



SAP HANA® in the Savvis Cloud



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VP, Managed Hosting



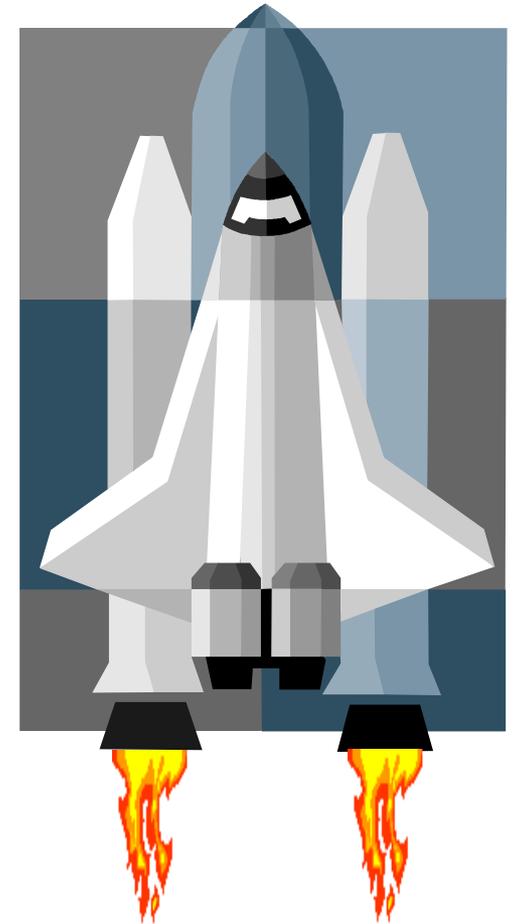
The **business agility** that SAP HANA® brings
is best supported by the
infrastructure agility that Savvis brings.

Together, we deliver an integrated engine of
transformation for the world's top enterprises.



SAP® Certified
in Hosting Services

SAP® Certified
in Cloud Services



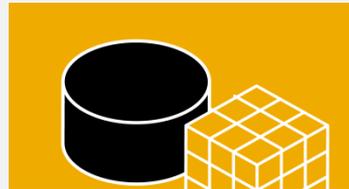
SAP HANA®

Ideal Platform for Real-Time Business

Real-time analytics



Operational Reporting

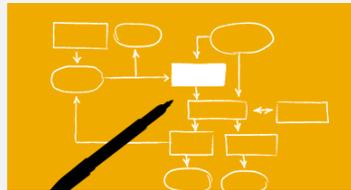


Data Warehousing



Predictive & Text Analytics on Big Data

Real-time applications



Core Business Acceleration Apps

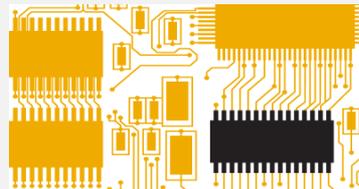


Planning and Optimization Apps



Sensing and Response Apps

Real-time platform



Database



Mobile



Cloud

SAP's Most Successful Product Launch in History

Introduced in Q1'11, the SAP HANA® database is the most successful product launch in SAP's 40-year history



RAPID UPTAKE...

- 1000+ customers across 24 industries purchased SAP HANA
- 190+ live customers
- 90+ referenceable customers
- 20% Non-SAP customers

...BUT ON-PREM HW IS A HURDLE

- Hardware refresh required
- + HW is specialized & expensive
- + Long HW procurement lead times & competing IT priorities
- = Inflexible platform & long time to production

SAP HANA®: Deployment Options



ITEM	OPTION 1 On-Premise	OPTION 2 Colocation	OPTION 3 Hosted
1) SAP HANA database, BI apps, possibly SAP ECC-related apps	SAP Licenses	SAP Licenses	SAP Licenses
2) Software Support	SAP Maint Contract	SAP Maint Contract	SAP Maint Contract
3) Infrastructure	Server,/Storage/Network Gear Purchase	Server & Storage Purchase	Hosting
4) Infra Support & Admin	Maint Contracts + Staff	Maint Contracts + Staff	
5) Data Center Buildout	Procurement & Construction	Colocation	
6) Data Center Operation	Rent + Power + Staff		CapEx OpEx
Deployment Timing	90-180 Days	60-120 Days	30-45 Days



Decision Factors: On- vs. Off-Premise



ITEM	Best Choice: On-Premise	Best Choice: Colocation or Hosting	Best Choice: Hosting
Availability of Capital	Plentiful		Scarce
SAP HANA Growth Over Time	Fixed Size		High Growth Expected
Go-Live Urgency	Uncertain Future Date		Needed ASAP
Available Datacenter Space	Space Available for Day 1 + Growth		Little or No Space
Available Datacenter Staff	Sufficient Available DC Staff		DC Staff Maxed Out
Available SysAdmin Staff	Sufficient Available SysAdmins		SysAdmin Staff Maxed Out
Proximity to Prospects	Most Prospects Local		Most Prospects Distant
Need for Redundancy/DR	Non-Critical Availability		Availability is Critical



Global Source for Hosted SAP HANA®

SAP or Reseller provides:

- SAP HANA® Database
- SAP Business Suite
- BI from SAP & Data Warehouse SW



ALL

Savvis provides:

- Savvis Foundation Hosting
- Savvis/CTL Global IP Network
- Savvis Operations & SLAs
- Optional - Savvis ITO Services

SAP, Savvis, or SI sells:

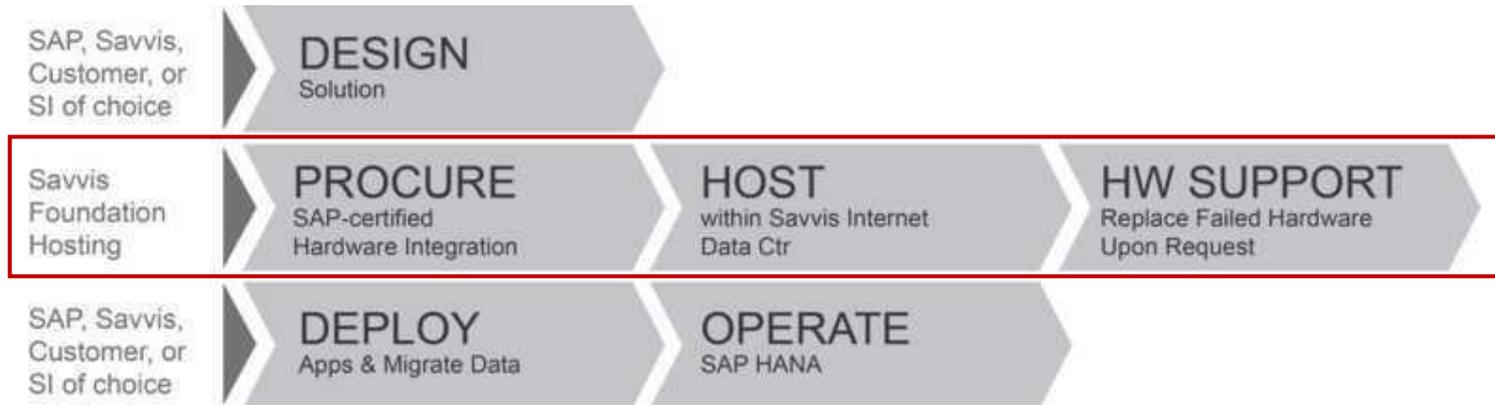
- Big Data/BI/App strategy svcs
- SAP HANA/app & data design, deployment & operation

The Savvis/SAP alliance delivers hosted **SAP Business Suite, BI, & Data Warehouse solutions** to our joint customers by combining SAP's groundbreaking **in-memory database** technology of SAP HANA with market-leading **Savvis global hosting services**

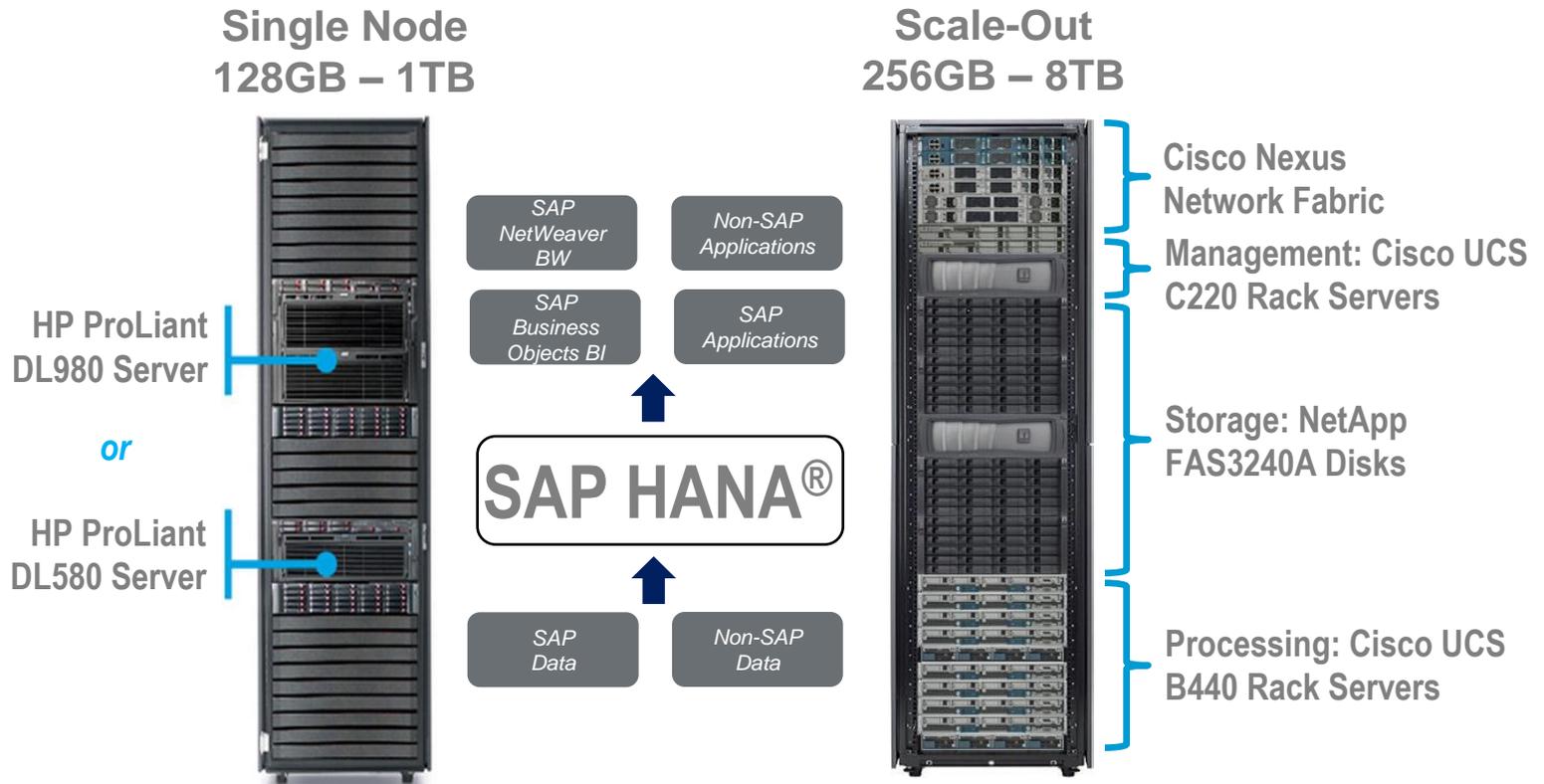


What Is Hosted SAP HANA®?

- **Hosted SAP HANA** is a Savvis-managed server and network offering certified for SAP HANA that includes server hardware, space and power, and use of the managed Hosting Area Network for Ethernet switching.
- **Implementation, migration, and management** of SAP HANA and applications are provided by the customer, SAP professional services, Savvis, or any SI of choice.
- **Licenses** for SAP HANA and the operating system are obtained directly from SAP or an SAP reseller.



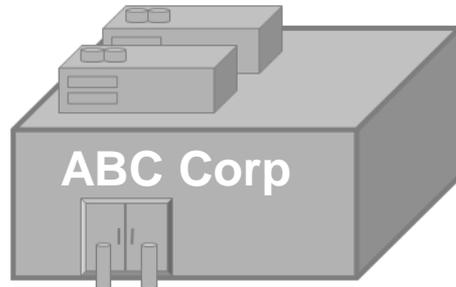
Hosting Platform for SAP HANA®



Savvis is an **SAP-certified Global Hosting and Cloud provider** offering hosted SAP HANA on SAP-certified platforms such as HP's **AppSystems for SAP HANA** and Cisco's **UCS for SAP HANA**, hardware optimized and integrated specifically for SAP HANA.

Example: Hosted Data Warehouse Using SAP HANA®

Customer Data Center

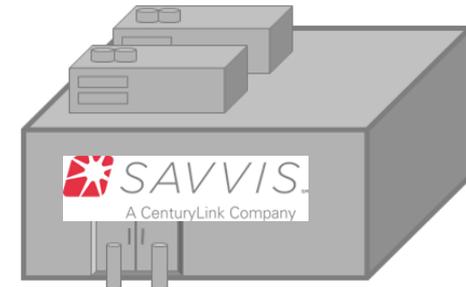


SAP Business Suite applications
& other data sources

Savvis/CTL
private network
or VPN tunnels via
public internet



Savvis Data Center



SAP HANA + BI/Analytics Software
(SAP NetWeaver BW 7.3+, SAP BusinessObjects BI platform 4.0+, and/or other analytics tools)

+

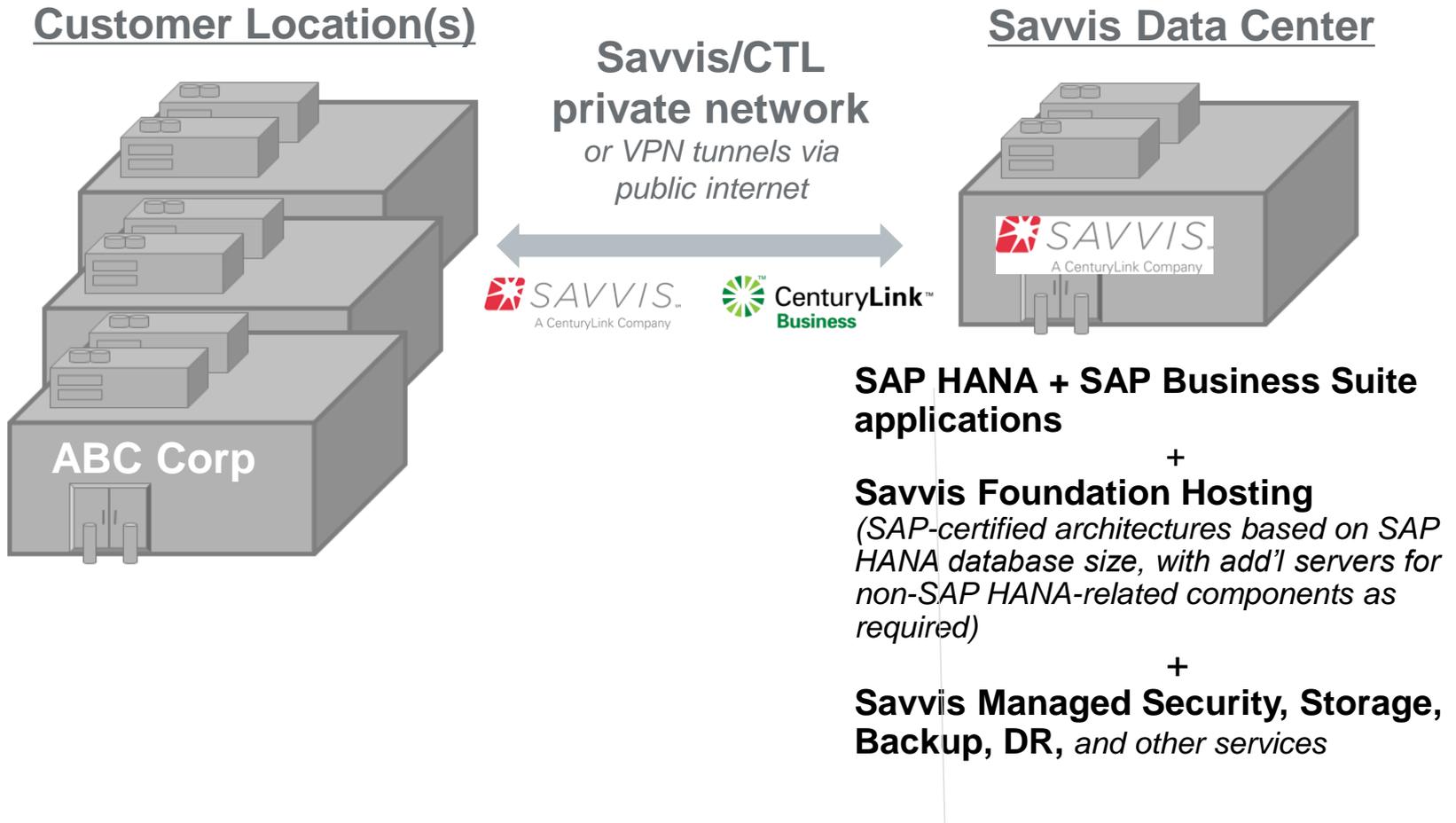
SAP Landscape Transformation replication server
or other data ETL ('extract/transform/load') tools

+

Savvis Foundation Hosting
(SAP-certified architectures based on SAP HANA database size, with add'l servers for non-SAP HANA-related components as required)



Example: Hosted SAP Applications Using SAP HANA®



Value Proposition - SAP HANA® In the Cloud

Provisioning is easy

- Solution configurations are pre-designed
- Deployment and configuration is performed by seasoned experts

No increase in IT complexity

- IT infrastructure doesn't have to accommodate a net new platform
- IT doesn't get yet another system to manage
- IT can focus on tasks that drive revenue rather than basic operations

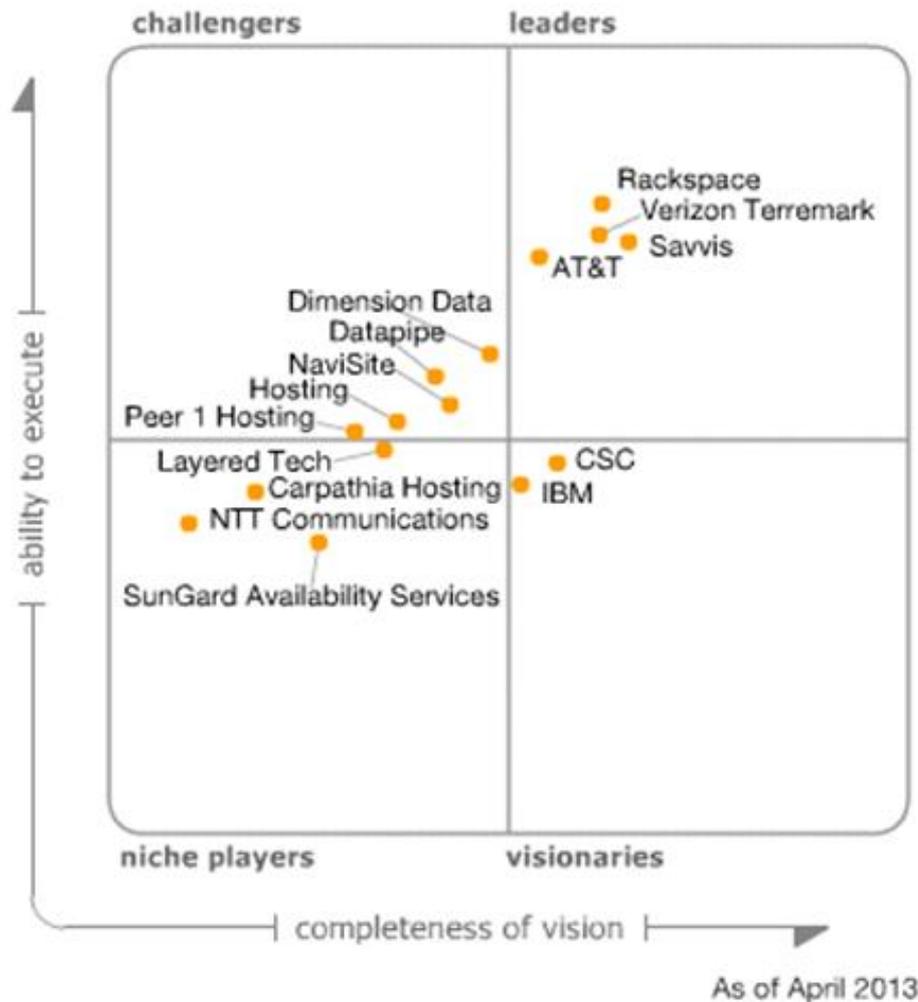
Faster adoption speed

- Business gets a functioning tool sooner, and hence faster ROI for SAP HANA
- Solution supported by SAP HANA experts with a broad collection of services to aid education, adoption, integration, and administration

Benefits companies converting CapEx to OpEx



Savvis is Positioned in the Leaders Quadrant



Gartner's Magic Quadrant for Managed Hosting available on www.savvis.com

Gartner, Inc., Magic Quadrant for Managed Hosting, Douglas Toombs, Lydia Leong, Bob Gill, Tiny Haynes, Gregor Petri, April 9, 2013

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Who is Savvis?

Savvis is a global **enterprise-grade** managed services provider, certified by SAP for Global Hosting and Cloud

- Gartner “Leader” in Managed Hosting & Cloud Infrastructure
- Over 2,500 global customers
- \$1.04B USD* revenue and growing
- 54 global Tier 3 data centers with > 2M sq ft of raised floor
- Tier 1 ISP with 207,000 miles of fiber backbone
- Infrastructure extends to more than 45 countries
- Ironclad security and compliance
- Deep expertise in technical operations, client support, engineering and consulting
- Acquired by CenturyLink July 2012

**Pro forma*



What We Do

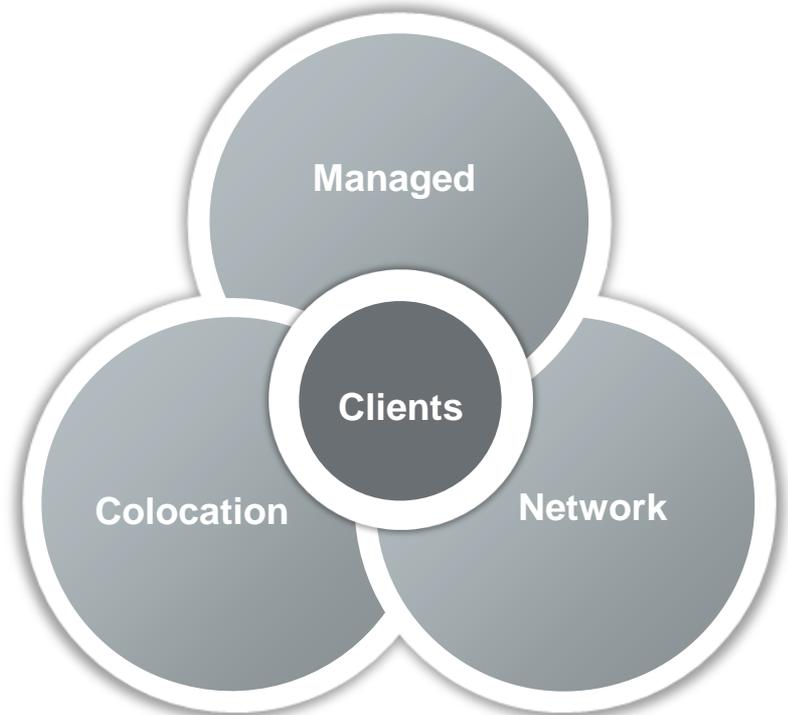
Managed IT Infrastructure Solutions for Complex Needs

Savvis is a leading provider of managed services for enterprise IT applications

- Traditional managed
- Cloud computing
- Storage, back-up
- Managed applications

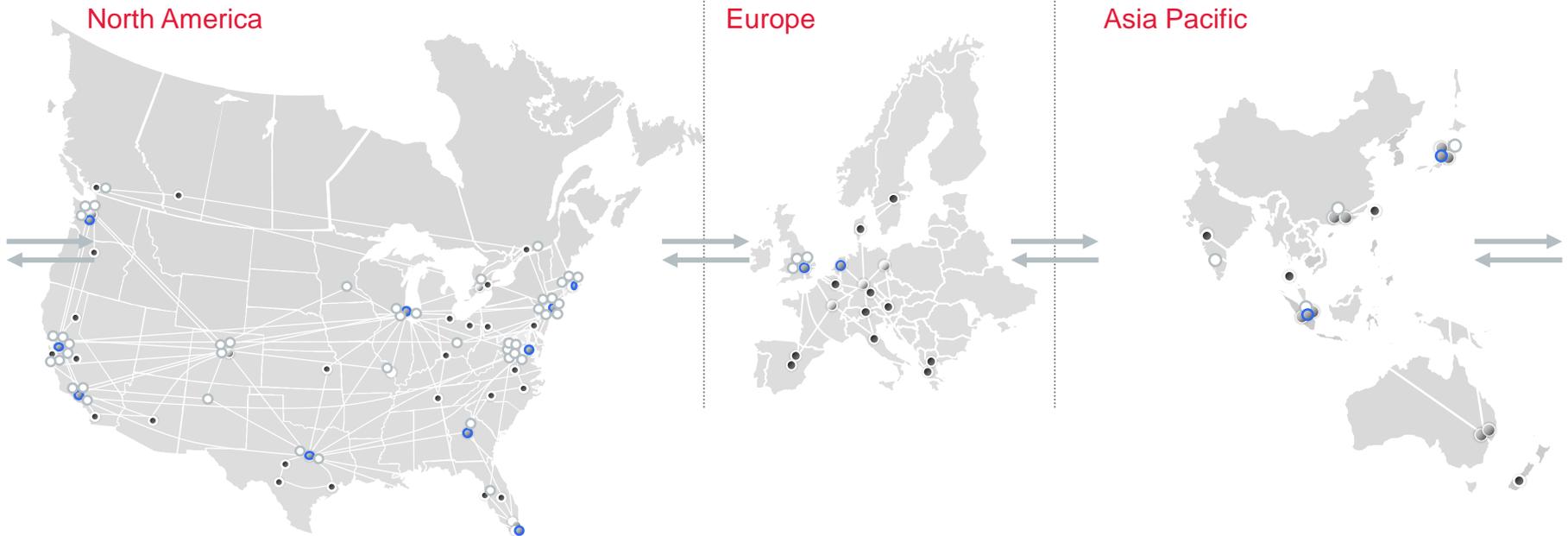
Colocation and network services provide foundation

- Target colocation clients with potential to add managed services
- Focus on core network, which includes revenue from Thomson Reuters and other financial vertical and data center customers



Savvis provides comprehensive managed IT infrastructure solutions that solve complex client needs.

Where is Savvis?



- 54 data centers globally
- 2.5 million sq. ft. of raised floor

- Expansion into additional cities
- Tier 1 ISP with MPLS core

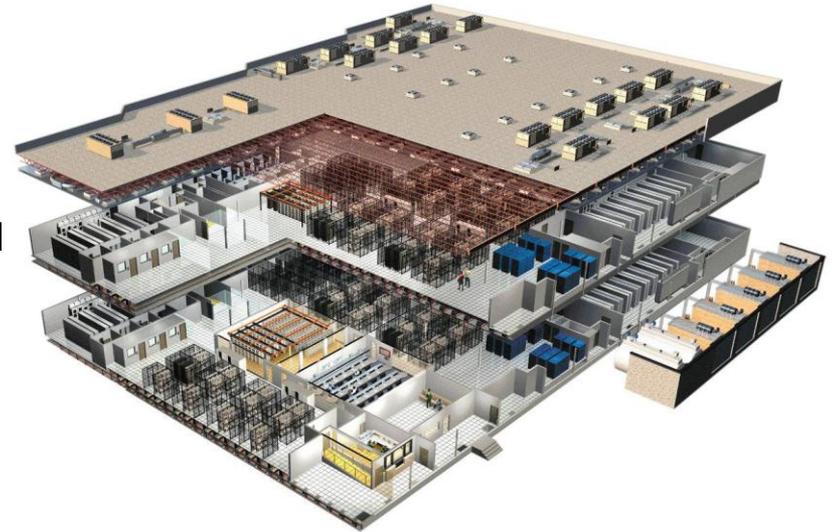
- Savvis Data Center
- Core Node
- Metro Ring
- Point of Presence

Savvis is a global leader in cloud infrastructure and hosted IT solutions for enterprises



Data Center Facilities

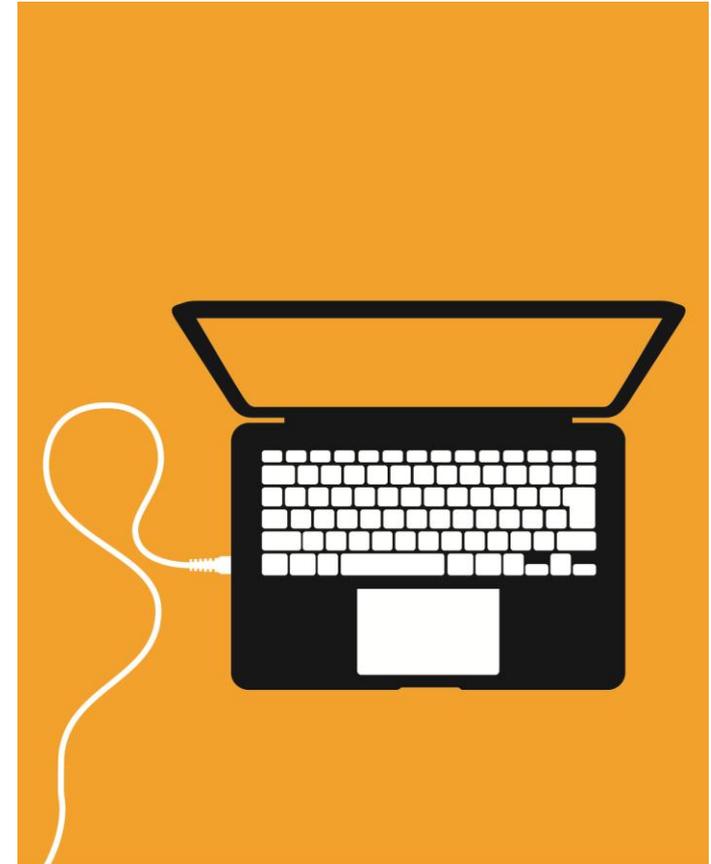
- **Construction** – purpose built as a data center
- **Power** – UPS plant, Generators, PDU systems
- **Fire Suppression** – VESDA, Smoke & Heat detection with pre-action water system and/or FM 200
- **Physical security** – 24/7/365 camera monitored locally and remotely
- **Network egress** – physically diverse
- **Facility monitoring** – 24/7/365



Security Cameras Camera DVR Smoke and Heat Detection VESDA Generators Biometric Security UPS System Bollards

Value-Added Services

- Utility Storage & Backup Services
- Load Balancing and SSL Acceleration Services (Managed Dedicated & Virtual)
- Virtual Services & Web App Firewalls
- Network-based Distributed Denial of Service Attack Mitigation
- Intrusion Detection & Host-based Intrusion Detection
- Log Management
- Managed Vulnerability Scanning
- Content Integrity Monitoring
- Full suite of IT outsourcing services for SAP



Questions?



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in Hosting Services

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**See live demos,
meet with Savvis
solution specialists,
and calculate your
hosted ROI for
SAP HANA
at Booth 1732**

See you there!

