



# Re-imagine and modernize your real-time business with SAP HANA®

## Innovation through partnership between Dell, SAP, and SUSE

Looking for an easy way to gain real-time insight into your business? The SAP HANA® platform is the next generation of SAP® in-memory computing technology. Dell, SAP, and SUSE have partnered to offer an SAP HANA appliance solution that can provide multipurpose, data source-agnostic, in-memory software.



Achieve more with SAP HANA running on an industrial-strength SUSE Linux platform and deployed using Dell's expertise in services, systems, analytics and integration.

In today's highly competitive business climate, immediate access to all operational data and analytics ultimately determines the success of an organization. Proactive insights into business operations as they happen helps organizations respond preemptively to changing market conditions. However, the volume of operational data available for business insight often exceeds the amount of data that traditional disk-based systems can process within a reasonable time.

Users are not able to provide access to the full volume of data needed to gain true competitive advantage. They are forced to reduce or summarize the data from operational applications and external sources. The result is inadequate access to the full spectrum of information and unacceptable lag times between gathering data and gaining meaningful insights.

The status quo is not an option in today's economic environment as emerging technologies provide you with a new window of opportunity to transform your business and get ahead of the game.

New technologies, such as in-memory and mobile computing, offer you the chance to turn challenges into opportunities by becoming a real-time business. Imagine how your business could be transformed with real-time access to in-depth analytics and insights, enhance customer experiences, increase your bottom line and give you a strategic competitive edge.

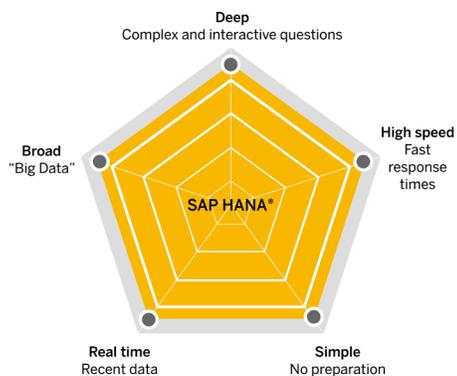


### Superior Business Analytic Solutions

- Real-time analytics appliance
- Data source agnostic
- Robust Linux enterprise computing platform
- Superior performance
- Modular, scalable & efficient architecture
- Optimized for business continuity



# The Five Dimensions of the SAP HANA Platform



Dimension	Benefit to you	What you can do
Real time	Know when events happen	Analyze massive amounts of data thousands of times faster
Depth	Ask any question on any data	Answer any question, regardless of complexity, reliably and quickly
Breadth	Base answers on as much data as you like	Answer based on unrestricted amounts of data unconstrained by data type
Speed	Get your answers right away	Access and deliver information many thousands of times faster
Simplicity	Eliminate preliminary query steps	Do away with extra data preparation steps

## SAP HANA - the re-imagined platform for real-time business

SAP HANA is a modern real-time data platform leveraging the power of an in-memory database. Because SAP HANA lets you analyze massive quantities of data in local memory, the results of complex inquiries and transactions are available at your fingertips.

SAP HANA technology provides multipurpose, in-memory appliance software, giving organizations the power to gain instant insight into business operations, while enabling them to react quickly to changing business conditions. SAP HANA lets business users immediately access, model and analyze all of their transactional and analytical data in real time – from virtually any data source – and in a single environment, without affecting existing applications or systems.

SAP HANA breaks free of the traditional database structures and query processes to make real-time analytics and reporting a reality.

## Partnering to deliver a winning solution - Dell, SAP and SUSE

Emerging business challenges require holistic thinking – across corporate boundaries. Dell works with SAP and SUSE in a highly collaborative environment for the benefit of our joint customers. Dell’s hardware, software and services offering for SAP HANA is the result of collaboration and joint innovations from all three partners, aimed at addressing the analytic and database needs of customers.

- The Dell and SAP alliance has delivered strong products and services aimed at enterprise organizations for more than ten years. Today, the SAP practice is a rapidly growing core business for Dell, addressing the needs of mid-size to large organizations, including governments and the Fortune 500.
- Dell and SUSE have collaborated to build Linux-based solutions to complex enterprise IT challenges. 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 has a long-standing and close partnership with SAP. SUSE innovates and collaborates with Dell and SAP on advancing the capabilities of SAP HANA at SAP’s Linux Lab. SUSE Linux Enterprise is the only operating system optimized for all SAP software solutions and is the number-one Linux platform for SAP applications.

“When we looked for an IT provider to deliver SAP HANA, Dell came closest to our demands.”

*Christian Sanger Aareon,  
Aareon*



## Dell's end-to-end solution for SAP HANA

With Dell's implementation and solution consulting services for SAP HANA, companies can set themselves apart by delivering complex analytic solutions before their competition.

<b>Powerful technology</b>	Dell's PowerEdge R910 incorporates Intel E7 technology, is certified for SAP HANA and includes everything needed to support your SAP HANA solution. This all-in-one solution includes powerful system management features that provide for seamless implementation and management.
<b>Robust platform</b>	SUSE Linux Enterprise for SAP applications is the recommended and supported OS of choice for SAP HANA. Uniquely optimized for SAP solutions, it enables the high performance of large workloads and mission-critical applications.
<b>Enterprise class SAN storage</b>	Dell Compellent SAN Storage offers the Fluid Data storage system, a virtualized environment that provides tremendous flexibility in storage management. Automated tiering of data manages persistent storage to provide the quickest access to the data sets most needed for analysis, and high availability features that simplify backups, expansion, and data migration provide tangible enhancements to the analytics engine infrastructure for SAP HANA.
<b>Energy-efficient system design</b>	Built with <b>Energy Smart</b> technologies, Dell PowerEdge servers include power management features that enable power capping, power inventory, and power budgeting within your SAP HANA environment. Carefully engineered layout of the internal components aids with airflow direction, helping to keep the server cool and offering potential savings in data center cooling costs.
<b>Large-scale enterprise consulting expertise</b>	Dell leverages its experience delivering enterprise IT and solving "big data" issues for global companies to provide actionable and real-world technology, strategies and solutions. Dell's Center of Excellence (CoE) is well established for SAP HANA, SAP NetWeaver® Business Warehouse Accelerator software and enterprise mobility.
<b>Established methodology</b>	Dell's In-Memory Computing and Analytic Methodology (DIMCAM) incorporates best practices and guides customers through a streamlined and successful implementation process.
<b>Comprehensive services</b>	Dell's portfolio of services for SAP software leverage industry best practices to offer better business outcomes for SAP clients. Our Deployment Services for SAP HANA include installation, configuration and validation of the hardware and software, and post-installation documentation.
<b>World-class support</b>	Dell's ProSupport™ and Mission Critical Services help keep your SAP HANA solution running smoothly. Dell's Managed Services for SAP HANA provide comprehensive management and support, including 24X7 monitoring, ongoing remote health checks, firmware and software upgrades, and assistance with problem tracking and resolution. In addition, Dell, SAP and SUSE collaborate closely to streamline resolution and enhance the customer support experience.

The combination of Dell's server, storage, and networking technologies with SAP HANA appliance software and the SUSE Linux platform allows users to conduct analytics, manage performance, and monitor operations in a single system. Together, the solutions help enable a business to react faster to events impacting operations today.

Our partnerships culminate in an optimally configured solution for SAP HANA that includes a hardware appliance, pre-loaded software and a full range of services. This solution is reliable, scalable and offered in multiple configurations to address specific business needs. Dell's end-to-end solutions give your organization full access to the power of SAP HANA.

### Dell Configurations for SAP HANA

Dell offers a complete range of solutions for SAP HANA, all based on the Dell PowerEdge R910 server platform. The Dell solution for SAP HANA is offered in several configurations that are certified by SAP and engineered by Dell to meet individual

customer analytics needs. Configurations start with single server platforms with 128GB to 512GB of in-memory analytics power. The Dell solution portfolio is extended with scale-out configurations that start at 1TB and expand up to 8TB using the same highly available and scalable infrastructure.

SUSE Linux Enterprise is a critical component of Dell's offering for SAP HANA. Designed to support large in-memory workloads and optimized for all SAP software solutions, it serves as a powerful and reliable operating system for SAP HANA. Key SUSE Linux Enterprise features that enhance SAP HANA performance and manageability include:

- Support for large in-memory workloads
- Optimized workload performance for SAP applications
- High-availability architecture features, including an integrated clustering solution for physical and virtual Linux deployments



## Dell's appliance solution for SAP HANA includes:

A high-performance in-memory computing database and a powerful data calculation engine
Real-time replication service to access and replicate data from the SAP ERP application
Data integration services to access and index information from virtually any data source
A data repository to persist views of business information
Highly-tuned integration with SAP BusinessObjects™ BI solutions for insight and analytics
SQL and MDX interfaces for third-party application access
A unified information modeling and design environment

The linear scalability of Dell's SAP HANA platform makes scaling to meet larger workload demands a very straightforward process. Our architecture design delivers a system that grows seamlessly, without requiring a hardware change when expansion is needed, and that can yield a much better total cost of ownership.

### Dell Services for SAP HANA

Dell Services can help you quickly begin realizing the benefits of SAP HANA. We offer a comprehensive suite of consultative services to help you deploy and optimize your SAP HANA solution.

- **Deployment Services for SAP HANA** - Dell is with you every step of the way to get your SAP HANA appliance software up and running quickly. Our deployment services for SAP HANA facilitate the planning and design of the SAP HANA database environment with workshops and services for configuration, change management and support.
- **Managed Services for SAP HANA** - Dell provides comprehensive and collaborative monitoring, management and support for SAP HANA environments.
- **ZeroIMPACT Migration Services for SAP Solutions** - Migrate legacy SAP environments with little to no downtime with Dell's parallel transformation methodology.

### Getting started with SAP HANA

SAP HANA will change the way your company does business by enabling real-time insight into business operations as they happen!

Dell offers customers a complete portfolio of end-to-end solutions for SAP HANA that can reduce IT costs and help organizations transform their business. Dell's innovative platforms dramatically increase the availability and speed of business information, leading to more insightful decision-making using SAP HANA.

Talk with us to discover how SAP HANA will allow your organization to run smarter, run simpler, and run bolder.

Learn more at <http://www.dell.com/hana>.



Dell is a global technology partner.  
Dell Services is an SAP services partner.

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