



WHY SAP HANA® FOR YOUR BUSINESS

The power of HANA delivered by HPE and Symmetry

Responding immediately to business-critical demands has become essential in this always-on world. Up until now, doing so in real-time was almost impossible. Not anymore. HANA's in-memory computing is a game-changing technology that provides the speed and agility to power analytics at unprecedented performance levels.

The rules have just been changed.

- Uncover new growth opportunities ahead of the competition
- Dramatically accelerate your core business processes to run at market speed
- Empower your people to decide and act in the moment with real-time insights
- Drive unprecedented innovation in mobile applications and business intelligence

ARE YOU READY?

1. Are you considering HANA? What's driving the initiative?
 - Desire for faster reporting?
 - Desire for faster access to data?
 - Seeking to improve the performance of a specific SAP function?
 - Seeking to improve the performance of a specific SAP transaction?
2. Is there an ECC or and Enhancement Pack upgrade in your future?
3. Do you have a hardware refresh approaching?
4. Are you considering a move to the Cloud instead of purchasing and maintaining on premise hardware?
5. Do you know that the hardware needed to support ECC or BW can't support HANA?

MULTIPLE PATHS TO HANA, WHAT'S RIGHT FOR YOU?



On premise SAP HANA® Appliance
powered by HPE and supported by Symmetry

State of the art HPE hardware in your datacenter supported by HPE and Symmetry resources to keep your infrastructure running smooth

Key considerations:

- ➔ Recurring internal support costs
- ➔ Upfront investment, depreciation
- ➔ Pace of technology change



Tailored Datacenter Integration (TDI)
Supported by HPE and Symmetry

Infrastructure comprised of both new and existing hardware assembled to deliver system and application performance, security, and scale

- ➔ Internal resource burden
- ➔ Support restrictions from SAP
- ➔ Total cost of ownership



Symmetry HANA Cloud powered by HPE technologies and supported by Symmetry

Highly tuned HANA environment powered by HPE technology designed specifically for HANA deployment. Supported by HANA experts.

- ➔ Minimal start-up costs
- ➔ Pay as you grow model
- ➔ 100% committed partners



Appliance vs TDI vs Cloud (1.5 TB SAP HANA®)	Appliance	TDI	Cloud
CapEx Components			
Hardware - HP CS500	\$90,000	\$90,000	-
Software	\$8,000	\$8,000	-
Configuration	\$4,500	-	-
- Design HANA TDI	-	\$13,500	-
- Install / configure hardware, virtualize	-	-	-
- Install / config HANA	-	\$13,500	-
- HANA Cert Testing	-	-	-
On-site Integration Service	\$13,500	\$13,500	-
Hardware Support	\$5,000	\$5,000	-
OS Firmware Support	\$2,000	\$2,000	-
3-yr OS / FW Patching	\$6,000	\$6,000	-
Infrastructure Hardware Total (CapEx):	\$129,000	\$151,500	\$0

OpEx Components Monthly			
Single Rack Redundant Pairs 20MB Bandwidth 2.5 Hours Remote Hands VMware Backup Monitoring SW KPI Tested Production Storage SAP Best Practice Back-Up Methodology			
Hosting Infrastructure			
- Rack, Power, Cooling	\$1,000	\$1,000	Included
- Network Infrastructure	\$750	\$750	Included
- Storage Infrastructure	-	-	Included
- Backup Infrastructure	\$500	\$500	Included
- Smart Hands / Personnel	\$500	\$500	Included
- 3rd Party Software (Backup, Virtualization, Monitoring)	\$400	\$400	Included
Monthly Infrastructure Support Total (OpEx):	\$3,150	\$3,150	Included
Infrastructure Support Total (OpEx - 3 yrs):	\$113,400	\$113,400	Included

Infrastructure Remote Admin Services & Basis Administration			
Year 1	\$59,702	\$59,702	Included
Year 2	\$57,960	\$57,960	Included
Year 3	\$56,261	\$56,261	Included
Remote Admin & Basis Administration Services Total (OpEx - 3 yrs):	\$173,923	\$173,923	Included

Summary Options – Appliance / TDI vs. Cloud			
Appliance / TDI			
Infrastructure Hardware Total (CapEx):	\$129,000	\$151,500	Included
Infrastructure Support Total (OpEx - 3 yrs):	\$113,400	\$113,400	Included
Remote Admin & Basis Administration Services Total (OpEx - 3 yrs):	\$173,923	\$173,923	Included
Total Estimated Costs - Appliance / TDI (CapEx + OpEx - 3 yrs):	\$416,323	\$438,823	Included
Cloud			
SAP HANA Cloud: Infrastructure + Remote Admin + Basis Admin (OpEx)	N/A	N/A	\$287,280
Monthly Expense - SAP HANA Cloud (OpEx)	N/A	N/A	\$7,980

Remote Admin Services Include:

24x7 Monitoring & Alerts

- Servers & storage (via Linux OS monitors)
- Network / SAN Switch, NFS ServiceGuard
- OS / DB Monitoring & HANA Memory Full Alerts

Service Request Management

- System Stop / Start & Maintenance Windows
- On Demand System Health & Performance Checks

System Administration

- Daily Backup execution & monitoring
- Capacity Planning & regular reporting
- Tuning, parameter changes, install agents, HANA DBA
- OS & HANA file system clean up
- Storage, SAN & NW Switch NFS SG Cluster
- Proactive Linux OS administration
- Proactive HANA DB administration
- Systemwide performance tuning
- Create, change & delete (HANA system users & cron jobs)
- HANA System Replication Support (DR, backup, etc.)
- Annual DR Test

Symmetry Basis Administration:

- Availability, Capacity & Performance Management
- Transport Administration
- Backup & Restore Administration
- Batch Processing
- Client & User Administration
- Notes Application
- Support Packs
- System Recovery

For more information, contact us at:

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