FABICK CAT AND CONNX CASE STUDY

Fabick CAT specializes in the distribution of Caterpillar equipment. The company s product line consists of more than 300 machines. It features articulated trucks, backhoe loaders, compactors, front shovels, hydraulic excavators, motor graders, paving equipment and off-highway trucks. It also offers a wide range of rentals. The company was established in 1917 and maintains a facility in Fenton, Mo.

Industry

Tractor Dealer

HQ

Fenton, MO

Solution

DataSync for RMS

Data Warehousing

Highlights

♦ SQL Server Data Warehouse

♦ Consolidated reporting across multiple business units with different data sources

♦ Index files CDC to SQL Server

DataSync for RMS Data.

When Fabick Cat merged with another Cat dealership, that had its custom written Order Processing system running on OpenVMS with RMS files, they came to CONNX for a solution to provide data warehouse for both systems.

The late John Fabick, Sr., founded the first Fabick Company in 1917, merchandising Cletrac Crawler Tractors and John Deere farm implements. With only three employees and one small store on South Grand Avenue in St. Louis, Mr. Fabick set out to "build the greatest service organization of its kind." To achieve this goal, he adopted as his company creed "to ever serve our customers better."

In 1921, Mr. Fabick expanded his business by including the Model A and Model S Crawler Tractors manufactured by C.L. Best. Four years later, C.L. Best and Holt Manufacturing merged to form the organization that is known today as Cater-

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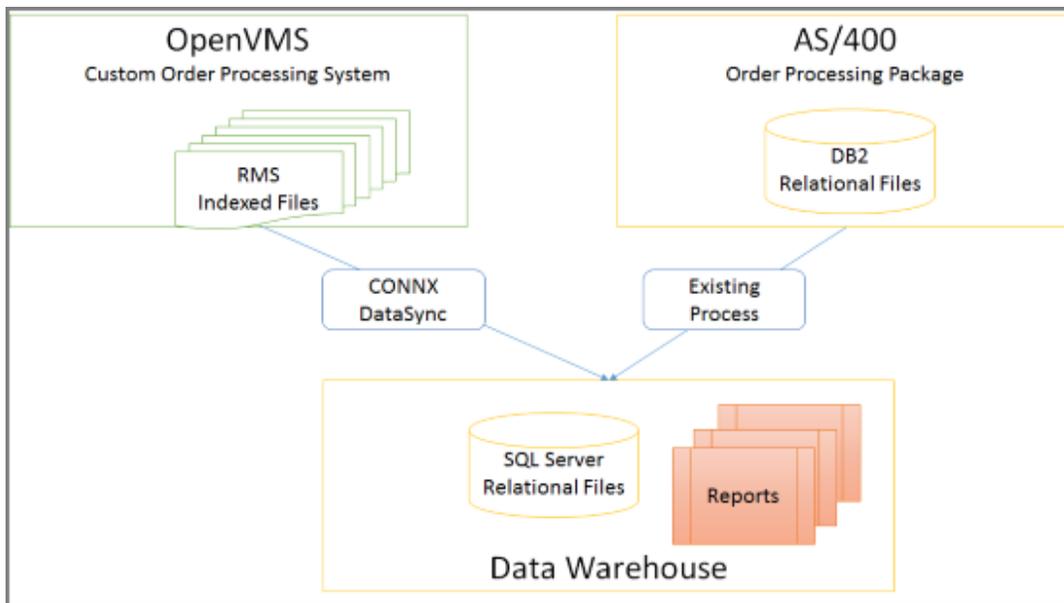
- Arnie Strouse | Systems Analyst

-pillar Inc., the world's leading manufacturer of construction machinery. From this early beginning, the association between Fabick and Caterpillar Inc. has grown hand-in-hand and continues to thrive.

Today, there are more than 1,100 employees including members of the Fabick family's third, fourth, and fifth generations, working together under the active leadership of the founder's great-grandson, Douglas Fabick, as CEO and Dealer Principal along with Jeré Fabick serving as President and co-Dealer Principal. What makes Fabick Cat unique is not only its size, but its outstanding people, support, and facilities

The initial plan was to FTP files from the OpenVMS server and load them into SQL Server. Concerns about the amount of data being download every day and the manual nature of this approach was causing concerns. Dave Kramer, IT Manager at Fabick, having a positive experience using CONNX previously to access RMS data, decided to give us a call yet again. CONNX had just the solution to meet their demands.

The Solution

DataSync is a micro-batch, low-latency Change Data Capture solution. Keep your data fresh and up-to-date without impacting the performance of your data sources with CONNX DataSync. DataSync lets you maintain data warehouses with minimal effort or system requirements, delivering near real-time data integration and continuous refreshes by incrementally updating only those records that have changed. Eliminate the need for large and resource-intensive bulk data refreshes with DataSync's highly efficient and market-proven design. Arnie Strouse, the lead analyst on the Fabick project said, "DataSync is able to perform most syncs in seconds. Only copying the changed data has not impacted the performance on our OpenVMS Server for interactive users."

DataSync is a database synchronization software that lets you set the update schedule so you can optimize system performance based on your organization's needs. Depending on the demand, you can schedule updates for lower-use periods such as after normal business hours, or as frequently as every minute when you need the most up-to-date data available. It's fast to implement, easy to use, versatile, scalable, and minimizes project risk.

bound together by the single concept of total service capability for the equipment owner.

The Problem

Fabick has an AS/400 based system order processing system that is used across many Fabick installments. After acquiring a second Cat Dealership an issue arose when they realized the dealership had its own custom written Order Processing system running on OpenVMS with RMS files. What they wanted was a solution to provide a data warehouse for both systems. This will provide uniform reporting and analytics for both companies.