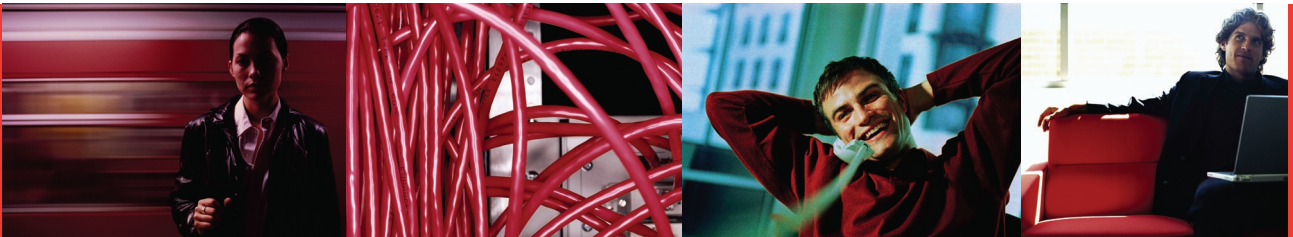


THE POSSIBILITIES ARE INFINITE



# FlexFrame™ for mySAP™ Business Suite

The ultimate in flexibility



# FlexFrame gives you a bridge to an efficient, economical IT infrastructure

**Let's start off with the essentials. FlexFrame is unlike anything you've seen before in the SAP environment. Our TCO analysis has shown that FlexFrame can let you achieve savings that average 60 per cent, and at the same time you get a host of benefits that you won't want to do without in the future. And, best of all, FlexFrame isn't just wishful theory but a revolutionary solution that has already convinced 60 customers. And you could be next!**

If you work with SAP R/3 or mySAP Business Suite, you know all about the extensive functionalities and the modular design that support all the solutions you need to handle your company's activities and operations. On the other hand, there's also a down side to these powerful tools because the software has become incredibly complex and so have the IT infrastructures it takes to run it. Personnel costs have skyrocketed, but IT specialists have no time for creative innovation. And the same holds for your investment. Costs have shot up, but you may be using only a quarter of your server capacity. In addition, IT departments are expected to adapt their resources to dynamic changes in business processes faster than ever before and boost productivity at the same time. If you're familiar with your company's IT infrastructure, however, then you know that conventional approaches are no longer up to these challenges.

That's why Fujitsu / Fujitsu Siemens Computers decided to base FlexFrame for mySAP Business Suite on an entirely new approach. It uses a grid computing solution to optimize the IT infrastructures for companies and organizations. It is the first certified deployment of an infrastructure solution for SAP NetWeaver. FlexFrame is unique because it virtualizes and separates SAP applications from infrastructure resources. These resources – computing power, the network, storage and control/system management – are allocated on demand by using innovative automation mechanisms.

And that means:

- A radically simplified SAP infrastructure
- A significantly more efficient and more productive infrastructure
- An extremely versatile IT environment that reacts to changes in demand and is extremely scalable

## ABOUT FUJITSU

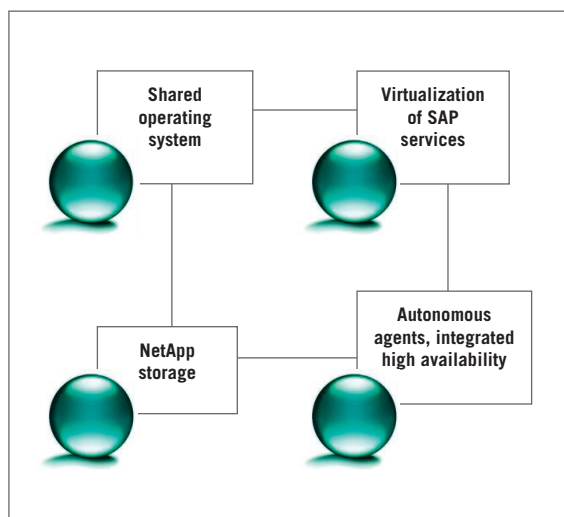
Fujitsu is a leading provider of customer-focused IT and communications solutions for the global marketplace. Pace-setting technologies, highly reliable computing and communications platforms, and a worldwide corps of systems and services experts uniquely position Fujitsu to deliver comprehensive solutions that open up infinite possibilities for its customers' success.

## Built to perform: FlexFrame streamlines SAP infrastructures

All it takes is a quick look at just about any data centre to see where the problem lies. It takes, for example, at least 24 databases to use eight modules of the mySAP Business Suite in a classic three-level SAP infrastructure, and that generally means installation on 24 servers. In addition, larger systems require more application servers. Each server has to have its own operating system and the corresponding applications. Of course, all of the servers have to be administered and maintained, and the same applies to the software. The systems then have to be integrated to form a network and hooked up to a high-performance storage infrastructure. This all adds up to a complex, cost-intensive IT landscape. That kind of IT infrastructure not only has to be managed and operated by experienced specialists but is also very difficult to adapt to changing requirements.

### SHARE RESOURCES, SHARE THE WORK

One of the things that makes FlexFrame so special is the complete virtualization of resources and the automation of tasks. What that means, for example, is flexible use of server capacity to handle the workload and allocation of storage resources depending on the business requirement. The result of this redefinition is a simple, clearly structured IT landscape that can not only reduce administration and maintenance expense but also cut investment costs. In addition, this kind of landscape is designed to react to changes in demand in a matter of seconds. At the same time, FlexFrame is extremely scalable and a practical solution for small operations as well as for organizations with several thousands users. Four key characteristics make this exceptional flexibility possible:



- Use of the same operating system by all servers
- Virtualization of SAP modules
- Integration of network-attached storage (NAS) and servers over an IP network
- Use of effective automation mechanisms with autonomous agent software for administration and maximum availability

**“The FlexFrame concept is very convincing. We were able to effectively counteract rising costs, and the concept also showed us how to handle often unpredictable IT service requirements.”**

*– Stefan Osterhage, Chief Information Officer, Hella KGaA Hueck & Co.*

### ONE FOR ALL – A COMMON OPERATING SYSTEM

FlexFrame makes life easier for administrators because all servers use the same operating system. The operating system is automatically booted to the various servers from a central source over the network on demand. Linux can be used as the operating system for Intel-based PRIMERGY servers or Solaris for SPARC-based PRIMEPOWER servers. In addition, FlexFrame also supports combination heterogeneous configurations.



#### Benefits of a common operating system

Fast, efficient installation and configuration of the operating system

Updates and patches can be tested without taking servers out of production and are then available to all servers in a matter of seconds upon completion of testing

No expensive software distribution deployment solutions

License expense is substantially reduced, especially when Linux is used

Reduction in training and workload

### PERFORMANCE ON DEMAND – VIRTUALIZATION OF SAP SERVICES

Separation of the SAP modules from the servers represents a quantum leap for SAP infrastructures in terms of flexibility and scalability. We provided FlexFrame with the SAP Adaptive Computing Controller, which is a central component of SAP NetWeaver, to permit virtualization of applications. In addition, FlexFrame was the world's first solution to pass the SAP Adaptive Computing compliance test. For our customers, that not only means that FlexFrame is supported 100 per cent by SAP but also features unique Adaptive Computing functionalities with centralized installation of SAP modules. These modules can be run on any server at any time depending on demand. Now, for the first time, an IT infrastructure can be configured to be as flexible as the business processes it supports.



#### Benefits of the virtualization of SAP services with FlexFrame

Standardized virtualization based on SAP NetWeaver

Flexible use of server capacity with no additional investment

Server change in a matter of minutes instead of at weekends

Higher return on investment through better use of available server capacity

Lower hardware investment

Increased investment protection through easy infrastructure expansion and problem-free integration of new technologies

**“FlexFrame is increasing the performance and cost-effectiveness of our outsourcing offering.”**

*– Shahab Hosseini, IT Manager, Siemens S.A.*

### **BUNDLED STORAGE CAPACITY – NETAPP STORAGE SYSTEMS**

As in the case of servers and software, FlexFrame also does away with the permanent allocation of resources when it comes to storage capacity. FlexFrame builds on the market-leading network attached storage (NAS) solutions of Network Appliance, which have earned a reputation for reliability and economy. Network Appliance products can be easily integrated into the infrastructure over an IP network, and innovative FlexFrame storage technology lets companies implement custom high-availability and backup strategies without any major expense.



#### **Benefits from the use of NetApp filers**

Innovative snapshot technology for reliable data security without compromising the production system (tested against the SAP benchmark)

Disaster-tolerant redundant configuration possible through SnapMirror and/or SyncMirror data mirroring

Simple online expansion to eliminate downtime for modifications

Lower installation and administration expense

All tasks can be handled during normal working hours

Efficient use of expensive storage capacity

High investment protection since expansion is possible at any time without major inconvenience or expensive migration of data

**“FlexFrame is a truly innovative and future-oriented solution which can be administered simply, and which allows us at any time to react quickly to changes in demand.”**

**– Raoul Flügel, team leader for Development & Basis Technology for EDAG Engineering + Design AG**

### **INTELLIGENT SYSTEM MANAGEMENT – HIGH-AVAILABILITY AGENTS**

FlexFrame does without conventional cluster technology, which is both cost- and maintenance-intensive. Instead, the FlexFrame solution is based on the use of software that intelligently manages and allocates system resources to ensure the availability of business critical applications. This is done by using FlexFrame autonomous agents. These agents automatically keep track of what software is running on any given server at any given time and immediately recognize free server capacity. They also keep SAP services available by automatically starting them on a free server within a matter of seconds in the event a fault occurs. In addition, the software makes it possible to break the physical FlexFrame configuration itself into virtual units. Individual resource pools can be created for individual customers or departments sharing the same FlexFrame.



#### **Benefits of intelligent system management**

No cluster know-how necessary

No personnel-intensive system administration

Automatic integration of new hardware

Minimum testing required for expansion

Minimize downtime for testing

Low training expense compared with cluster solutions

Extremely stable business processes

Fewer out of hours IT personnel costs



**Fast track with jobsharing.**

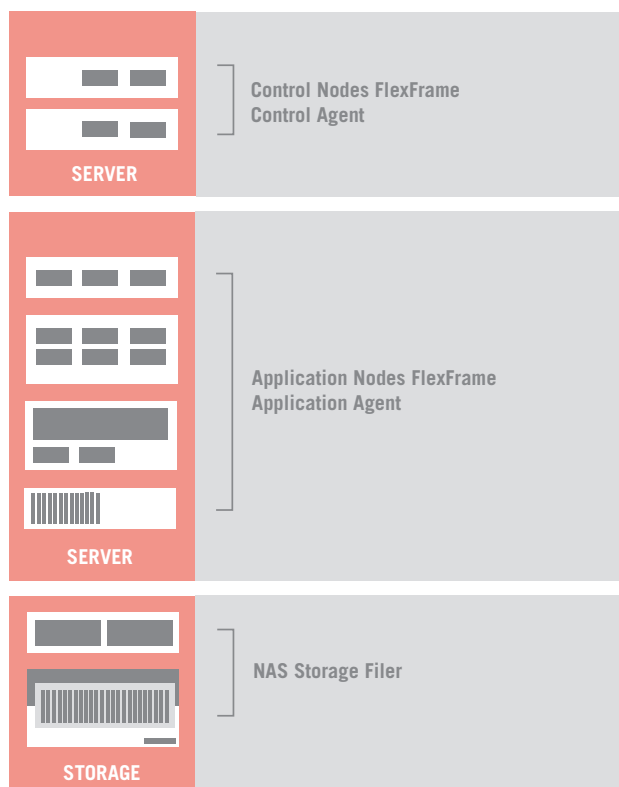
## Top performance and reliability: FlexFrame technology

**Eliminate complexity, simplify structures. FlexFrame does exactly that by using a transparent system configuration that consists of three levels – control, application servers and network-assigned storage systems – plus advanced technology.**

Depending on your company's IT strategy, you can choose between PRIMERGY and PRIMEPOWER servers for your FlexFrame configuration. No matter which system you opt for, you can count on top performance and reliability plus maximum protection for your IT investment.

### **PRIMERGY – THE PLATFORM FOR ECONOMIC COMPUTING AT ITS BEST**

With its exceptionally broad array of Intel-based systems, our PRIMERGY product family is the ideal solution for any application scenario. Plus it features an ideal price/performance ratio. The range extends from ultra-compact monoprocessor servers and models that come with the most advanced blade server technology as well as 16-processor high-end rack servers for high-performance database applications. Designed for modern business-critical computing infrastructures in compliance with industry standards, PRIMERGY servers meet all requirements in terms of modularity, fault tolerance, communication and investment.



**Simple and transparent:  
FlexFrame features transparent  
architecture and innovative  
technology.**

**“The solution... lets us use the same infrastructure for SAP and Windows services because we can allocate resources as a function of dynamic needs. That’s the kind of flexibility it took to convince us.”**

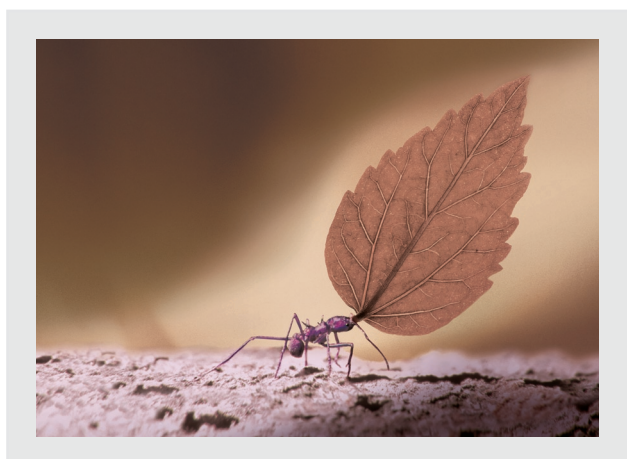
**– Michael Kleemann, SAP System Manager, RUAG Ammotec GmbH**

### **PRIMEPOWER – THE WORLD’S TOP PERFORMING mySAP BUSINESS SUITE PLATFORM**

When it comes to using superlatives, it’s always best to be careful, especially in today’s ever-changing IT world. But we would like to make an exception for our PRIMEPOWER servers. After all, we can be proud of the many world records for performance that we’ve set in the SAP environment in recent years with our SPARC/Solaris product family. In addition, these benchmarks provide the best documentation of the superiority of PRIMEPOWER products when it comes to business-critical applications. On the other hand, PRIMEPOWER is not only superior in terms of performance. Exceptional reliability and excellent scalability also rank among the factors that have convinced many banks, insurance companies, retailers and public sector organizations as well as telecoms and service providers, especially since they could build on innovative eXtended architecture. That makes PRIMEPOWER systems as robust as mainframes and gives users maximum flexibility for the operation of all applications through dynamic partitioning possibilities.

### **FILER SYSTEMS FROM NETWORK APPLIANCE MAKE STORAGE SIMPLE**

When we started to develop FlexFrame, the basic idea from the very beginning was to create a completely integrated infrastructure. And that meant using a storage solution that would permit problem free integration, configuration, management and expansion – like the filer systems from Network Appliance, which have come to be synonymous for reliable, uncomplicated and economical network attached storage solutions. Functionality based on snapshot technology, including SnapRestore, SnapMirror and Data Fabric Manager, guarantee effective storage management and extreme short response times for maximum user productivity.



**Performance and agility.**

# ROI – One good way to balance performance and economy

**FlexFrame makes it easy for you to put your SAP environment on a future-proofed footing – both in terms of technology and in terms of economy. For us, that also means letting you know from the very beginning what our revolutionary infrastructure solution can do to help you achieve your cost-reduction targets.**

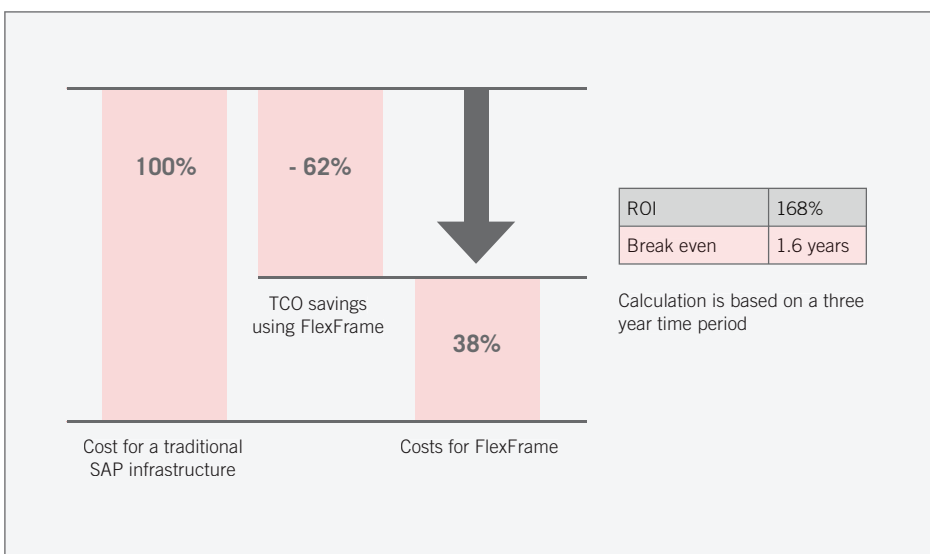
In order to do this, we evaluated FlexFrame together with an independent consultant for large and medium-sized SAP infrastructures, SAP entry-level installations and large-scale SAP outsourcing providers. The results will surprise you as much as they did us. The potential for cost savings is enormous and average 60 per cent according to analyses of various customer scenarios!

## STUDY RESULTS

Average values based on customer interviews	
ROI	168%
Break even	1.6 years
TCO savings	62%

Average values based on model scenarios	
ROI	122%
Break even	2.9 years
TCO savings	41%

During our study we deliberately used a conservative approach in the model calculation. Calculation is based on a three year time period.



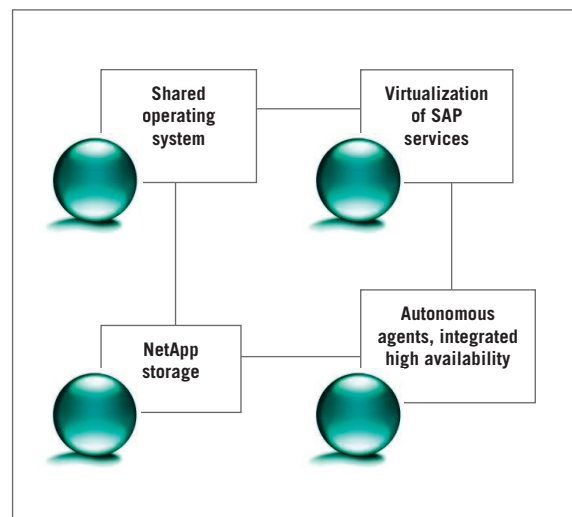
**Overall results of the TCO/ROI study based on customer interviews.**

## FlexFrame: The first step to an IT environment that's as dynamic as your business

**Less complexity means more flexibility, and that's what IT managers everywhere are looking for. After all, if IT infrastructures were less complex, that would leave more room for creativity. For example, it would be easier to find new and better ways to adapt to changes in business processes, to boost the productivity of IT departments and to find better and more efficient ways to allocate available IT resources as a function of needs.**

The declared goal of TRIOLE, our strategy for optimized IT, is to give you exactly that – more room for creativity. We've been working with companies of all sizes and in all areas of business and industry for years, and our customers' IT departments have come to expect us to provide them with the future-oriented solutions it takes to boost productivity. And we've found that we can achieve that best by providing solutions that feature three important qualities – agility, continuity and efficiency. We do that by using a three-part combination of innovative technology at all of the key points in the corporate enterprise – virtualization, automation and integration.

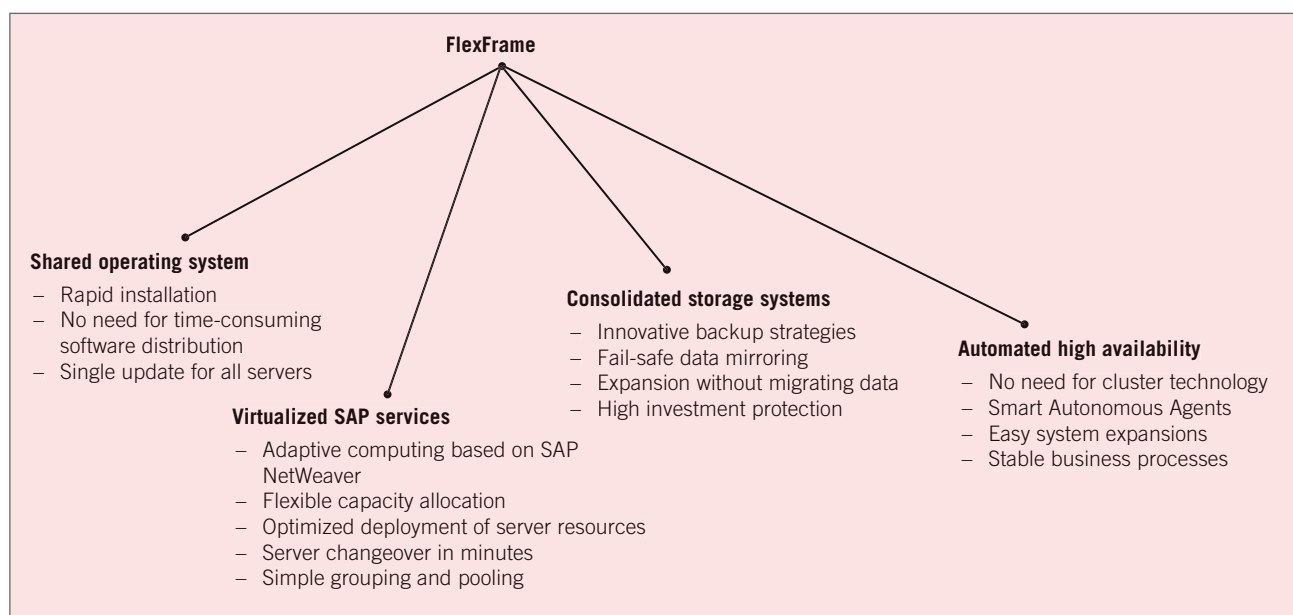
FlexFrame for mySAP Business Suite is an initial result of this strategy and the first step in the direction of flexible, efficient and reliable IT that breaks down the complexity of today's infrastructures and integrates innovative technology. And that also helps explain why we developed FlexFrame in close cooperation with our strategic partners, Network Appliance and SAP. Our revolutionary SAP infrastructure solution also testifies to the success of our partnership with SAP AG, which dates back over more than 25 years. We will continue to cultivate this partnership with SAP AG through our Competence Centre and the NetWeaver Solution Centre in Walldorf.



# FlexFrame for mySAP Business Suite, the revolutionary infrastructure solution with completely virtualized SAP services, delivers proven savings of 60 per cent on average.

The essentials in review:

- FlexFrame is different from anything you've ever seen before in the SAP environment
- FlexFrame radically simplifies SAP infrastructures to achieve savings that average 60 per cent
- FlexFrame is the world's first SAP-certified Adaptive Computing infrastructure
- FlexFrame is a hand-on result of TRIOLE, our strategy for optimized IT
- FlexFrame has been chosen by over 60 companies to consolidate their SAP environments
- FlexFrame is the future-oriented solution for companies with anywhere between 50 and several thousand SAP users



**For further information, please contact your local representatives:**

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**Australia**

[au.fujitsu.com](http://au.fujitsu.com)

**Indonesia**

[id.fujitsu.com](http://id.fujitsu.com)

**Malaysia**

[my.fujitsu.com](http://my.fujitsu.com)

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[tw.fujitsu.com](http://tw.fujitsu.com)

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[vn.fujitsu.com](http://vn.fujitsu.com)

**EMEA (Fujitsu Siemens Computers)**

[www.fujitsu-siemens.com/sap](http://www.fujitsu-siemens.com/sap)

**Headquarters**

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**FUJITSU LIMITED**

Marketing Division, Global Business Unit  
Shiodome City Centre, 5-2, Higashi-shimbashi 1-chome,  
Minato-ku, Tokyo 105-7123, Japan  
TEL: +81 3 6252 2607  
[global-es-erp@ml.css.fujitsu.com](mailto:global-es-erp@ml.css.fujitsu.com)

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