

# Fujitsu SAP Services

## SAP HANA

Fujitsu Application Services and Infrastructure for SAP HANA gives users faster access to actionable information, improving decision-making in key business areas (especially in sales, finance and purchasing). It combines end-to-end hardware with preinstalled software and pre-defined services, resulting in a quick and efficient implementation that accelerates the return on your investment.



### Why SAP HANA?

Smart business decisions require actionable information, but rapidly growing data volumes make it increasingly difficult to identify, access and analyse the right data.

Many modern organisations struggle with slow or even impossible access to vast amounts of valuable data. Extracting and analysing the right data within seconds to support smarter business decisions has become a universal challenge. A solution that provides real-time data access without disrupting the existing IT environment can help to solve it.

SAP HANA leverages in-memory technology, storing databases in the main computing memory instead of relying on slow mechanical disks. This new approach enables real-time computing that supports fast, accurate decision making.

### Fujitsu and SAP HANA – how can we help?

Fujitsu Application Services and Infrastructure for SAP HANA provides a breakthrough in data handling. It accelerates data access by storing databases in the main memory of a computer. The success of this revolutionary approach relies on an optimised Fujitsu hardware infrastructure based on robust and highly scalable server technology, complemented by a set of tailored services.

Fujitsu is specifically designing end-to-end SAP solutions and services to improve your business performance and help you tackle Big Data in your stride.

### Fujitsu SAP HANA Global Demo Centre

SAP HANA is based on a strong, innovative software and hardware foundation that can deliver significant business value. However, the best way to understand that value is to experience it yourself and to see that it's not just about accelerating slow queries.

SAP HANA represents a quantum leap in data handling, as it accelerates data access by factors. This allows you to extract insight from data that would not have been accessible before, because analysis would have taken too long, and results would already have been overtaken by reality.

The Fujitsu SAP HANA Global Demo Centre offers individual workshops that familiarise you with the value SAP HANA can bring to your business, by guiding you through practical usage scenarios. The workshops make the benefits of SAP HANA tangible by exploring areas in which slow data access prevents you from generating actionable insight for quick and informed decisions.

With this unique offering, Fujitsu can:

- Demonstrate its value to you as a trusted consulting partner who understands your business needs
- Start planning the next steps for your project, based on a sound understanding of those needs

After the demo, we can arrange an evaluation workshop with Fujitsu specialists who can show you how SAP HANA supports your individual business processes, and which IT resources are required to implement an optimal solution.

### Expertise of a Tier-1 SAP HANA Partner

SAP HANA's in-memory technology approach is an evolution of SAP's Netweaver Business Warehouse Accelerator software. Fujitsu have partnered with SAP right from the start, gaining in-depth knowledge while designing optimised infrastructure offerings and realising numerous BW Accelerator and Business Objects projects around the globe.

As a Tier-1 SAP HANA partner, Fujitsu is committed to supporting SAP's efforts to further enhance and improve the value SAP HANA brings to customers around the globe.

## Above and Beyond – Fujitsu HANA Differentiators

### Fully Functioning Multi Node Solutions

Fujitsu offer the *only* fully supported (resilient) multi node SAP HANA solution, offering multiple terabytes of physical RAM to support the largest SAP customers and databases.

Reactive maintenance and support for the solution infrastructure  
The Fujitsu SolutionContract™ for SAP HANA provides for continuous support of the solution. Fujitsu offers you a single point of contact for the operation of all infrastructure components, as well as their interoperability.

The major building blocks of the SolutionContract™ are:

- One contact person to handle all infrastructure-related service enquiries
- Complete SAP HANA infrastructure support provided by a team of specialists covering every Fujitsu and 3rd-party infrastructure element
- Pre-defined Service Level Agreements (SLA) for infrastructure solutions
- Fujitsu can provide the full end-to-end implementation, support & maintenance solution from your hardware installation to your application layer.

### Why Fujitsu?

Fujitsu touches the lives of millions of people every day. We help companies and government departments keep UK plc running: from booking airline tickets to getting your driving license, from banking transactions to shopping on the High Street - and much more. Our aim is to help our customers achieve their business goals by exploiting IT in their respective markets.

We have a strong presence in both public and private sectors, including retail, financial services, telecoms, central and local government and defence. Fujitsu UK&I is a leading IT systems and services business employing over 11,000 people. Our services include consulting, applications, systems integration and managed services as well as a comprehensive product portfolio. Fujitsu UK&I is part of the global Fujitsu Group, delivering IT-based business solutions to customers in 70 countries through 170,000 employees.

We can therefore deliver in-depth SAP expertise to your business. We are specialists in the areas of SAP HANA, Hosting and Managed Services and are able to exploit a global delivery network to help you. We deal in infrastructure, applications and consulting and are one of only three global partners with accreditation in technology, software, hosting and services. This means we can provide a comprehensive service to improve your business processes, reduce cost and get the

most out of your SAP estate.

Fujitsu's SAP consulting specialists can provide additional services offering you a complete end to end SAP service from a single supplier. Our experienced global team of consultants will help you build your business case for the initial implementation of SAP HANA and then help you further optimise, configure and tune your entire SAP landscape to achieve improved SAP functionality, performance and TCO benefits.

Fujitsu SAP services include:

- SAP Managed Services to support and maintain your entire end-to-end SAP landscape.
- SAP Duet integration of SAP ERP with Microsoft SharePoint and Office
- SAP Upgrade using our FastTrack analysis tool
- SAP System Inspection to analyse hardware capacity in preparation for new projects and upgrades
- Migration services to move SAP to a new hardware or database platform
- Cloud hosting of complex SAP Landscapes
- Adaptive hosting solution - Fujitsu FlexFrame for SAP

We are one of small number of SAP appliance manufacturers delivering hardware and software solutions as well as services, such as SAP HANA, SAP Business Warehouse Accelerator, SAP Discovery Servers and FlexFrame for SAP – the ultimate in dynamic, high resilience hardware platforms for SAP.

As the world's third largest IT services company, Fujitsu possesses a whole world of experience shared globally via our Global Knowledge Exchange. This ensures every region has access to the experiences and lessons learnt in all other regions.

### Customer Voices

"To promote the growth of Mitsui's businesses, it is essential to have an IT platform that flexibly adapts to change and supports rapid decision-making. The objectives of SAP HANA align with these needs. We greatly value Fujitsu's early leadership in support of SAP HANA, as well as Fujitsu's capabilities in providing global support for our IT platforms, and we intend to continue to work with Fujitsu in this area in the future."

*Mr. Toru Nakajima, Associate Officer and General Manager of Information Technology Promotion Division, Mitsui & Co., Ltd*

### For further information

To find out how Fujitsu SAP Practice can streamline your SAP HANA project, contact [askfujitsu@uk.fujitsu.com](mailto:askfujitsu@uk.fujitsu.com).

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