

Hyperconnectivity across people, business, and devices give rise to a new digital economy powered by real-time data



75 billion connected devices in the Internet of Things

Over 2.55 billion social media users by 2020

U.S.\$65 trillion in global trade through connected businesses

Source: Business Insider

Source: www.emarketer.com

Source: SAP Corporate Fact Sheet 1/2015

As five billion people reach middle class, new challenges arise in customer expectations, workforce, and resource management

82% customers stop doing business with a company due to a poor experience



71% of business leaders believe that customer experience is the next battleground

Rising Customer Expectations

72% of Millennials feel their current organization is not making full use of their skills



High employee engagement: 3x higher operating margin

Dramatically Changing Workforce

Water 1.5x by 2030 Energy 1.5x by 2020 Food 1.5x by 2030 Metals 2x by 2030

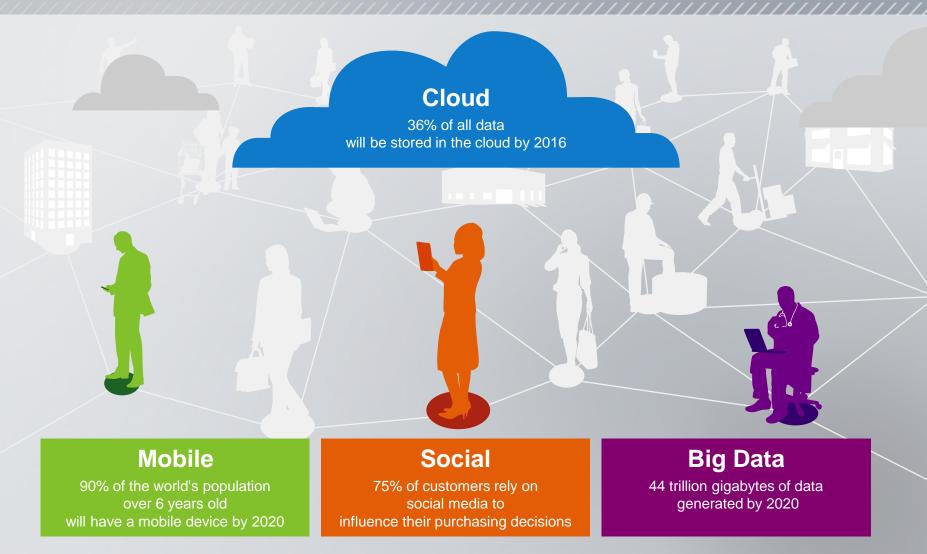


\$5.6T savings through
connected vehicles
67% increase in crop yields
22% increase in supply
chain efficiency

Pressure on Resources

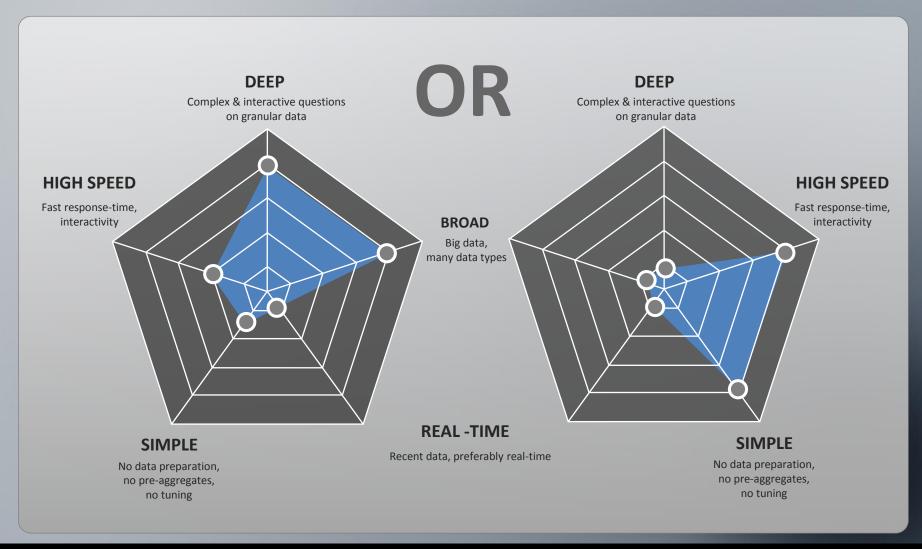
Sources: Impact Report, Harris Interactive. Colin Shaw and John Ivens, 2010; Deloitte Millennial Study, 2015; Shell, 2014; WRI, 2014; SAP SE, 2014. Towers Watson, 2012

77% of CEOs are creating value in the customer experience with digital technologies

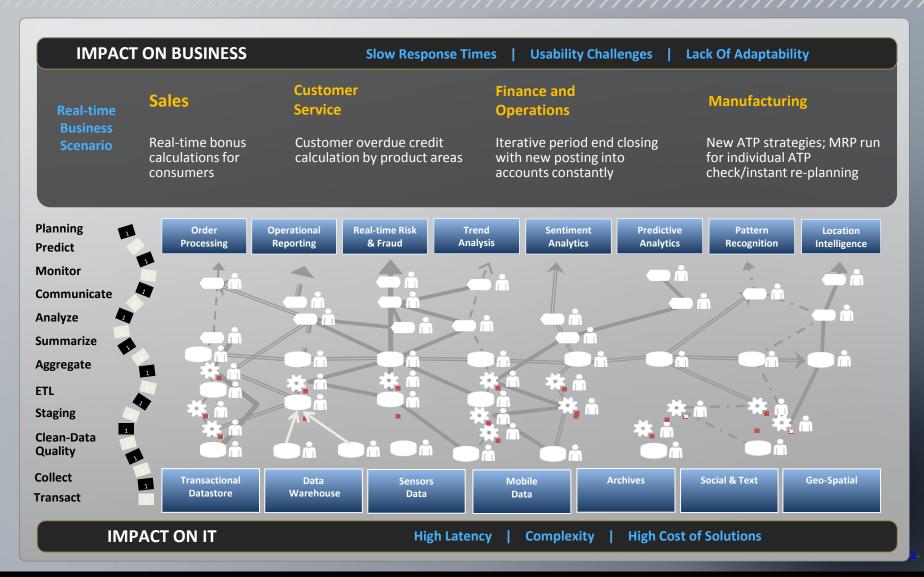


Sources: McKinsey Study, 2013; CloudTweaks.com; Ericsson, 2014; ClO Insight, 2014; Adweek, 2014

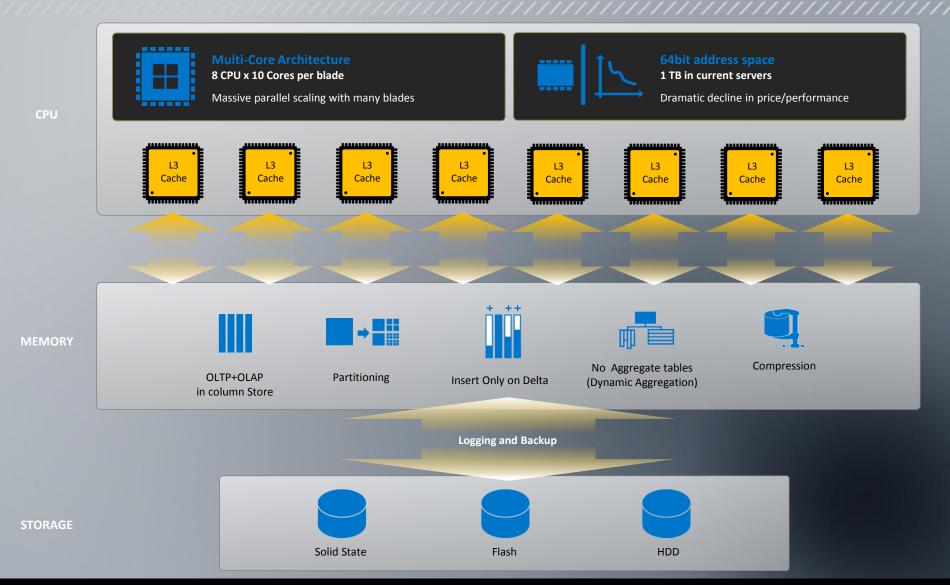
A breakthrough in today's information processing architecture is needed



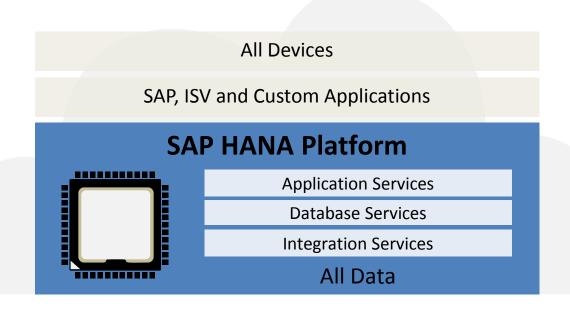
10.2% or U.S.\$237 billion of profits are lost by the top 200 global companies due to hidden costs of complexity



Next-generation Software & Hardware Architecture Removing data processing bottlenecks using latest innovations in computing



SAP HANA Platform - The in-memory computing platform for all Applications



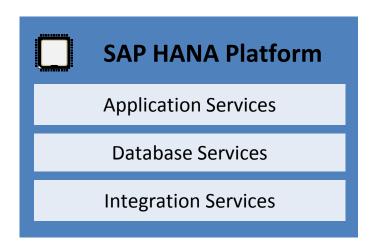
ONE open platform

OLTP + OLAP

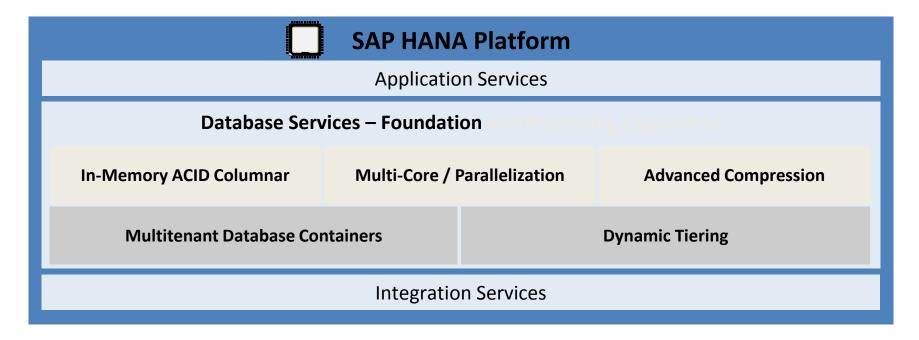
ONE copy of the data

Standard-based and Open

- Database Services
 - Standard RDBMS
 - ACID, SQL 92 Compliant
 - Accessible thru JDBC, ODBC, JSON, OData
 - Standard security model
 - Choice of third party administration tools
- Application Services
 - Choice of application servers and webservers
 - Eclipse based and web development tool
 - Include web server with Java Script support
 - Include HTML5 UI libraries
- Integrations Services
 - Data movement and federation with existing DBs
 - Integration with R and Hadoop



In-memory Database Services



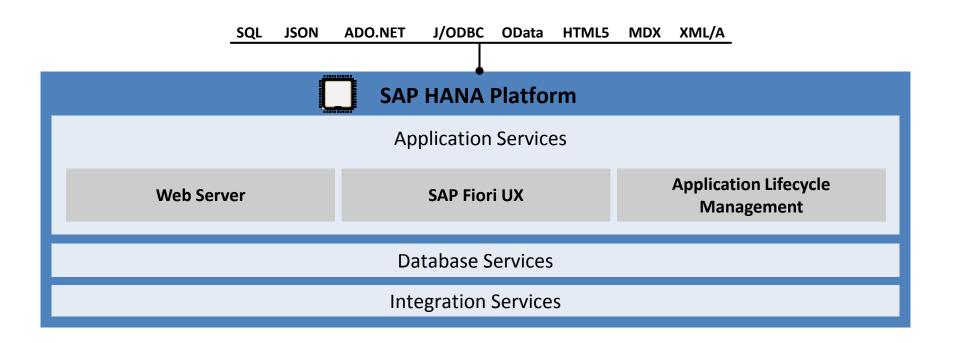
- Turns data into real-time information
- No database tuning required for complex and ad hoc queries
- Run Transactions and Analytics together on one system and one copy of data
- Ready for Cloud, Hybrid, or On-premise deployment
- Not limited by the size of memory

Comprehensive advanced data processing and analytics

SAP HANA Platform		
Application Services		
Database Services – Foundation and Processing Capabilities		
Spatial	Graph	Predictive
Search	Text Analytics	Text Mining
Data Quality	Series Data	Function Libraries
Integration Services		

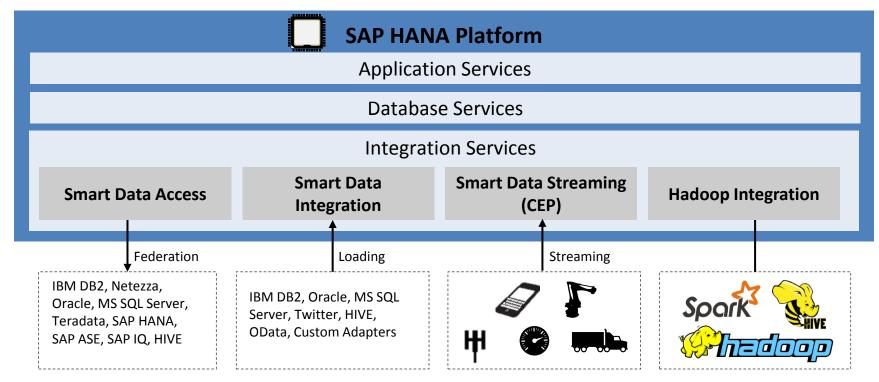
- Run applications with dramatically different datatype characteristics in the same system
- Optimize graph, planning, and rules applications on the same data
- Empower your business via built-in predictive analytics, business functions, and data quality

Application Services- Web server and database in one system reducing data movements



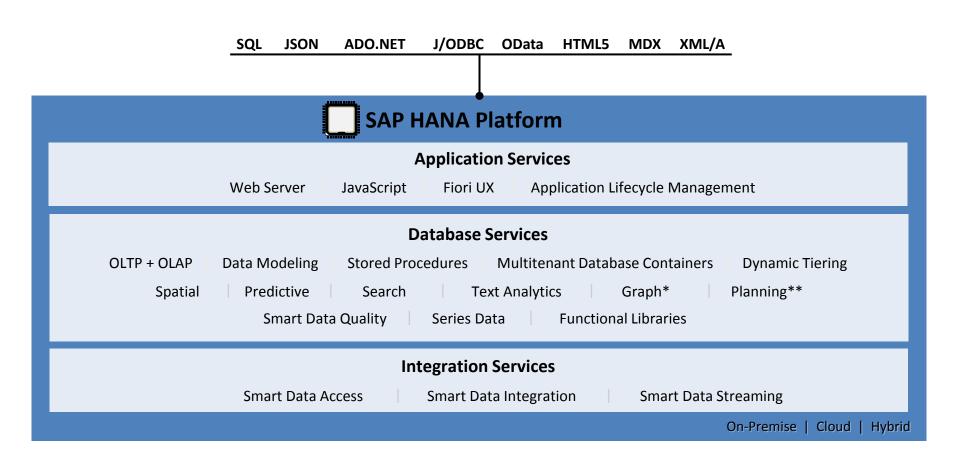
- Deliver consumer-grade User Experiences for any device, automatically
- Support for open development standards HTML5, JSON, Java Script
- Built-in tools to develop, version-control, bundle, transport, and install applications

Integration Services - Data from any source for a complete view of the business



- Access information stored in data silos while keeping the data in place
- Replicate and move any type of data in real-time to the cloud and on-premise when necessary
- Capture and analyze live data streams and route to appropriate storage or dashboard
- Multiple access points from HANA to Hadoop data: thru Spark, Hive, HDFS and Map Reduce functions

Comprehensive services with in-memory computing to make information available to any application

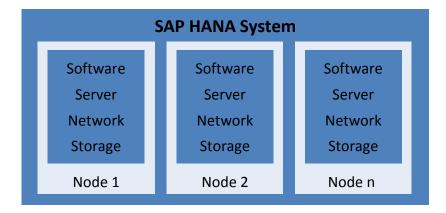


^{*} Graph is in controlled availability

^{**} Not available for external use. Available with SAP products – SAP Business Warehouse powered by HANA, Business Planning & Consolidation(BPC), Sales & Operations Planning (S&OP).

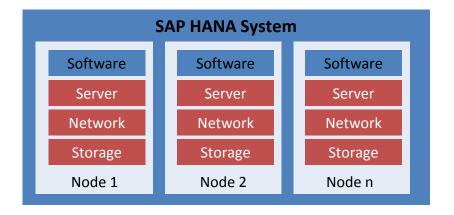
Choose the right on premise deployment option

Appliance



All in one box by certified partners

Tailored Data Center Integration



Choice of components that meet SAP requirements from different vendors































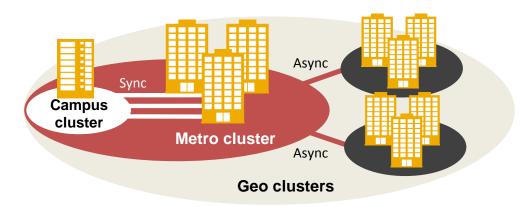






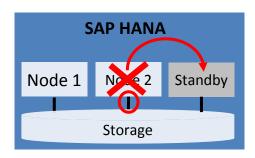
High Availability (HA) and Disaster Recovery (DR) Ensuring the most demanding service-levels

Supports campus, metro and geo clusters with multiple hot standbys



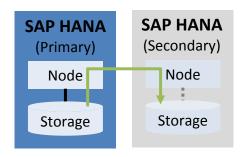
Host Auto-Failover (HA)

- Within one scale-out system
- N active nodes, M standby node(s)
- Automatically switch to standby node



System Replication (HA & DR)

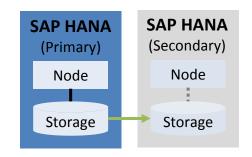
- Across multiple systems / locations
- Continuous data transfer from memory
- Fast switch-over on system failure



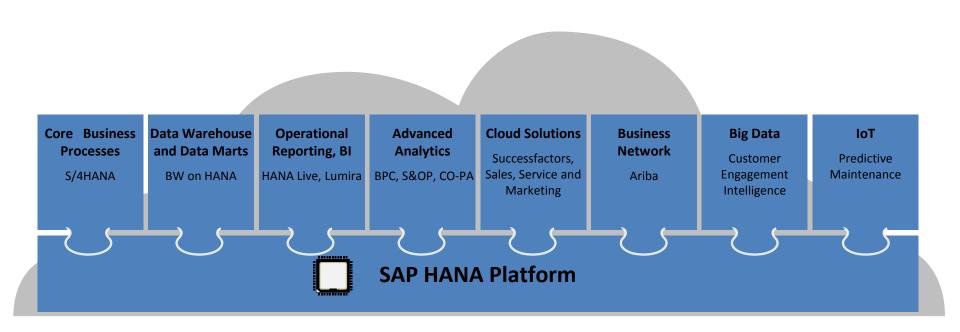
Secondary system can be used for Dev/QA.

Storage Replication (DR)

- Across multiple systems / locations
- Transfer data using storage mirroring
- Low cost option



All SAP applications run better with in-memory computing



Common use cases



Optimizing Business Operations

Get instant insights into realtime transactions to optimize business operations



Data Warehouse and Data Mart

Deliver actionable insights on enterprise-wide or departmental data



Operational Reports, Dashboards, and Analytics

Analyze and visualize operational details to support your day-to-day activities



Big Data

Uncover the value in large, complex and rapidly growing data sets



Real-time Operational Intelligence

Run queries against operational data, streams and events to deliver real-time insights



Decision Support, Simulation and Automation

Streamline and automate business processes with advanced analytics

Deliver results for business today





1,850+ SAP Business Suite and **1,600+** BW powered by SAP HANA customers



Forrester reports 37%

cost savings using a single system for Analytics and Transactions



1,800+ startups from **57** countries innovating on SAP HANA



10,000 times faster reports



37+ SAP HANA Cloud Data Centers Worldwide (from SAP and IBM)



