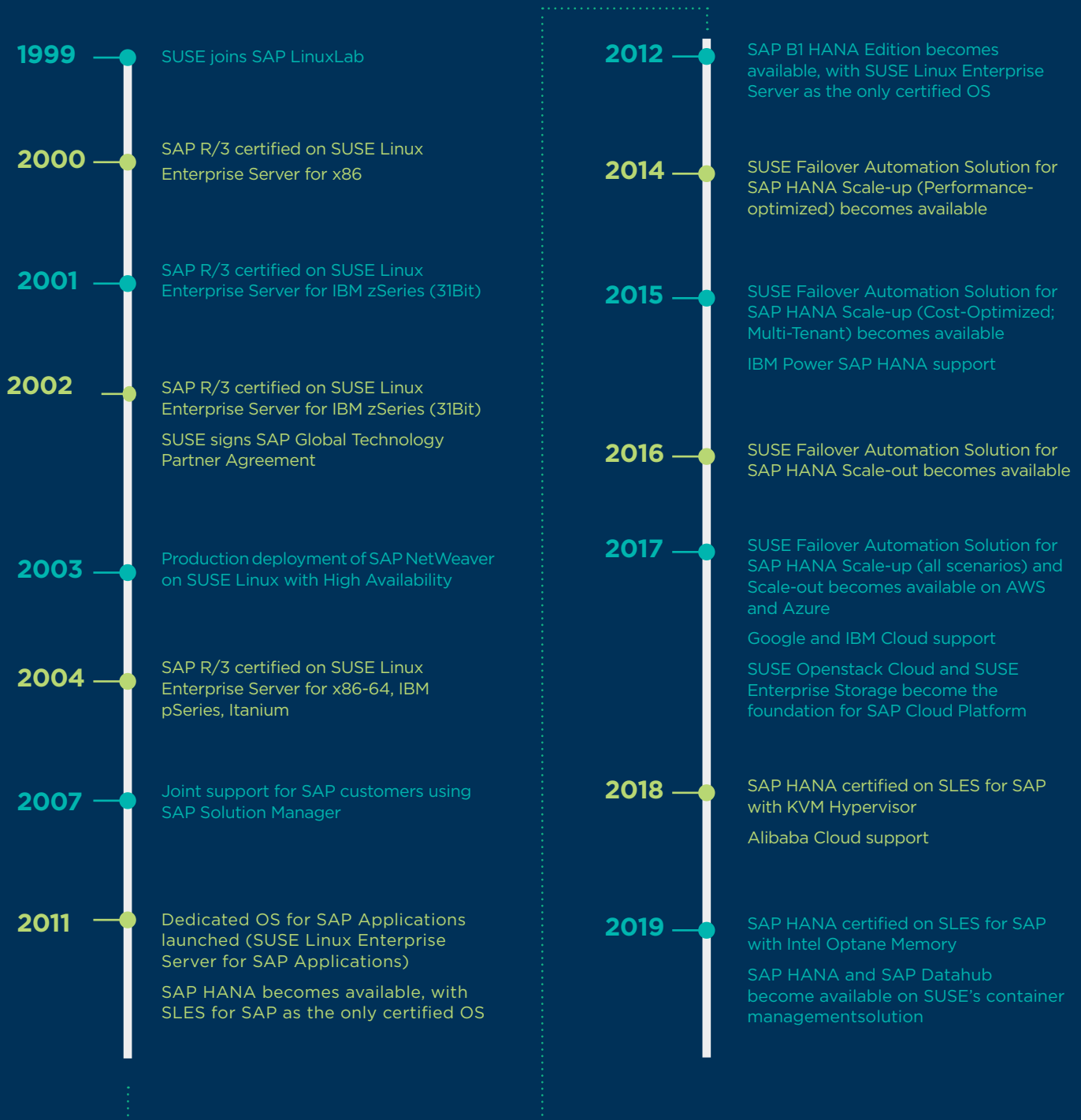




**JOIN THE BEST,  
WIN WITH SUSE**

# SUSE & SAP: PARTNERS FOR OVER 20 YEARS



# There's only one trusted and preferred open source platform for enterprises running SAP – SUSE. Today, over 30,000 SAP customers who want to unlock data intelligence, drive innovation and run with the best already run their SAP applications on SUSE. Why?



## **SAP runs on SUSE.**

The relationship between SUSE and SAP goes beyond technical collaboration and joint product engineering. To address the demand for always-available business applications, SAP's own IT organization chose to base the SAP HANA Enterprise Cloud service on SUSE solutions. They were confident that SUSE could enable their cloud offering to meet robust enterprise requirements for high availability while minimizing service interruptions and downtime.

## **Portability from the edge to the core to the cloud.**

Enterprises appreciate the flexibility that a software-defined infrastructure built on SUSE provides—whether that's a move to the cloud, getting valuable insights from data at edge devices or optimizing data center operations. That's why we are the mission-critical, open source software-defined infrastructure provider for enterprises who are using SAP's Intelligent Network to enable digital transformation.

## **95 SAP Performance Benchmarks were achieved by running on SUSE.**

Did you know that the SAP HANA platform is built on Linux? Not just any Linux – SUSE Linux. These benchmarks prove that independent hardware vendors and CSPs trust

SUSE to help their customers achieve great results when they run their SAP applications on SUSE. SAP and SUSE have a close engineering and technology partnership, which has seen a dedicated team of SUSE engineers based on site at SAP's headquarters in Walldorf for more than 20 years.

**We operate 100,000 virtual machines in 50 data centers for our internal and external workloads. The majority of our servers run SUSE Linux Enterprise Server, and we are working closely with SUSE to standardize our IT environment and reduce operating costs by automating more operational processes and increasing the number of virtualized systems.**

**MARTIN HEISIG**

*Senior Vice President*

SAP HANA Enterprise Cloud at SAP SE

## **A Well-Established Ecosystem of Technology Partners**

At the LinuxLab, SUSE also collaborates with other hardware, virtualization and cloud vendors. SAP customers choose SUSE because they are confident that our technology works with the best-of-breed solutions from leading hardware and software

vendors and public cloud providers. This rich and diverse partner ecosystem means we can provide you with solutions that are highly interoperable and enterprise-ready—solutions that you can take to your customers with the knowledge that these joint solutions are backed up by reference architectures.

### Maximum Agility to Deliver Services Your Customers Need.

Partnering with SUSE helps you keep pace with the changes that your customers are facing in their business, so you can meet your SLAs. We are here to help you grow your business. Here are just some of the tools, training and support that we

provide to our partners:

- Access to an installation tool that enables you to install an entire software stack in a matter of minutes (see SAP note 1944415)
- Training and certification pathways on Linux, software-defined storage and containers at no charge.
- Help from our highly rated technical support team when you need it
- Profit from deal registration rebates on every **approved** deal won **when you achieve Accredited Partner or Solution Partner levels.**
- Sales support to position SUSE with your customers

### Open Source Infrastructure for the SAP Intelligent Enterprise

Here's a look at some of the SUSE solutions you should be considering as you're building a technology stack for your customers on SAP:

You Need	SAP Business One	SAP HANA	SAP HANA Enterprise Cloud	SAP S/4 HANA	SAP Data Hub	SAP Leonardo	Choose
One OS across your physical infrastructure and virtual machines	●	●	●	●	●	●	SUSE Linux Enterprise Server for SAP Applications
To apply patches to your Linux kernel without rebooting	●	●	●	●	●	●	SUSE Linux Enterprise Live Patch
To manage your Linux estate across hardware architectures, hypervisors, container, IoT cloud platforms with a single tool		●		●		●	SUSE Manager
To deploy, manage, and scale container-based applications and services easily with a Kubernetes-based platform		●		●	●	●	SUSE CaaS Platform
To store more data while reducing storage costs.				●	●	●	SUSE Enterprise Storage

## Partner with SUSE

### Join the SUSE Partner Program and Enjoy these Benefits

- **Training and certification pathways at no charge.** We're here to help you get started with Linux, software-defined storage, containers and infrastructure management.
- **Up to thirty percent rebates.** If you choose to resell SUSE, you could receive deal registration rebates on every **approved** deal won.
- **We don't compete with you.** Ninety percent of our consultancy, training, renewals and compliance is delivered by our partners.

### Here's What Our Partners Have to Say

"We have a long-standing relationship with New England Biolabs. And when it came time for them to find a cloud hosting provider, we were a natural fit. HPE and SUSE gave us the capability to give them the high compute platform that they were looking for—something that they could run their mission-critical business on.

We had the expertise to build and deploy our own proprietary cloud hosting environment with the help of HPE. Layer SUSE Linux Enterprise Server as our operating system of choice on top of that and you get a very natural, high-performing platform tailor-made for SAP workloads. HPE and SUSE position us to grow into the cloud and into the demands of our customers. We feel confident that we've chosen the right technology partners to position us for the future."

### MATT LONSTINE

*Director of SAP, Technology  
Symmetry*

### Start Here

Get started right now by joining the SUSE Partner Program. Register to access compelling content, insightful sales tools, industry recognized certifications and more on our Partner Portal: [partner.suse.com](https://partner.suse.com). For more information, email [channels@suse.com](mailto:channels@suse.com).

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**We're doing a lot of work with customers in the SAP space who are navigating their digital transformation journey. We need a stable partner and we believe that SUSE, as SAP's development platform, is the dependable platform that Infosys can continue to deliver our services on.**

### ADITYA KARMALI

*Associate Vice President, Alliances  
Infosys*

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