Ready for practical insight

SAP HANA™ appliance software
Experience the business impact

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shaping tomorrow with you

FUJITSU

Bringing data
closer to business

SAP HANA allows instant access and real-time analysis of vast amounts of data from different sources. But what does this mean in practice? The Fujitsu SAP HANA Global Demo Center provides you with a perfect, remotely accessible environment to gain practical experience and prepare the decision on how to benefit from SAP HANA in your business.

SAP HANA – a quantum leap in data analysis

To extract and analyze data can be a very time-consuming task today. And time is money! In fact, slow access even prevents businesses from analyzing data, which would allow them to make informed decisions. Some interesting queries would not just take hours, but even days. And once the result is there, it is too late for immediate reaction, as the background data has already changed. Just imagine an extremely time-consuming dunning run. How needless it would be to call numerous defaulters to learn that most of the respective invoices have meanwhile been paid. SAP HANA, based on innovative in-memory technology, does not simply accelerate data access, but provides a quantum leap in data analyses by giving you access to transactional data at your fingertips. In our example SAP HANA can enable a faster and much more efficient dunning process. And in general SAP HANA completely changes the way in which data can be used!

Our offering: Experience what SAP HANA could mean for your business

SAP HANA is not a future concept. It is there and ready to be tested. To allow customers to comfortably asses what SAP HANA could mean for their individual business, we set up the Fujitsu SAP HANA Global Demo Center. The center is well equipped with all the relevant SAP HANA components implemented on a certified Fujitsu Infrastructure for SAP HANA, based on a highly scalable PRIMERGY RX600 S5 server with the Intel® Xeon® processor X7560. Our offering allows enterprises to better understand the application spectrum and value of SAP HANA and consequently to discover how to realize their own quantum leap with this innovative technology. But how can this be done? Simply by leveraging the ready-to-use SAP HANA evaluation environment with typical SAP HANA usage scenarios like:

- **SAP Controlling-Profitability Analysis (CO-PA):** SAP CO-PA is a powerful tool for result controlling and assessment of market segments. But CO-PA needs to combine massive amounts of data on products, customers, orders, etc. and thus cannot currently provide real-time information. In the demo sessions we demonstrate how the extraction of relevant data for CO-PA into SAP HANA accelerates data access and ensures that all changes in the ERP system are immediately available for smart and rapid analysis with BI tools.

- **Sales analysis:** Order entry data tends to change quickly and these changes often have a strong impact on resource planning, purchasing, etc. In the demo center we demonstrate how relevant data including all ongoing changes in the ERP system is immediately available in SAP HANA for fast analysis with BI tools.

- **Market basket (associations) analysis:** Market baskets can be used to uncover interesting cross-selling opportunities. In the demo center we show how such an analysis can be completely developed and executed in the SAP HANA system. This is an impressive example of how performance improves when the business logic is also included in the SAP HANA database. Consequently, the impact of a cross-selling campaign can be immediately reviewed and adjusted when indicated.

Set yourself up for an individual exploration session

The Fujitsu Global SAP HANA Demo Center is designed to detect a company's individual information needs. Thus the demo workshops are handled as individual appointments. Just book a session via your local Fujitsu contact and jointly log in to be guided through SAP HANA use cases by an expert with experience from SAP HANA ramp-up projects. This will provide you with a practical insight into the im-pressive speed and analytical functionality of SAP HANA. The SAP HANA use cases are intended to inspire you to explore areas in which slow data access today prevents your company from getting the particular results needed for informed decisions and immediate action. Utilize the inspiration and, supported by our consultants, map possibilities opened up by SAP HANA with your current business situation. Jointly ascertain the questions that cannot be answered immediately today like: How many people are currently in my shop? How many items of my special offer have been sold within the last two hours? What impact does the change in the assortment of goods have on buying behavior? How can I act now instead of being forced to react in three months?

Take these ideas back to your company for further development and analysis. Once you have come to the final decision that SAP HANA can help your company to realize a quantum leap in data analysis and decision making, Fujitsu will professionally support your project with validated infrastructure options, comprehensive integration services and infrastructure solution support.

How to get there

To book a Fujitsu SAP HANA Global Demo Center workshop please contact your local sales contact, who will provide you with detailed information on the offerings or contact **expert.sap@ts.fujitsu.com.**

Fujitsu SAP HANA Global Demo Center Setup

The demo center is equipped with a certified infrastructure based on a highly scalable Fujitsu PRIMERGY RX600 server. The installation of the complete SAP HANA stack including demo scenarios ensures a practical demonstration of typical usage scenarios.

Further information: **www.fujitsu.com/fts/hana**

Our Demo Center Workshop Offering

- Presentation of SAP HANA system architecture
- SAP HANA live demo (practical use cases)
- Identification of customer benefits with SAP HANA and individual usage scenarios
- Definition of individual challenges concerning BI supported by a remotely accessible demo center

Optional services:

- Definition of an Evaluation Project
- Training courses

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