

## Marathon and Wonderware Keep Rich Products Running 24/7

### PROFILE

**Food Company**  
**Batch Processing**  
**2,000 Products**  
**7,000 employees worldwide**

### ENVIRONMENT

**HP ProLiant ML370 G4**  
**Marathon everRun FT™ Software**

### WINDOWS APPLICATION

**Wonderware Historian**

### THE COMPANY

Rich Products has grown from a niche maker of soy-based whipped toppings and frozen desserts to a major US frozen foods manufacturer. The company sells more than 2,000 products in 75 countries worldwide. With approximately \$2.5B in sales in 2005, the company has 7,000 employees worldwide.

### THE SITUATION

Rich Products' Arlington, Tennessee, processing facility produces whipped toppings, puddings and other similar products on a continuous, 24 hours per day, 7 days per week schedule.

The facility produces its products in large batches using the Wonderware® Historian to collect a wide range of critical data throughout the process. Continuous data collection is a necessity for Rich Products to ensure that its products are manufactured to the highest levels of quality and in full compliance with all FDA and other regulatory requirements.

"Because of the continuous nature of our data collection, a failure in our historian could shut down the entire production line and have costly consequences for us," said Brian Mudra, Project Manager, Rich Products. These consequences include:

- Pipes and tanks could clog, resulting in significant waste and downtime.
- FDA-required data collection could be interrupted to the extent that the product has to be discarded.
- Lack of control may cause processing errors resulting in rejected product.

### THE NEED

Rich Products needed an uptime solution that would protect their historian from downtime due to faults and failures. In addition, they needed a solution that would not require changes to their

# Success Story

## WORLDWIDE HEADQUARTERS

**Marathon Technologies Corporation**  
295 Foster Street, Littleton, MA 01460  
Tel 1.800.884.6425 / 1.978.489.1100  
Fax 1.978.489.1101  
Email: [info@marathontechnologies.com](mailto:info@marathontechnologies.com)  
Web: [www.marathontechnologies.com](http://www.marathontechnologies.com)

## EMEA HEADQUARTERS

**Marathon Technologies UK Ltd**  
Regus House, Trinity Court  
Wokingham Road, Bracknell  
Berkshire, RG42 1PL  
Tel +44 (0) 1344.706.241  
Fax +44 (0) 1344.706.242  
Email: [emea@marathontechnologies.com](mailto:emea@marathontechnologies.com)  
Web: [www.marathontechnologies.com](http://www.marathontechnologies.com)

current infrastructure or modifications to existing configurations and policies. “We also wanted a solution that would not add complexity or require extensive training for our system administrators,” said Mudra.

## THE EVALUATION

Rich Products considered using a cluster-based solution from a major vendor. However, their evaluation process determined that the failover required by a cluster solution could not meet their availability or their minimum loss of data requirements. “Failovers are inherently unreliable and cause a pause in operations that we cannot tolerate,” said Mudra.

## THE SOLUTION

Rich Products choose to protect their Wonderware Historian with Marathon everRun FT™ software. This software application works with off-the-shelf Windows servers and an unmodified Wonderware Historian and delivers continuous availability and data protection.

Servers protected with everRun FT software operate continuously through faults, failures, and even disasters with no data loss, no pause in operation, and no loss of connectivity.

## THE RESULTS

Since installing the Marathon software, Rich Products’ Wonderware Historian has operated continuously and has not dropped a single byte of data.

“We are very pleased with our Marathon everRun FT servers,” said Mudra. “We have the level of redundancy and reliability we require in a simple-to-use Windows-based solution.”

---

**“We are very pleased with our Marathon everRun FT software,” said Mudra. “We have the level of redundancy and reliability we require in a simple-to-use Windows-based solution.”**

---