

Dell EMC Ready Bundle for SAP Landscapes

**Streamline and consolidate SAP landscapes
while preparing to adopt SAP S/4HANA**

Customer Presentation

DELL EMC

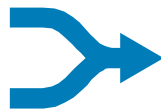
Transforming IT to run SAP® Solutions

Enabling SAP can
be difficult



72% of IT dollars go toward maintaining legacy applications – leaving only **28 percent** to modernize IT and SAP¹

But modernization
is essential



Consolidating onto modern infrastructure is required to put you on the road to adopting or expanding **SAP S/4HANA®**

And it will save you
time in the long run



Modern infrastructure deployments result in **41%** less time “keeping the lights on” ¹

Are you experiencing any of these challenges?

“Skyrocketing **complexity and costs**”

With limited budgets, most IT organizations tread water rather than innovate

“Running on slow, **inefficient** storage”

With 24/7 transaction processing and users demanding access to reporting, there’s no time for storage bottlenecks

“Preparing for the digital economy and **modernizing** your SAP landscape”

As new solutions are introduced, the old are discontinued and unsupported —organizations that don’t adapt and adopt quickly won’t survive

Modernize your SAP landscape with Dell EMC

Dell EMC has the knowledge, expertise and tools that make it easy for you to consolidate and modernize SAP landscapes

The Dell EMC Ready Bundle for SAP Landscapes has been carefully designed to:

Streamline and reduce costs

Refresh outdated technology with the latest cost-effective innovations

Get faster results

Compute, networking and storage in a single solution reduces time-to-benefits

Prepare for the digital economy

Chart a clear migration path to SAP S/4HANA®

Streamline SAP Landscapes



The **Ready Bundle for SAP Landscapes** was designed to

- Streamline SAP landscapes to reduce complexity and maintenance costs
- While offering better performance and investment protection for your mission-critical data

Benefits

- ① **Streamline and reduce costs** — Achieve greater performance agility and better efficiency – while lowering operating costs
- ② **Faster results** — Leverage compute, networking and storage in a single solution to reduce time-to-benefits
- ③ **Prepare for the digital economy** — Enables new business processing and data-driving insights leveraging SAP software

Dell EMC Ready Bundle for SAP Landscapes

Dell EMC Ready Bundle for SAP Landscapes is offered with two compute options:

- 1 **Dell EMC PowerEdge R940**
[Up to four Intel Xeon® SP, up to 28 cores]
- 2 **Dell EMC PowerEdge R740xd**
[Up to two Intel Xeon® SP, up to 28 cores]

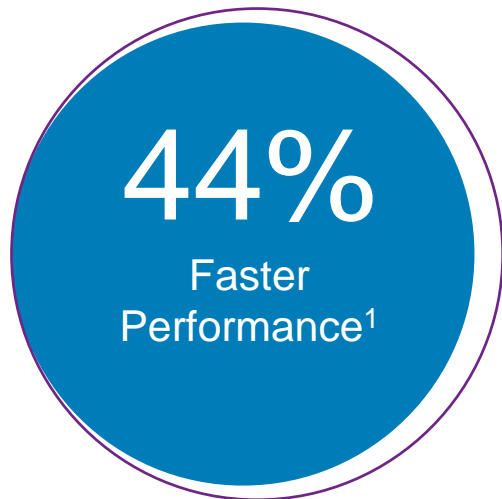
Configurations of Dell EMC Ready Bundle for SAP Landscapes include:

- **Dell EMC PowerEdge R940 Server**
Designed to power mission-critical applications and real-time decisions
- **Dell EMC PowerEdge R740xd Server:**
Maximum storage performance and scalability
- **Dell EMC VMAX All Flash arrays:**
Combines ease of use, scalability, high performance, and data services
- **Dell EMC Connectrix DS Switch**
Supports the SAP requirements of small to medium environments
- **Dell EMC Data Domain DD9300**
Protection storage system offers performance and capacity

Please consult the Solution Overview for detailed configuration options

SAP Landscapes on Dell EMC delivers results

Streamlining and consolidating SAP landscapes



9 Seven 9s UPTIME⁴

WORLD RECORD
PERFORMANCE²

SAP Sales and Distribution (SD) Benchmark



¹ Dell EMC Pulse, "Gartner Recognizes EMC as a Leader in the 2016 Data Center Backup and Recovery Software Magic Quadrant," June 2016

² Based on Dell EMC internal testing using the SAP Sales & Distribution benchmark test, June 2017

³ <https://emcworldonline.com/2017/connect/fileDownload/session/16356C5FDDE65EC3634D08E0C05ED2C9/storage01.VMAX.WhatsNewVMAXAF+NVM+Citi-r1b.pdf>

⁴ <https://emcworldonline.com/2017/connect/fileDownload/session/16356C5FDDE65EC3634D08E0C05ED2C9/storage01.VMAX.WhatsNewVMAXAF+NVM+Citi-r1b.pdf>

Global enterprise Wihuri builds an SAP® S/4HANA environment on Dell EMC infrastructure



Business need

Wihuri needed a reliable, cost-effective hardware platform to support a new SAP S/4HANA deployment.

Solution

- SAP S/4HANA
- Dell EMC™ PowerEdge™ R920 and R930 rack servers
- Dell Compellent SC2000 storage system
- VMware virtualization

Benefits

- Hardware consolidation resulted in savings on license costs, application support, and maintenance
- Achieved faster database recovery and faster adoption of IT innovations
- Gained more real-time business information and analytics for decision making
- Simplified running of applications and day-to-day use due to lightning-fast system speed

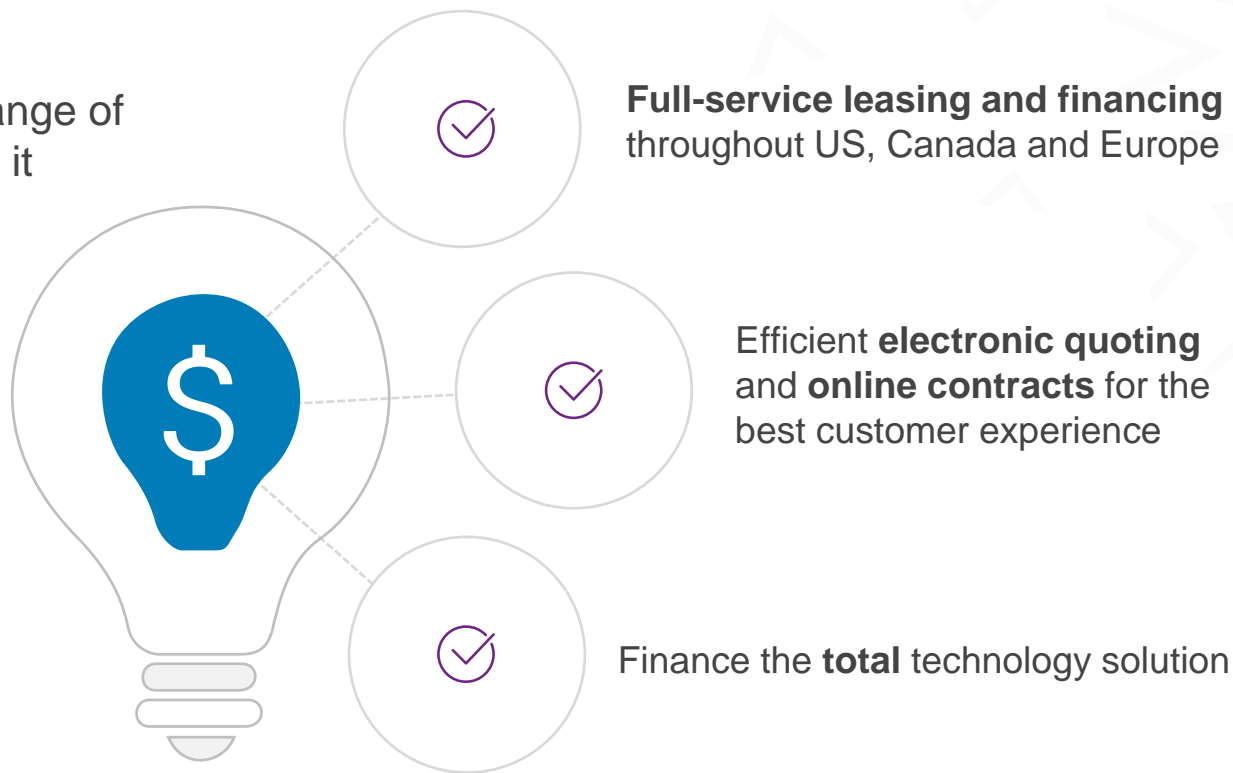
“Dell promised that they had a solution that is working, that will provide the performance we need, and that they had the capability to provide all the servers on time... And, actually, they did it much faster than on time. It was really fast; we had our servers in about a week. So Dell EMC showed the best delivery.”

Juha-Matti Heino, Director of Corporate IT, Wihuri



Dell EMC financial services support the solution

Dell EMC offers a wide range of payment options to make it easier than ever to meet financing needs



Dell EMC Professional Services



Solutions customized for your needs

Leverage on-site integration or application implementation with **Dell EMC Professional Services**



Support is always on for you

The Dell EMC Ready Bundle for SAP Landscapes comes with three years of award-winning **Dell EMC ProSupport** services and a three-year hardware warranty



Deployment assistance when you need it

You can trust Dell EMC to deploy the equipment in your data center, including network cabling, operating system, firmware and hypervisor with **Dell EMC ProDeploy**

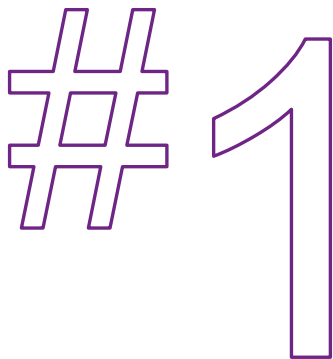
Dell EMC also offers all-flash deployment and support:

- Realize the **maximum return** from your VMAX All Flash
- Provides an **optimally deployed and supported solution** that delivers a trusted mission-critical architecture to deliver your business and technical needs
- **VMAX Services** include planning and design, implementation and installation, from data migration to support

Why Dell EMC for SAP?



The combination of Dell and EMC brings together two industry-leading companies with strong reputations for value and innovation Dell EMC holds leadership positions in some of the biggest and largest growth categories in the IT infrastructure business, and that means you can confidently source all your IT needs from one provider — Dell EMC



- Converged infrastructure¹
- Traditional and all-flash storage²
- Virtualized data center infrastructure³
- Cloud IT infrastructure⁴
- Server virtualization and cloud systems management software (VMware)⁵
- Data protection⁶
- Software-defined storage⁷
- World record on the 4-socket SAP Sales and Distribution (SD) Benchmark⁸

¹ IDC WW Quarterly Converged Systems Tracker, June 2016, Vendor Revenue — EMC FY 2015; ² IDC WW Quarterly Enterprise Storage Systems Tracker, June 2016, Vendor Revenue — EMC CY 2015; ³ Dell EMC Annual Report, 2015; ⁴ IDC WW Quarterly Cloud IT Infrastructure Tracker, Q1 June 2016, Vendor Revenue — EMC FY 2015; ⁵ IDC WW Virtual Machine and Cloud System Market Shares 2015, July 2016; ⁶ Dell EMC Pulse, Gartner Recognizes EMC as a Leader in the 2016 Data Center Backup and Recovery Software Magic Quadrant, June 2016; ⁷ IDC white paper, "Software Defined Storage: A Pervasive Approach to IT Transformation Driven by the 3rd Platform," November 2015; ⁸ Based on Dell EMC internal testing using the SAP Sales & Distribution benchmark test, June 2017 Actual performance will vary based on configuration, usage, and manufacturing variability

Take the first step, today

Don't wait to have a streamlined and consolidated SAP landscape that puts you on the road to adopting SAP S/4HANA

Contact your Dell EMC or authorized partner representative to find out more



DELL EMC



Dell EMC.com/sap
Dell.com/hana and coming soon
Dell EMC.com/hana