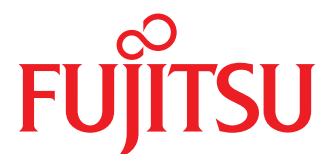


Simplify SAP operations

FUJITSU Integrated System
PRIMEFLEX for SAP Landscapes



Are you getting the most out of your SAP solutions?

58%

... of SAP customers believe they can further exploit the vast capabilities of SAP solutions



From their SAP solutions they expect ...

... to improve efficiencies	54%
... to serve customers better/faster	53%
... to drive business continuity	53%

Business enterprises make high demands when it comes to their SAP landscapes: The main reason for running SAP solutions is to achieve levels of efficiency that are higher than those of business competitors. Better and faster customer service is also important, as is well-balanced continuity in terms of business processes. However, 58 percent of SAP customers believe they can further exploit the vast capabilities of SAP solutions.*

How can customer expectations and actual utilization of SAP solutions be harmonized? According to enterprises that rely on SAP solutions for their business processes, several different aspects need to be addressed: About 60 percent want IT that adjusts to ever-changing business requirements. A higher level of standardization, cost savings and better ways of driving innovations with SAP solutions are also important factors.

The Fujitsu KISS Report on SAP Projects

If you would like to receive a copy of this report, contact us at info@sg.fujitsu.com



🔍 How can you leverage the advantages of SAP solutions more effectively for your business?

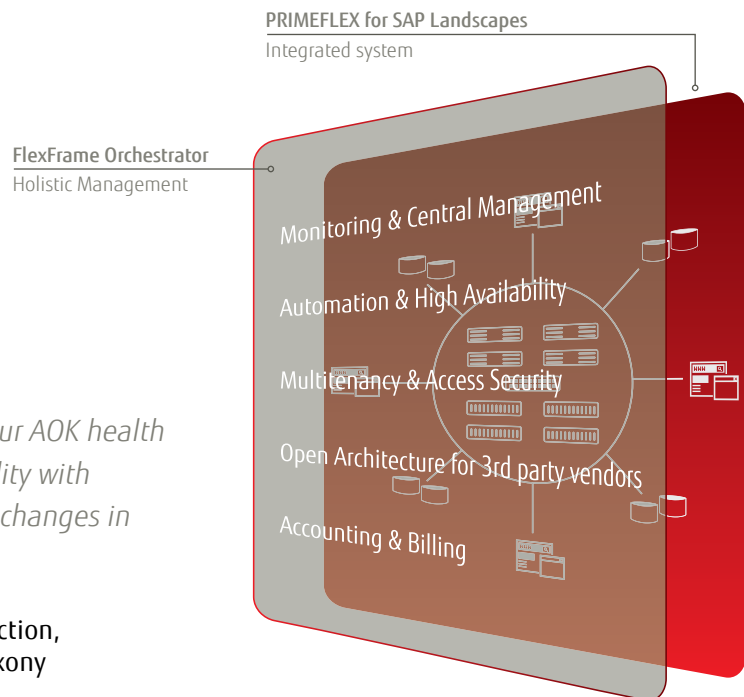
WITH A HOLISTIC AND INTEGRATED MANAGEMENT PLATFORM. Planning, implementation, operation, further development and support for an SAP landscape and application management are all complex and challenging tasks. Much less complexity is clearly something that would benefit the vast majority of SAP customers. This would create more flexibility and freedom for collaboration among IT departments and business units. Why is this important? Because when it comes to conducting projects successfully on time and within budget, one aspect plays a decisive role: people. Fujitsu PRIMEFLEX for SAP Landscapes is just the right solution for ensuring this success.

→ How Fujitsu can help you

FUJITSU GIVES YOU THE FREEDOM TO FOCUS YOUR ATTENTION ON GENERATING VALUE FOR YOUR BUSINESS.

PRIMEFLEX for SAP Landscapes does this by bridging the gap that separates your IT from your business. How? By radically simplifying infrastructure management and the provisioning of new services. For more than ten years now, under the name FlexFrame, Fujitsu PRIMEFLEX for SAP Landscapes has been the solution of choice for SAP service providers, SAP basis administration teams and SAP data center operation teams when it comes to exploiting the remarkable capabilities of SAP solutions for optimizing business processes. A look at the architecture of PRIMEFLEX for SAP Landscapes shows why:

- **PRIMEFLEX for SAP Landscapes** is an integrated system – designed, delivered and supported as one product. This makes the deployment, operation and further development of the infrastructure solution easy, extremely fast and very secure.
- The integrated **FlexFrame Orchestrator** software offers consistent and standardized administration of infrastructure, databases, and applications. This makes operation more reliable and dramatically boosts responsiveness throughout the business enterprise.



"FlexFrame enables the employees of our AOK health insurers to maintain application reliability with lower investment expense and react to changes in requirements faster and more flexibly."

Klaus Mayer, Service Area Manager Production,
ARGE AOK Data Center, Bremen/Lower Saxony

PRIMEFLEX FOR SAP LANDSCAPES GIVES YOU MORE BUSINESS AGILITY AND HELPS REDUCE YOUR INVESTMENT IN BUSINESS MANAGEMENT SYSTEMS. This is possible through a system architecture having one operating system shared by all SAP applications, and through the consistent virtualization of hardware and software. You will experience unlimited freedom in your SAP environment because you can run each SAP application on physical or virtual servers at any time.



Your fast track to business value

Integration promotes innovation. PRIMEFLEX for SAP Landscapes is a perfect example. The integrated system relegates the complex challenges of modern information technology to the background. IT departments then have more time and resources available to develop new ideas in collaboration with business units – ideas that will benefit your entire business enterprise. At the same time, PRIMEFLEX for SAP Landscapes is the ideal solution for realizing your business ideas quickly, efficiently and with high levels of security.

→ Simplify infrastructure deployment and integration

PRIMEFLEX for SAP Landscapes was designed holistically. Servers, storage, network connectivity and software are pre-integrated and perfectly harmonized. The infrastructure is completely set up in the Fujitsu Staging Center, where it is also tested before delivery to the customer as a ready-to-run solution.

Your benefits:

- Simple planning, design and purchasing procedures
- High-quality implementation
- Fast start-up operation

→ Improve IT operations

PRIMEFLEX for SAP Landscapes features comprehensive virtualization and automation for lean processes that cut the cost of IT operations. For example, many routine tasks such as adding servers or deploying upgrades are performed automatically. If disaster strikes, mission-critical processes can also be integrated in regular operations. What's more, PRIMEFLEX for SAP Landscapes is the ideal platform for testing new technologies and applications.

Your benefits:

- Low-cost operation
- Much less administration
- Less specialized expertise required
- Easy, low-cost testing
- Easy setup and management of disaster recovery

→ Optimize maintenance and further development

PRIMEFLEX for SAP Landscapes is a quality-assured product that is maintained, further developed and supported by service in line with release status. The Fujitsu SolutionContract for PRIMEFLEX for SAP Landscapes offers a mix of proactive and reactive services for preventing functional outages and for resolving any issues that may arise.

Your benefits:

- Fast and reliable application of innovations
- Easier fulfillment of service level agreements
- Reduced service management tasks by having one named contact to handle all matters related to your SAP landscape
- Single point of contact

Profit from a unique operations management concept

FLEXFRAME ORCHESTRATOR SOFTWARE IS THE IDEAL TOOL FOR LEVERAGING THE FREEDOM PRIMEFLEX FOR SAP LANDSCAPES GIVES YOU TO ACHIEVE MAXIMUM SAP EFFICIENCY AND RELIABILITY. You will be able to manage your entire SAP landscape centrally, consistently and with a high degree of transparency. What's more, you also profit from comprehensive automation features that support daily business routines and help you make fundamental changes in your SAP landscape as needed. This considerably reduces employee workloads, cuts operating costs and improves service quality. FlexFrame Orchestrator enables fast deployment of SAP updates and innovations for optimized infrastructure resource utilization – you can reduce investments and operational costs while profiting from integrated high availability to keep business processes running reliably and efficiently. Here are some examples of the enormous performance delivered by FlexFrame Orchestrator:

Do you want better service quality while cutting costs at the same time? That's possible with extensive automation and a wide range of pre-defined scripts.

Do you need more performance for some SAP services such as monthly financial statements or detailed sales analyses? PRIMEFLEX for SAP Landscapes helps you do this in just a few minutes.

Would you like to add servers to your system? This is taken care of automatically, without interrupting operations.

Does your operating system need upgrades? Just perform the upgrades centrally one time – the upgrades are then available for all of your servers. Restart the application and everything is ready to go.

Need to set up some new SAP systems? No problem – the environment will be initialized automatically, and the file systems are generated automatically as well.

Want to test SAP systems? Create a clone at the push of a button and conduct the testing in a separate environment of the system.

Is it time to deploy updates for software packages? These are available immediately for all application nodes.

Do you need to provide SAP services to various customers? PRIMEFLEX for SAP Landscapes lets you do this within one single system – in secure and separated environments.

Do you want high availability for all SAP services? This is done automatically, without having to perform configuration tasks – for the entire infrastructure, including all SAP services.

Do you want to bill internal or external customers for services in SAP? That's easy using the integrated Accounting & Billing function in PRIMEFLEX for SAP Landscapes.

“With FUJITSU Integrated System PRIMEFLEX for SAP HANA and PRIMEFLEX for SAP Landscape, we experienced simplified and accelerated deployment and operations. This also laid the foundation for a quick path to productive use of the new SAP applications and the SAP HANA database. As constant availability is critical for running and growing our business, we highly appreciate the support contract which not only ensures the recovery of individual components, but of the entire infrastructure solution according to the required service levels. We are thus confident that we can provide business users with an agile and highly reliable platform.”

Mr. Sayer Al-Sayer, Al-Sayer Holding, Board Member

Increase the availability of your entire SAP landscape

The more that SAP customers use the opportunities offered by SAP solutions and SAP HANA, the more business-critical or even mission-critical their SAP landscapes will become. The challenge facing IT providers is to protect business enterprises from the consequences arising not only from relatively minor daily incidents, but also from major unexpected problems. PRIMEFLEX for SAP Landscapes is the solution for coping with these issues.



Based on a holistic system design with end-to-end virtualization of servers, storage, network and applications, PRIMEFLEX for SAP Landscapes offers integrated and automated high availability with N:1 failover. Customers do not have to invest time and money in the planning, installation, configuration and operation of a cluster solution.

FLEXFRAME ORCHESTRATOR ENSURES THAT BUSINESS PROCESSES RUN SMOOTHLY BY MONITORING THE AVAILABILITY OF ALL HARDWARE COMPONENTS AND SAP SERVICES.

If incidents are detected, it takes action to resolve the problems. For example, if FlexFrame Orchestrator detects a problem with a server, the run environment of the affected SAP service is automatically set up and started on another physical or virtual server in the system. Depending on service priorities, FlexFrame Orchestrator is also able to optimize resource allocation as well. Functions like these make SAP operations more reliable while minimizing the cost of high-availability business processes and reducing employee workloads.

This also applies to planned downtimes, e.g., for operating system updates which are performed much faster with PRIMEFLEX for SAP Landscapes. What's more, thanks to shared central storage with snapshot options, there is no need for a shadow database to ensure high availability. In conjunction with shared storage, PRIMEFLEX for SAP Landscapes also offers economical options for realizing disaster-resilient environments based on installations in two separate data centers.

White Paper Safeguarding critical SAP HANA systems

If you would like to receive a copy of this report, contact us at info@sg.fujitsu.com



Future-proof your investment – regardless of what your SAP strategy may be

FUJITSU Integrated System PRIMEFLEX for SAP Landscapes enables a simplified and secure setup of infrastructures optimized for SAP applications and databases. The pre-defined, pre-integrated and pre-tested combination of data center components, such as servers, storage, network connectivity and software from Fujitsu and specialist partner like NetApp ensures the highest quality and fast time to value.

POWERED BY FLEXFRAME ORCHESTRATOR SOFTWARE, PRIMEFLEX FOR SAP LANDSCAPES MAKES OPERATING SAP APPLICATIONS (INCLUDING S/4HANA, SAP DATABASES AND THE SAP HANA PLATFORM) EASIER, FASTER AND MORE EFFECTIVE. IT SIMPLIFIES THE MANAGEMENT OF COMPLEX SAP ENVIRONMENTS, OPTIMIZES PLANNING, OPERATION AND CHANGE MANAGEMENT, DRIVES BUSINESS CONTINUITY, AND REDUCES COSTS BY UP TO 90 PERCENT WHILE INCREASING AGILITY BY UP TO 50 PERCENT. THUS, PRIMEFLEX FOR SAP LANDSCAPES IS THE IDEAL SOLUTION FOR COPING WITH THE CHALLENGES FACING SAP CUSTOMERS TODAY.

Fujitsu is an SAP Global Partner with a proven product and solution portfolio based on years of experience serving more than 8,000 SAP customers. We provide technologies, solutions and services based on the relevant SAP qualifications and certifications. Our expertise covers all IT provisioning models, from managed services via hosting up to the Fujitsu Cloud for SAP Solutions. With Fujitsu as your partner, you can profit from these benefits, regardless of your future SAP strategy.

Openness for OpenStack included

The future of PRIMEFLEX for SAP Landscapes is secure thanks to Fujitsu's commitment to the OpenStack Initiative. In its role as one of the largest partners in this initiative, Fujitsu is gradually realizing support of the open cloud environment in its hardware and software products. THIS MAKES PRIMEFLEX FOR SAP LANDSCAPES THE PERFECT CHOICE FOR CUSTOMERS WHO ARE LOOKING FOR A FUTURE-PROOF PLATFORM SUPPORTED BY OPENSTACK FUNCTIONALITIES.

Inspiring simplicity in a changing world!

To learn more about Fujitsu's solutions and services for SAP environments, please go to:
fujitsu.com/sg

Or contact us directly:
info@sg.fujitsu.com

"We have been delighted with FlexFrame. The solution has made our IT systems much faster and more flexible. We are now also able to manage virtual, physical, SAP and non-SAP systems centrally from a single console."

Peter Gans, IT department, AKG Verwaltungsgesellschaft mbH

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