Software designed to capture and analyze big data can help your team quickly respond to new challenges and improve processes throughout your operations. Today, many organizations are looking to SAP HANA® to analyze data in real time. WWT can help you decide whether a specialized Vblock™ appliance or customized integration is the best fit for your organization.

**MORE EFFICIENT, AGILE OPERATIONS**

SAP HANA is one of the most advanced software platforms for database management and analytics. It integrates a number of industry-leading components:

- SAP HANA in-memory database system
- SAP HANA client
- SAP HANA Studio administration and development environment
- SAP HANA Extended Application Services (XS)

Together, these components help you collect extremely large amounts of data and draw insights in real time, so you can uncover value in processes and answer business questions as they arise.

However, moving to SAP HANA can be a complex undertaking that requires expert guidance and support. The software must be built on SAP-certified platforms to ensure high availability, enterprise-level performance and disaster tolerance.

Before deploying SAP HANA, organizations must decide whether to use a prepackaged infrastructure (a Vblock appliance) or their current infrastructure (with Tailored Data Center Integration, or TDI). Both solutions provide the benefits of SAP HANA, but differ in terms of deployment, flexibility in selecting components and cost for initial setup and ongoing management.
**VBLOCK: PRE-ENGINEERED AND PREINTEGRATED**

The VCE Vblock™ Specialized System for SAP HANA is a converged infrastructure solution optimized for SAP HANA software. This fully integrated hardware and software appliance represents best-of-breed compute, network and storage components from Cisco and EMC.

- **Cisco Unified Computing System™ (UCS)** servers provide the compute platform with virtualization support, switching fabric and a single pane of glass for compute management. The high number of cores in UCS servers allows for higher parallel processing.

- **EMC VNX** storage options deliver enterprise-level performance.

- **VMware** with SAP HANA provides industry-leading virtualization.

Because its components have been validated and preintegrated, the Vblock appliance offers guaranteed interoperability and predictable performance, along with the highest levels of availability, disaster tolerance and backup. In addition, it can be deployed quickly and scaled easily to meet growing needs.

**TDI: MORE FLEXIBILITY IN HARDWARE CHOICE**

If your organization wants to leverage existing assets as much as possible, TDI might offer a better approach. TDI lets you capitalize on storage and networking investments, reducing your initial cost to deploy. WWT will configure your Cisco UCS servers to SAP certifications and integrate SAP HANA with your existing IT infrastructure and processes. TDI works with your choice of either EMC VMAX or EMC VNX storage.

### COMPARING SAP HANA DEPLOYMENT OPTIONS

<table>
<thead>
<tr>
<th></th>
<th>VBLOCK™ APPLIANCE</th>
<th>TAILORED DATA CENTER INTEGRATION (TDI)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Hardware</strong></td>
<td>Contractual black box that customers cannot touch</td>
<td>Openware that uses customer’s existing assets</td>
</tr>
<tr>
<td></td>
<td>• HANA database</td>
<td>• HANA database</td>
</tr>
<tr>
<td></td>
<td>• Operating system</td>
<td>• Customer operating system</td>
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<tr>
<td></td>
<td>• V-server</td>
<td>• Cisco Unified Computing System™ (UCS) server</td>
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<tr>
<td></td>
<td>• V-network</td>
<td>• EMC storage</td>
</tr>
<tr>
<td></td>
<td>• V-storage</td>
<td></td>
</tr>
<tr>
<td><strong>Selection of components</strong></td>
<td>Single vendor; does not allow customer to choose internal components</td>
<td>Customer may choose OEM components</td>
</tr>
<tr>
<td><strong>Ease of deployment</strong></td>
<td>Preconfigured, preapproved, and prebuilt to standards</td>
<td>Built in accordance with customer-defined components</td>
</tr>
<tr>
<td><strong>Support</strong></td>
<td>Single-call support from VCE</td>
<td>Support provided by the component OEMs</td>
</tr>
<tr>
<td><strong>Benefits</strong></td>
<td>• Faster implementation</td>
<td>• More flexibility to select components</td>
</tr>
<tr>
<td></td>
<td>• Predictable, guaranteed performance</td>
<td>• Lower initial and annual costs</td>
</tr>
<tr>
<td></td>
<td>• Preconfigured hardware and preinstalled software</td>
<td></td>
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</tbody>
</table>
EXPERIENCE THE WWT ADVANTAGE

For every one of your initiatives, WWT brings an innovative approach to how you discover, evaluate, architect and implement technology. Our Advanced Technology Center offers a collaborative ecosystem to design, build, educate, demonstrate and deploy SAP HANA on Vblock. Using your data, we can demonstrate an entire production environment that shows you exactly what you’ll get, before you buy it. As an architecturally independent vendor, we can help you decide which OEM equipment is right for you.

### WWT AND CISCO BRING SAP HANA® BENEFITS TO EVERY PART OF YOUR OPERATIONS

#### Unified security fabric

#### Unified compute, networking and communications

#### Upstream: Supply chain
- Inbound logistics
- MDG integration
- Data integration
- IoT connection and integration
- Seamless supply chain
- Security fabric
- Connectivity to big data

#### Midstream: Enterprise
- Unified SAP HANA (Vblock™ appliance or Tailored Datacenter Integration [TDI])
- ITPA administration cockpit
- IoT build and integration
- End-to-end SAP support
- Enterprise security
- Enterprise mobility (BYOD)
- Upgrades and optimization
- Migration to HANA

#### Downstream: Customers
- Outbound logistics
- MDG integration
- Data integration
- IoT and IoE connection and integration
- Seamless value chain
- Connectivity to big data

#### Unified support (same for Vblock appliance and TDI)

### SAMPLE INDUSTRY USE CASE: SAP HANA IN HEALTHCARE

Today’s healthcare organizations have more data to manage than ever before. SAP HANA can help them collect and analyze data—both structured and unstructured—from a variety of sources, including electronic medical records, medical sensors, accounting systems and more. In-memory tools within SAP HANA can use pattern matching to find possible excess charges before bills are sent. Predictive analytics can help microsegment markets for preventive procedures. Ultimately, SAP HANA can help healthcare organizations improve medical outcomes, lower costs and inform strategic planning.
SAP HANA WORKSHOP

To assess your readiness for migration to SAP HANA, WWT offers a focused workshop with your team. Our experts will analyze your application landscape and identify business areas to integrate. At the end of this assessment, you will receive a high-level estimate of the total cost of ownership and a detailed bill of materials that identifies the requirements for your Vblock appliance or TDI.

During the workshop, we’ll cover:

- Architecture and sizing
- Optimizing SAP for HANA (for up to 40 percent reduction in total cost of ownership)
- SAP HANA upgrade, optimization and migration
- Post-production support

Contact us at BigData@wwt.com to schedule an SAP HANA Workshop for your organization.

Discover What’s Possible at Our ATC

WWT takes a multiphased approach to SAP HANA. We start with our Advanced Technology Center (ATC) and Integration Technology Center to streamline deployments, reduce risk and help you get started with SAP HANA fast. Schedule a visit to our ATC to experience:

- Demonstrations
- Workshops
- Hands-on labs
- Proofs of concept
- Advisory services
- Network, security, collaboration and data center solutions

WWT can help bring the competitive advantages and benefits of big data to your organization in a way that supports your business goals.

We are here to talk about next steps and answer any questions.

Learn More

Contact us at: BigData@wwt.com
Learn more at: www.wwt.com

Download our comprehensive big data guide: