

Fact Sheet

Fujitsu Deployment Service for SAP HANA®

Efficiently deploying SAP HANA

Society, the economy and industry are undergoing a digital transformation. This digital transformation not only changes processes within companies at a rapid speed – sometimes with an uncertain outcome – but also entire business models. SAP HANA and SAP S/4HANA address exactly these challenges and pave the way towards a successful creation of value in the digital economy.

Today's in-memory database technologies, like SAP HANA, has called for consolidation of data and processes on one platform considerably simplify business processes. This provides companies with a new "look" at their data and processes. All this has the impact of organizations having to relook at their infrastructure, migration paths and organizational change management.

Customer requirements

The experience Fujitsu has gathered from a multitude of SAP HANA projects has highlighted three recurring requirements:

- Which Platform do I deploy SAP HANA – Should this be on premise or a cloud environment?
- What impact will SAP HANA or SAP S/4 HANA have on my business?
- How to minimize the risk in migrating to SAP HANA or SAP S/4 HANA?

The Fujitsu solution

Fujitsu offers valuable support for the introduction of SAP HANA or SAP S/4HANA. In line with a consistent all-in-one package, from

infrastructure solutions to implementation services to cloud and hosted solutions for SAP HANA. This process usually begins with a value discovery workshop, to understand the needs of the business in conjunction with the IT team to define what would success mean after SAP HANA has been deployed. This fact-based process analysis, will start with the business process and will end with the hardware or cloud solution options.

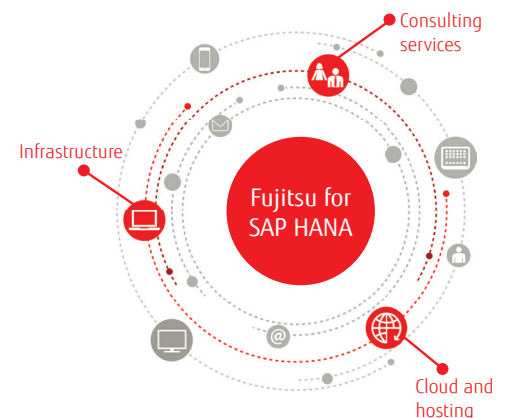
Fujitsu thus offers one-stop end-to-end services for all things SAP HANA

Consulting services

Fujitsu offers consulting and implementation services for efficient SAP HANA deployments. Our professional services are based on structured processes built up over many years. We have extensive experience of delivering such projects and simplifying decision making. Fujitsu consultants deliver a robust, high quality installation and seamless implementation of infrastructure solutions such as the SAP HANA platform. This accelerates time-to-productivity while providing the foundation for enhanced operational stability and performance. With Fujitsu, IT departments can focus on what is most important to their business and realize a rapid return on investment.

Cloud hosting services

Driven by an increased business demand for flexibility as well as a need for sustainability, reliability and availability for SAP HANA, many organizations are moving to hosted solutions



Fujitsu offers its customers an integrated service package for the introduction of SAP HANA or SAP S/4HANA. It consists of:

- Value Discovery Workshops
- Development of a high-level IT architecture
- Preparatory activities (e.g. Unicode migration)
- Customer-specific adjustments
- Impact analysis of S/4 HANA deployment on current system
- Implementation of SAP Fiori® apps
- Migration to S/4HANA
- Support of the change management process with coaching.

and services via the cloud. As a SAP-certified provider of cloud services, Fujitsu aims to help organizations cope with this change. We help set up stable SAP HANA systems, which are installed and managed to industry standards and backed by service level agreements tightly aligned to performance. Our comprehensive cloud services for SAP solutions include:

- Professional services for the design, implementation, upgrade, integration and maintenance of SAP HANA systems
- Sophisticated, SAP-certified cloud data centers located around the globe
- An extensive array of Infrastructure as a Service (IaaS) managed cloud offerings

Fujitsu also offers the opportunity to tailor the combination of services to best meet your needs. You can select a fully managed “SAP HANA in the cloud” service or choose the specific components that you require. Our cloud services enable you to scale usage up or down on-demand without a contractual commitment to capacity. This is supported by infrastructure and professional services that can help to maximize the performance of your SAP systems. In addition, Fujitsu provides dedicated onsite and offsite support as well as remote service management. We can supplement your SAP infrastructure with network, storage and on-demand computing capacity – either dedicated or virtualized.

SAP HANA Infrastructure Solution

As a trusted SAP Global Partner for over 40 years, Fujitsu has successfully helped thousands of customers worldwide to simplify, innovate and grow.

Implementation and operation in SAP environments can significantly be simplified by pre-defined and pre-tested infrastructure solutions, coming as all-in-one packages which combine servers, storage, network connectivity and software. Such integrated systems ensure a fast and secure implementation and operation of SAP applications and the SAP HANA platform.

Because SAP HANA deployment can be complicated, it's critical to work with a vendor who is fully equipped to manage and support all elements of the engagement, from an initial briefing to concept development all the way through to support. Offering years of expertise, Fujitsu provides the best end-to-end solution with PRIMEFLEX® for SAP HANA. Fujitsu SAP HANA solutions are supplemented by additional support for all project phases, from decision making and financing to ongoing operations.

Why Fujitsu for SAP HANA

- Broader Fujitsu portfolio comprising Managed Services, Hosting, and Fujitsu Cloud for SAP HANA Solutions adds even more flexibility and efficiency
- More than 40 years expertise with SAP solutions and pioneering partner with more than 10 years of experience gathered in integrated systems for SAP solutions
- Proven methods and industrialized services and processes ensure fast and secure track to value
- Consultative approach results in tailored solutions, which help SAP HANA customers to simplify and grow

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Digital Transformation

New digital technology is becoming incorporated into the heart of business and society. Digital is not a single technology, rather a set of connected technologies such as cloud, mobile, Internet of Things (IoT), analytics, Artificial Intelligence (AI) and supporting security technologies.

Digital technology can radically transform how the world works. For instance, a manufacturer can leverage a connected, digitalized production line to gain a real time view of its operations, and make changes more quickly, transforming its efficiency. Connectivity greatly reduces transaction costs, and therefore improves the bottom line. Digital technology fundamentally changes an organization, how it operates and how it creates value. Digital transformation is metamorphosis. A core change, not a cosmetic change or an extension. A reconfiguring of a business to provide higher value products or services.

Digital technology has grown through four major waves of development. The first wave, the internet, made computing technology available to all, and was the first platform for digital services. The mobile internet followed by making digital services accessible anywhere.

Find out more at:

<http://www.fujitsu.com/us/vision/digital-transformation/>

More information

For more information, please visit:
www.fujitsu.com/us

For information on our Intel® based PRIMERGY® Servers:

<http://solutions.us.fujitsu.com/www/content/products/servers/primergy/index.php>

For information on our Enterprise Storage:

<http://www.fujitsu.com/global/products/computing/storage/>

For information on our PRIMEQUEST® Servers:

<http://www.fujitsu.com/global/products/computing/servers/mission-critical/primequest/>

For information on Software

<http://www.fujitsu.com/us/products/software/>

For more information on SAP EcoHub service:

<http://ecohub.sap.com/catalog/#!solution:Fujitsu-RDS-CBM>

Fujitsu green policy innovation

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at: www.fujitsu.com/global/about/environment/



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