



Hewlett Packard
Enterprise

Accelerate your transformation to SAP HANA with the right mix of HPE infrastructure and services

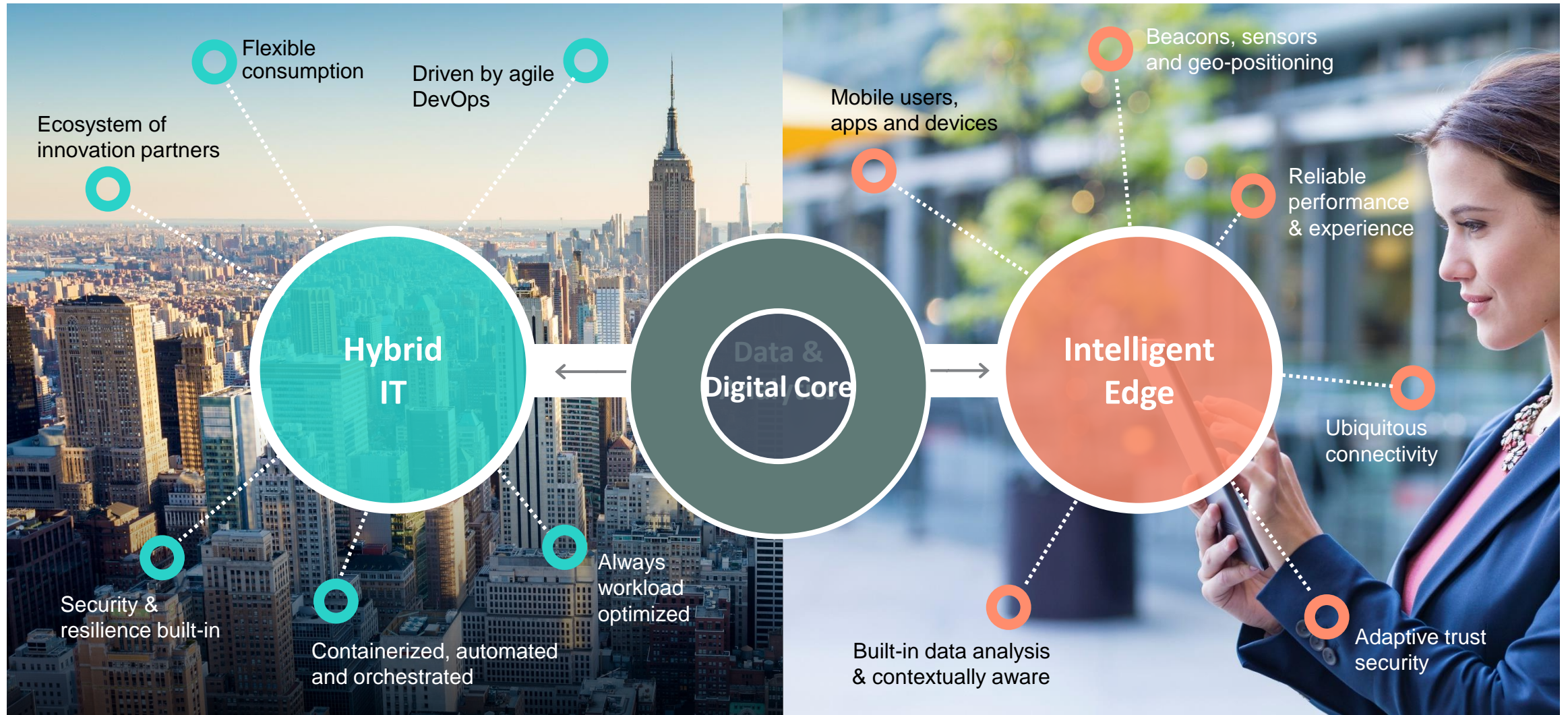
Aleksandar Aksentijevic
MCS ESE Category Manager



- Our view of real-time business transformation
- HPE and SAP co-innovation from Intelligent Edge to Digital Core
- Visionary Innovation for next decade
- Right Mix of SAP HANA Infrastructure
- Why HPE

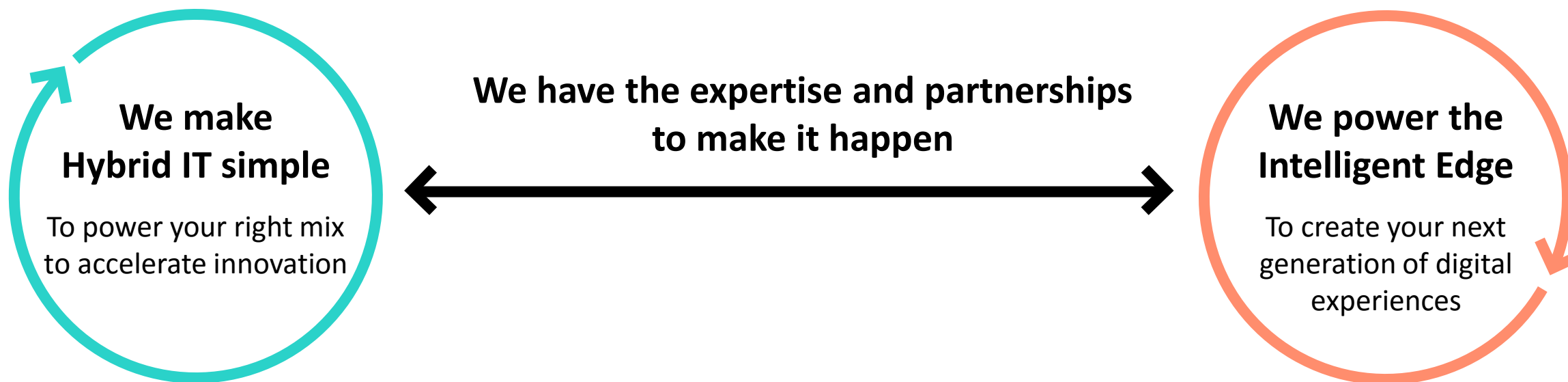


Accelerating time to value with your digital core



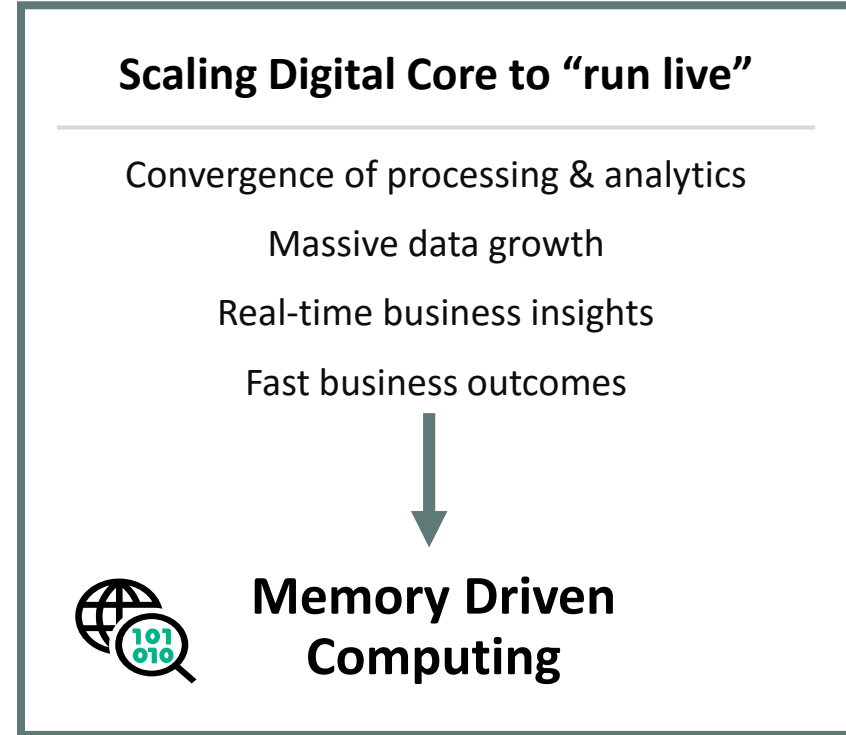
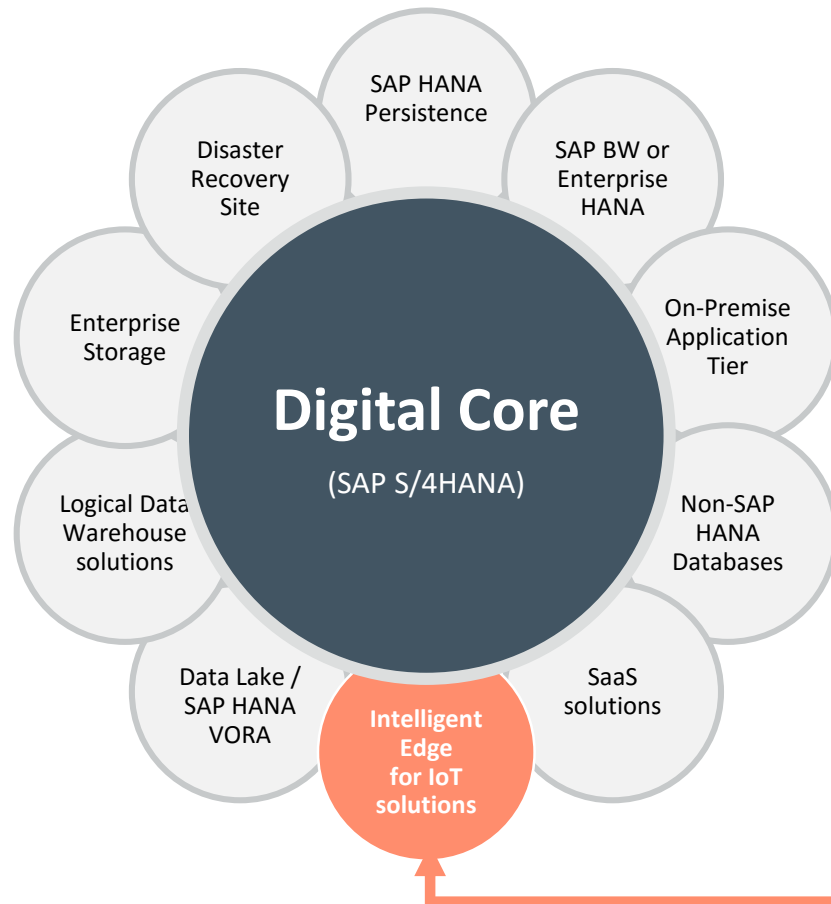
HPE Announcement at SAP Sapphire NOW

HPE extends the SAP solutions from Intelligent Edge to Digital Core



Mission Critical Connections in the 'Edge to Core' era

New demands of a data-driven enterprise





Dr. Steven P. Pratt
Corporate Technology Officer
CenterPoint Energy

CenterPoint
Energy

Keeping Houston
warm tonight with
natural gas

CenterPoint Energy in the edge to core era



Established energy delivery company has transformed to a real-time enterprise

Digital Transformation at the Digital Core

- 240 million meter reads a day serving 5 million customers
- Shorten analytic time by 800x, from hours to seconds
- Call center wait time reduced by 30 seconds

New Business Demand at the Intelligent Edge

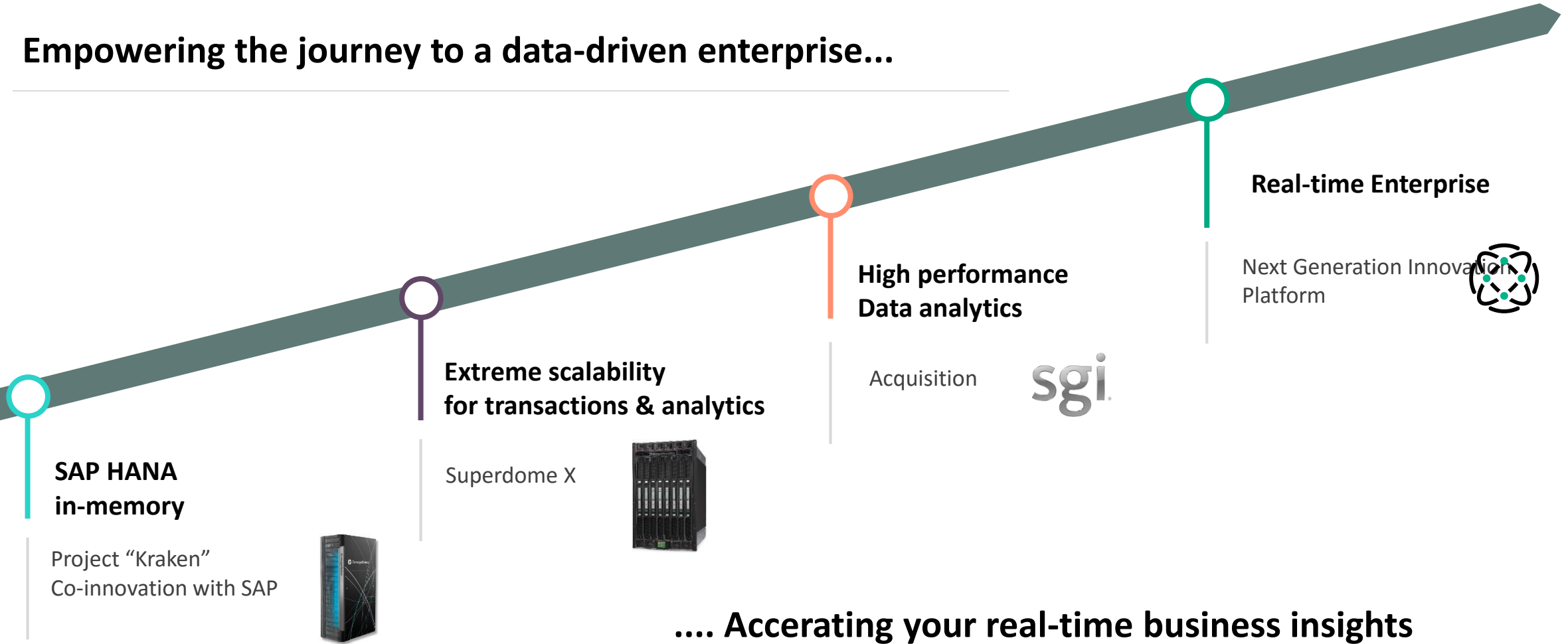
- Massive growth in IoT with sensor technology
- Predict problems & prevent outages
- resolve problems faster



Visionary Innovation for Next Decade

New Innovation for the digital core in the edge-to-core era

Empowering the journey to a data-driven enterprise...



.... Accelerating your real-time business insights

On the path toward Memory-Driven Computing for the Digital Core



Performance

Massive pools of fast, fabric-attached non-volatile memory

Efficiency

New economics of time, energy and cost with the ultimate composable architecture

Resiliency

Root of trust built on secure hardware, and automated disruption resiliency

Flexibility

Open ecosystem enabling broad technology choices coupled with industry-leading system design

Innovation for your real-time enterprise journey




Next-generation SAP HANA architecture


Unparalleled scale
for in-memory computing


Unprecedented modularity
for seamless growth and flexibility

End-to-end mission critical design
To deploy S/4HANA with confidence

Designed with Memory-Driven Computing principles

 **Availability**
Flexibility

 **Modularity**
Scalability

 **Future ready**

Monetize data

Move at the speed of business

Deliver business continuity



Right Mix of Infrastructure for SAP HANA

Customized solutions to maximize business outcomes

Your SAP HANA Infrastructure Requirements

Risk Reduction



Performance



Availability



TCO



SAP Expertise



Consumption Models



Appliances



Base Configurations



TDI

Deployment Models



On Premise



Hybrid IT



Cloud

SAP HANA Use Cases



Analytics



Data Warehousing

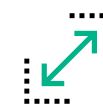


Applications

SAP HANA Landscape & Sizing



Utilization



Current & Future



Consolidation

HPE offers the Right Mix from Edge to Digital Core



Infrastructure/ Software	Aruba Solutions	All Flash Storage 3PAR, XP, Nimble	Arista Networking	Serviceguard	Enterprise Application Continuity
Secure Hybrid Cloud	SAP HEC Powered by HPE		Partner SPs Powered by HPE		Flexible Capacity
Services	HPE Pointnext SAP services		SI/Managed Partners SAP Services		



Frank Olszewski
Chief Technology Officer
HD Supply



HD Supply promises Next-Day delivery



“We are committed to becoming a Digital Company” - Joe DeAngelo, Chairman & CEO

- Leading industrial distributor of Waterworks, Construction & Industrial White Cap & Facilities Maintenance
- Serving 1 million SKUs to 530K professional customers
- 60% revenue from e-business and growing
- Provide next day delivery for 98% of the products

- Migrated BW from Oracle to SAP HANA in 88 days – record time
- Better integrated with the business for the self-service environment
- Expect faster response time, more insight



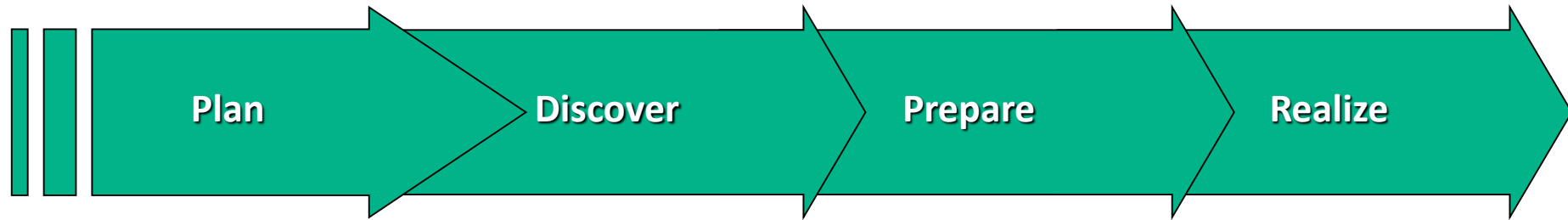
Why HPE?

Trusted by more than 2400 SAP HANA customers



We have your destination in sight

S4in4 Acceleration Factory Service



Advisory and Transformation

Envision and define

Professional

Design and implement

Operational

Consume and optimize

HPE - the trusted partner for your SAP S/4HANA journey

12000+

HPE SAP HANA servers shipped

#1 SAP Vendor

130 TB

World's largest HANA system in production

2400+

Customers running SAP HANA on HPE

Innovation

HPE and SAP Co-innovation
From engineering to deployment to operations



#1 Scalability

Unmatched 20 socket/20TB
single-node HANA certified system.
Supported with SAP up to 48TB

**Winner of 2017 SAP
Partner Excellence Award**

Always on

Only vendor offering a fully
automated fail-over and DR solution
for mission-critical SAP HANA,
Serviceguard

HPE runs SAP HANA

with nearly **50TB** in production

28 years

of strong partnership



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Thank you