix hardware platforms, including Hewlett-Packard, IBM, Sun Microsystems, Digital and Data General.

It simply connects to any Unix server's SCSI bus, with most installations completed within one hour, providing immediate payback. The measured

mean-time-between-failure (MTBF) on the Database Excellerator exceeds one million hours.

Aromat installed the Database Excellerator and the payback began immediately. The addition of the DES system reduced Aromat's 300 minute packing slip process to 40 minutes. "We have approximately 600 megabytes of our frequently accessed tables—which mainly consists of sales orders—loaded onto the DES system, which greatly enhances our query response times against our Informix database," said Vaidman.

"With our heavy user load, we couldn't effectively run our business without the DES system," Vaidman said.

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