



## Festo AG Uses Notes Migrator for SharePoint to Simplify Data Migration and Reduce Costs

Festo AG & Co. KG is a leading international supplier of automation technology for the factory and process automation industries. The company reported more than €1.5 billion in annual revenue for the fiscal year 2006 and employs more than 12,000 people worldwide.

### The Challenge

Festo has historically utilized a variety of systems for messaging, collaboration and business development, including Lotus Notes, SAP, and Microsoft Office 2003. With the objective of streamlining its communication and collaboration environment for its employees and the IT group, Festo began an enterprise-wide project in 2006 to implement Microsoft Exchange Server 2007 and Microsoft Office SharePoint Server (MOSS) 2007.

A major phase of the project was migrating hundreds of Lotus Notes applications and databases to SharePoint. This included about 310 Lotus Notes team room and discussion board databases, as well as 550 other databases — most of which were document libraries.

### The Quest Solution

To assist with its research, testing, and selection process for migration tools, Festo engaged the services of intelcom GmbH, a Microsoft Gold Certified partner based in Boeblingen, Germany. After conducting its research of the marketplace and testing the products of potential migration tool vendors, Festo and intelcom selected Quest Software and its Notes Migrator for SharePoint product because it:

1. Delivered the best results for one-to-one copy of documents with rich text inside Lotus Notes, particularly embedded images, attachments, Lotus Notes tables, and text formatting
2. Is easy to install and use
3. Comes with high-quality, responsive professional support,
4. Leads the competition in support of SharePoint 2007 by providing a beta version in Q3 2006
5. Provides option to perform migration jobs without direct access to SharePoint Server by running the software as a scheduled task
6. Provisions standard data definitions for migration of databases from standard Lotus Notes templates, such as team rooms, document libraries and discussion boards
7. Facilitated creation of new migration definitions based on Festo's specific Notes to SharePoint mapping requirements
8. Offered a very strong cost-to-performance ratio

Festo was also impressed by the support it received during the evaluation process. "Quest Software continuously differentiated itself from other vendors by quickly conveying answers to the Festo and intelcom team," said Marc Werner-Nietz, Festo's project manager. "Quest also clearly demonstrated how its Notes Migrator for SharePoint product could readily accomplish our Lotus Notes data migration requirements for SharePoint 2007."

intelcom has begun to successfully migrate some Festo Lotus Notes team room and discussion boards databases to SharePoint 2007 using Notes Migrator for SharePoint.

Notes Migrator for SharePoint provides point-and-click migration of Lotus Notes documents to SharePoint lists. This powerful and easy-to-use tool enables you to transfer content by selecting data from a Lotus Notes or Domino database, defining any desired data mapping rules and writing the data to SharePoint. intelcom and Festo have been able to utilize Notes Migrator for SharePoint's automated mapping for

*"We chose Notes Migrator for SharePoint because it had the most advanced features for migrating Lotus Notes content to SharePoint 2007. Plus, Quest Software provided fast and knowledgeable support to our consultants from intelcom."*

— Marc Werner-Nietz,  
Project Manager,  
Festo AG & Co KG

### Overview

#### Headquarters

Frankfurt, Germany

#### Services

Automation technology supplier

#### Critical Needs

A tool to transfer data from existing Notes applications to SharePoint

#### Solution

Notes Migrator for SharePoint

#### Results

- Provided highest fidelity conversion of rich text documents in Notes
- Allowed remote teams to export data for automated import on the SharePoint server
- Supported the migration of databases based on standard Lotus Notes templates as well as highly customized Notes applications
- Reduced migration costs significantly through ability to create reusable data definitions for custom Notes templates based on Festo's specific mapping requirements
- Delivered a very strong cost-to-performance ratio

standard Notes applications, such as document libraries, calendar, and discussion, as well as leverage the customized data mapping for more sophisticated Notes applications being migrated.

As part of the enterprise solution, Festo will also be utilizing Notes Migrator's on-demand feature, which provides for Notes client-based migration directly to SharePoint. This allows Festo's employees will be able to archive or migrate selected documents and discussions at the press of a button.

## The Bottom Line

Notes Migrator for SharePoint provides Festo's end users with the ability to rapidly move personal data. "Not only are we excited about the success we've seen thus far with Notes Migrator for SharePoint, but we're thrilled we'll be able use the on-demand feature to take our project to another strategic level – our users," said Werner-Nietz. "Complementing our project team migrating hundreds of Notes databases to SharePoint, we'll also be able to empower our users to selectively migrate their own personal data to SharePoint. This will ensure that no pertinent data is overlooked or omitted throughout Festo's enterprise."

With Notes Migrator for SharePoint, Festo will be able to:

- Migrate more than 800 Lotus Notes applications to Microsoft SharePoint 2007
- Migrate Lotus Notes applications to SharePoint at the corporate and departmental levels as well as have users selectively migrate important personal Notes data
- Significantly reduce the cost of migrating Lotus Notes content to SharePoint by leveraging the product's easy-to-use console and its advanced software functionality
- Deliver a strong return on investment

## About Festo AG & Co. KG

Festo AG & Co. KG is a leading international supplier of automation technology for the factory and process automation industries. Its product range includes engineering solutions for the automotive, electronics, food and packaging, biotechnology, and pharmaceutical industries. The German-based company also provides industrial training and education programs. Festo reported more than €1.5 billion in annual revenue for the fiscal year 2006 and employs more than 12,000 people worldwide.

## About intelcom GmbH

intelcom GmbH is a consulting services company bases in Boeblingen, Germany. As a Microsoft Gold certified partner, the company provides services that are primarily based on Microsoft products and their integration into infrastructure, collaboration and mobile environments. Within the company, there is also a strong expertise in all aspects of Lotus Notes, based on years of experience in development, integration and administration in the world's biggest Lotus Notes installation and many others. This experience helps customers like Festo to make an easier move from the IBM/Lotus technologies into the well-integrated line of Microsoft products. For more information, please visit [www.intelcom.de](http://www.intelcom.de).

Note: Festo originally purchased Proposion Portal Migrator. Quest Software acquired the people and products of Proposion in the fourth quarter of 2007.

## About Quest Software, Inc.

Quest Software, Inc. delivers innovative products that help organizations get more performance and productivity from their applications, databases and Windows infrastructure. Through a deep expertise in IT operations and a continued focus on what works best, Quest helps more than 50,000 customers worldwide meet higher expectations for enterprise IT. Quest Software can be found in offices around the globe and at [www.quest.com](http://www.quest.com).

Quest Software Incorporated. • To learn more about our solutions, contact your local sales representative or visit [www.quest.com](http://www.quest.com).

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