

Cisco's SAP-Certified Cloud Solutions Accelerate Deployment of SAP HANA Cloud Services

Solution Brief
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Highlights

Great Opportunity

- SAP has 261,000 customers in 190 countries around the world. Eighty-six percent of those customers are Global Fortune 500 companies that will be upgrading to SAP HANA.
- IDC expects the cloud and managed services market annual growth rate between 2013 and 2017 to be 23.5 percent—five times that of the IT market.

Strong Customer Attraction

- Your services can significantly ease your customers' business transition to this powerful new platform. Cisco estimates that SAP solutions and applications will propel over US\$6 billion in technology infrastructure spending each year.

Flexible Cloud Architecture

- Cisco and SAP have worked together to provide both a proven architecture and a full Cisco® Validated Design that describes in detail how to deploy the solution.
- Cisco's architecture allows you to choose the deployment option that is best suited to your requirements.

Cisco Powered

- The Cisco Powered™ program allows you to accelerate your go-to-market plans in partnership with Cisco.

Imagine having more enterprise applications hosted in your cloud. Now you can, with a Cisco and SAP fully certified design for SAP HANA cloud services.

With competitive pressure on the rise, many organizations are turning to SAP HANA for their business decisions. This market-leading, extremely fast, in-memory next-generation application platform accelerates data processing and analytics in real time. By deploying SAP HANA on the certified, scalable, flexible, and easy-to-manage Cisco Unified Computing System™ (Cisco UCS®), you can simplify your landscape and launch new SAP HANA cloud solutions in less time and at less cost to achieve advantage and attract and retain customers.

The Market Presents New Opportunities

Demand for real-time analysis is fueling the move to SAP HANA and cloud services. According to the IDC report "Ecosystem Cloud and Managed Services Growth Opportunities for SAP Partners" (2014), 53 percent of companies have adopted some form of cloud services, and 80 percent of companies are educating themselves or evaluating the cloud approach for a specific workload. Additionally, IDC expects the cloud and managed services market annual growth rate between 2013 and 2017 to be 23.5 percent—five times that of the IT market.

SAP HANA: The Foundation of SAP

SAP has about 261,000 customers in 190 countries around the world. With 86 percent of those customers Global Fortune 500 companies that are likely to upgrade, SAP HANA will soon be the foundational platform for all SAP applications. As a result, your service could be used in a customer's enterprise in many different ways. Figure 1 shows how SAP HANA can be used today in conjunction with other SAP landscapes.

- **SAP HANA analytics and accelerators** make it possible for you, your customers, and third parties to innovate, with applications natively built on SAP HANA with and without SAP Business Suite integration. The capability to immediately accelerate existing SAP Business Suite transactions means that your customers can access their business data more quickly.
- **SAP Business Warehouse (BW) on SAP HANA** supercharges your customer's BW queries without disruption, improving the efficiency of their staff.

- **SAP Business Suite on HANA** helps you provide a full-service offering to your customers.

Cisco Solutions for SAP HANA Cloud Services

Cisco solutions for SAP HANA cloud services provide value to you and the enterprises you service. Delivering predictable operating expenses for running business applications is only one of the benefits. You can help your customers improve security, establish business-continuity practices, provide consistent backup with better

data recovery, and deploy business applications faster so they can access business intelligence in less time.

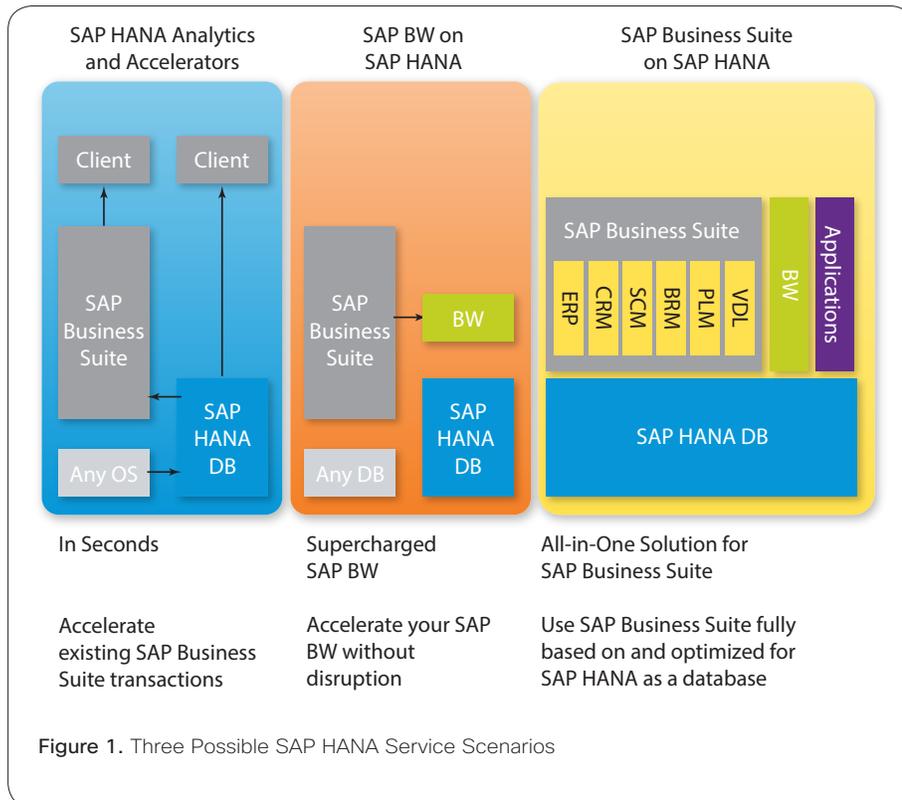
Cisco's solutions provide you with an expanded cloud portfolio that you can deploy quickly for fast return on investment. They help increase your average revenue per user (ARPU) and give you an entry point into new accounts that may yield additional selling opportunities. In addition, you can use your existing investment in data center hardware, software, and staff to reduce total cost of ownership (TCO).

Working with Cisco, you can automate and orchestrate your environment so that it can be configured once and used quickly and efficiently many times. This approach gives you the capability to deliver enterprise-class service-level agreements (SLAs) from the cloud. Engaging with Cisco and SAP through the Cisco Powered program can help you get up and running even faster.

Motivation to Upgrade

Your customers are motivated to upgrade to SAP HANA because it is the foundational data platform for major SAP applications and solutions. Customers who migrate to SAP HANA have two options:

- **Onsite deployment:** They can implement SAP HANA in their data centers and absorb the expenses for installation of new infrastructure that is certified by SAP. These expenses include the costs of educating their staff on SAP HANA, managing the new infrastructure, and coordinating backup and disaster recovery of SAP HANA data—plus additional costs for



power, cooling, staff, and support contracts.

- **Cloud service:** They can work with a global SAP HANA service provider that can deliver a simplified transition to SAP HANA with local access to their data through the cloud (Figure 2).

Why You Should Offer Cloud Services

The cloud services you offer can significantly ease your customer's business transition to this powerful new platform. Cisco estimates that SAP solutions and applications will propel more than US\$6 billion in technology infrastructure spending each year. With Cisco's help, you can quickly deploy and deliver SAP HANA as a cloud service and start receiving a monthly subscription fee.

A typical SAP managed cloud service should include:

- Customer support availability 24 hours a day, every day
- Certified performance
- Access to SAP experts through Cisco's operations center
- Enterprise-class service availability with service levels that meet the needs of your customers
- Disaster-recovery solutions for mission-critical SAP systems
- Scalability to support any size of data footprint and SAP Enterprise Resource Planning (ERP) landscape
- Real-time cloud platform, infrastructure, and managed services
- Fast time-to-value at reduced cost and risk

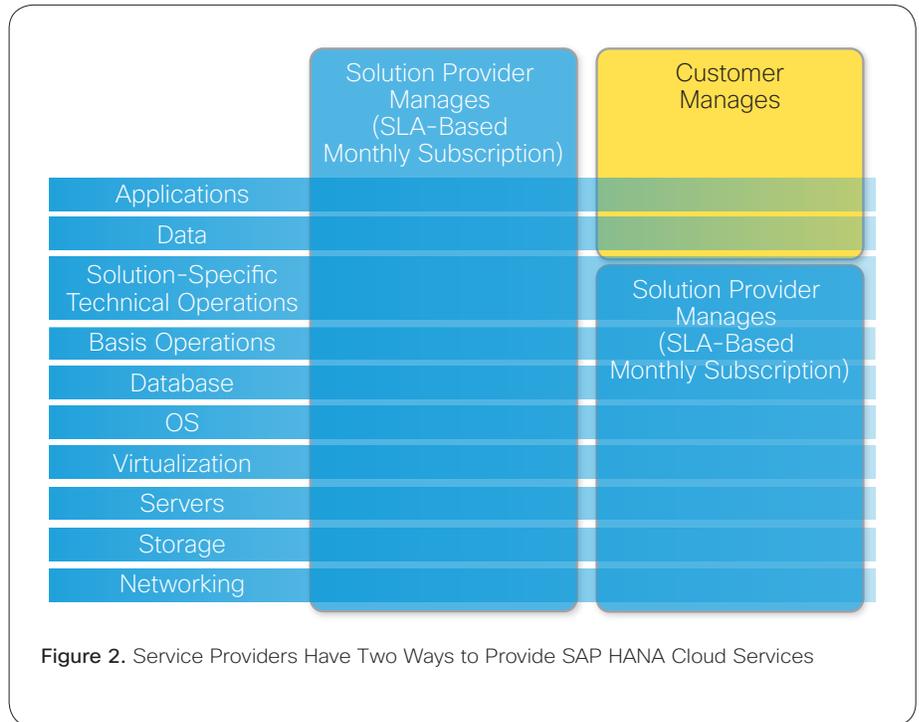


Figure 2. Service Providers Have Two Ways to Provide SAP HANA Cloud Services

Cisco Solution Architecture for SAP HANA Cloud

Cisco and SAP have worked together to provide a proven, certified architecture for SAP HANA and reduce the cost and risk of solution deployment. This complete Cisco Validated Design describes in detail how to deploy Cisco's integrated computing, networking, management, and storage access infrastructure with automation and orchestration capabilities. Shown in Figure 3, Cisco Powered Cloud Cell Architecture for SAP HANA integrates SAP components with virtualization and storage solutions and Cisco's integrated management and infrastructure offerings.

Cisco's solution is integrated throughout the entire system and is the same infrastructure that is the basis for the market-leading VCE Vblock Systems and FlexPod integrated infrastructure solutions. The solution, based on Cisco UCS, is intelligent infrastructure that unifies computing, networking, and storage access and configures these layers through the integrated, model-based management of Cisco UCS Manager. Server identity, personality, and I/O connectivity is abstracted, enabling server, networking, and storage resources to be recognized and automatically placed into resource pools, where they wait to be deployed.

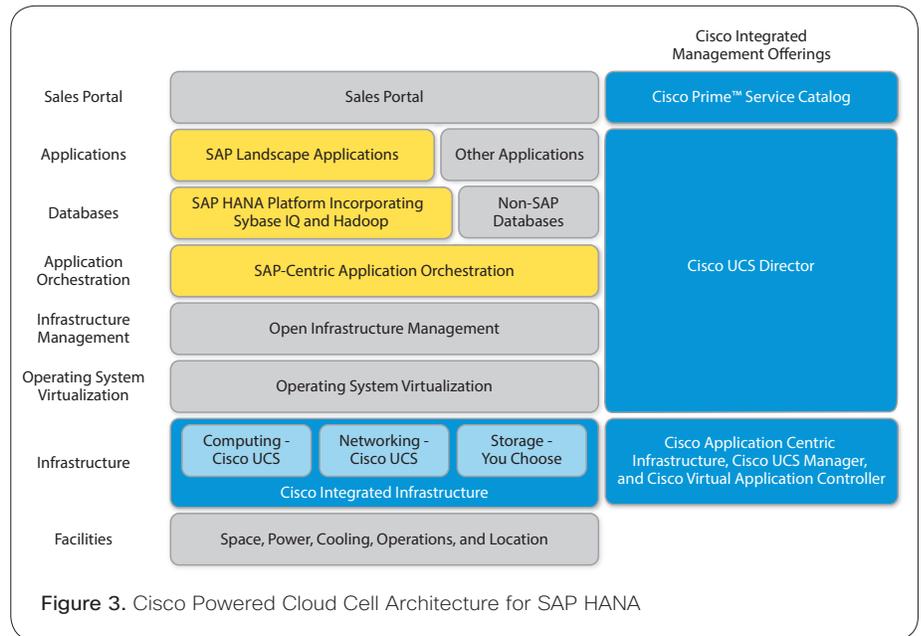
Regardless of the storage, operating system, or virtualization solution you choose to use, Cisco has the management components you need to configure, automate, and orchestrate your entire cloud solution—or you can use your existing management components.

In addition, Cisco Advanced Services can help you implement and tune your cloud services to reduce risk, complexity, and project schedules to help ensure success. Cisco can help you install and configure your cloud solution, including cell and network design and deployment with Cisco automation. Cisco Advanced Services offerings include:

- Planning, design, implementation, and operation services for your cloud
- Planning and design services for deployment of SAP HANA as a service
- Project management and operations services
- Build services for deployment of SAP HANA as a service in a nonproduction environment
- Customization services for deployment of SAP HANA as a service in a cloud platform
- End-to-end testing services for deployment of SAP HANA as a service

You Choose

Cisco's architecture allows you to choose how the solution is implemented. Cisco offers several deployment options, including:



- **Certified appliance:** Cisco offers SAP HANA standalone appliances of different sizes that you can easily drop into your existing data center.
- **SAP HANA Tailored Datacenter Integration (TDI):** You can use your shared enterprise networking and storage resources when deploying your SAP HANA computing nodes on Cisco UCS. This integration increases the utilization of your resources and reduces the capital costs required to implement SAP HANA by letting you simply add Cisco UCS to your existing data center infrastructure. TDI is supported in bare-metal computing deployments with shared storage and shared networking resources, and in deployments with a combination of bare-metal and virtualized computing with shared

storage and shared networking resources and end-to-end automation and orchestration.

- **Multitenant cloud and hybrid solution:** Cisco's cloud solution, whether private or hybrid, combines the bare-metal and virtualized computing TDI solution with shared networking and storage resources with multitenant, automated, end-to-end management and provisioning with linkage to Cisco Intercloud Fabric. This combined solution allows you to work with your customers to build highly secure hybrid clouds and extend your reach into the enterprise data center with consistent network and security policies.

Start Small and Grow

You know the platforms that best serve your customers' needs today. Unlike



many traditional server vendors, Cisco provides a continuum of solutions so you can make your own decisions about what you want to implement. Whether you need a large-scale solution or the capability to start small and grow your cloud infrastructure with your business, Cisco solutions help you move forward.

Cisco UCS was designed for flexibility, giving you the infrastructure agility you need in a cloud-based environment. Any server can be programmed to support any application simply by applying a new Cisco UCS service profile. As a result, you can easily extend your scale-out SAP HANA solutions and support disaster recovery so your infrastructure can keep pace with your business initiatives and environment challenges.

The Cisco Advanced Services team helps you install and configure the infrastructure, SAP HANA application, and Cisco Powered Cloud Cell

Architecture for SAP HANA. You can reduce risk and shorten project delivery time to help you quickly get value from your system and start the flow of revenue.

Cisco Powered Program

The Cisco Powered program makes it easy to accelerate your go-to-market activities in partnership with Cisco. The program provides sales enablement tools and joint marketing funds and aligns the Cisco sales teams that work with more than 90 percent of the Global Fortune 500 companies.



Best-in-Class Solution

The Cisco Powered program helps ensure that you have a best-in-class solution that is certified by SAP and delivers faster time-to-value. It uses proven Cisco validated architectures

that in less than five years have placed Cisco UCS high in the Gartner Magic Quadrant and made Cisco the number-one blade server in the Americas and number two around the world.

Dependable Performance

The Cisco Powered program helps ensure performance by basing the solution on Cisco UCS, a platform that has demonstrated industry-leading performance with more than 100 world records on industry-standard benchmarks. The solution supports dependable performance with end-to-end secure and reliable operations, third-party audited solutions, and documented cloud scalability.

Testimony to the success of SAP HANA running on Cisco UCS, IDC considers the solution worthy of special consideration. In its 2014 research paper "[Considering Cisco UCS as a Preferred Platform for SAP HANA](#)," IDC recognizes that Cisco UCS can handle

the demands that SAP HANA places on the network, scales without additional latency and management complexity, and offers the server and storage flexibility that can help improve SAP user productivity.

Innovation from Cisco

You need a vendor and solution you can depend on. Continuous Cisco innovation and a reputation for leading industry transitions have led us to be the first vendor anywhere to deliver a truly unified computing platform. You can be confident in Cisco's commitment to open standards innovation because we have the highest ratio of research and development investment to revenue in the industry.

Cisco's SAP HANA Cloud Services

Cisco and SAP can help you extend your success and portfolio of services by offering SAP HANA with Cisco Powered Cloud Cell Architecture for SAP HANA. Working with Cisco Advanced Services helps ensure a

quick start to your offering, and the Cisco Powered program helps you gain entry into the top companies in the world. With the SAP HANA platform running on the secure, flexible, and versatile Cisco UCS platform—managed and automated through Cisco Intelligent Automation for Cloud (IAC)—your SAP HANA cloud can be up and running quickly, delivering SAP HANA services to your customers so they can make better business decisions in real time.

For More Information

- Cisco and SAP solutions: <http://www.cisco.com/go/sap>
- Cisco UCS and SAP HANA: <http://www.cisco.com/c/en/us/solutions/data-center-virtualization/sap-applications-on-cisco-ucs/index.html#~Overview>
- Benefits that IDC sees in running SAP and SAP HANA on Cisco UCS: http://www.cisco.com/c/dam/en/us/solutions/collateral/data-center-virtualization/sap-applications-on-ucs/idc_white_paper_sap_on_ucs.pdf.



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