

## Ghidini Pietro Bosco S.p.A. with Praim towards the complete virtualization of the company



Ghidini Pietro Bosco S.p.A. Headquarter in Marcheno (BS)

Since 1929, Ghidini Pietro Bosco S.p.A. represents a long history of manufacturing handles and fittings. The development of the company is part of the artisan and industrial history that characterizes the Val Trompia. Since 1929 the company has structured an internal permanent research laboratory: Ufficio Esperienze Ghidini, dedicated to the development of new products and the definition of the most appropriate production technologies.

Since 1950 the company has built new factories and introduced a constant process of technological innovation. From the 1980s, product development became project focused through the constant relationship with qualified external designers allowing the company to confront new research incentives. The involvement of Ghidini in the product design is now largely established.

Currently, a series of recent acquisitions requires the organization of a larger production capability united under the GHIDINI GROUP brand. Today the new group includes: GHIDINI, the historic brand; GHIDINI ALUMINIUM, a new brand specialized in the production of aluminium handles; GM, for the production of handles and accessories for the window industry and finally DE VENIERI, created with local master craftsmen, to redesign the shapes and materials of traditional handles.

The new structure of the Ghidini Group is therefore a reference for the sector, with the largest catalogue of technical solutions and handles and fittings in brass, bronze, stainless steel, zinc alloy, aluminium, nylon and iron.

### The need for a reliable and risk-free solution

Ghidini Pietro Bosco S.p.A. is divided into two locations: the headquarters in Brozzo di Marcheno, where the offices, the warehouse and the production factory reside, and a branch office in Ponte Caffaro for the production of aluminium handles. Most of the applications are installed on endpoints except some that are supplied by servers installed in the headquarters. Both locations are connected by an MPLS and a redundant link through radio to guarantee service continuity.

The main challenge for Ghidini Pietro Bosco S.p.A., where machine downtime is not contemplated, was looking for a solution to replace the current endpoint estate, allowing connection to a virtualized environment as well as an almost instant fail-over in case of emergency.



Matia Zanella - Senior IT Manager Ghidini Pietro Bosco S.p.A.

### Goals

- Adoption of a reliable and robust solution to replace the existing endpoint estate
- Virtualization of the two production plants

### Challenges

- Adoption of endpoints with instantaneous restore in case of emergency
- Finding compatible endpoints with Kawasaki drivers and the related control program

### Solutions

- Implementation of the Praim thin clients
- Remote and centralized management through the Praim ThinMan console

### Results

- Improvement in infrastructure management
- No stoppage in user operations thanks to user-friendly solutions

"The workstations are also installed in a high-risk environment: in many departments heavy vehicles and materials are in constant use, which has accidentally damaged endpoints. Restoration from these accidents costs the company time and resources", explains Matia Zanella, Senior IT Manager of Ghidini Pietro Bosco S.p.A.

#### A project of company virtualization and Digital Transformation

The project started in the Cleaning and Grinding Department, in Brozzo di Marcheno, where several Kawasaki robotized islands are installed.



Kawasaki robotized island

Each Robot is controlled by a dedicated console through which programs are executed, saved and updated.

The saving and loading of programs of each Robot was on floppy disk through an old Windows 98 ThinkPad notebook connected via serial cable to the robotized island.

The main objective was to remove the ThinkPad notebook and replace it with a virtualized solution where the operator could create, upload or save programs on the corporate Storage Area Network (SAN), rather than on local floppies, and remotely run the Kawasaki program.

Ghidini Pietro Bosco S.p.A. was therefore looking for a reliable and robust solution that could take up little space and be reinstalled very quickly in the event of accidental failure. The device also had to have a native Serial port with a Windows embedded driver to manage Kawasaki drivers and the related control program.

"The goal I set myself by the end of 2019 is the virtualization of the two production plants in Brozzo di Marcheno and Ponte Caffaro" explains Zanella, "My vision of this virtualization also included the power management of the device in order to optimize not only energy consumption, but also the work of the staff".



Kawasaki robotized island in action

Praim Neutrino was chosen because it was considered an excellent Windows IoT Embedded device in terms of its quality/price ratio. This solution was also chosen for compatibility with the software in use and their specific drivers for Windows; in addition, its compact shape contributed to the adoption.

"Praim has been proposed to us by our partner Personal Data, as a replacement for some HP devices that we had at the headquarters. Not only did they propose the Neutrino series, but also the ThinMan console, whose features impressed me from the first time I saw it in operation" explains Zanella.

The ThinMan centralized management console in use by Ghidini Pietro Bosco S.p.A. is the Platinum version and the company uses the feature of grouping of workstations, planning, the remote assistance feature and installation of any HotFixes.

#### Results in the name of simplification of the end user's work

Easy installation and configuration, small form factor of the devices and the quality/price ratio are the keywords of the adoption of Praim solutions by Ghidini Pietro Bosco S.p.A. The implementation of this solution had to be completed in less than two weeks.

In terms of infrastructure management, the situation has improved drastically compared to the past, when the company needed to manage a Windows 98 system on outdated hardware and rescue systems where support had become obsolete.

"The biggest advantage was to provide a solution identical to that which the operator had used previously, in fact for the end user nothing has changed in the daily operations: now the workstation is already switched on as soon as users arrive and they can save and execute the programs from the corporate SAN. I think this is the difficulty that this project highlights: trying to provide solutions that despite being complex remain user friendly" concludes Zanella.

In this context, Ghidini Pietro Bosco S.p.A. also started a collaboration with Personal Data, a Praim Gold Partner, which is consolidating more of their infrastructure, thanks also to the solid skills demonstrated by the reseller in all phases of implementation of the project.

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