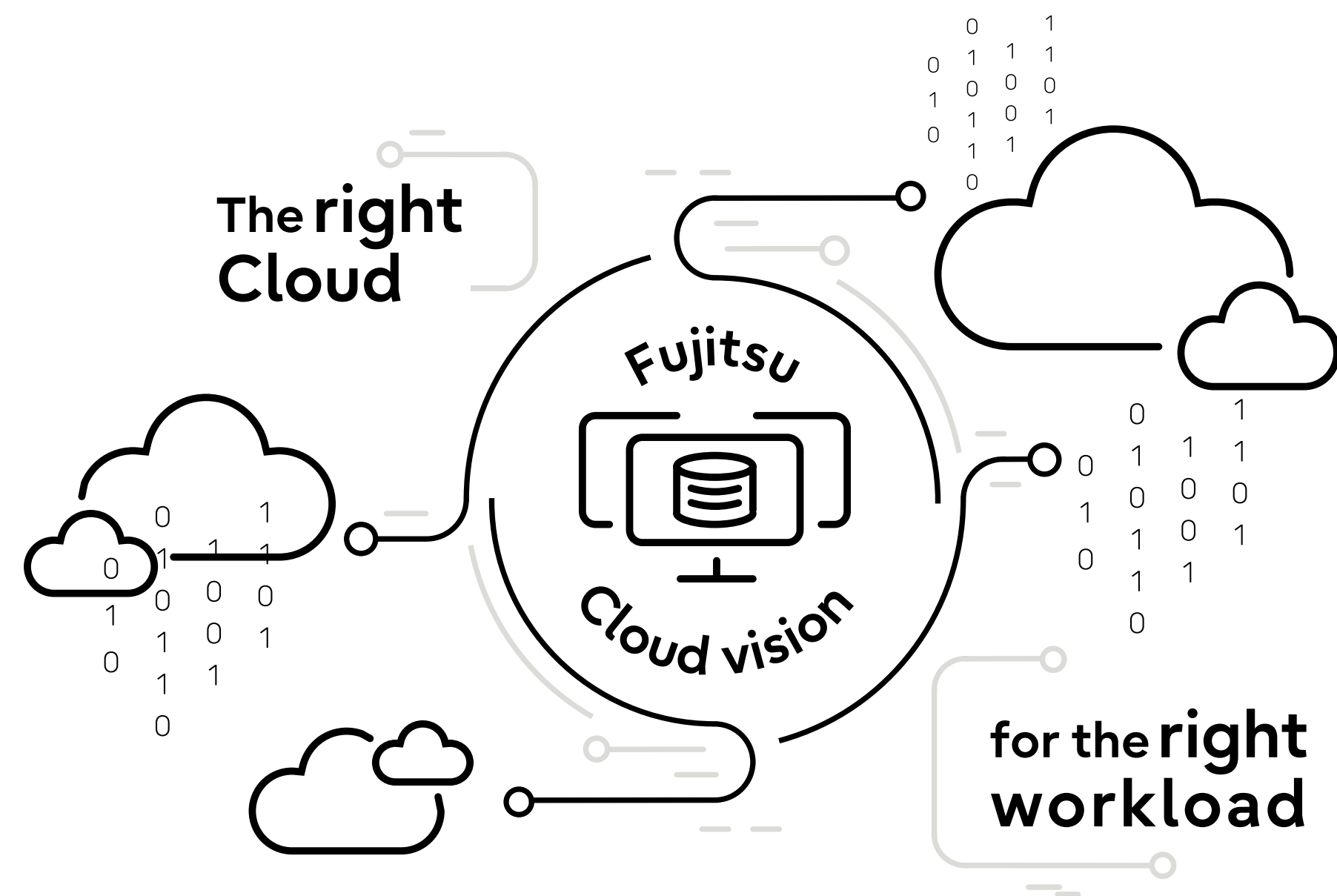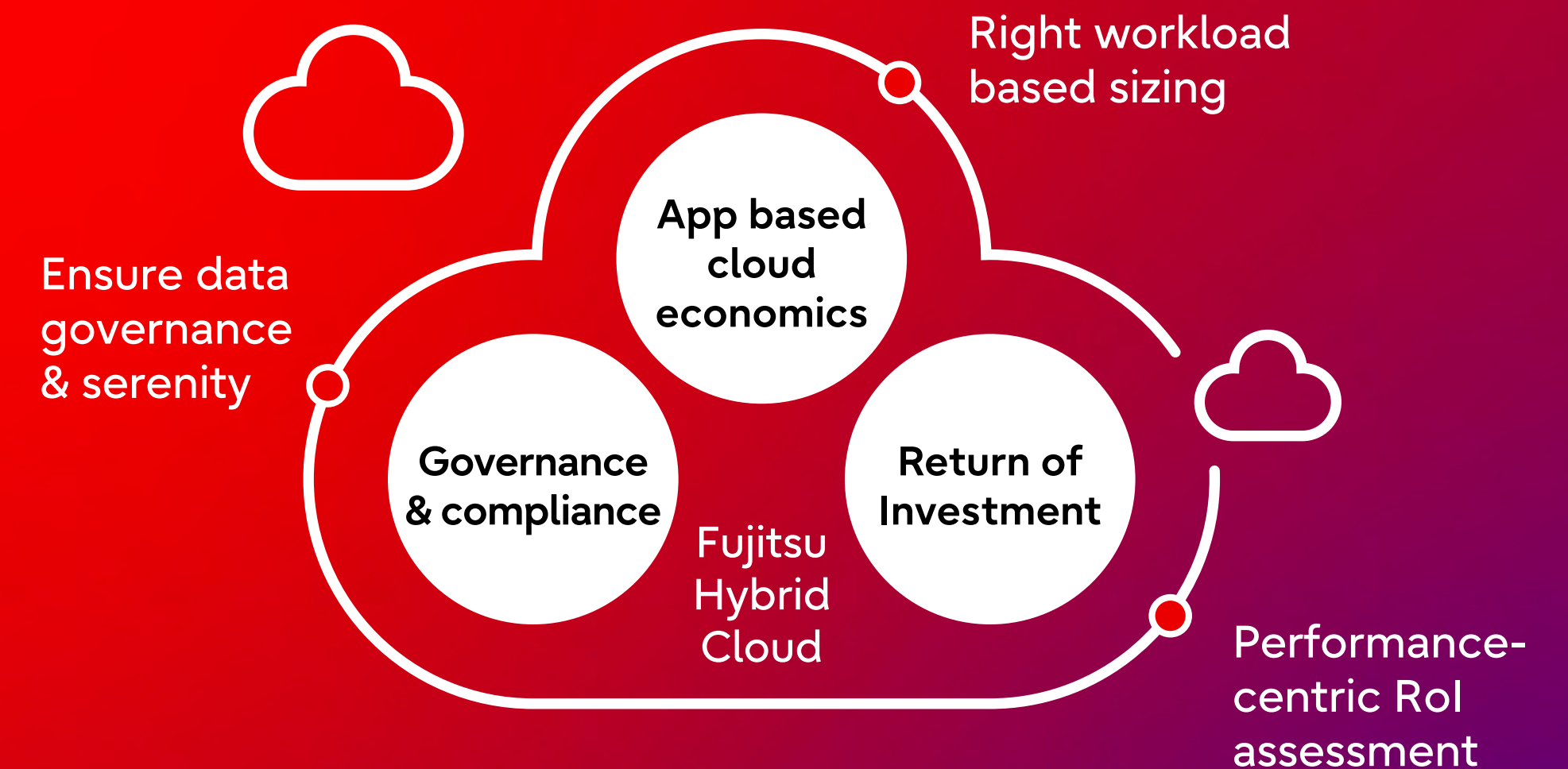For a connected data-driven world

FUJITSU | NetApp®

Fujitsu – your one-stop shop for Hybrid Cloud vision

The Cloud is a vital part of any organization's digital transformation strategy – and deciding which Cloud is best for which workload is the foundation for your business success.

With Fujitsu, you gain the best fit to achieve your Hybrid Cloud vision. Every workload runs exactly where it needs to be, in a custom-crafted Hybrid Cloud solution that will give you greater agility to respond to changes, rapidly scale up (or down), and more availability than ever.

The **right** Cloud

Fujitsu Cloud vision

for the **right workload**

Fujitsu Hybrid cloud strategy – the best fit for your vision

Right workload based sizing

Ensure data governance & serenity

App based cloud economics

Governance & compliance

Return of Investment

Fujitsu Hybrid Cloud

Performance-centric RoI assessment

What Fujitsu can deliver for your Hybrid Cloud?

- Cloud suitability and assessment service
- Top performing infrastructure platforms
- Efficient data protection solutions
- Flexible consumption-based pricing model
- Hybrid Cloud consulting services
- Hybrid Cloud and multi-cloud transformation services
- Hybrid Cloud/multi-cloud managed services

Infrastructure Solutions for SAP environments

Turn your business into an intelligent enterprise with SAP HANA and SAP S/4HANA

How can SAP users maximize the availability of their applications and optimize operational efficiency while increasing their ability to adapt to new requirements?

Fujitsu, NetApp and SAP – three prominent names in the IT world. The first is a world market leader in enterprise software, the second is a top global IT infrastructure provider, and the third is a storage specialist recognized by Gartner as a leader in unified storage. All three have one thing in common: the high quality of their services, with which they help companies around the globe to stay on course for success in a world of dynamic change – and to make their IT lives easier.

Those who have been in the technological boat with SAP for the past four decades have gained more than a head start: in-depth understanding and detailed knowledge

SAP and Fujitsu have a long history together – counting more than four decades, to be exact! Groundbreaking innovations have emerged from this strategic alliance. NetApp seamlessly supports the technological alliance between SAP and Fujitsu. High-performance "always-on" unified storage infrastructures form the storage backbone of the platforms for SAP operations developed jointly with Fujitsu. They prove themselves in practice as guarantors of intelligent data management, continuous business availability without data loss, and integrated data security. NetApp is also at the forefront of SAP HANA: scale-out storage with the trademark of the storage specialist forms the basis for the development of SAP HANA. The NetApp storage technologies used to run SAP HANA follow the "SAP Tailored Datacenter Integration" approach and thus cover individual storage requirements and strategies.

Fujitsu SAP partnership: Key facts and values

Approximately 8,000 joint customer installations worldwide

Almost 50 years of partnership with SAP

Supported by over 3,500 SAP application and solution experts

Global SAP partner

Business Process Integration and Management for multi-cloud integration

Our ability to deliver an end-to-end portfolio encompassing services, infrastructure, and re-selling of licenses

End-to-end SAP project delivery in collaboration with technology and service partners

SAP Partner

Power Surge for SAP HANA®
Data Management

Fujitsu and NetApp™ for more speed and power with SAP HANA
SAP HANA offers compelling power as a data platform for digital business. With its single "view of truth" on transactional data, it enables effective predictive analytics for real-time decision-making. This performance takes huge computing power and fast storage – not least to upload data to the SAP HANA memory. And with cloud gaining in importance, users face the added challenge of orchestrating their data management across multiple locations. The physical infrastructure must be able to deliver speed and agility to installations that combine on-premises and cloud installations.

Persistence pays off
SAP HANA relies on in-memory computing. But even with the most powerful servers and storage, it takes time to upload data into server memory. Persistent memory, which keeps in-memory data available even after a server reboot, is the ideal solution. With its portfolio of x86-based PRIMERGY servers and Intel® Optane™ DC persistent memory, Fujitsu is the first vendor to offer this technology. The technology has been certified for SAP HANA and excels through an overall world record on SAP

BW Edition for SAP HANA Benchmark Version 3 in the 9.1 billion initial records category (as of 2019-04-02)*.

Superfast in-memory computing needs superfast storage
To upload data to server memory as quickly as possible and write data back faster than ever before, users need the fastest-ever storage technology: end-to-end NVMe technology. NetApp NVMe SSDs connected via NVMeoF protocol in the network with Fujitsu PRIMERGY servers deliver on this speed promise – without fail, every time. With the combination of the unified Data Fabric of NetApp storage and Fujitsu PRIMERGY servers running as part of a fully integrated Fujitsu PRIMEFLEX Integrated System for SAP, users gain offer seamless data management from edge to core to cloud.
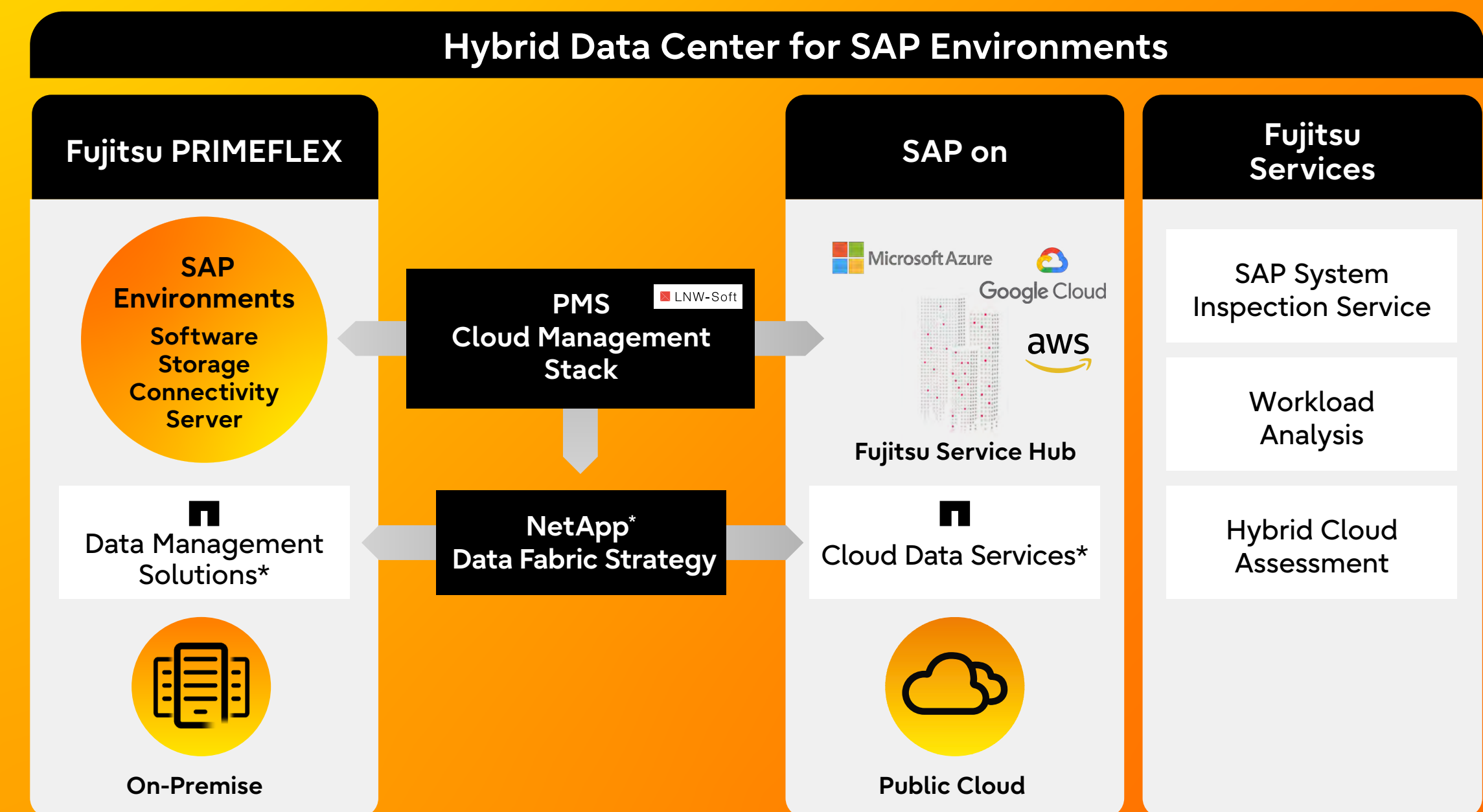
Added NetApp power
NetApp is way more than just a place to store data: users also gain features such as comprehensive data protections, data copies on secondary storage, seamless cloud-integrated backup and flexible, granular synchronous replication.

SAP HANA environments go hybrid

As SAP users begin using the cloud (initially perhaps as a sandbox for tests, keeping business-critical apps on the premises), they still need to access all their SAP data and apps from a single system, no matter where the data and apps are stored. Two components bring everything together, blending on-premises installations and the cloud into a seamless view:

- NetApp Data Fabric delivers secure, consistent data management wherever the data is located, and ensures data is transported efficiently to the point of use.

- Hybrid Data Manager for SAP manages the applications.

Hybrid Data Center for SAP Environments

Fujitsu PRIMEFLEX
- SAP Environments — Software, Storage, Connectivity, Server
- Data Management Solutions*
- On-Premise

PMS Cloud Management Stack — LNW-Soft

NetApp* Data Fabric Strategy

SAP on
- Microsoft Azure, Google Cloud, aws
- Fujitsu Service Hub
- Cloud Data Services*
- Public Cloud

Fujitsu Services
- SAP System Inspection Service
- Workload Analysis
- Hybrid Cloud Assessment

*optional

PRIMEFLEX for SAP HANA®
Pre-installed. Optimized. Certified.

Push open the door to the real-time company – PRIMEFLEX for SAP HANA delivers the key with pre-installed scale-up systems and virtualized platforms, individual scale-up and scale-out concepts, and customized disaster-tolerant setups. Leading and coordinated server and storage technologies from Fujitsu and NetApp lay the foundation for this strong performance. Complementary technologies from partners such as SUSE and VMware add the finishing touch.

Good reasons to choose PRIMEFLEX for SAP HANA:

- Increases business agility and faster time to market

- Improves competitive advantage through digital transformation

- Provides real-time business insights that drive growth

- Increases productivity and lower costs

- Offers flexible scalability thanks to NetApp storage building blocks for dynamic requirements

- Ensures uninterrupted operation even if one component fails

- Provides backup/restore and recovery in seconds

PRIMEFLEX for SAP Landscapes
Enhance your customer experience

Simplifying business operations in a data-driven world is crucial to ensuring customer experience remains central to your organization's business focus. Optimization and efficiency requirements across heterogeneous application environments are key to achieving on-time response and scalability to meet Service Level Agreements (SLAs). With Fujitsu Integrated System PRIMEFLEX for SAP Landscapes, we optimize your entire SAP environment across heterogeneous databases to deliver the flexibility and scalability you need for future business growth.

Fujitsu PRIMEFLEX for SAP Landscapes simplifies the management of complex SAP environments, drives business continuity, reduces costs and optimizes planning, operations and change management while increasing agility by up to 50%. It's an integrated system composed of a pre-defined, pre-integrated and pre-tested combination of servers, software, network connectivity and storage that's designed, delivered and supported as one product. It enables the simplified and secure set up of infrastructures optimized for SAP application, across SAP and non-SAP databases.
PRIMEFLEX for SAP Landscapes combines all this in one product, in a unified system design and with high availability that is not just integrated but also automated, with N-1 redundancy. NetApp central storage is a key contributor to this exceptional infrastructure quality.

Fujitsu SAP Datacenter Solutions
powered by NetApp

Applications	Move to SAP S/4HANA	
	SAP HANA	**SAP HANA and SAP**
Fujitsu SAP Datacenter Solutions powered by **NetApp®**	**PRIMEFLEX** for SAP HANA	**PRIMEFLEX** for SAP Landscapes / FlexFrame Orchestrator
Architecture	Classical / Integrated	Integrated inc. SAP operation
Target DB Size	Small – Large	Small – Large
Services	Fujitsu Platform Services for SAP Environments usable in various project phases	
Deployment Options	On-premises or Hosted / Cloud or Hybrid	