

HPE Service Provider Ready SAP HANA

Accelerate revenue with data transformation

HPE solutions for SAP HANA at a glance

- Market-leading, certified infrastructure purpose built for SAP HANA, including appliances and TDI compute, storage, and networking
- Enterprise-grade software to manage, protect, and orchestrate resources and data
- HPE Pointnext services to advise, design, implement, migrate, and support HANA environments
- Flexible consumption models and financing services
- Joint go-to-market with co-marketing and co-selling partnership

Real-time insights are the new differentiators

Data is fueling the transformation of digital enterprises. Today's organizations must leverage their data to deliver insights at the speed of business, but most struggle to act due to outdated infrastructure, a lack of skills, or a failure to align their business and IT resources to this new reality. SAP HANA®, a revolutionary in-memory computing platform, enables businesses to get real-time insights, provide a 360-degree view of the business, eliminate data sprawl, and streamline data management to enable real-time business decisions for competitive advantages.

But despite the tremendous market interest, the journey to SAP HANA poses critical challenges for businesses. Some of the top challenges are:

- SAP HANA's demands on infrastructure
- Skills gap in execution
- Migration and implementation risks
- The need to balance faster insights against IT spending and TCO
- Achieving time-to-value

Turning challenges into opportunities

These customer pain points are opportunities for service providers. Partnering with HPE, service providers can create value in several ways for customers moving to SAP HANA:

- Provide certified expertise in managing off-premises SAP HANA environments
- Offer managed services including OS, DBMS, and SAP basis support
- Migrate workloads into SAP HANA
- Protect mission-critical SAP HANA data
- Build and operate hybrid cloud infrastructure

Market-leading infrastructure for SAP HANA

HPE is ranked #1 globally in infrastructure deployments for SAP HANA, according to Gartner. Our market-leading portfolio includes a wide array of infrastructure options to fit diverse customer needs. For customers looking for a prebuilt integrated appliance solution with flexible scale-out and scale-up options, HPE ConvergedSystem for SAP HANA is a factory-integrated system optimized for high performance, high availability, and unmatched scalability. For customers looking for a component solution that integrates into their existing IT infrastructures, the Tailored Data Center Integration (TDI) option offers the flexibility of custom HPE compute, storage, and network components certified for SAP HANA.

Solution Brief

Over **10,000**
HPE SAP HANA systems shipped

Over **2,500**
customers are running SAP HANA on HPE

25 Years
partnership with SAP

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

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

Service Provider Ready Solutions for SAP HANA

HPE offers market-leading infrastructure specifically for SAP HANA, including:

- Preconfigured appliances for simplicity and performance
- Flexible TDI compute blocks, including HPE's Synergy platform for composable infrastructure
- Efficient and scalable flash storage for HANA data persistence
- High-availability clustering with HPE Serviceguard
- Backup and recovery with HPE StoreServ and StoreOnce
- Software-defined networking for SAP HANA with Arista

In addition, HPE Pointnext services can augment your SAP HANA practice with advisory, design, implementation, or support services. Flexible consumption models and HPE financing make sure that you can afford what you need and pay only for the capacity that you use.

The opportunity is now

SAP has a large installed base of over 45,000 customers that must migrate to SAP HANA. Within HPE's installed base, only 20% have started that journey. As customers move to SAP HANA, they will increasingly need hybrid IT solutions across traditional IT, private cloud, and public cloud. HPE service providers are uniquely qualified to address this opportunity. You can help them get there, and as the dominant player within the SAP infrastructure market, HPE can help you build, enhance, market, and sell SAP HANA services.

Why HPE?

With 48% market share, HPE is the number-one SAP HANA platform vendor. And it's not hard to see why. We have shipped over 10,000 SAP HANA systems, with over 2500 customers running SAP HANA on our hardware. Our engineers work with engineers from SAP and Intel to develop solutions at Co-Innovation Labs in Palo Alto, Walldorf, and Chennai. With Serviceguard, HPE is the only infrastructure vendor offering a fully automated fail-over solution for mission-critical SAP HANA operations. HPE also enables easy scalability by offering customers the ability to grow from a sixteen-socket single-node HANA with up to 24 TB all the way to a forty-eight-node scale-out system with 192 TB.

Beyond helping you deploy best-in-class SAP HANA solutions, HPE will also support joint go-to-market around your SAP HANA services. As part of our Partner Ready for Service Provider program, HPE will co-market and co-sell your services. In addition, you can promote and sell your SAP HANA services through Cloud28+, the largest cloud ecosystem and aggregation platform, according to 451 Research.

In short, HPE provides service providers with peace of mind in partnering with the undisputed infrastructure leader in SAP HANA.

Take the next step

Find out how HPE can help you address the growing SAP HANA market opportunity.

Learn more at
hpe.com/partners/sap



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a00008739enw, May 2017.