



**5 STEPS**  
to success  
with SAP HANA

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# 5 steps to success with SAP HANA

How to leverage SAP HANA for fast ROI and business advantage

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For the last few years, the media has been really buzzing about how, with HANA, SAP has reinvented a new generation of IT platform. The promise? To enable businesses to run smarter with faster and deeper insights. In a nutshell, 'Run Simple'. While there's been much talk about how SAP HANA is setting a new benchmark for real-time information management, many questions have also been raised by individual businesses and the wider IT community. How best to use SAP HANA? How to optimize its business value? What are the key drivers for success and where to start? This paper looks at how to get the most from this new technology.



## Agenda

- **5 Steps to leverage HANA for Business Advantage**
- **5 Foundations for success with SAP HANA**
- **Atos: the best partner for unleashing the value of HANA**
- **How to start**

## The SAP HANA advantage: the reality behind the hype

Database? Middleware? Foundation for next generation ERP? Ask 10 people what they think HANA is and there's a good chance you'll hear 10 different replies. But that's not so surprising given that it's such a multi-faceted solution. Initially labeled as an in-memory database, HANA is in fact much more than that. At its core, HANA is a single real-time applications platform that combines analytics and transaction functions. Its real advantage: offer a dramatically simplified IT landscape with a lowered TCO and accelerated speed. A modular but tightly integrated and very scalable platform, it combines a database, analytical engines, rules engine, data integration services, an application server, a development platform and a cloud platform, along with powerful user experience (UX) capabilities.

Consequently, HANA is of course boosting the performance of existing SAP applications, such as SAP BW, SAP Business Suite and others. Not surprisingly, SAP now positions HANA as the default platform for its applications and recommends that all SAP customers migrate their existing databases (Oracle, DB2, etc) and middleware to HANA, in order to consolidate and simplify the entire landscape - including non-SAP applications. But beyond that, HANA also provides the foundation for next generation SAP applications, designed to fully leverage HANA's powerful real-time capabilities, simplifying application design and giving businesses unprecedented flexibility, agility and power to innovate. With new generation solutions such as SAP S/4HANA, the opportunities for creating competitive advantage are obvious and compelling. Last but not least, HANA is a complete development platform, creating not only an 'agile' partner ecosystem to provide new applications, but also enabling corporations and public bodies to build innovative services and custom applications upon it.

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# 5 steps to leverage HANA for business advantage

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How to leverage HANA for business advantage? Experience reveals 5 simple steps.

## 1. Leverage HANA for digital transformation

The power of HANA isn't just about adding performance to existing applications. The platform is designed to support rapid, organization-wide digital transformation, leveraging the huge power of real-time insights and massive scalability for **digital advantage**. Consider how you might use it to enhance the customer experience through, for example, instant recommendations or personal promotions. Or how HANA could help in streamlining operational excellence, for example with predictive analytics. Or how HANA could drive the creation of new business models, with its support for the Internet of Things and Social Sentiment Analysis. Or how HANA could reduce risk and increase compliance in relation to, for example, advanced fraud management. These are the kind of considerations to take into account if you want to fully leverage HANA's business capabilities.

## 2. Enhance existing SAP applications with HANA

HANA can add value very quickly, thanks to its ability to enhance the **performance** of existing SAP solutions already deployed within the organization. The results are not only increased performance, but also a potential **TCO reduction of up to 37%**, according to an independent Forrester study. If the migration is planned and meticulous and the implementation fully integrated, HANA is the path to faster ROI.

## 3. Get the best of next generation SAP environments

Whether it's SAP 4/HANA, SAP Simple Finance, SAP Simple Logistics or any other next generation SAP application, SAP is delivering solutions that natively leverage the power of HANA to provide unmatched performance with **simplified models**. The challenge is to identify and adapt the applications that truly fit with the organization's digital strategy and business goals, deploying them in close cooperation with the users for whom they're designed. But, of course, the power of real-time insights not only lies in performance. It lies in the ability to empower users and processes. It's an approach that calls for a strong partnership with end-users and decision-makers, and one for which an effective change management program is essential.

## 4. Use SAP HANA as an innovation platform

Combining real-time capabilities, innovative Big Data analytics (predictive analytics, text mining...) and middleware, plus powerful UX features available on-premise and hosted, HANA is more than a foundation for independent software vendor (ISV) applications. It's a complete and advanced development **platform** that enables corporations to create a new kind of digital landscape for people, processes and things. This is an opportunity to develop insight-driven, real-time, next generation custom applications. Provided, of course, that the benefits of HANA are fully leveraged and real-time insight-driven development is conducted. It's a challenge that requires an innovative approach to design and architecture.

## 5. Engage with a new and vibrant solution ecosystem

HANA is here to stay, both as the foundation for next generation SAP applications and a powerful platform for enterprise applications. It is positioned at the heart of a new and vibrant solution ecosystem, fueled by ISV and integration partners such as Atos. It represents an opportunity to leverage a **constant stream of disruptive innovations**. Success calls for a continuous lookout for the best innovations and the capability to integrate them seamlessly in the enterprise digital transformation strategy - within a strong industrial operating framework.

**Free yourself from the limitations of legacy platforms. With HANA, you can now fast-track your business.**



**SIMPLER**



**FASTER**



**SMARTER**

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# 5 foundations for success with SAP HANA

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**Business success always relies on two combined factors: a good strategy, well executed. In a world of global interconnectivity, each user action, transaction, device or machine leaves a digital data trace. All companies are now preparing for a future as connected, real-time, smart, adaptable enterprises. Within its digital transformation framework, Atos has defined a proven advisory and implementation path to help enterprises get the best of SAP HANA in the new digital landscape. To fully realize its value, excellent technical execution foundations are essential. Building on established business expertise, Atos has also developed a unique IT strategy, deployment and operation approach, enabling organizations to get the best of HANA and optimize business and operational performance. This approach relies on the following 5 essential foundations:**

## 1. Streamline the SAP HANA strategy

SAP HANA implementation might accompany the deployment of a new application such as S/4HANA, a database upgrade or the enhancement of existing SAP environments. It could also embrace a range of SAP and non-SAP applications, with the opportunity to significantly consolidate the entire landscape. Consequently, one of the first steps should be to define a comprehensive SAP HANA strategy. It's essential to assess existing environments, evaluate possible scenarios and define how best to deploy HANA in reducing upgrade, migration and functional optimization work while maximizing ROI. Atos has defined a dedicated **methodology** to help organizations find the right path.

## 2. Choose the right infrastructure

HANA real-time architecture enables exceptional performance gains. But to truly leverage this advantage, certified, HANA-ready technical architectures are required. So, how to choose the best infrastructure? Three factors are particularly important. Firstly, **scalability**. As the path to HANA often begins with small deployments that become progressively bigger, choosing a scalable solution is essential. However, most infrastructures don't have this scalability, with predictable consequences for ROI. Choosing a fully scalable solution (TDI or appliance) is therefore of prime importance. Secondly, **flexibility**. The option of re-using existing environments (eg, storage) and

partitioning the system for cohabitation of existing and new environments creates the flexibility needed to reduce TCO. Thirdly, **resilience**. Reliability and resilience are essential where in-memory is concerned. Memory failure protection features, and the possibility to add memory without shutting down the system, make a real difference. With bullion for HANA, Atos has developed the best performing HANA appliance on the market today, uniquely capable of satisfying these requirements. This is a solution already deployed by some of the largest SAP customers worldwide, including Siemens and many others.

## 3. Perform bullet-proof migration

When you have chosen your strategy, and selected the right infrastructure, it's time for deployment. Some SAP HANA deployments may come with a new application but for most existing SAP applications it requires a migration. For example, with existing SAP BW or Business Suites, the database (Oracle, DB2, SQL Server) will be replaced by SAP HANA. This migration comes in two phases. First, a functional **application upgrade** to make it HANA-ready. Second, a **database migration**, where data is transferred and converted to the new HANA platform. For that, it's essential to work with a partner who has in-depth SAP HANA experience and the people, processes and technology to ensure a seamless migration and conduct all post-migration technical and functional tests. Managing some of the largest SAP customers worldwide, and having performed the largest HANA migrations to date, Atos is uniquely qualified in this area.

## 4. Strengthen security and availability

Security has always been a pressing issue for critical business operations, as well as for critical data held in Data Warehouse systems. The HANA environment, combining both transactional and analytic systems, requires – and gets – particularly robust, proven security. Even if no new technology is needed, optimized system availability is essential, and this is built in to HANA BW systems. For an in-memory environment, business value lies in speed of execution and reactivity, which, of course, demands reinforced high-availability architectures. Furthermore, the business-critical nature of these applications may require them to be held on **high security islands**. In some instances, 24x7 security operation centers and alert tools are needed. Atos has developed specific, proven architectures and services to ensure security, integrity and business continuity.

## 5. Ensure 24x7, industrialized operations

Once the solution is deployed, continuous operation, maintenance and evolution begins. SAP HANA environments may start in a relatively small way for some applications, but they often grow rapidly, with progressive migration of most SAP environments to HANA and its development as a platform for new applications. Consequently, robust datacenter operation capabilities are required to deliver SAP HANA platform services with High Availability and Disaster Recovery. Based on experience on several of the largest SAP HANA deployments, Atos has developed advanced methodologies designed to **reduce application management and hosting costs**, while strongly **enhancing service quality** and offering flexibility and resilience in equal measure.

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# Atos: the best partner for unleashing the value of HANA

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Building on a long and close relationship with SAP, serving leading SAP customers such as Siemens, Atos has developed a unique approach to helping enterprises fully leverage the value of HANA. As one of the first promoters of SAP HANA globally, Atos has a unique SAP HANA end-to-end offering: everything from exploring business innovation potential, mastering the SAP HANA technology stack and 24x7 management of SAP HANA infrastructures, to custom developments and unique co-innovation with some of the largest HANA users in the world.

Crucially, Atos offers:

## End-to-end business transformation services with HANA:

- Global consulting services in real-time digital transformation, SAP environments and HANA
- Integration and management services for SAP HANA-based solutions (S/4HANA...), including specific industry offerings powered by SAP HANA in Retail, Financial Services, Manufacturing...
- Development and management services for new generation SAP HANA-based applications, leveraging advanced real-time analytics and IoT services, on-premise, hosted or in the cloud
- Optimized licensing strategy of SAP Software. As the biggest reseller of SAP Software worldwide, Atos is a true one-stop-shop for SAP customers.

## Infrastructure solutions and operation

- Complete operation and managed services capabilities in EMEA, the Americas and APAC, with 4 certifications: SAP HANA hosting, SAP HANA operations, SAP HANA Application Management services and SAP HANA Cloud Services. Atos is the leader in the Gartner Managed Services Magic Quadrant. Many of the largest SAP HANA customers have chosen Atos for their HANA services, making Atos the partner of choice for industrialized HANA operations
- Uniquely powerful HANA appliance or TDI (Tailored Datacenter Infrastructure), based on Bull technology. HANA certified, the bullion for HANA appliance or TDI solution not only match the capabilities of all other HANA appliance or TDI vendors on the market today, they offer unique scalability, flexibility and reliability features to combine the best performance with the best TCO.

## Atos SAP expertise in numbers

**11,000** SAP experts in 72 countries  
**6,000+** implementations  
Over **1,400,000** end-users supported  
Atos has received the SAP Pinnacle Award 2015 for Exponential Growth



## 2 1 3 SUCCESS IN ACTION

As part of a visionary move towards "Innovation Everywhere", Atos is helping Siemens to deploy the **largest SAP HANA implementation in the world**, which will support over 100,000 Siemens personnel and will affect every business unit within the Group.

Joe Kaeser, President and CEO of Siemens AG, said: "This partnership forms one of the largest strategic relationships ever between a global engineering company and a global IT provider".

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# How to start

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Are you working on your real-time digital transformation strategy? Are you evaluating or planning to leverage SAP HANA or SAP HANA-based applications such as SAP S/4HANA or others? Do you plan to migrate your SAP infrastructure or other databases to HANA? Have you already installed SAP HANA, but want to optimize performance and operations?

Atos can help:



## EXPLORE

what HANA and real-time applications can achieve for your digital transformation, with our Demo Centers and Business Technology and Innovation Centers (BTICs)



## IDENTIFY

the best strategy to optimize HANA for business and operational performance with our HANA discovery workshop, business assessment, business scenarios and consulting services



## DISCOVER

what HANA can do through our HANA LAB and POC services



## DEPLOY

and leverage the power of HANA with our HANA deployment and operations services, whether on site, in hosting, as a Service or in optimized Service Delivery Model. You can also leverage the unique power of Atos bullion for HANA appliance.



## EXPERIENCE

the HANA engine for digital transformation with high-end business and operational services, 24/7, with the best TCO and the best reliability on the market.



## CONTACT US

[www.atos.net/HANA](http://www.atos.net/HANA)

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# About Atos

Atos SE (Societas Europaea) is an international information technology services company with 2013 annual revenue of €8.6 billion and 76,300 employees in 52 countries. Serving a global client base, it delivers IT services through Consulting and Systems Integration, Managed Operations, and transactional services through Worldline, the European leader and a global player in the payments services industry. With its deep technology expertise and industry knowledge, it works with clients across different business sectors: Manufacturing, Retail & Transportation; Public Sector & Health; Financial Services; Telcos, Media & Utilities.

Business Technologist to support the Olympic Games. Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. It is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the NYSE Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Worldline and Atos Worldgrid.

**For more information:**

Please visit [www.atos.net/HANA](http://www.atos.net/HANA)

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