



**Hewlett Packard  
Enterprise**

# How HPE can help you on digital transformation using SAP Solutions

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**SAP**<sup>®</sup>



**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.





# Your SAP HANA infrastructure requirements



## Scalability

- Consolidated complex workloads
- Expand resources as business grows

## Performance

- Speed for the most complex workloads
- Real-time business decision support

## Availability

- Always-on for continuous business services
- Business Continuity and Data Protection

## TCO

- OPEX saving to invest in innovation
- Hardware and software standardization

## SAP Expertise

- Assessment, sizing, migration and deployment
- Single point of contact for end to end services



# HPE Solutions for SAP HANA



**Infrastructure purpose built for  
Mission Critical SAP HANA use cases**



**Enterprise Grade software for data  
protection and business continuity**



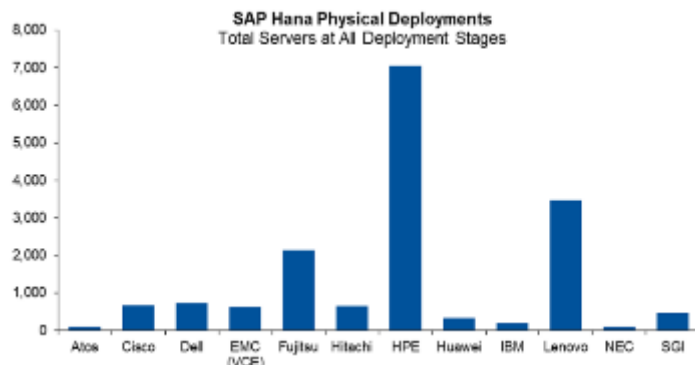
**Paired with HPE Services to  
advise, design & implement**



**Flexible consumption models and  
financing**

**Support for all SAP HANA solutions including BW on HANA, Suite on HANA, HANA Platform, BW/4HANA, S/4HANA, SAPHEC and SAP HANA VORA**

# HPE Solutions for SAP HANA - #1 Market Share



**#1 Market Share for SAP HANA\***

Doubled market share since 2013 to over 50% in 2016

**...and still growing**

Growing faster than the market at more than 50% YoY, and faster than the competition

**...profitably by creating value through innovation**

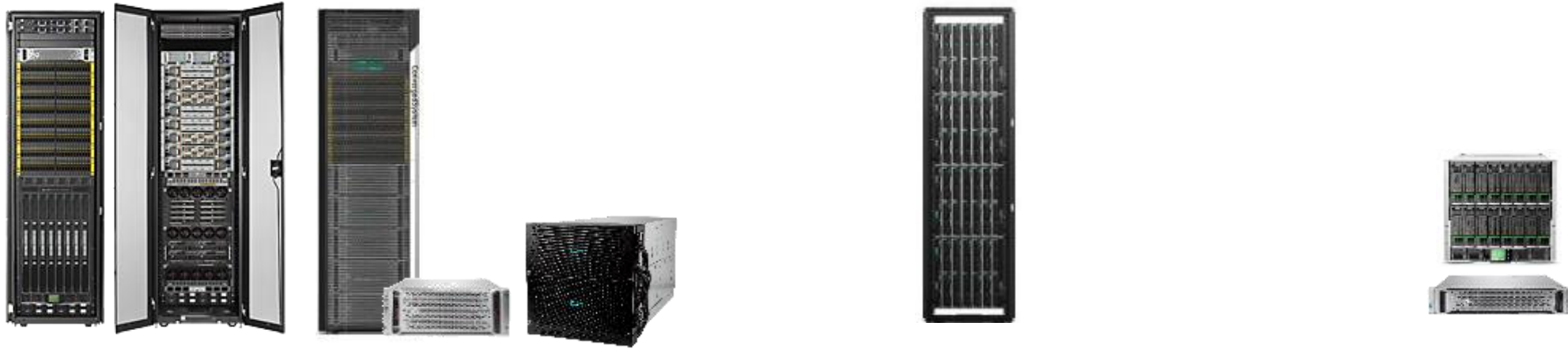
We create value by delivering customer outcomes; we do not sell *gear*

**Only HPE has the vision, maturity and credibility to deliver the best outcomes for our customers' SAP HANA journey**

\* Gartner, "Use Gartner's Hana Platform Landscape Model to See Who Is Winning the Hardware Platform Battle" June 2016.  
Click the link below to view the report and see the full results: [http://www.gartner.com/reprints/hpe-eg-servers?id=1-](http://www.gartner.com/reprints/hpe-eg-servers?id=1-3B64WPI&ct=160706&st=sb)

[3B64WPI&ct=160706&st=sb](http://www.gartner.com/reprints/hpe-eg-servers?id=1-3B64WPI&ct=160706&st=sb)

# HPE Ecosystem for SAP HANA



## Mission Critical Solutions

- HPE ConvergedSystem 900
- HPE ConvergedSystem 500
- HPE Integrity Superdome X TDI
- HPE Integrity MC990 X TDI
- HPE ProLiant DL580 Gen9 TDI

## Composable Infrastructure

- HPE Synergy 680 Gen9 TDI
- HPE Synergy 480 Gen9 TDI

## Entry-level

- HPE ProLiant DL380 Gen9 TDI
- HPE ProLiant DL360 Gen9 TDI
- HPE ProLiant BL460c Gen9 TDI



# HPE ConvergedSystem for SAP HANA Portfolio



## Fast

Reduce time to insight and action with HPE ConvergedSystem



## Efficient

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



## Simple

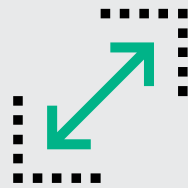
Easily stand up and manage new services for the fastest time-to-value

# #1

**Market Share Leader** in every product category

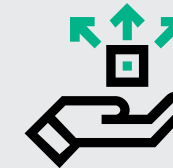
## Versatile and scalable

Range of configurations from **128 GB scale-up to 192 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

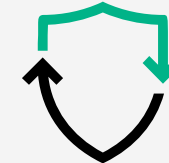


# 16 TB+

Single in-memory pool SAP HANA Appliance deployed in production

## Data Protection and Business Continuity with HPE

Serviceguard for SAP HANA for your mission critical SAP HANA workloads



# Synergy for SAP HANA

The First Composable Infrastructure Certified for SAP HANA

## Value Prop

HPE Synergy is the ideal platform for those customers who want to consolidate their other applications to a **single management architecture**, and want to maximize the efficiency of their HANA test/dev environment.



### Faster

Rapidly deployment and provisioning resources for HANA and non-Hana workloads



### Simple

Reduce complexity by using common technology and manage it with OneView



### Efficient

Consolidating and standardizing infrastructure for mixed workloads, while still meeting high performance requirements.



*The ideal environment and target customers are service providers, hosting, BladeSystem refresh, or private cloud customers adopting Synergy as their infrastructure standard.*



# The approach of Composable Infrastructure

Increase IT efficiency and accelerate service delivery for both traditional and new style of business



## Fluid Resource Pools

- Single infrastructure that boots-up ready for any workload
- Auto-assembles and flexible capacity



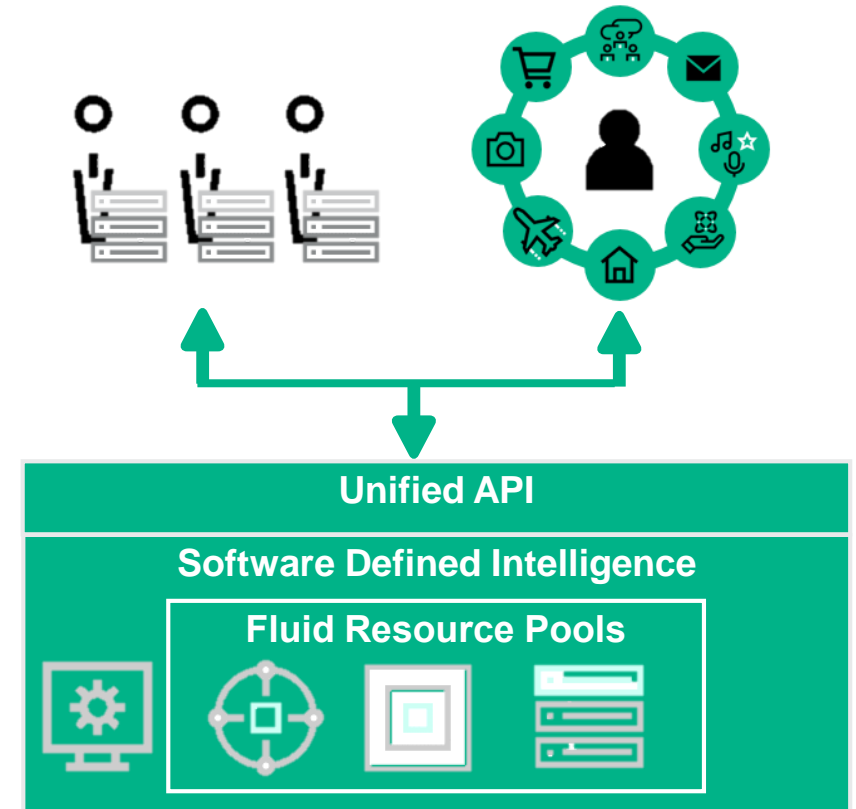
## Software-Defined Intelligence

- Rapidly compose infrastructure in seconds
- Template-driven automation for frictionless operations



## Unified API

- Cloud-like portal for Infrastructure as a Service
- Automate IT operation processes
- Automate infrastructure deployment for DevOps





# Enhanced HA and DR with HPE Serviceguard

Protect valuable enterprise data

4  
Second

Failover  
Time

Zero

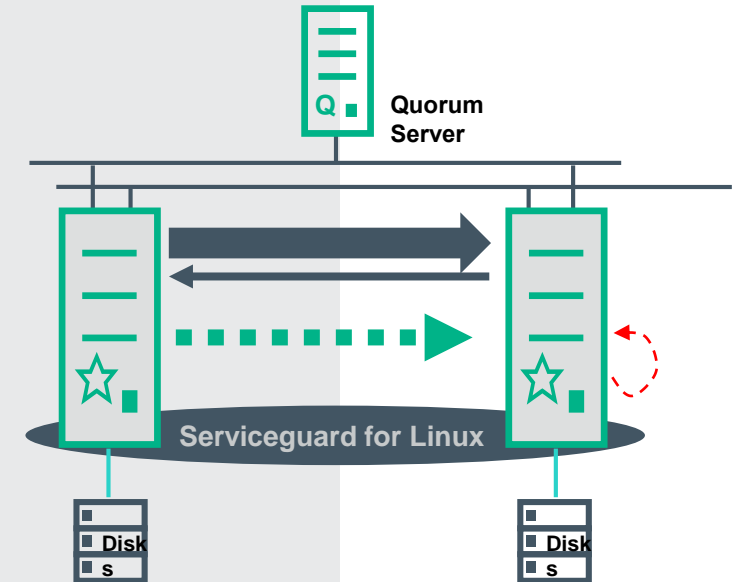
Planned  
Downtime

Automatic unattended failover across sites

Transition from primary to disaster recovery in minutes

Simplification of HA and DR configuration and administration

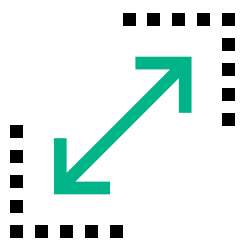
Graceful HANA package shutdown for maintenance





# Flexible consolidation

Safely run SAP HANA business apps and analytics side-by-side

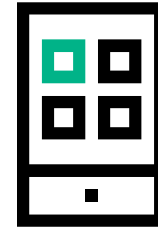


## Single instance

- Single workload
- Large business apps
- Scale-up analytics

DB 1

Single system



## Partitioned<sup>11</sup>

- Mixed workloads with different compute/memory requirements
- For multiple IT tiers
- Application aggregation and consolidation

DB 1

DB 2

DB 3

Hard partitions with electrical isolation

<sup>11</sup>Available for the HPE ConvergedSystem 900 only. Up to four nPARs (physically and electrically isolated partitions) are configurable in a number of different sizes.



# HPE Flexible Capacity: agility and confidence

Pay-as-you-grow, scalable IT solution

## Cash:

Pay for what you use

- Preserve capital
- Optimize to usage – don't overprovision
- Match cash flows to usage

## Capacity:

Time-to-market

- Elastic – provision more capacity in minutes, not weeks
- Unlimited – refreshed as it is used

## Confidence:

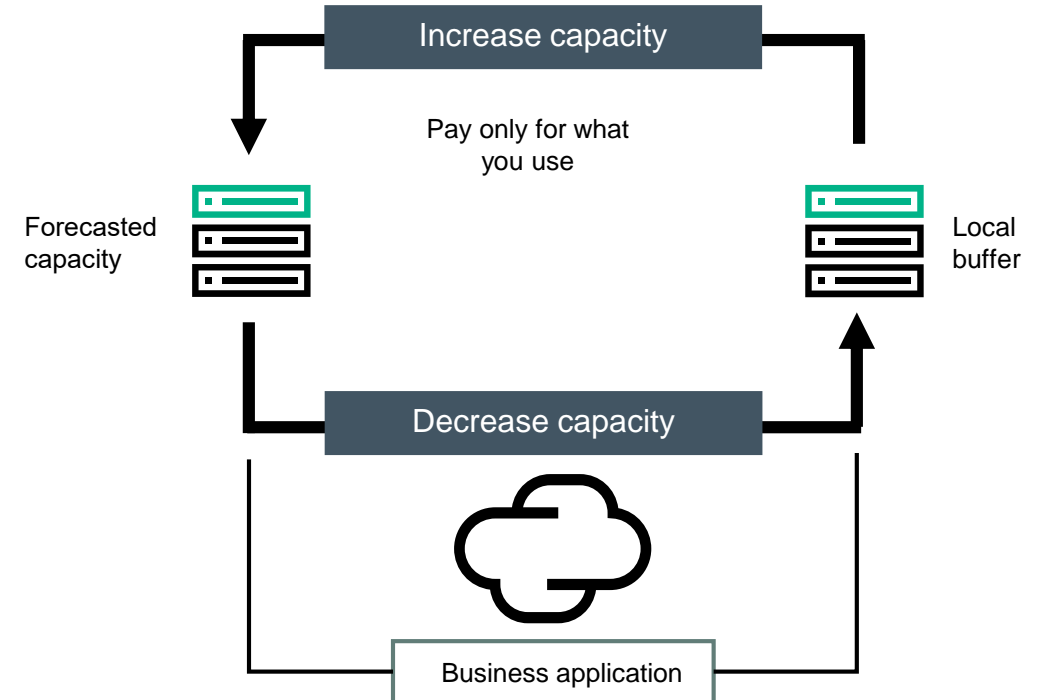
Enterprise-quality support

- Improve operational efficiency
- Build IT stability

## Control:

On premises when you need it

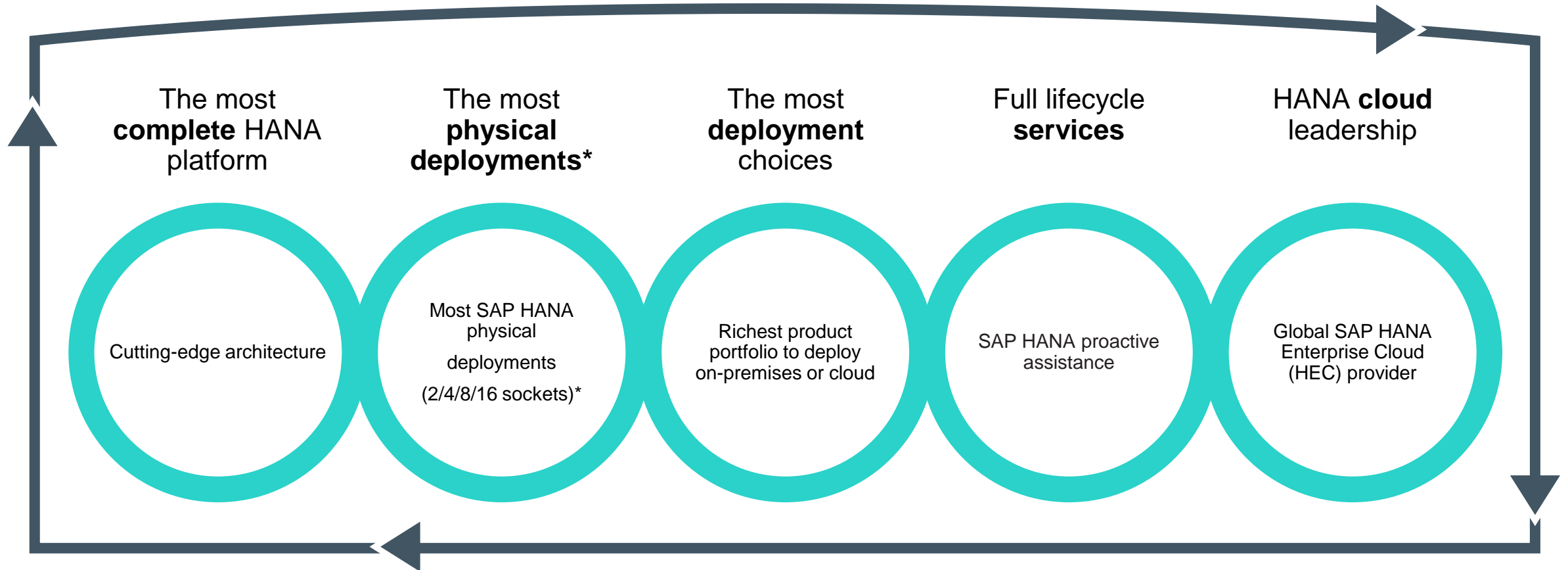
- Legacy workloads
- Privacy
- Latency
- Sovereignty



**Flexible capacity matches your variable demand**



# HPE delivers a compelling value proposition for SAP HANA



\* Source:

"Industry momentum surrounding SAP Hana is high and continues to build. Gartner's Hana platform landscape model provides CIOs and application leaders considering Hana an assessment of the Hana hardware community by vendor, system size and project maturity." - Gartner, "Use Gartner's Hana Platform Landscape Model to See Who Is Winning the Hardware Platform Battle" June 2016

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# HPE and SAP – the best choice for extending your possibilities

**7000+**

HPE SAP HANA  
appliances shipped<sup>11</sup>



## SAP Competence Center

20K installations and thousands of POCs  
Free for SAP HANA customers  
SAP performance optimization

## Availability

With HPE Serviceguard for SAP HANA, HPE is the only server vendor offering a fully automated fail-over solution for mission critical SAP HANA operations



## Scalability

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

## Co-Innovation



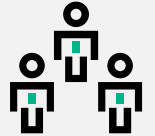
Engineers from HPE, SAP, and Intel® develop solutions in Co-Innovation Labs in Palo Alto, Walldorf, and Chennai.

For example, 24 TB HANA appliance, HEC, OpenStack®, Cyber Security, SAP on The Machine from HP Labs, and more.



**1700+**

Customers are running  
SAP HANA on HPE<sup>6</sup>



**192 TB**

48 node scale-out system  
with 192 TB available for BW

## 48% Market Share

HPE is the number one SAP HANA platform vendor with approx. 48% of the market

## Cloud

HPE powers SAP HEC in both direct and indirect models, and powers the leading SAP preferred service providers

<sup>11</sup> HPE shipped over 7000 HANA appliances (BL460-, DL980-based AppSystems for SAP HANA or CS500 or CS900 or Superdome X) to around 1700 customers. On average, a customer is running 2–8 appliances per HANA installation. Worldwide shipment numbers, 2016.

\* Officially HPE can offer up to a 16TB certified system. We offer special PoCs with SAP to accommodate needs of up to 24TB



# 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](https://hpe.com/info/sap/hana)



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