

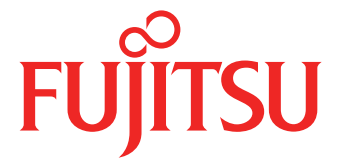


About Fujitsu

Fujitsu Australia and New Zealand is a leading service provider of business, information technology and communications solutions. As the third largest ICT company in the Australian and New Zealand marketplace, we partner with our customers to consult, design, build, operate and support business solutions. From strategic consulting to application and infrastructure solutions and services, Fujitsu Australia and New Zealand has earned a reputation as the single supplier of choice for leading corporate and government organisations. Fujitsu Australia Limited and Fujitsu New Zealand Limited are wholly owned subsidiaries of Fujitsu Limited (TSE: 6702).

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Fujitsu Infrastructure Solution and Services for SAP HANA™ appliance software



shaping tomorrow with you

Make better decisions faster with real-time intelligence

SAP HANA™ based on in-memory computing technology is a highly innovative approach for real-time access to business critical information. Combined with optimised infrastructure and comprehensive services from Fujitsu, SAP HANA enables instant data access resulting in smarter business decisions and faster response to changing market conditions. And thanks to the Fujitsu pre-tested and pre-installed delivery model and proven integration methods, this ground-breaking technology can be implemented and used within days.

The revolution in decision making – powered by high-performance server technology

Innovations result from thinking outside the box. The SAP in-memory computing technology is a perfect example! Basically, SAP in-memory computing accelerates access to data by holding an entire copy of the live data in system memory. This avoids going the long way around to search for data on mechanical hard drives. It sounds simple, yet it enables the analysis of vast amounts of data in a matter of seconds. SAP in-memory computing revolutionises the way data is utilised and analysed. This revolution in data handling is enabled by a revolution in the data center, as multi-core servers based on current industry standard Intel® architecture provide the essential power and capacity – at an affordable price.

Focus on your business while Fujitsu takes care of the optimised infrastructure

Sometimes it is difficult to choose the right infrastructure for brand new application offerings – especially when the offering is as revolutionary as SAP in-memory technology. Therefore, the inclusion of leading hardware partners is a vital building block of SAP HANA™. Pre-tested and SAP-certified configurations relieve companies from thinking about infrastructure details. Fujitsu carefully analysed different customer situations and consequently created an SAP HANA infrastructure concept combining Fujitsu PRIMERGY servers, NetApp FAS3200 Series storage and high performance Brocade Ethernet Fabric using VDX switches for seamless growth – from single-node entry level systems up to multi-node configurations for mission critical environments.

Cost Efficient Single-Node Offering

The single node configurations based on Fujitsu PRIMERGY RX600 S6 server technology represent an attractive TCO optimised entry-level offering, which provides high performance and capacity. The T-shirt sized offerings are ideal for:

- SAP HANA proof of concept/proof of value projects
- Initial SAP HANA implementations with limited scope
- SAP HANA environments for development, tests, quality assurance and training

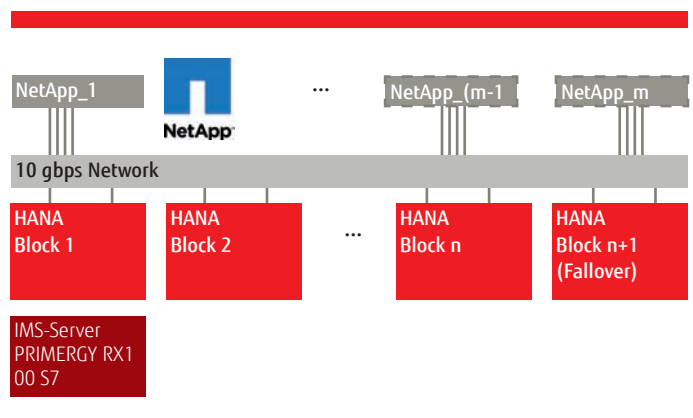
T-Shirt	PRIMERGY	Memory	CPU Sockets	Data Volume	Log Volume
M	RX600 S6	512 GB	4	8x SAS 6G 600 GB	2 x 320 GB
S	RX600 S6	256GB	2	8x SAS 6G 600 GB	2 x 320 GB
XS	RX600 S6	128 GB	2	8x SAS 6G 600 GB	2 x 320 GB

Note: These configurations are certified by SAP for usage with IMDB v 1.0. All offerings are based on SUSE Linux Enterprise Server for SAP applications.

Multi-node Offering With Highest Scalability for Mission Critical Environments

The Fujitsu smart multi-node offering for SAP HANA is based on industry-standard PRIMERGY RX 600 S6 building blocks combined with a central intelligent NetApp FAS3240 storage system. Customers can start small and easily add and integrate PRIMERGY servers and storage capacity as requirements grow. Today, the solution is certified for massive scalability of up to 8 TB of main memory.

High availability is an integral part of the building block concept. One server can be assigned as a fail-over server and quickly take over in case a productive server breaks down. The NetApp storage technology safeguards all data effectively and disaster resilience requirements can be met by expanding the infrastructure to a two-site configuration.





Services for a successful start into a new area of decision making

SAP HANA has been designed for non-disruptive integration into existing SAP environments. Pre-installed delivery on certified Fujitsu platforms ensures fast implementation at the customer site. In addition, Fujitsu offers a comprehensive set of service offerings that includes integration services and infrastructure solution support.

Implementation and Integration Services

Fujitsu services help customers to a smooth start with SAP HANA, as they are based on best practices and standardised procedures, which guarantee high efficiency and quality. Our offering ranges from solution concept and specification workshops through on-site integration to optional operational services, where we work alongside customers while they gain initial experience with SAP HANA. Our methodology allows incorporation of customer-specific requirements in the planning phase, seamless integration into the existing environment and a guided start-up with SAP HANA. Our professional handover workshop in particular pays immediate dividends for the operating department, as Fujitsu experts impart knowledge on how the new environment is set up, how it works and how it can be operated efficiently right from the start.

Infrastructure Solution Support (SolutionContract)

SolutionContract is the maintenance and support service for defined Fujitsu solutions. It represents an intelligent mix of proactive and reactive services that ensure that malfunctions are detected and corrected before they can have any impact on operations. The concept takes into account that Fujitsu solutions consist of hardware, software and network products from different vendors. Fujitsu is the single point of contact for all infrastructure components of a Fujitsu solution as well as their interoperability. SolutionContract offers several service level options depending on individual requirements.

Ready for Practical Insight

For customers who wish to experience the business impact of SAP HANA, Fujitsu offers remote access to the Fujitsu SAP HANA Global Demo Center. Our offering allows enterprises to better understand the application spectrum and value of SAP HANA by leveraging the ready-to-use SAP HANA environment including typical SAP HANA usage scenarios like CO-PA and Sales Analysis.

Mission Critical Readiness

- Certified configuration options seamlessly scale-up to 8 TB today
- High availability an integral part of the concept
- Easy integration of backup/restore functionality in customer landscape
- Option for disaster resilience (two-site concept)

Reduction of Total Cost of Ownership (TCO)

- Rapid implementation and return on investment provided by pre-installed and pre-tested delivery
- Accelerated start of operation with the Fujitsu jump start service approach
- Reduced downtime thanks to Fujitsu serving as a single point of contact for all infrastructure support issues
- Ease of operation enabled by the Fujitsu easy administration concept

SAP In-Memory Computing expertise from Fujitsu – a Tier-one SAP HANA partner

Fujitsu and SAP have collaborated successfully for almost four decades in developing solutions that enable customers to obtain maximum value from their IT investments. Consequently, SAP has been using Fujitsu know-how and infrastructures in its own data centers for years and most recently to run SAP HANA. Furthermore, Fujitsu is a founding member of the HPI (Hasso-Plattner-Institut) Future SOC Lab and thus deeply engaged in several initiatives supporting further development of SAP In-Memory Computing technology.

Further information
www.fujitsu.com/fts/hana