Embrace the Cloud Operating Model for SAP on Any Premise

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   Director, NA East SAP Business

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   Director, NA SAP Alliances

SAPinsider
Las Vegas

2023

SAPinsider

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Infrastructure challenges add risk to business operations

- Missed financial targets

- Lost consumer confidence

- Disruptive crisis management

- Competitive displacement

- Lack of innovation, differentiation

Unrivaled Relationship Makes SUSE Linux the Smart Choice for Deploying & Running SAP Workloads

- 18+ years of joint testing and development at the SAP LinuxLab
- **SUSE Linux Enterprise is the leading platform for SAP workloads on Linux**
- **Seamless support from SAP and SUSE**
- **SUSE Linux Server for SAP Applications delivers built-in high availability, superior performance and security**
- **First available and leading OS for SAP HANA**
- The platform powering SAP HANA Enterprise Cloud

World's Largest Independent Open-Source Company

Rancher Acquisition
Closed on 1 Dec 2020

- **Market leader** in Kubernetes management

- **Platform** combining best-in-class Linux OS, market-leading Kubernetes CMP and pioneering edge capabilities

IPO on the Frankfurt Stock Exchange
Completed on 19 May 2021

Largest Enterprise Software IPO ever in EMEA[1]

New Product Launches

SUSE Linux Enterprise Server 15 SP3

SUSE Rancher 2.6

SUSE Linux Enterprise Micro 5.1

Open Source Innovation

Epinio

Harvester

Opni

Rancher Desktop

NeuVector Acquisition
Closed on 28 Oct 2021

- Provides **full lifecycle container security** in any mission-critical environment

- **Accretive** to the group medium-term growth profile

Building the SUSE Brand

- **First place** in *German Brand Awards* for "Excellence in Brand Strategy & Creation – Brand Design"

- **Two platinum awards** at *Hermes Creative Awards* for Company Branding and Branding Refresh

- **Decision Maker Award**, Digitization Category – Presented by *WirtschaftsWoche* and *KPMG*

Dell Technologies is an SAP Global Technology Partner

For over 25 years, organizations have used Dell Technologies' broad technology portfolio, combined with our global scale and deep customer engagements, to accelerate their SAP journey to digital transformation and the intelligent enterprise

SAP
Platinum
Partner

25+
years of partnership and joint innovation with SAP

15,000+
joint customers globally

60+
joint engineering projects and certifications

#1
positions in infrastructure and client solutions

5
SAP Pinnacle and SAP Customer Innovation awards

43
STAR Awards from the Technology Services Industry Association

180+
countries in which we operate, in 54 languages

35,000+
full-time services and support team members

24,000+
global service centers

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Dell Technologies Enables the Multi Cloud Strategy for SAP

2. Rise on Apex

4. Industry Use Cases & Edge Technology

1. Core infrastructure

5. Operational Excellence

3. Cyber Security and Data Protection

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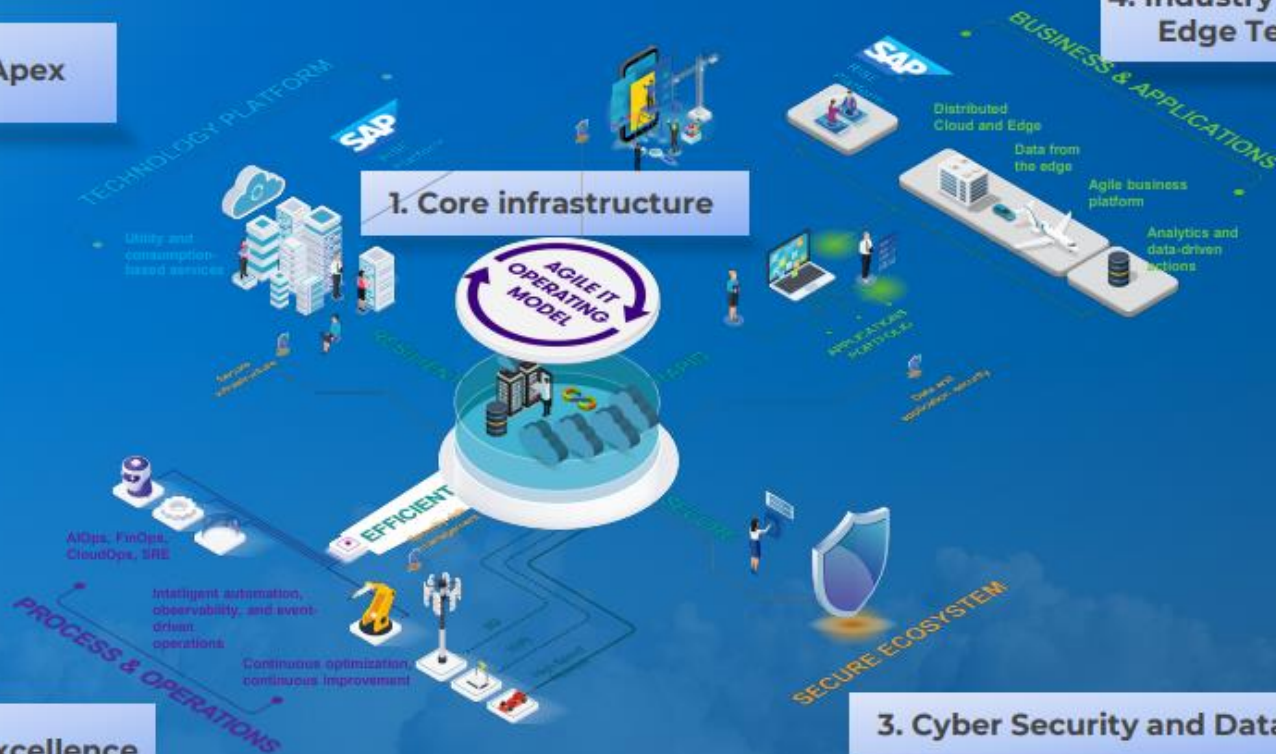
Majority of customers to keep SAP software landscape and data on-premises

SAP Global Partner

The **IDC** analysis shows that in the future between 51-68% of all SAP Workloads will stay on-premise.

According to Gartner, 80% of SAP HANA deployments continue to be on-premises, and many client inquiries show a preference for deploying on-premises SAP HANA

IDC — Analyze the Future

SAP aspirants, % business apps expected to move to the cloud when adopting SAP, by company size

Chart values:
- % In the cloud: 49.90 (< 1000), 31.56 (1000+)
- % On-premise: 50.10 (< 1000), 68.44 (1000+)

Legend: ■ < 1000 ■ 1000+

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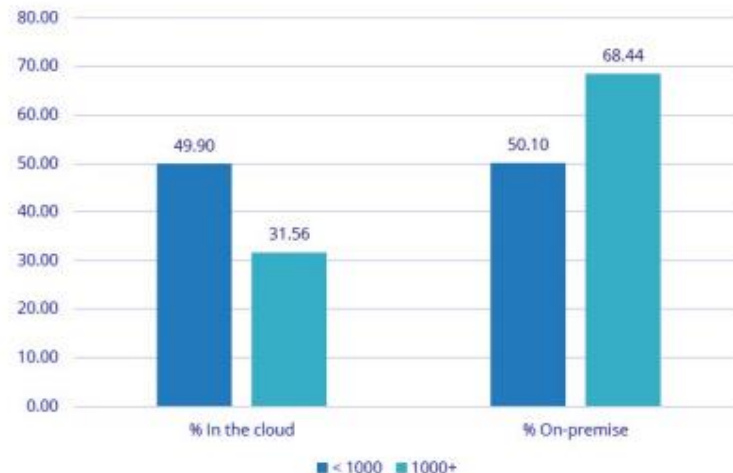
Customers want a cloud experience…

As they build and manage their environments

MODERN CLOUD EXPERIENCE ▶ **A P E X** ◀ **MODERN CONSUMPTION EXPERIENCE**

- Elastic scale
- Accelerated TTV
- Delivered aaS
- Self-service transactability
- Delivers an outcome

- Pay as you go
- Use subscriptions
- Vendor/partner-owned assets
- Typically consumed as OpEx

Storage	Data Protection	Compute
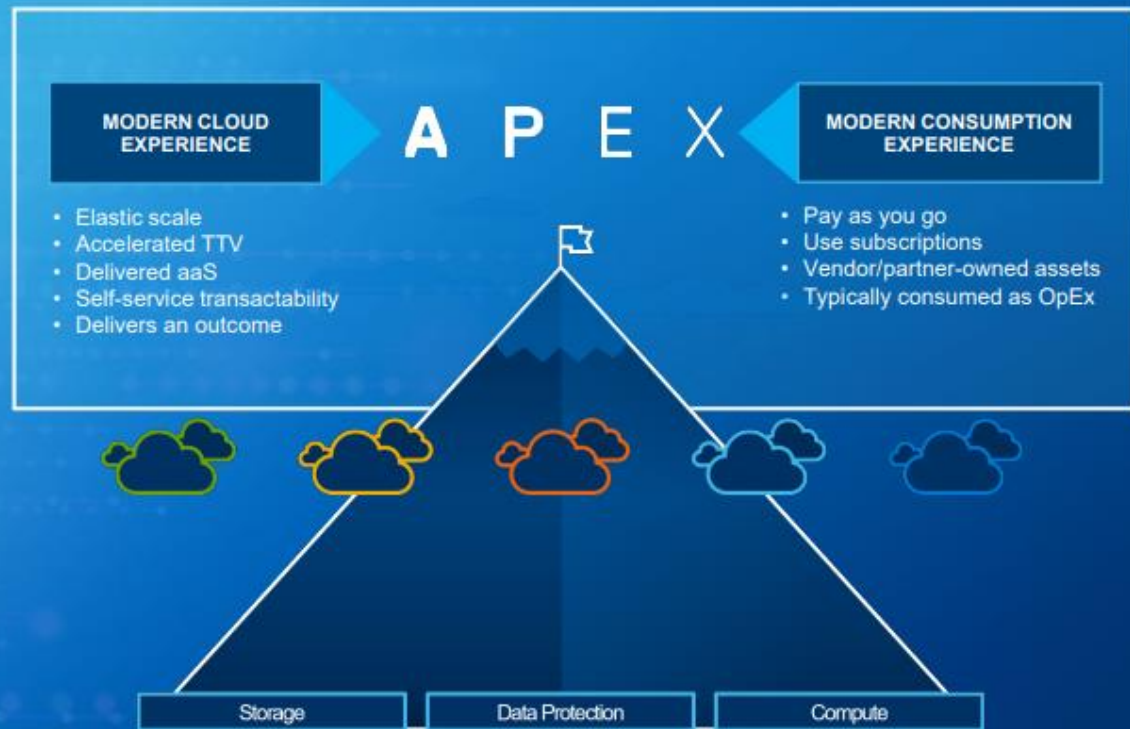
Take advantage of best-of-breed Dell innovation across clouds

Modernize your enterprise to secure and maximize your cloud experience

Consume technology in new ways to cut unwanted cost and complexity

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Dell Technologies supports your journey to the SAP intelligent enterprise, your way

RISE WITH SAP ON APEX

APEX IaaS

APEX Private Cloud

Dell Cloud-enabled Infrastructure

PERFORMANCE AND SCALE OF SAP-CERTIFIED, DELL TECHNOLOGIES INFRASTRUCTURE BRINGS THE CLOUD EXPERIENCE TO ANY PREMISE

STORAGE

SERVER

DATA PROTECTION

NETWORKING

CONVERGED & HCI

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Dell Tech Solutions

Performance & Scale
All-Flash NVMe SCM, easy scale, low latency, high bandwidth

DB Protection
DBA control of backup, recovery with replication

SAP Landscape Management
SAP admins make DB copies, no matter the size

DR & Continuous Availability
Proven zero RTO for critical DBs

Foundation for IaaS | DBaaS
Begins with cloud-enabled infrastructure

Dell Tech Infrastructure Portfolio

SERVERS

S5000 Series

PowerEdge

SAP Global Partner
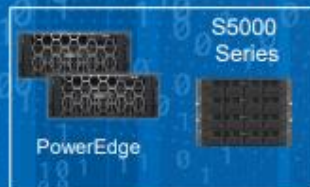
DIGITAL "CORE"   APP / DEV
SAP S/4 HANA   Industry Solutions
SAP NW ERP   APP Extensions
SAP Business Technology Platform

CONVERGED SYSTEMS

VxBlock 1000

STORAGE SYSTEM

PowerMax   PowerFlex

PowerStore   Unity XT

PowerScale

PROTECTION

PowerProtect S/W

PowerProtect DD Series Appliances

PowerProtect DP Series Appliances

HYPER-CONVERGED

VxRail

vSAN Ready Nodes

Running SAP from *Edge-to-Core*

Servers   Storage   Protection   Converged   Hyper-Converged

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Clark County, Nevada, consolidates and virtualizes on modern Dell infrastructure, migrates to SAP HANA.

80% reduction
in payroll financial posting processing time.

80% reduction
in financial actuals report processing time.

65% reduction
In grant management balance sheet reports processing time.

Powered by

| PowerEdge | OpenManage | PowerMax | VMware vSphere | SAP HANA |

"We were able to buy high-end Dell EMC PowerEdge servers with massive processing power, four-socket machines with 26 cores per socket, hyper-threading so the OSs and the hypervisors see upwards of 200 CPUs per host, massive memory, lots and lots of powerful high-end Intel CPU-based hardware.

John Parker
Senior Systems Programmer, Clark County

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The transition to the Intelligent Enterprise
Begins with S/4HANA running in the "Digital Core"

Business "Digital Core"

Digital Boardroom

Manufacturing & Supply Chain

Digital Core

People Engagement

Customer Experience

Network & Spend Management

Intelligent Suite

Mission-Critical SAP

S4 HANA
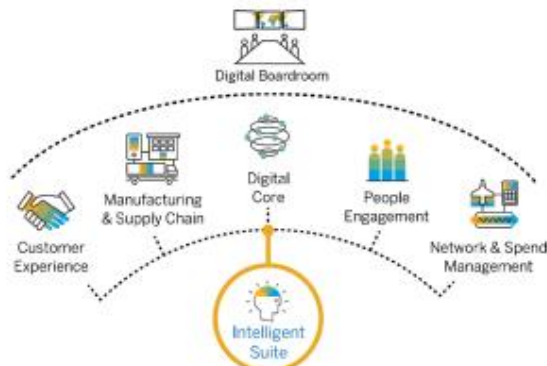
Planning your Journey
with Dell Technologies

1

Optimal Placement
Mission-critical
SAP Digital Core

Choice of Best in breed
paths for SAP Deployment

2

Modern IT Foundation
,Consolidate Siloed IT
Landscapes

PROCESS PROCESS PROCESS

APPLICATION APPLICATION APPLICATION

TECH. STACK TECH. STACK TECH. STACK

Harmonize IT stacks, operating
models and lifecycle management

3

Innovate
Bridging data sources and
types for advanced analytics

Customer Experience
Analytics

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Planning SAP deployments

Starts with optimal placement of mission-critical SAP applications

Sovereign IT

Dedicated to Meet
Mission Critical SLA's

Performance, availability,
protection, compliance & security

On-premises or
Hosted Co-location

SAP "Digital Core"

SAP Industry Solutions
S/4HANA | SoH | SAP ECC
BW/4HANA | SAP BI | SAP BW

Core applications | processes

Business data

Bus. Intelligence | Analytics

Sovereign Adjacency

Proximity & Secure
Connectivity to Hyperscalers

AWS / Azure / Google

Innovation, analytics, functional &
industry application extensions

Multi-Cloud

Data Protection |
Long-term Retention

Edge

Countries & Metros

AWS / Azure / Google

Operational | cyber resiliency |
archives | compliance

Interconnected

Business Eco-system

Mobile Users

Edge

Suppliers / SAAS

Countries & Metros

Connect SAP to the digital ecosystem
integrating applications, processes and data.

DT Provides Choice of Best in Breed Paths

Operating in a Multi-cloud Model

Public Cloud

On Premises

Co-location

Edge

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Setting a Modern IT Foundation for SAP

Harmonizing IT stacks, operating models and lifecycle management
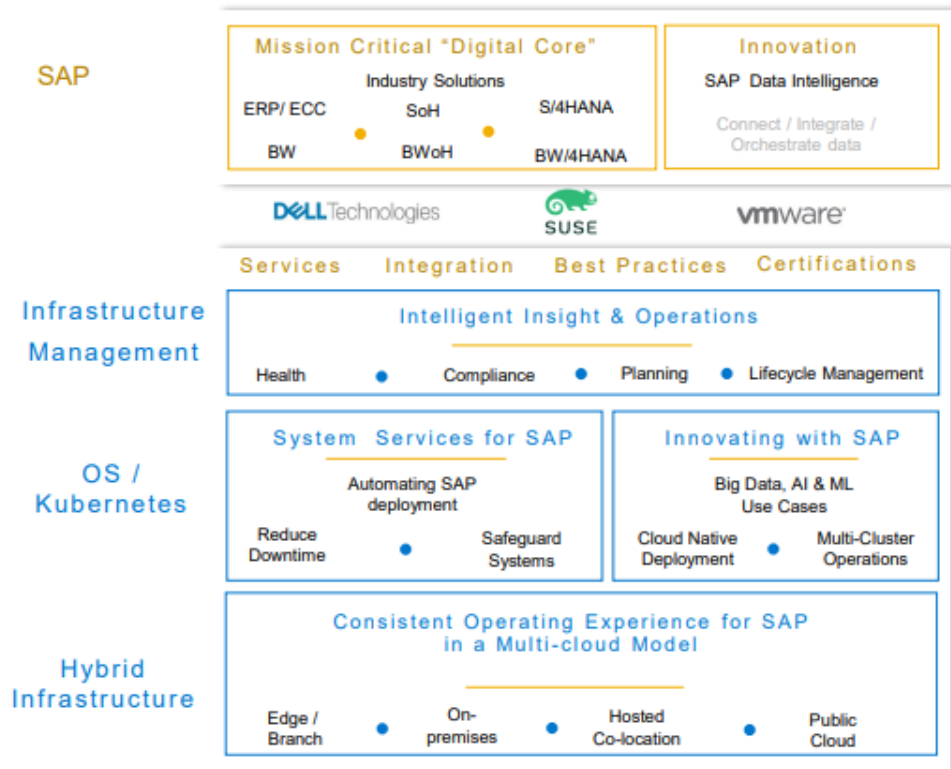
Enabling IT Outcomes

Day 0
Time to Use

System available for new SAP projects

Day 1
Production Ready

Infrastructure services to meet SLA's for
SAP mission critical applications

Day 2+
Lifecycle Management

Infrastructure services to minimize downtime
and maintain business productivity

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More than a Decade of Co-invention with SAP

2011
Linux for SAP HANA

2014
SAP HANA System
Replication& Failover

2016
SAP HANA SR Scale-out

2018
Intel Optane™ for SAP
HANA

2020
Full SAP stack
deployment
IBM Power VM
for SAP HANA

2002
Open source HA for
Netweaver

2015
Amazon EC2 OS for SAP
SAP HANA on IBM Power
SAP HANA in AWS
SAP HANA cost, optimized,
multi-tenant

2017
SAP HANA in Google,
IBM, Azure clouds
Live kernel patching
for SAP

2019
IBM PowerVM ™
PMEM for SAP HANA

Linux is a requirement

- SAP support for HANA restricted to one operating system – Linux
- For those not running Linux already, there is a learning and support curve to address
- Currently just 2 Linux Vendors certified
  - A red one
  - A green one

SUSE delivers SAP-endorsed Linux
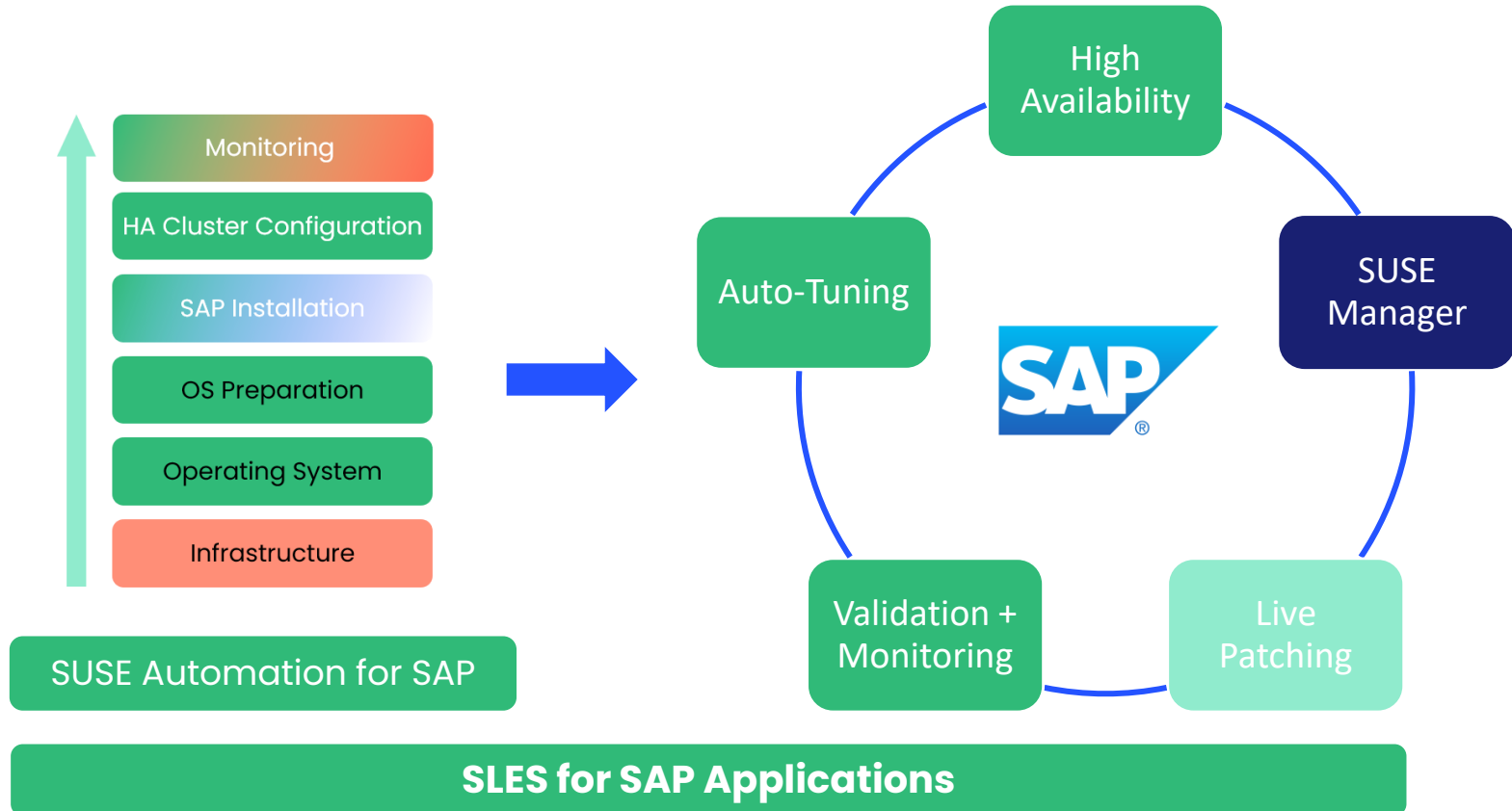
Trusted by SAP

- 20+ years of collaboration
- Reference development platform
- Internal & customer systems

Preferred by SAP customers

- Leading OS for SAP HANA
- Exclusive platform for SAP Business One
- 300+ customer references

Safeguarding Your SAP Landscape & Operations

Monitoring

HA Cluster Configuration

SAP Installation

OS Preparation

Operating System

Infrastructure

SUSE Automation for SAP

High Availability

SUSE Manager

Auto-Tuning

SAP

Validation + Monitoring

Live Patching

SLES for SAP Applications

Reduce Downtime for Critical SAP Operations

SUSE Linux Enterprise Server for SAP Applications

SAP HANA System Replication Agents

Fast, reliable recovery

- **Automate SAP HANA failover & recovery**
- **Four recovery scenarios**

SUSE Linux Enterprise High Availability Extension

SAP system failover in seconds

- **Full clustering solution**
- **High Availability / Disaster Recovery**

Enhance Security to Maintain Uptime

Security certifications

Live Linux kernel patching

Plus:

- SAP HANA Firewall

- Remote Storage Protection

SUSE Linux Enterprise Live Patching
SUSE Linux Enterprise Server for SAP Applications

Live Patching – Update without Disruption

APPLICATIONS

- Update applications without disruption

LIBRARIES

- Update key libraries (the ones HANA uses) without disruption

LINUX KERNEL

- Update the Linux kernel without disruption

User Space Live Patching
ONLY available from SUSE

Reduce the time to deploy SAP services

SUSE Linux Enterprise Server for SAP Applications
SUSE Manager
SUSE Global Services

SUSE Manager deployment

Consistently provision all services

- Deploy SAP HANA clusters on premises and in the cloud
- Supports YaST, Salt and Terraform

Deployment automation

Install SAP systems faster

- Unattended installation on premises and in the cloud
- Deploys OS and SAP apps
- Includes deployment of high availability

Configuration packages

Simplified SAP Notes

— Built-in tuning and configuration

— Optimize for specific SAP applications and platforms

SUSE Assist services

Accelerated implementation

— Solution expertise onsite and remote

— SAP HANA high availability

— SUSE Manager

Where to find more information

- ## SUSE sessions here at SAPinsider –

  - 2:30p today – *Secure & Efficient SAP Deployments*

  - Wednesday, 3/22 -
    - 10:30 SUSE's **Diego Akechi** with Microsoft – *SAP in the Public Cloud: Lessons Learned*
    - 11:30 SUSE's **Sherry Yu** with AWS – *Helping to Modernize & Build a Resilient Landscape*
    - 11:30 SUSE's **Don Vosburg** – *Achieving Day 2 Operational Excellence*
    - 2:30p SUSE's **Tobias Kutning** with SAP – *Secure your SAP Environment...*
    - 4:30p SUSE's **Juan Herrera** – *Making the Right Platform Choice...*

- https://www.suse.com/partners/alliance/sap/
  - Landing page of SUSE's SAP Alliance and Solutions

- https://www.suse.com/campaigns/goodbye-downtime/
  - Helpful Resources for Reducing Downtime

- https://documentation.suse.com/sles-sap/trento/single-html/SLES-SAP-trento/
  - Getting started with Trento and Trento Premium

- https://www.suse.com/campaigns/cloud-for-sap/
  - SUSE solutions that Accelerate Your Cloud Vision

Thank you!

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Please remember to complete your session evaluation.
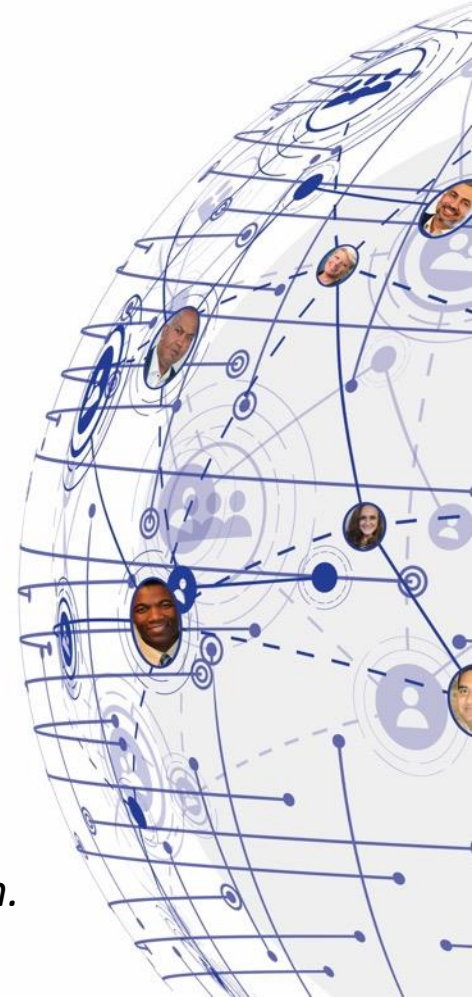
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more than 600,000 members across 205 countries.