

Dell Sales Play M&P Overview

SAP HANA on Dell PowerEdge Servers with SUSE Linux Enterprise Server for SAP Applications

Solution

SUSE Linux Enterprise Server for SAP Applications
Dell PowerEdge 14G servers

Value Proposition	
For You	For Your End Customer
Offer a high-performance SAP HANA implementation on industry-leading Dell PowerEdge hardware and on software from SUSE®—a leader in SAP solutions.	Get a high-performance, validated SAP HANA implementation that speeds time to value by using Dell PowerEdge hardware and SUSE Linux Enterprise Server for SAP Applications.
Key Benefits	
For You	For Your End Customer
Offer an appliance solution that gives customers everything they need to succeed.	Get a configured and validated SAP HANA appliance solution that makes installation and deployment easy.
Work with an experienced leader in SAP solutions. Ninety-five percent of Dell SAP implementations run on SUSE Linux Enterprise Server.	Get a solution with high performance and enterprise-class availability for your SAP HANA implementation.
Meet demand for any size of SAP HANA implementation with a single platform and unified infrastructure.	Virtualize your SAP HANA deployment using VMware vSphere, the only hypervisor certified by SAP for SAP HANA.
Provide tools to help Microsoft-only shops embrace Linux and SAP HANA.	Get a single platform with a unified infrastructure that can grow to match any scale scenario.
	Migrate at your own pace and ease management in mixed data centers by adopting the enterprise Linux that plays well with Microsoft.

Target Markets

- Global enterprise
- SAP clients
- Service providers

Workloads and Use Cases

- Customers with large SAP deployments, especially if moving from a UNIX platform
- Latency, performance needs and scale-out concerns
- Customers looking for high flexibility and less complexity

Unique Differentiators

- SUSE Linux Enterprise Server is tested and validated on all of Dell's enterprise platforms, including all Dell PowerEdge servers, Dell OpenManage, Dell storage and Dell networking.
- SUSE is Dell's preferred SAP partner, with 95 percent of Dell SAP installations running SUSE Linux Enterprise Server.

Unique Differentiators of SUSE Products (Not Unique to Dell)

- SUSE was named an SAP HANA Innovation Award Winner 2017,¹ which highlights our close collaboration with SAP around our products and services. In addition, 28 of the other award winners use SUSE as their operating system of choice.²
- SAP itself uses SUSE Linux for its production and testing environments.
- Join the best. Run your SAP solutions on SUSE. SUSE is the trusted and the preferred open source platform for the SAP customer.
- Trusted: SUSE is SAP's in house implementation platform.
- Open and Flexible: SUSE is the world's largest independent open source provider, ensuring that customers will always retain control and flexibility.
- Innovative: SAP's Co-Innovation partner, enabling customers to run with the best.

SUSE Linux Enterprise Server for SAP Applications

- It's the number-one platform for SAP HANA, plus the recommended operating system for SAP HANA and the first supported operating system for SAP HANA.
- More than 90 percent of SAP HANA customers use SUSE Linux Enterprise Server ([almost 100 public success stories available](#)).
- High-availability clustering with automated failover and disaster recovery for SAP HANA is included (and is SAP certified for SAP NetWeaver).
- Resource agents included in SUSE Linux Enterprise Server for SAP Applications automate the takeover of SAP HANA replicated database instances for all common HANA system replication scenarios.
- Full system rollback with one click provides ultrafast system recovery in case of failures during system updates.
- A security-hardening guide for SAP HANA and a dedicated SAP HANA system firewall provide maximum system security.
- Remote disk encryption for data volumes provides protection against data theft.
- The ability to limit page caching in the operating system allows system administrators to balance memory demands and provide SAP applications with the memory they need to perform.
- An Installation Wizard for SAP applications speeds setup.
- It consistently provides outstanding uptime and performance—even under full CPU loads and high memory stress.
- Active directory and remote desktop protocol integration make management in mixed Microsoft/Linux data centers much easier.

¹ www.suse.com/communities/blog/suse-receives-sap-hana-innovation-award-2017-industry-disruptor/

² www.sap.com/documents/2017/10/9ab41894-dc7c-0010-82c7-eda71af511fa.html