



**Hewlett Packard
Enterprise**

Accelerate your digital transformation

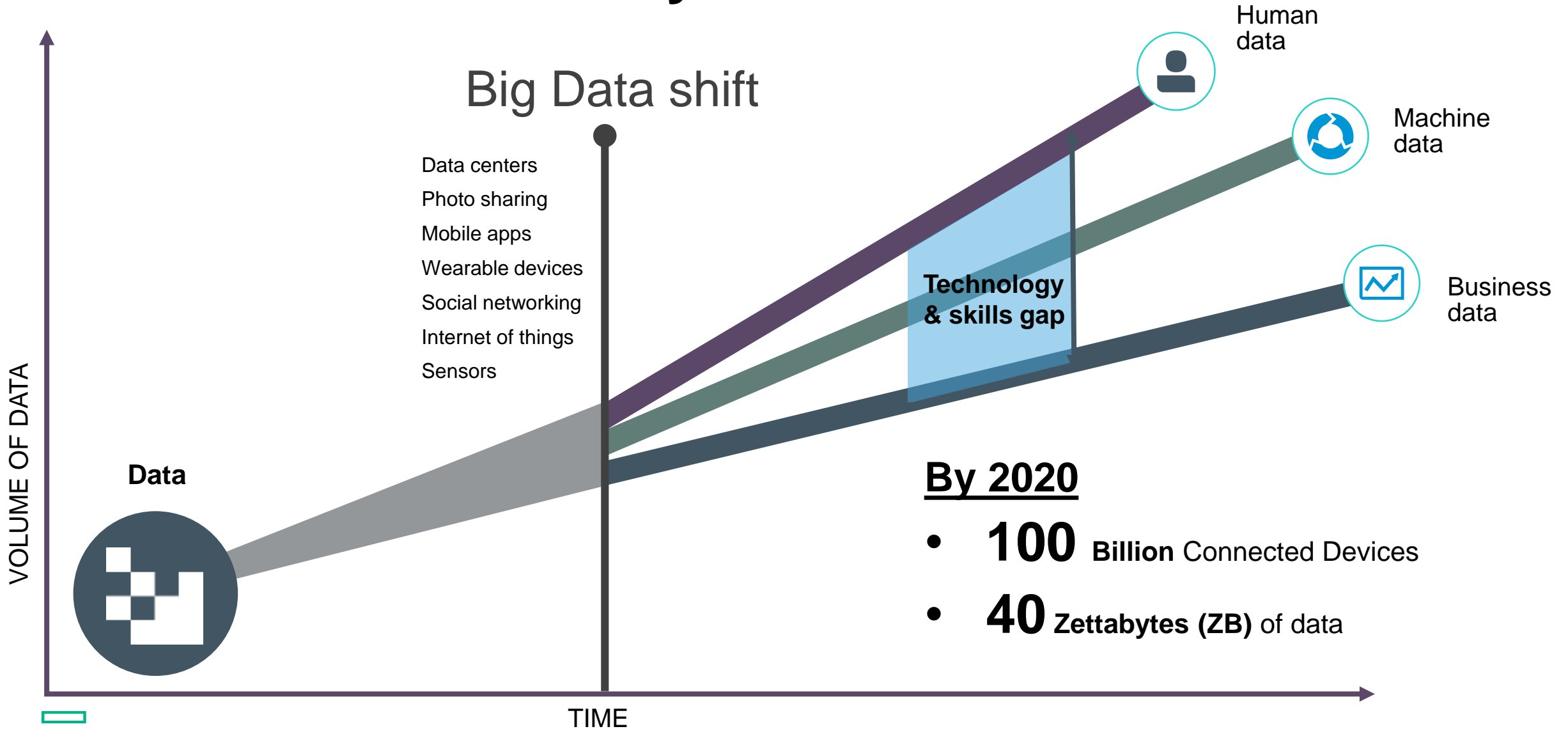
HPE Solutions for SAP HANA

Vassilis Garavelas

October 2016



Data fuels the New Style of Business

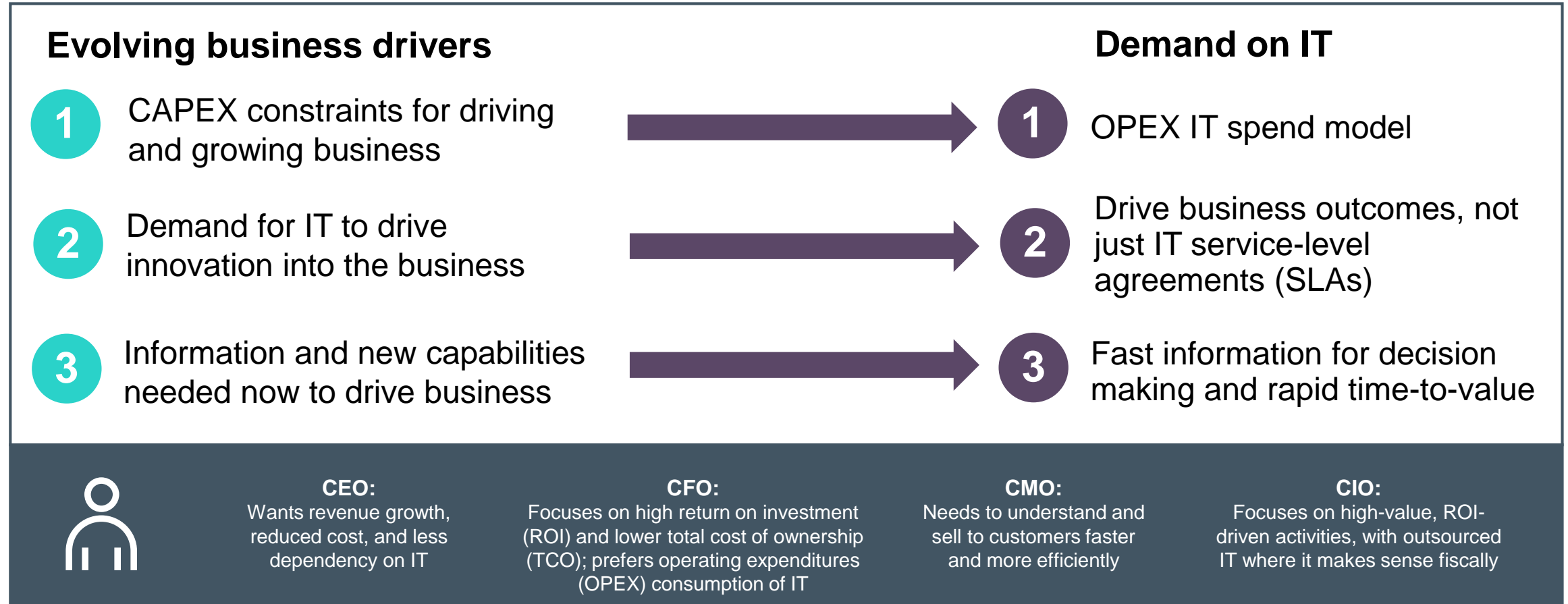


By 2020

- **100** Billion Connected Devices
- **40** Zettabytes (ZB) of data

Client demand for information is evolving in the digital economy

Accelerated change in business requirements is transforming client demands for IT services

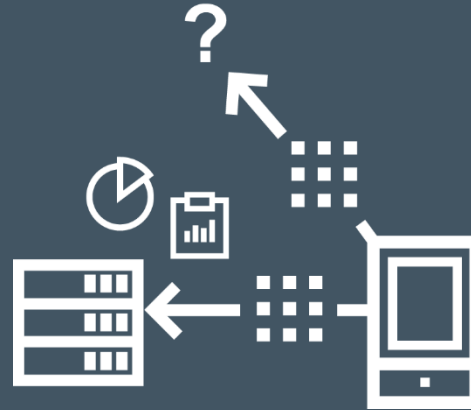


Challenges with data management

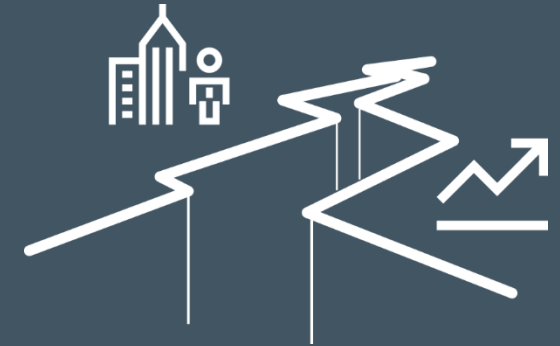
Enterprises realize only 10–15% of the expected value on their Big Data investments



- Silos and lack of alignment
- Database sprawl and data fragmentation



- Technology gap
- Slow database performance
- Pressure to deliver new apps



- Translating data to value
- Slow delayed access to data
- Narrow analytics

Addressing these challenges requires a **CHANGE...**



Transform
to a hybrid
infrastructure



Protect
your digital
enterprise

Enable
workplace
productivity








**Empower the data-
driven organization**

Harness 100% of your
relevant data to empower
people with actionable
insights that drive superior
business outcomes.



SAP HANA infrastructure requirements

 Scalability	 Performance	 Availability	 TCO	 SAP experience
<ul style="list-style-type: none">• Consolidated complex workloads• Expand the compute resource as business growth• Flexibility to mix online analytical processing (OLAP) and online transaction processing (OLTP) workloads and different IT landscapes	<ul style="list-style-type: none">• Speed for the most complex workloads• Efficiency and agility to respond to customer inquiries• Real-time business decision support	<ul style="list-style-type: none">• Always-on for continuous business services• Protect valuable enterprise data• Your business is down if your SAP business processes are down	<ul style="list-style-type: none">• OPEX saving to invest in innovation• Hardware and software standardization• Merger and acquisition challenges• Quick time-to-revenue	<ul style="list-style-type: none">• Complicated environment• Need assessment• Workload sizing• Performance tuning

SAP HANA® requirements

HPE Solutions for SAP HANA

Workload-optimized systems designed for speed, flexibility, and unmatched scalability

FAST

reduce time to insight and action

EFFICIENT

refocus investments on innovation

SIMPLE

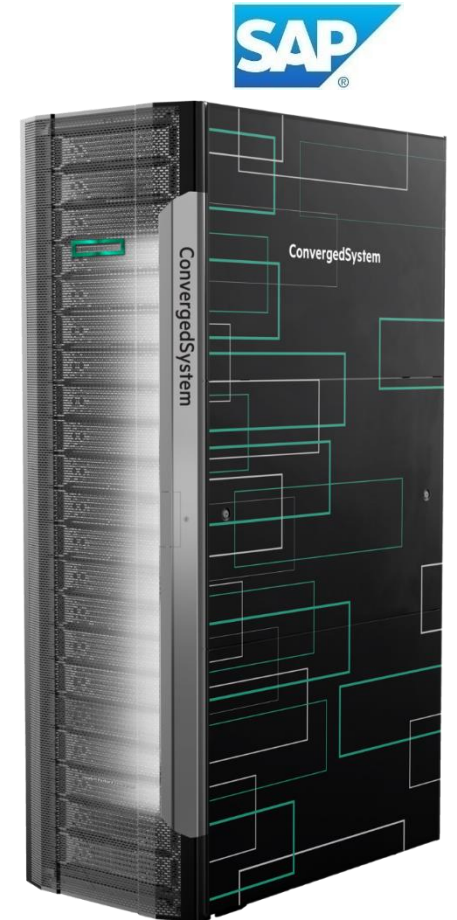
easily stand up and manage new services



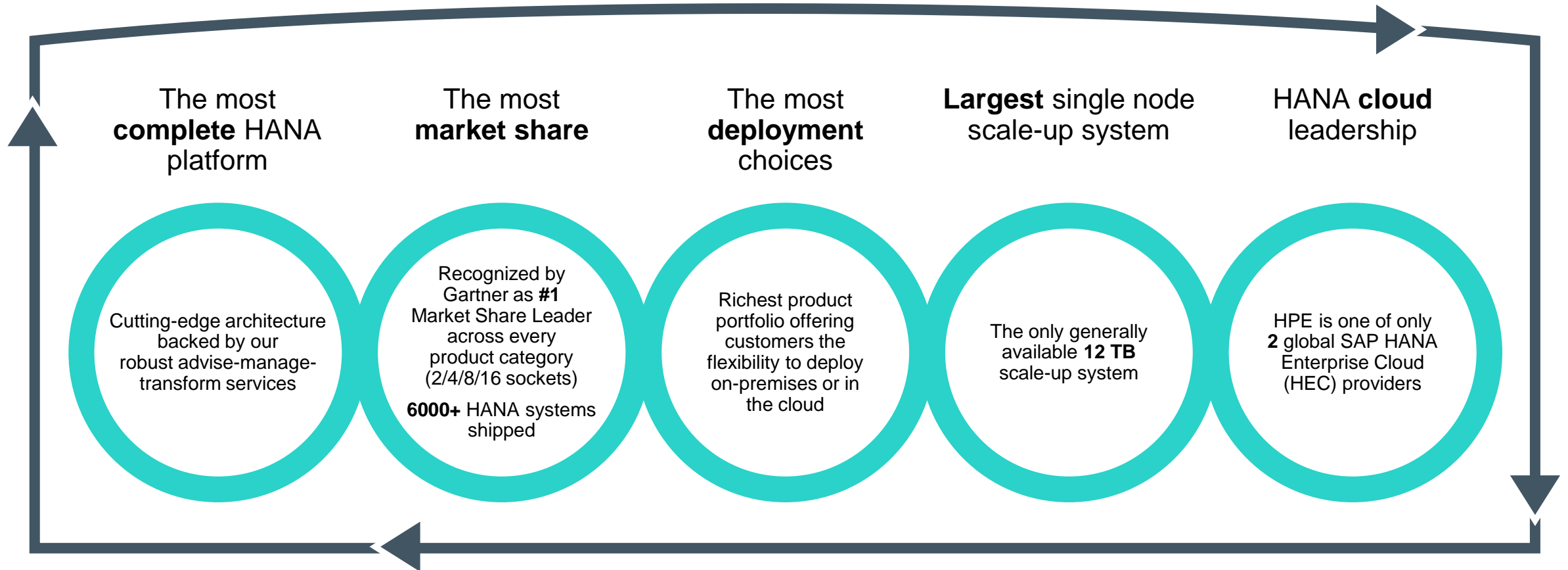
#1 Market Share Leader in every product category (2/4/8/16 sockets)

Built on the next generation **Intel® Xeon® E7 v4 (Broadwell)** Processor

Mission-critical **high availability and data protection**



HPE delivers a compelling value proposition for SAP HANA



HPE ConvergedSystem 500 for SAP HANA

Increase business agility with customer-centric innovations



Fast

Reduce time to insight and action with HPE ConvergedSystem



Efficient

Workload-optimized systems allow you to refocus investments on innovation, not operations



Simple

Easily stand up and manage new services for the fastest time-to-value

77%

Less downtime⁷
with HPE Proactive Care

99%

Customer issues are resolved within the HPE Center of Excellence (CoE) for SAP HANA

Order to operation⁸ in as few as

15 days

1000+

Configuration choices for scale-up and scale-out systems

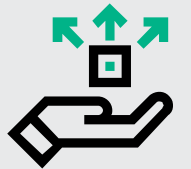
Versatile and scalable

Range of configurations from 128 GB scale-up to 68 TB scale-out systems



Flexible consumption models

Deploy on-premises, hosted, or in the cloud as SAP Certified Appliances or SAP Certified TDI Compute Blocks

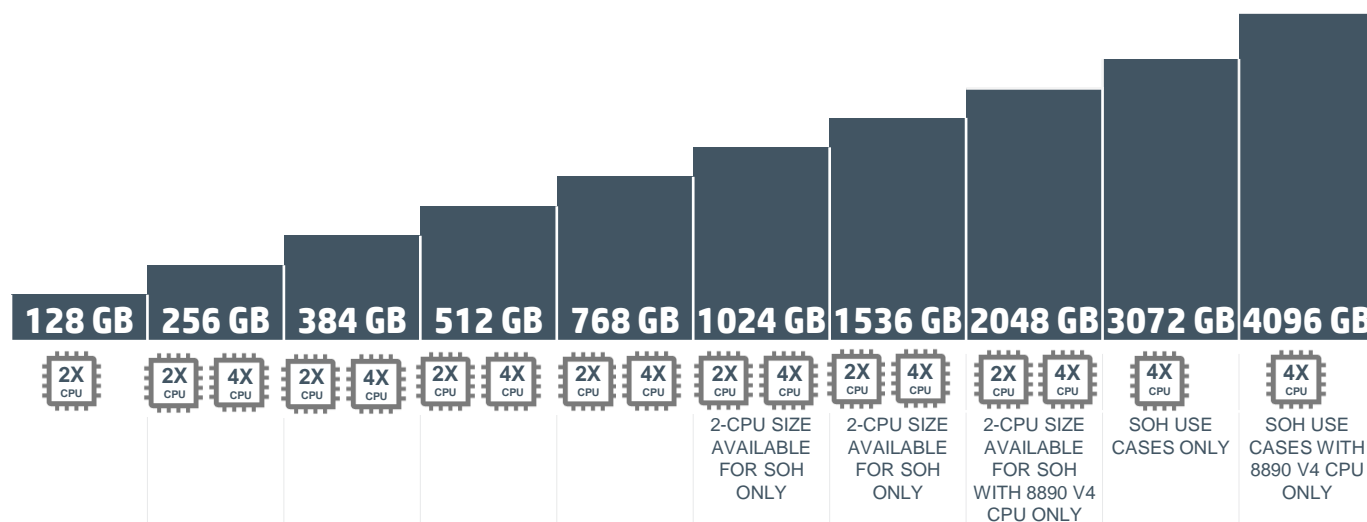


⁷ Up to 77% less downtime, based on using Proactive Care, IDC white paper, sponsored by HPE and Intel, "The Business Value of Connected Support from HPE," doc #254594, (March 2015)

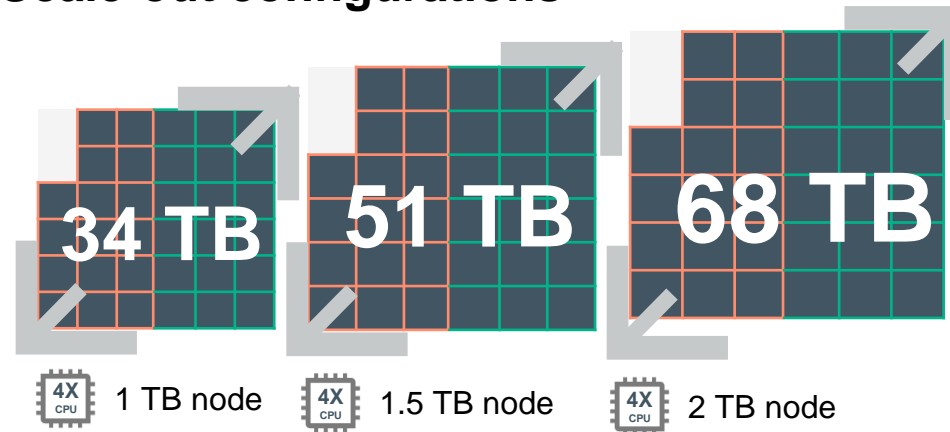
⁸ Based on estimates for HPE ConvergedSystem 500 for SAP HANA scale-up configurations and an accurate and complete CID

Certified HPE ConvergedSystem 500 for SAP HANA configurations

Scale-up configurations



Scale-out configurations



Note: Scale-out configurations with 16 nodes will be available starting Fiscal Q4 2016. Scale-out configurations with 34 nodes will be available starting Fiscal Q1 2017.

SAP certified on the latest generation Intel Xeon® E7 v4 (Broadwell) processors:

- Intel Xeon E7-8890 v4 (24 core/2.1 GHz/165 W)
- Intel Xeon E7-8880 v4 (22 core/2.2 GHz/150 W)

SAP® Certified
Hardware for SAP HANA®



Click [here](#) to see a complete listing on the SAP HANA Certified Hardware Directory

HPE ConvergedSystem 900 for SAP HANA – Scale-up

Re-imagined for speed, flexibility, and unmatched scalability



Fast

Reduce time-to-insight and action with HPE ConvergedSystem



Efficient

Workload-optimized systems allow you to refocus investments on innovation, not operations



Simple

Easily stand up and manage new services for the fastest time-to-value

12 TB+

Single in-memory pool

Only HPE can ship a GA 16-socket single-node HANA system⁹

50%

Smaller footprint

Eight isolated SAP HANA instances instead of four in the same space

77%

Less downtime¹⁰

with HPE Proactive Care

High flexibility

Greater choice of scale-up systems from 0.5 TB to 12 TB
Deploy on-premises, hosted, or in the cloud

Fastest performance with Superdome X

#1 16-processor result on the SAP Sales and Distribution (SD) application benchmark¹¹

#1

High availability and disaster tolerance

With HPE Serviceguard

Optimized support

Dedicated HPE Center of Excellence for SAP HANA
End-to-end SAP HANA appliance management

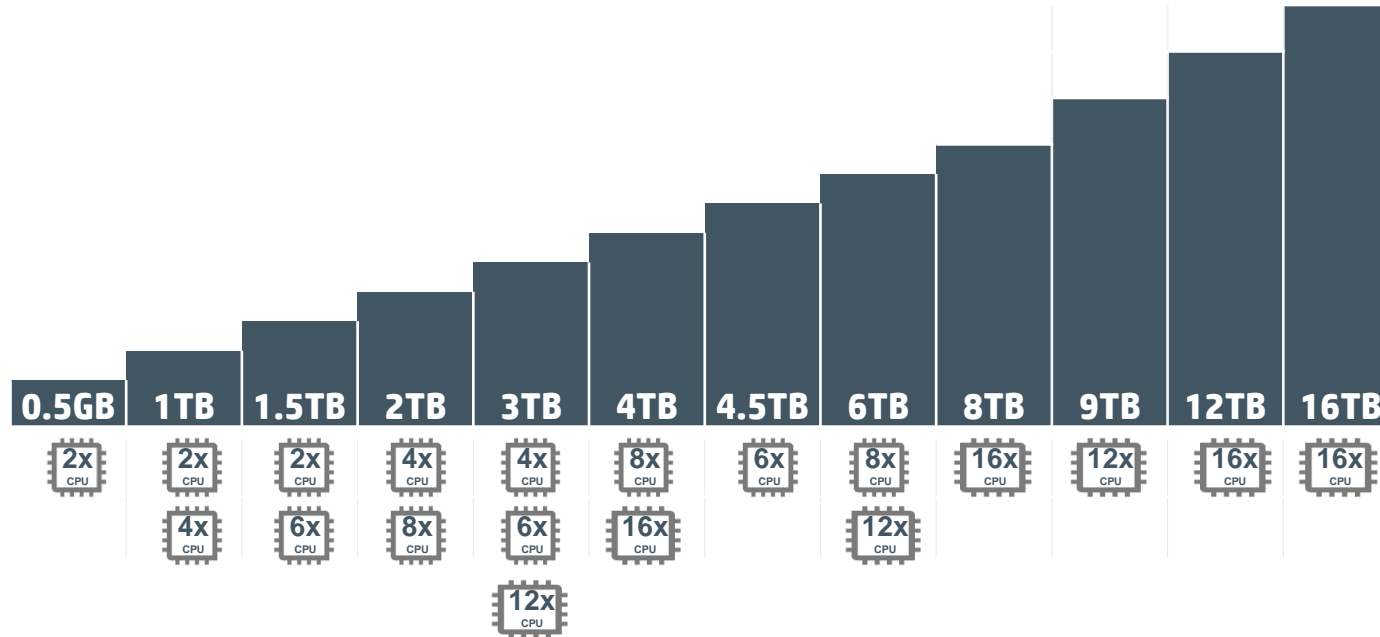
⁹ 24 TB capable

¹⁰ Up to 77% less downtime, based on using Proactive Care, IDC white paper, sponsored by HPE and Intel, "The Business Value of Connected Support from HPE," doc #254594, (March 2015)

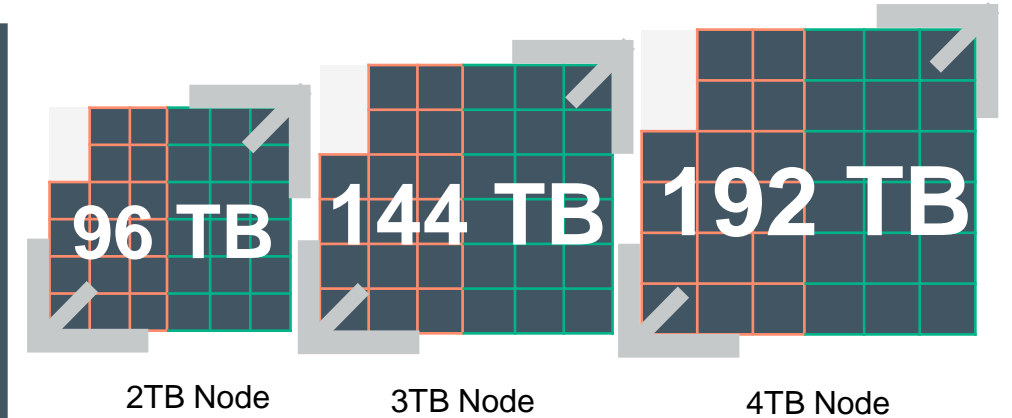
¹¹ global.sap.com/solutions/benchmark/sd2tier.epx

Certified HPE ConvergedSystem 900 for SAP HANA Configurations

Scale-up configurations



Scale-out configurations*



*Not available as an appliance

SAP certified on the latest generation Intel Xeon® E7 v4 (Broadwell) processors:

- Intel Xeon E7-8890 v4 (24 core/2.1 GHz/165 W)
- Intel Xeon E7-8880 v4 (22 core/2.2 GHz/150 W)

Mission-critical high availability and disaster recovery

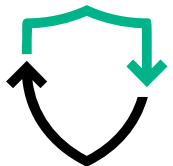
Transition to a replication system within minutes after a technical failure

HPE Serviceguard Extension for SAP HANA System Replication

- Automation of failure detections, secondary takeovers and role reversals
- **SafeSync HANA System Replication Mode** to ensure secondary is synchronized with primary & ready for takeover
- Scale-out DR with site-switch based on a **Smart Quorum*** for HANA Primary Systems
- Decision logic for instance restarts vs takeover
- Self-tuning HANA operation timeout monitoring
- Factory-installed HANA appliance cluster available for CS500 SU/SO and CS900 SU
- HANA-aware easy deployment and administration
- Proven performance with real-world use on hundreds of customer HANA nodes
- Dual-purpose handling to allow non-production use of replication hardware
- Client network access handling



* patent pending



✓ Increase availability

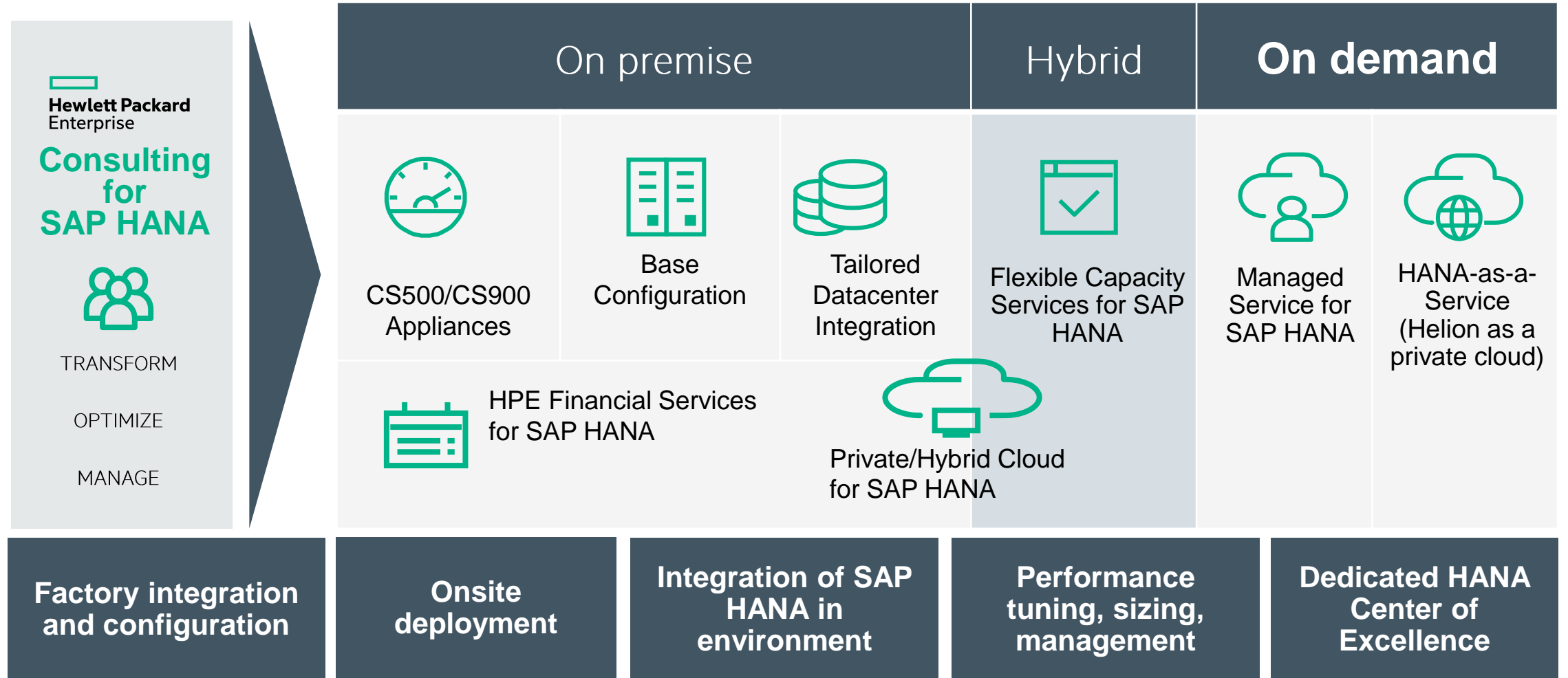
✓ Reduce errors caused by human intervention

✓ Performance optimized takeover

✓ Deploy easily

✓ Prevent data loss & data corruption

HPE gets you to SAP HANA the way you want it

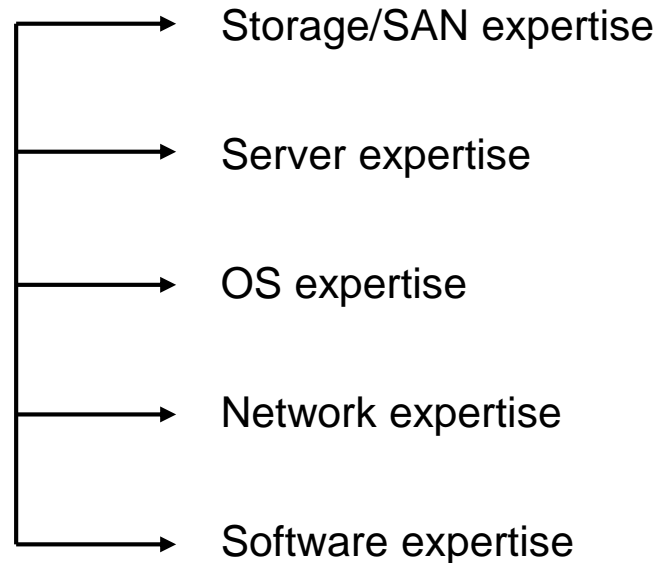


HPE Center of Excellence (CoE) for SAP HANA

One-stop specialized support to resolve issues faster and simplify the experience



99%
of customer
issues are
resolved within
the CoE



- Worldwide team focused exclusively on SAP HANA providing 24X7 coverage
- Co-location with SAP HANA development support at SAP HQ in Waldorf
- Single support interface for entire solution stack with end-to-end case ownership
- 100% Linux certified
- Priority restore, immediate diagnostics, and failure analysis
- Collaborative support with SAP for application and database
- Close linkage with Converged Systems Engineering team for SAP BWA/SAP HANA
- Support installed base of more than 1,500 customers worldwide

“Couldn’t say enough about the support and how well it worked!”

- Global packaged foods leader

“Was perfect, skilled, effective, professional!”

- Global Management Consulting

“You guys really saved the day

- Global Beverages Company

HPE Proactive Care and Proactive Care Advanced

Enhanced, flexible, personalized support for HPE business critical IT

Proactive Care Advanced

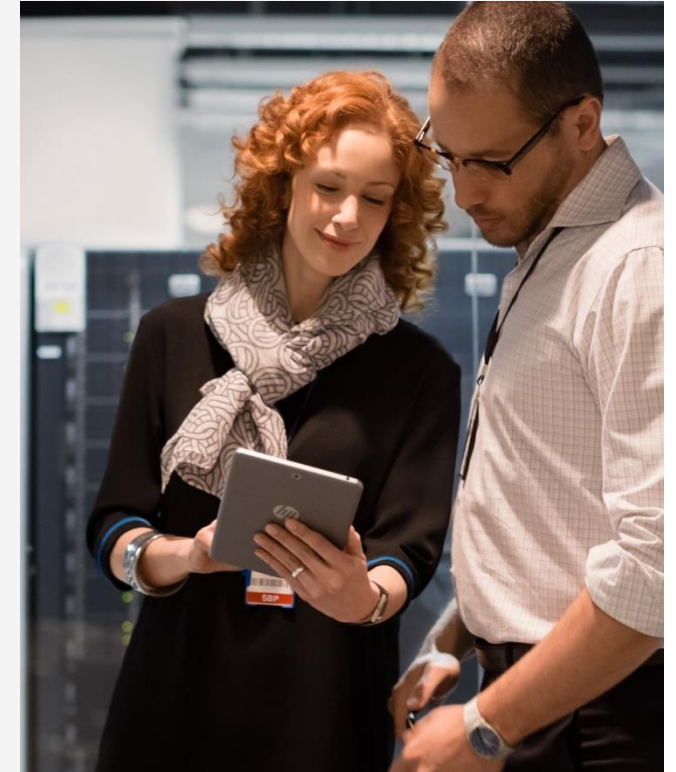
Help me maintain IT reliability, stability, and maximize return on IT investment

- Assigned Account Support Manager - Personalized technical collaboration
- Flexible access to specialist skills to help optimize business critical IT
- Enhanced Critical Incident Management

Proactive Care

Help me prevent problems and get me your best experts when I have an issue

- Prevent problems with personalized reports and advice
- An enhanced call experience
- Stay informed and in control
- Solves problems faster



Proactive Care Advanced incorporates and builds on Proactive Care

Increase speed-to-insight and optimize your business with SAP HANA and HPE

Unlock the most value from HANA

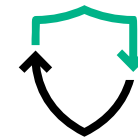
- Speed of insights – at scale
- Realize breakthrough economics
- Reduce risks of migration, implementation, and ROI
- Accelerate time-to-value



Market-leading enterprise-class portfolio (HW, SW, cloud)



Simplicity and choice in your HANA deployments



HPE's long-standing SAP Consulting Practice



Flexible consumption models and financing

Consulting and support services

Flexible, scalable, optimized infrastructure

High availability and disaster recovery

HPE's unique position in the SAP HANA market

6000+



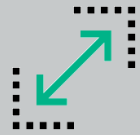
HPE SAP HANA systems shipped¹

Service providers

to leverage HPE IaaS recommended configuration for SAP HANA



Consistent SAP Pinnacle Awards Winner



Scalability

HPE customers can grow in a 16 socket single-node HANA system with up to 24 TB

Innovation



"We have started a co-innovation journey with HPE that allows us to build a massively scalable hardware addressing 12 TB main memory. A system which is able to run any key system in the world on HANA"

Bernd Leukert, Member of the Executive Board SAP on stage on SAPHIRE 2014

1200+

Customers are running SAP HANA on HPE¹

192 TB

48 node scale-out system with 144 TB available for BW

Future: The Machine

a "new kind of computer", optimized for in-memory



Hewlett Packard
Labs

S/4HANA on Helion  **HPE Helion**

Delivering real business results



Kaesser Kompressoren

“Together, SAP HANA and HPE ConvergedSystem technology bring us real competitive advantage, and will save us an estimated \$10 million USD a year in service costs.”

– Falko Lameter, CIO, Kaeser Kompressoren

RI Solution

“To support our rapidly growing parent company, BayWa, we manage one of the biggest and largest SAP Retail systems worldwide. With Superdome X, we get the highly scalable compute, the flexibility to run our business, and the availability that is ultimately necessary not just for us, but for our customers.”

– Andreas Stibi, Head of IT Infrastructure, RI-Solution GmbH

Why are customers choosing HPE?

- Compelling value proposition for **CHANGE!**
- HPE is a **recognized leader** on innovative platforms & services
- **Ecosystem** of Partners & SI's/Service Providers
- Competition cannot deliver an **E2E** solution

Next steps

Find out more



Schedule a meeting to discuss your options

Find out how HPE can help you transform your data management environment



Get a tech assessment

Better understand where you are today, and where you can go tomorrow

Visit hpe.com/info/sap/hana



**Hewlett Packard
Enterprise**

Thank you

Contact information

