

## Frequently Asked Questions

### SAP on Oracle Prospects & Customers Have on SAP HANA

**Q. As an Oracle customer, what can SAP HANA do for me?**

A. Enable, accelerate and innovate the understanding of your business in real-time. [SAP HANA](#) will empower you to understand your business in real-time, allowing the opportunity to make decisions that contribute to your bottom-line and give you a competitive edge over your competition. With SAP Business Suite on SAP HANA you now have one single integrated transaction and analytics solution on a real-time, memory-resident platform. With this platform you can run business processes and analytics that were inconceivable with traditional database platforms.

**Q. We have been on the Oracle database platform for SAP for X years... Why would I change now?**

A. We are in the middle of the most significant business opportunity in decades. The [SAP HANA](#) platform is a vehicle that can drive exponential gain in revenue and customer satisfaction, among other business benefits. It is faster, requires less maintenance, and has a lower total cost of ownership than your standard SAP on Oracle infrastructure. These benefits have the cumulative effect of translating into more money and more revenue generating opportunities for your business.

**Q. Is SAP HANA a replacement for Oracle or in addition to?**

A. Yes, it would be a complete replacement.

**Q. What type of skillsets am I going to need?**

A. You will be able to leverage many of your skillsets from an Oracle DBA and SAP Basis perspective. With any new innovative technology that has the ability to transform your business, there will be new learning opportunities for your staff. And, with the right [partner](#) whom you can trust to provide guidance, best practices and innovation, the possibilities are endless!

**Q. How does SAP HANA compare to the Oracle database/Exadata?**

A. [SAP HANA](#) unleashes you to reevaluate business processes that were previously locked down and confined with your standard SAP Oracle architecture. SAP HANA is not just a database- it is an innovative *platform*. Exadata is run on the original Oracle database that was built to support SAP applications that were built over 25 years ago. SAP HANA has evolved and is leveraging 25 years of application expertise and is not limited by older legacy relational database technology.

## **Frequently Asked Questions**

### **SAP on Oracle Prospects & Customers Have on SAP HANA**

#### **Q. What changes to my application do I need to make for SAP HANA?**

- A. For customers implementing SAP Business Warehouse on [SAP HANA](#), other than replacing the underlying database and removing layers of no longer needed Business Warehouse structures, no other changes are required. For customers implementing SAP Business Suite on SAP HANA, customers with limited or standard configuration changes will experience minimal or no code changes. There are specific types of user modifications which will need to be recoded for SAP HANA. An evaluation by a knowledgeable SAP HANA consultant will identify these potential code changes.

#### **Q. Can I use or repurpose my existing servers for SAP HANA?**

- A. No. SAP has worked with a select group of hardware vendors to ensure that the [SAP HANA](#) platform delivers world class hardware and software solutions, performance, and scalability. SAP has established a very stringent hardware certification process to ensure that SAP HANA performs as designed. Only certified hardware vendors are authorized to install and configure SAP HANA. They are the only people outside of SAP with access to the SAP HANA installation media.

#### **Q. What kind of performance improvement can I expect?**

- A. Most customers see vast improvements, but there is no single answer. Each case is different and [Bramasol](#) will help you understand what improvements you can expect prior to investing.

#### **Q. What kind of cost savings or investment can I expect?**

- A. [SAP HANA](#) provides a launching pad for your business to reach new levels of revenue generation and profitability. You will potentially recognize cost savings by eliminating the Oracle databases supporting your SAP Business Warehouse environments. You will also drive down the overall support cost by moving to a platform where your applications and databases are supported by a single vendor. However, investing in SAP HANA is not about cost savings, it is about taking your business to new levels of capability and achievement. With regard to investment, each case is different and there is no single answer. Bramasol will work with you to provide a clear understanding of the costs, benefits and time to value to help you decide how best to move forward in a way that drives maximum value while managing your budget.

## Frequently Asked Questions

### SAP on Oracle Prospects & Customers Have on SAP HANA

#### Q. What are the risks of implementing SAP HANA and why Bramasol?

- A. The real question is can you really afford not to go to SAP HANA if many of your competitors are going there? [Bramasol](http://www.bramasol.com) has deep expertise in Oracle as well as SAP HANA with resources that have worked directly with SAP and Oracle's development and support organizations. We are members of the Suite on SAP HANA Ramp-Up Program and have subject matter experts that have been working and developing SAP HANA since October of 2011. Our resources have practical experience that, combined, is unmatched in the marketplace. Bramasol was established as SAP's first business channel partner in 1996 and is deeply rooted with SAP and continues to drive thought leadership innovation today and invest in the latest SAP technologies. We are a leader and innovator in this space.

#### Q. What does Bramasol offer for SAP HANA?

- A. At [Bramasol](http://www.bramasol.com), we have very specific SAP on Oracle expertise that helps customers understand their options when it comes to the choices they have in the technology platform that is supporting their current and future SAP applications. Whether or not you have a technology refresh planned or you are trying to determine a way to consolidate your landscapes, Bramasol can help. Our Oracle expertise is now complemented with deep SAP HANA expertise. Since we have depth of experience in understanding both SAP and Oracle, we are the ideal partner to educate, advise and help you migrate from SAP Business Warehouse on Oracle to SAP Business Warehouse on SAP HANA.

We have a solution portfolio that specifically helps SAP on Oracle customers in the following areas:

- Oracle Database and Engineered Systems Comparison with SAP HANA
- SAP HANA Readiness Assessment
- SAP HANA Foundational Workshop
- Use Case Definition (SAP Business Warehouse, COPA, CRM, SAP Business Suite, Custom Apps)
- Blueprint / Project Plan
- Install and Configuration
- Proof of Concept
- Implementation and/or Migration
- Production Support

*For further information on how Bramasol can help your business leverage this revolutionary platform, refer to our [website](http://www.bramasol.com) or contact us directly.*