SAP HANA Cloud Integration

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March 21st 2016

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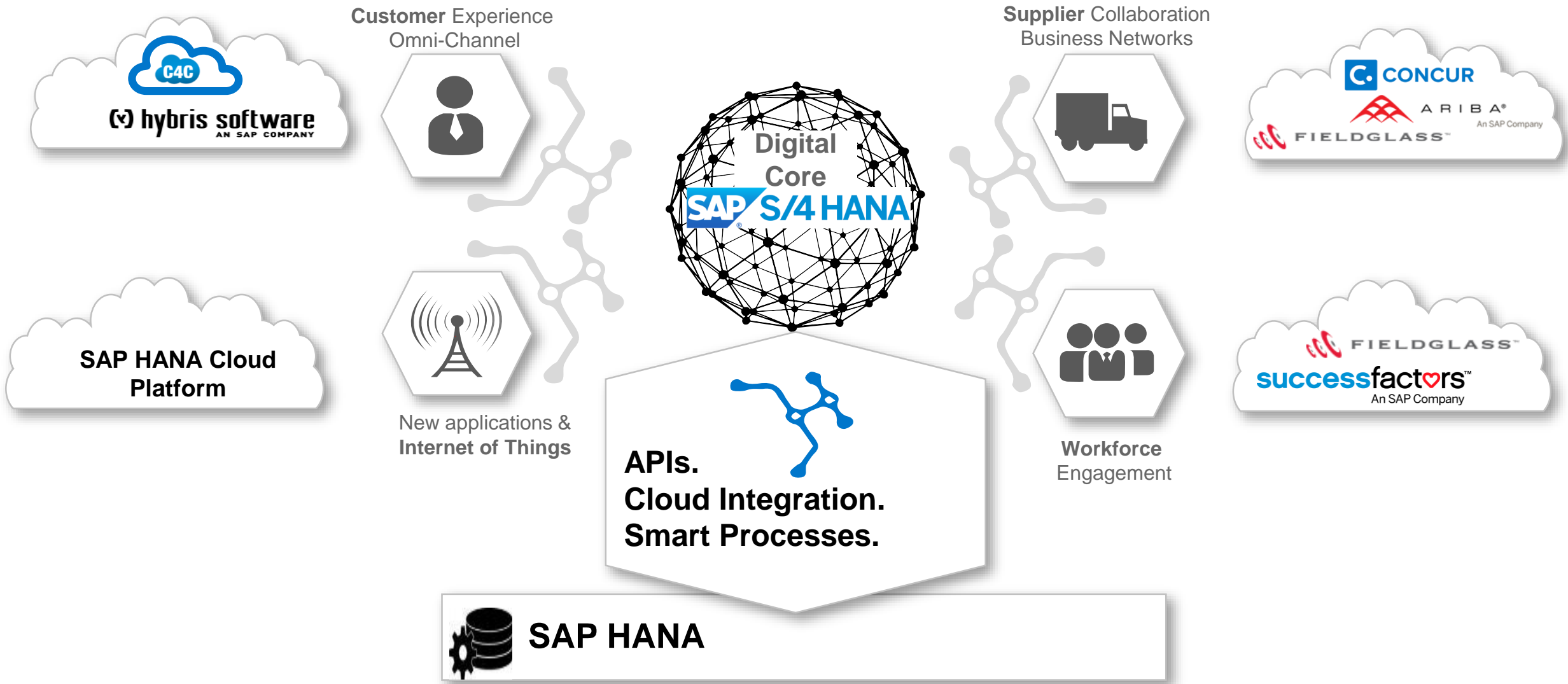
Agenda

- Introduction

- Customer Scenarios

- Demo

- Use Cases

- Product Details
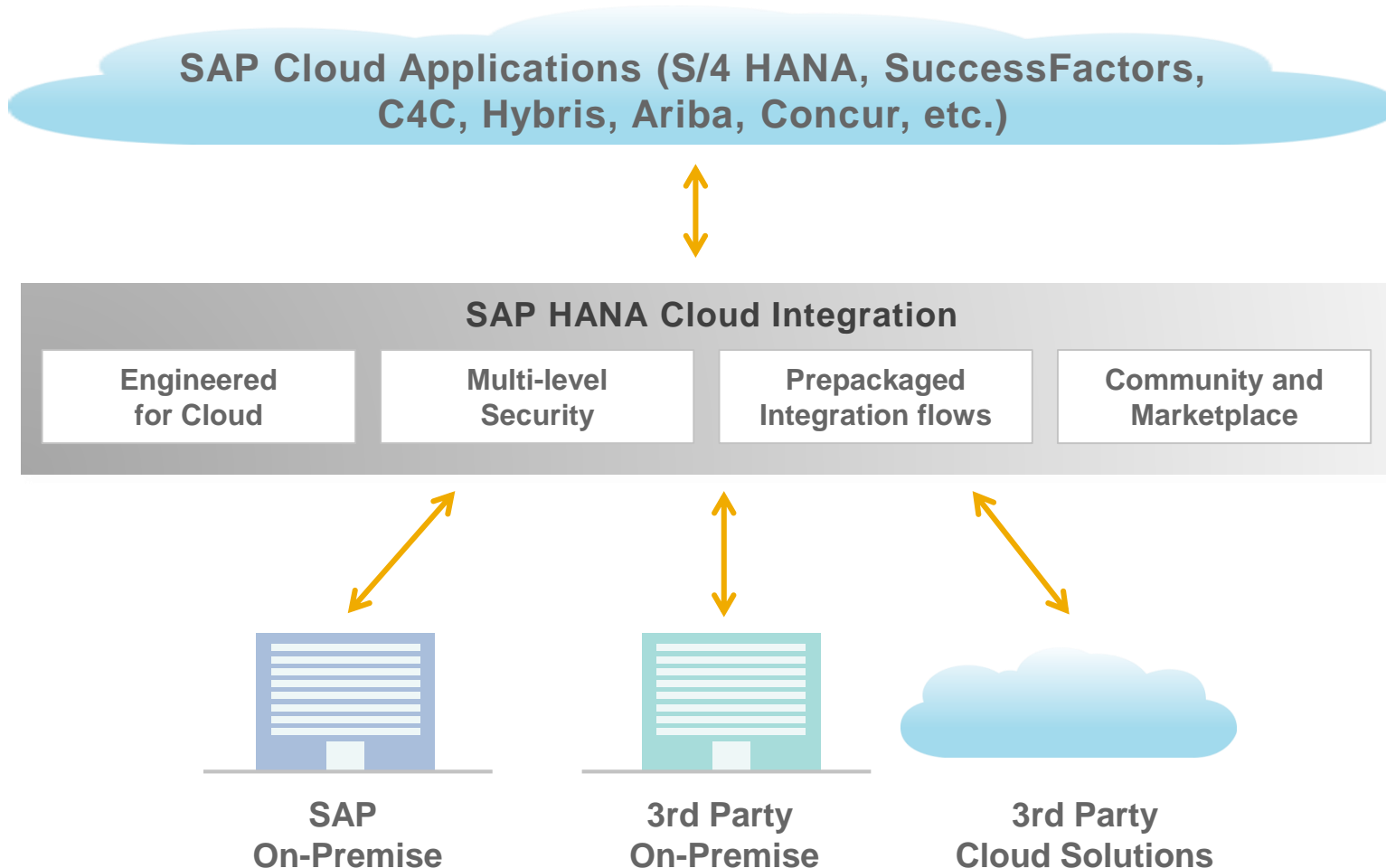
- Roadmap

- Additional Information

- Summary

Introduction

Lead in The Digital Economy with SAP Platform Solutions.
Hyperconnected. Real-Time. Smart. Integrated. Open.

Customer Experience
Omni-Channel

Supplier Collaboration
Business Networks

C4C
(v) hybris software
AN SAP COMPANY

**Digital
Core**
SAP S/4 HANA

C. CONCUR
ARIBA®
An SAP Company
FIELDGLASS™

**SAP HANA Cloud
Platform**

New applications &
Internet of Things

**APIs.
Cloud Integration.
Smart Processes.**

Workforce
Engagement

FIELDGLASS™
successfactors™
An SAP Company

SAP HANA

SAP HANA Cloud Integration (HCI)
Lowers cost, increases speed, and enhances simplicity for our customers

SAP Cloud Applications (S/4 HANA, SuccessFactors, C4C, Hybris, Ariba, Concur, etc.)

SAP HANA Cloud Integration

Engineered for Cloud	Multi-level Security	Prepackaged Integration flows	Community and Marketplace

SAP On-Premise

3rd Party On-Premise

3rd Party Cloud Solutions

- Strategic service for cloud-to-cloud & cloud-to-on premise integration on SAP HANA Cloud Platform
- Pre-packaged integration content hub in cloud – "Discover, Configure, Manage"
- Engineered for Cloud: Multi-tenancy, rolling software updates, horizontal scalability. Subscription-based usage
- Strong focus on security including data isolation
- Integration with SAP Cloud Connector for secure tunnel into on-premise landscape
- Used by S/4 HANA, SuccessFactors, Cloud for Customer, Ariba, Concur, FSN, etc.
- Complementary offering to SAP PI
- Open for partners: Content, connectivity

Accelerated integration through HCI content packages
Supporting your journey to the cloud

SAP HANA Cloud Integration

- ✓ **Extensible content**
- ✓ **Instant deployment**
- ✓ **For SAP & Non SAP**
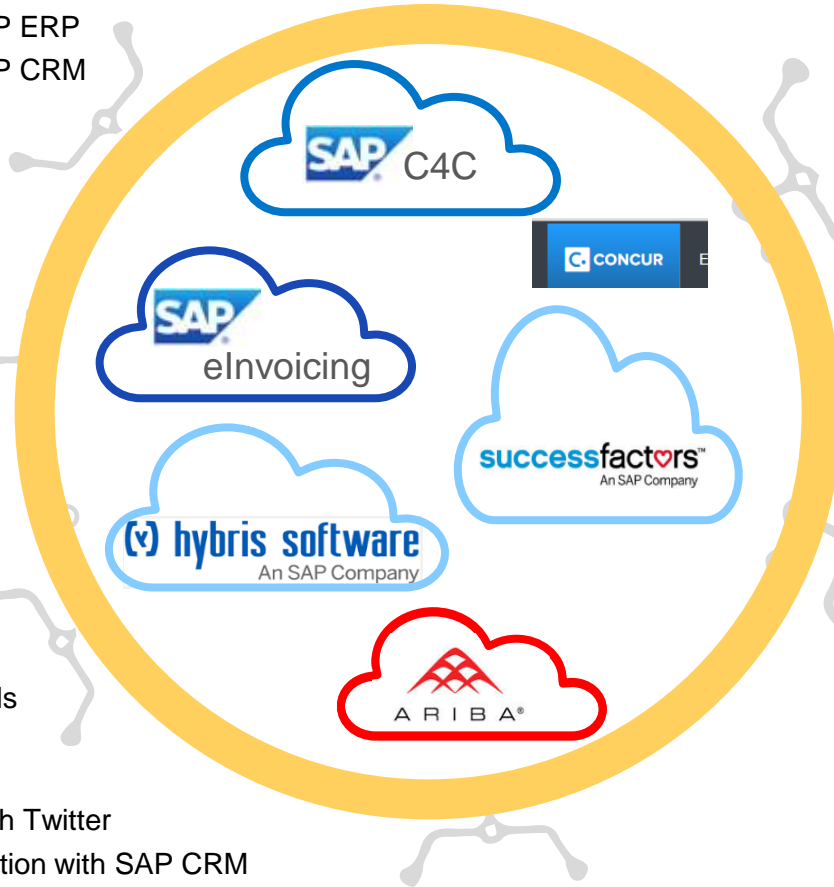- ✓ **From SAP & Partners**

- SAP ERP
- SAP CRM

- for Chile
- for Italy
- for Peru
- for Spain
- for Hungary
- for Great Britain

- Hybris Marketing Integration with C4C
- Hybris Marketing Integration with Goodgle Ads

- S/4HANA, cloud marketing edition Integration with Twitter
- SAP Predictive Maintenance and Service Integration with SAP CRM

- EC Integration with SAP ERP
- EC Integration with S/4HANA
- EC with SAP EPM
- HCM Suite Onboarding with SAP ERP HCM
- HCM Suite Talent Management integration with SAP ERP HCM
- LMS Curricula with SAP HCM Qualification
- Rapid Data Migration to SAP Cloud for HR, Workforce Analytics

- EC with 3rd Party Benefits Vendor – Benefitfocus
- EC with Third-Party Time Vendor - Kronos
- EC with 3rd Party Time Vendor - WorkForce Software (WFS)
- EC and IBM Kenexa Requisition Field Association
- EC with Kenexa - Jobcode Default Data
- SAP Best Practices for EC 3rd Party Integration
- HCM Suite Talent Management Data Integration
- RCM with 3rd Party Assessment Vendor-People Answers
- RCM with 3rd Party Assessment Vendor-SHL

- SAP Business Suite

Check out https://cloudintegration.hana.ondemand.com

- SAP to SAP
- SAP to Non SAP

SAP HANA Cloud Integration
Differentiators

- **Same vendor for On-Demand (SAP HCI) and On-Premise (SAP PO/PI) Integration needs**
  - Single vendor strategy for all your integration needs
- **Same On-Demand solution for process, data and user centric integration**
  - Multiple Use Cases supported by the same solution (no need to buy separate solutions)
- **Asset interoperability between SAP HCI and SAP Process Orchestration**
  - Integration Mappings from SAP Process Orchestration (SAP PRO) can be readily reused in SAP HCI
- **Strong security framework**
  - Along with Data Center and middleware related security principles, SAP HCI provides strong isolation on infrastructure layer with completely isolated tenants (memory, CPU and database schema)
- **Strategic Integration solution to connect SAP Cloud Applications with Out of the box content**
  - SAP's strategic iPaas solution to cover integration need for different SAP Cloud solutions (out of the box content and connectivity for different cloud LOBs to jumpstart your integration projects)
- **SAP HCI is a part of a larger Cloud Platform named SAP HANA Cloud Platform (SAP HCP)**
  - Integrated SAP HCI in SAP HCP can be used for both SAP HCP app development and extensions with other components as well as cloud integration. No need for separate middlewares.
  - SAP HCP is the default platform offered by SAP to create cloud applications (eg. SFSF, Ariba, C4C etc.) extensions. SAP HCI is an integral part of same platform and can be utilized.

SAP HANA Cloud Integration
A quick comparison with Process Integration Orchestration

	SAP HANA Cloud Integration (SAP HCI-PI)	SAP Process Integration & Orchestration On-Premise (SAP PI & SAP PRO)
Deployment	Cloud based service offering hosted by SAP	On-premise installation in customer landscape
Responsibility of configuration & operations	SAP	Customer
Supported scenarios	Standard and Professional Edition, Developer / Partner Edition, Application Edition, FSN, HCP	"Unlimited" (any-to-any) integration scenarios A2A, B2B, ...
License model	Subscription fee	Product license & annual fees
Architecture	▪ Rolling software update ▪ Virtualization, multi tenancy, data isolation ▪ Automated failover	▪ Single tenant solution, no built-in virtualization capabilities ▪ Failover to be configured by customer ▪ nZDM for SP / EHP updates
Prepackaged content	Available for selected SAP Cloud solutions	Available for a wide variety of on premise SAP / non-SAP applications
Operations	▪ By SAP Cloud Managed Services ▪ Integrated with Service Provider Cockpit (internal) ▪ Local monitors and SAP Solution Manager	▪ By customer ▪ Integration with SAP Solution Manager ▪ Local monitors
Preferred usecases	▪ Cloud--Cloud Integration, Cloud—On Premise integration	▪ On Premise integration, Cloud—On Premise integration

Customer Scenarios

Owen-Illinois realizes a Business-to-Government scenario with complex security requirements

Company or Organization
Owen-Illinois, Inc.

Headquarters or Location
Perrysburg, OH, USA

Industry
Manufacturing

Products and Services
World's leading glass container manufacturer

Employees
>25.000 in 21 countries

Web Site
www.o-i.com

Objectives
- One of the first companies named by Peruvian Government to support major policy changes and issue e-Invoices electronically.
- Realize a cost-effective and secure Business-to-Government scenario from one hand to exchange e-Invoices with government system for legal and tax compliance.

Why SAP
- Trust of SAP's expertise in meeting global and local tax regulations.
- Provision of a pre-packaged content for integration with the government and best-of security capabilities.

Benefits
- Comply with SUNAT (Peruvian Tax Authority) requirements for O-I to issue and register electronic invoices
- Reduce integration efforts and risk of compliance by leveraging SAP's pre-packaged integration content
- Ensure complex security requirements of electronic communication are met
- Reduce on-going compliance effort by relying on SAP's domain expertise and application support

Project Facts
- SAP HANA® Cloud Integration Market Entry Team, Globalization Services Team, and the AGS Max Attention Services Team supported

Faster
Time to value to deliver real-time legal changes

Lower
Implementation and operational costs

TCO

Better
Full compliance with legal regulations in Peru

End-to-end solution from one hand

"SAP HANA Cloud Integration and Globalization Services teamed up to help us realize a business-to-government scenario with all the necessary security requirements."

Rodney Masney, VPTechnology Service Delivery, O-I

Bentley: Simplifying Sales and Increasing Client Engagement with SAP® Cloud for Sales

Company
Bentley Systems Inc.

Headquarters
Exton, Pennsylvania

Industry
High tech

Products and Services
Software solutions for infrastructure development and Sustainment

Employees
>3,000

Revenue
US$600 million

Web Site
www.bentley.com

Objectives
- Manage the entire sales cycle globally, from accounts to activities, leads, and opportunities
- Extend mobile outreach to sales teams with information anytime, anywhere
- Increase visibility and insight to drive more-meaningful client conversations
- Use the existing CRM infrastructure and transition to the cloud, improving the speed and power of systems overall

Why SAP
- User-friendly solutions with a modern user interface for quick adoption across sales teams
- Fast and complete integration of the SAP® Customer Relationship Management (SAP CRM) application and the SAP Cloud for Sales solution using SAP HANA® Cloud Integration technology
- Quarterly enhancements that make it possible to take advantage of the latest cloud innovations

Benefits
- Complete customer insight and end-to-end visibility into the lead-to-cash service process
- High user adoption, making sales teams more productive from day one
- Customer data and reporting at every salesperson's fingertips – anytime, anywhere, and with offline mobile support
- Better collaboration and powerful analytics, keeping sales teams more informed with deeper insight and enabling more-relevant and more meaningful conversations with clients
- Lower total cost of ownership

Future plans
- Roll out to remaining 450 users globally
- Enhance sales functionality by adding quotes to sales process

"With SAP Cloud for Sales, our sales teams now have a global reach, with client information at their fingertips anytime, anywhere. SAP helps us simplify very complicated business processes, and now we are able to service our clients better."

Lew Reed, Global Sales Operations Vice President, Bentley Systems Inc.

Complete
Customer insight

High
User adoption

Better
Collaboration

Powerful
Analytics

La Trobe University: Creating a Future-Ready Environment with SAP® Solutions

Company or Organization
La Trobe University

Headquarter
Melbourne, Australia

Industry
Higher education and research

Products and Services
Public research university

Employees
3,200

Endowment
A$627 million

Web Site
www.latrobe.edu.au

Objectives
- Differentiate from other educational institutions with technology
- Reduce workload for employees
- Automate reporting and data aggregation

Why SAP
Ability to automate processes and stay on the forefront of technology with SAP HANA® Cloud Integration technology and SAP® solutions

Resolution
- Adopted SAP HANA® Cloud Integration, with support from the SAP Early Adopter Care program
- Deployed the SAP S/4HANA Finance solution to create a single view of financial information
- Implemented the SAP HANA® Enterprise Cloud service universally, the first university to do so
- Deployed the SAP Time and Attendance Management application by WorkForce Software
- Implemented the SAP SuccessFactors® Employee Central solution, improving HR and payroll

Benefits
- More sophisticated environment that draws upon the SAP HANA database, arranges data in a logical way, and allows for presentation of information to various stakeholders in the organization
- Greater environment for innovation, with controlled access to data
- More timely decisions on topics such as recruitment with accessible HR reports
- Near elimination of paper-based processes, freeing up employee time

"In working with SAP S/4HANA Finance, SAP SuccessFactors Employee Central, and SAP HANA Cloud Integration, it's all about contributing to our future-ready strategy. We are simplifying the way that technology is used, reducing paper-based processes, and creating time for our end users."

Peter Nikoletatos, Executive Director and Chief Information Officer, La Trobe University

10%
Reduction in workload for employees expected after implementation

Reduced
Time required to create reports or aggregate data

Improved
Functionality of SAP solutions

Demo

Use Cases

Use Cases

SAP HANA Cloud Integration

S/4HANA integration scenarios
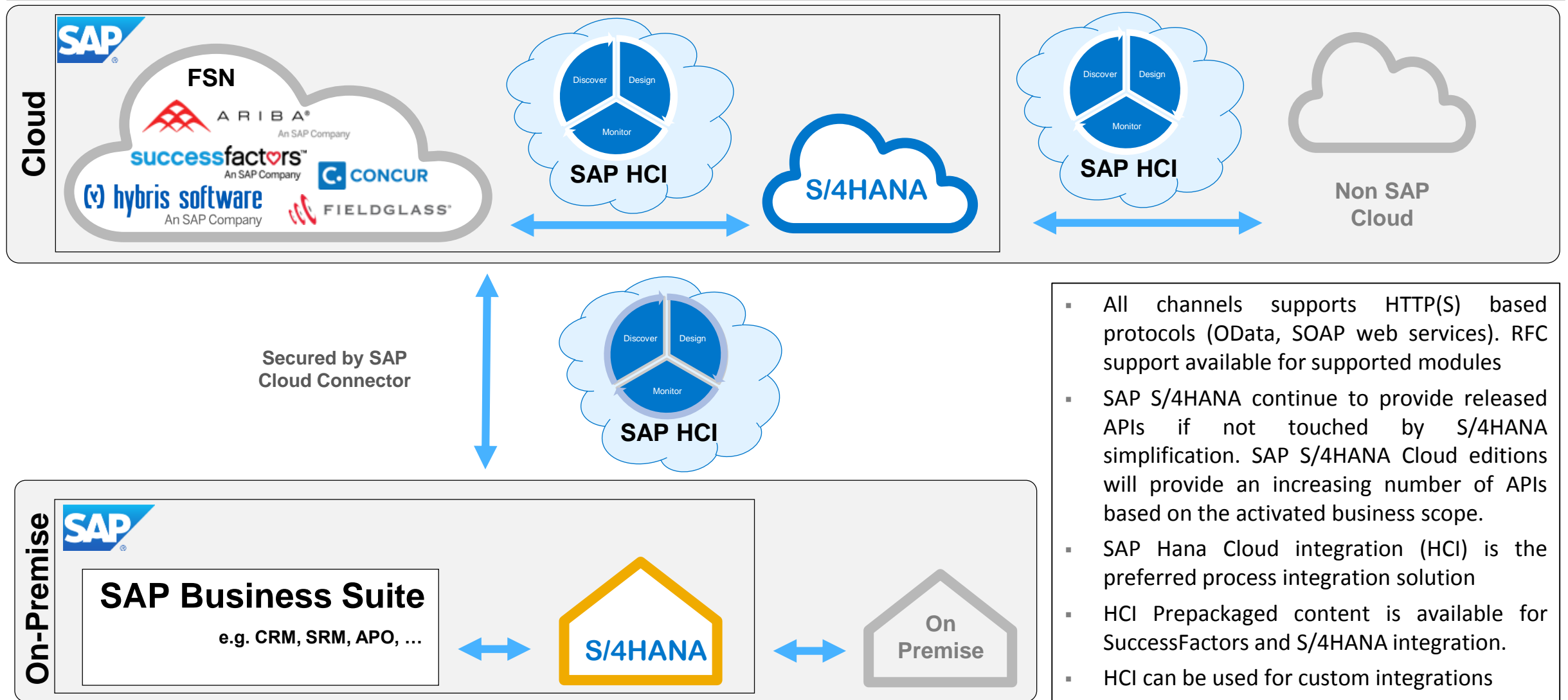
- All channels supports HTTP(S) based protocols (OData, SOAP web services). RFC support available for supported modules
- SAP S/4HANA continue to provide released APIs if not touched by S/4HANA simplification. SAP S/4HANA Cloud editions will provide an increasing number of APIs based on the activated business scope.
- SAP Hana Cloud integration (HCI) is the preferred process integration solution
- HCI Prepackaged content is available for SuccessFactors and S/4HANA integration.
- HCI can be used for custom integrations

SAP HANA Cloud Integration
Pre-packaged content for SuccessFactors EC- SAP ERP and third party integration
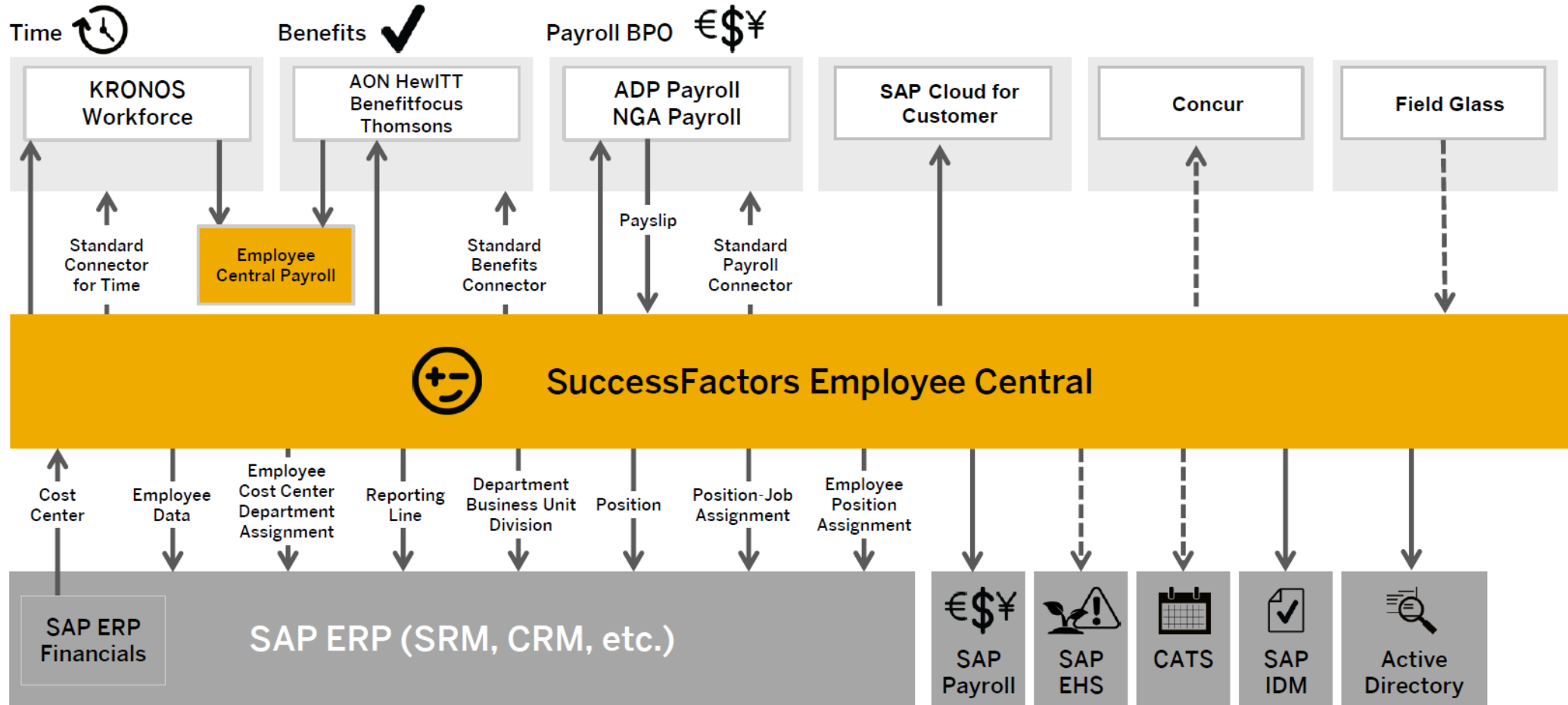
EHS: SAP Environmental Health & Safety | CATS: Cross-Application Time Sheet | | GRC: SAP Governance Risk & Compliance | IDM: SAP Identity Management

SAP HANA Cloud Integration
SAP Cloud for Customer: Prepackaged content for ERP and CRM integration

SAP Cloud for Customer

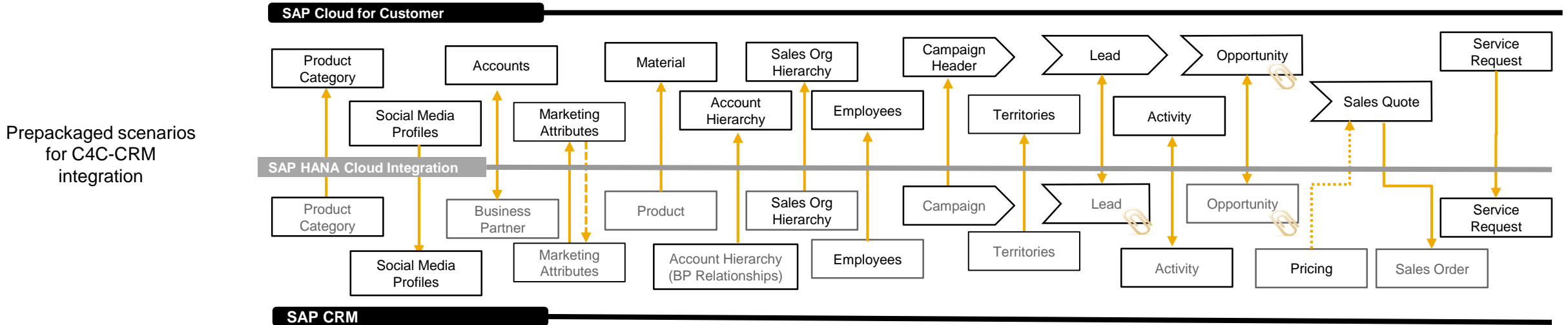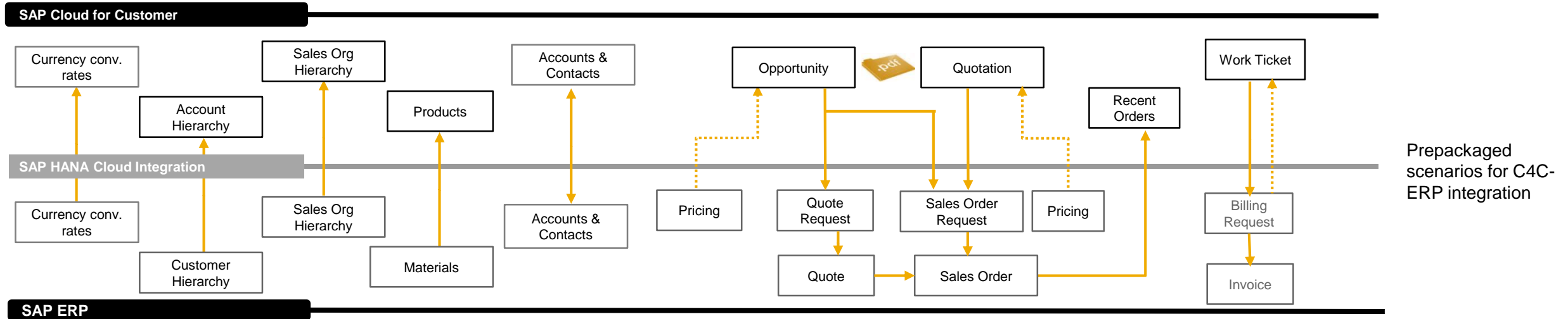|								
Currency conv. rates	Sales Org Hierarchy		Accounts & Contacts		Opportunity	.pdf	Quotation	Work Ticket
	Account Hierarchy	Products					Recent Orders	

SAP HANA Cloud Integration

Prepackaged scenarios for C4C-ERP integration

Currency conv. rates	Sales Org Hierarchy	Accounts & Contacts	Pricing	Quote Request	Sales Order Request	Pricing	Billing Request
Customer Hierarchy	Materials			Quote	Sales Order		Invoice

SAP ERP

Prepackaged scenarios for C4C-CRM integration

SAP Cloud for Customer

Product Category	Accounts	Material	Sales Org Hierarchy	Campaign Header	Lead	Opportunity		Service Request
	Social Media Profiles	Marketing Attributes	Account Hierarchy	Employees	Territories	Activity	Sales Quote	

SAP HANA Cloud Integration

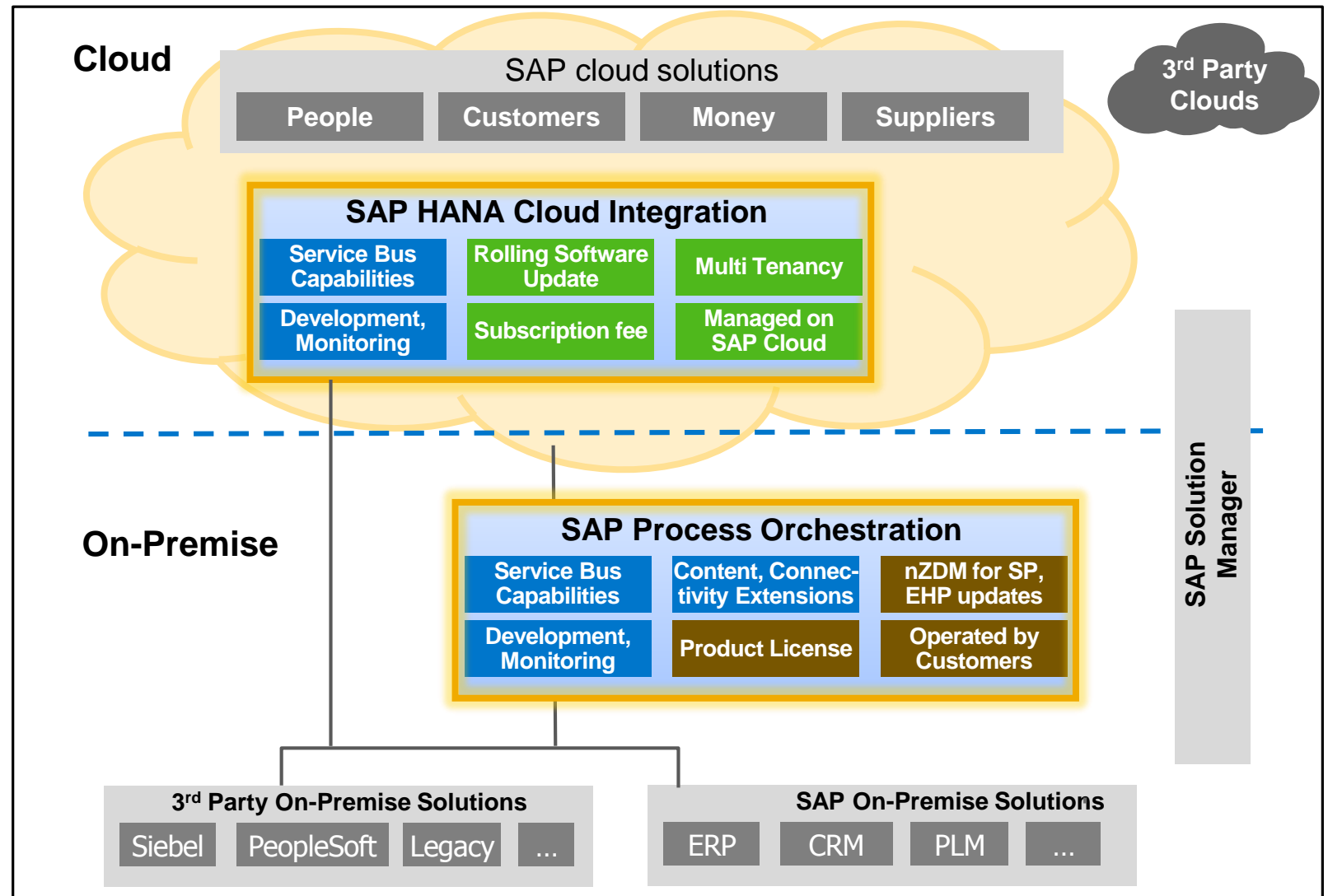|								
Product Category	Business Partner	Product	Sales Org Hierarchy	Campaign	Lead	Opportunity		Service Request
Social Media Profiles	Marketing Attributes	Account Hierarchy (BP Relationships)	Employees	Territories	Activity	Pricing	Sales Order	

SAP CRM

Product Details

SAP HANA Cloud Integration
Solution Overview

- Globally distributed Data Centers

- Secure landscape and communication

- Reusable mappings from SAP Process Orchestration

- Light-weight orchestration capabilities

- Multiple connectivity adapters

- Performance scaling

- Web based modelling and monitoring

- Monthly release cycles

- 99.5% uptime

Cloud

3rd Party Clouds

SAP cloud solutions

| People | Customers | Money | Suppliers |

SAP HANA Cloud Integration

| Service Bus Capabilities | Rolling Software Update | Multi Tenancy |
| Development, Monitoring | Subscription fee | Managed on SAP Cloud |

On-Premise

SAP Process Orchestration

| Service Bus Capabilities | Content, Connectivity Extensions | nZDM for SP, EHP updates |
| Development, Monitoring | Product License | Operated by Customers |

SAP Solution Manager

3rd Party On-Premise Solutions

| Siebel | PeopleSoft | Legacy | ... |

SAP On-Premise Solutions

| ERP | CRM | PLM | ... |

SAP HANA Cloud Integration
Connectivity Protocols and Security

Connectivity Protocols

- HTTP (S)
- SOAP
- OData
- SFTP
- Email
- SuccessFactors
  - SOAP
  - REST
  - ODATA
- IDoc
- Ariba
- Facebook
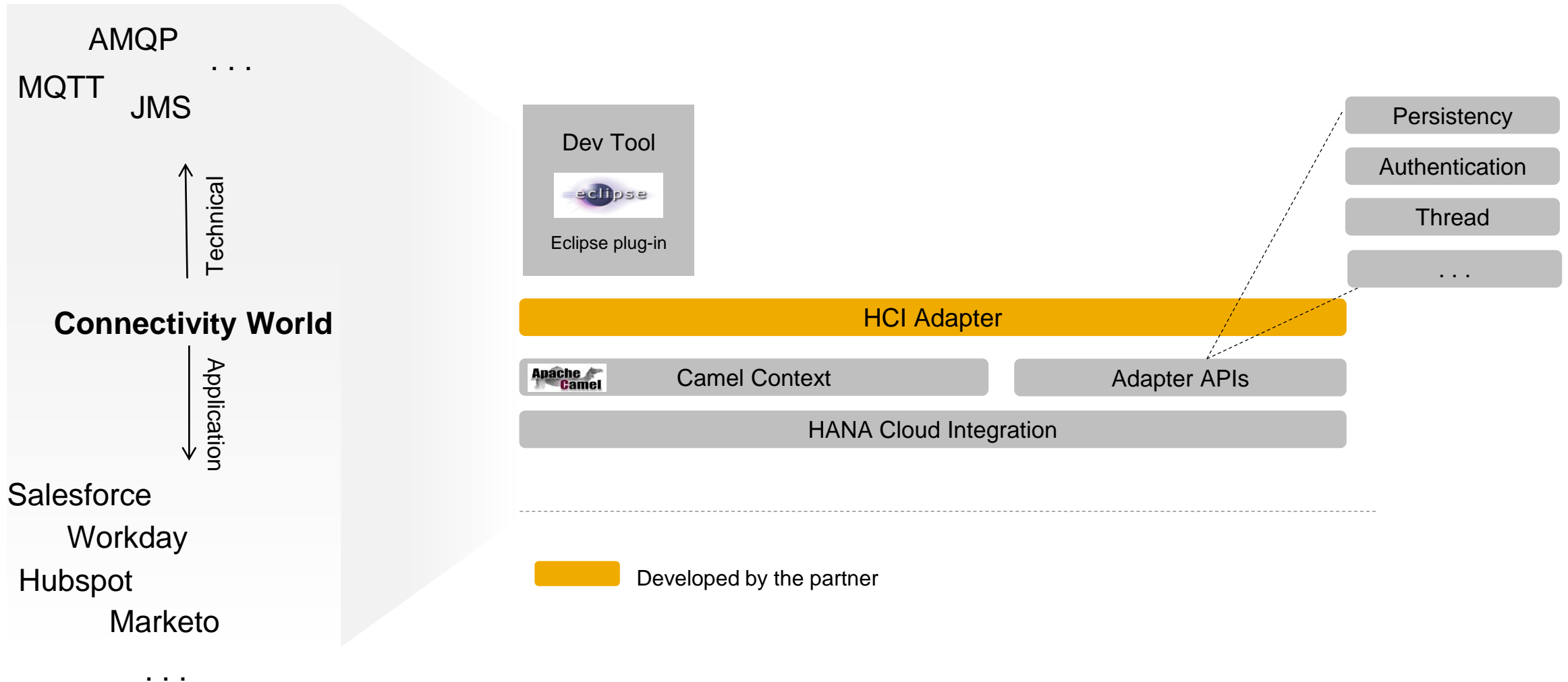- Twitter
- Adapter Development Kit
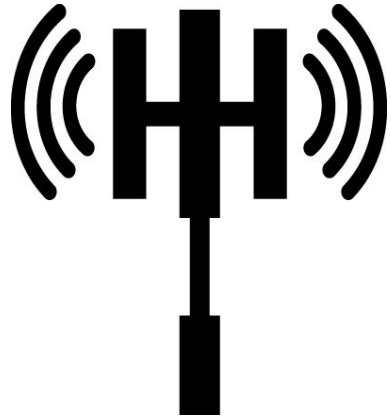
Security

- Transport level: HTTPS, SFTP, basic authentication, certificate based client authentication
- Payload level: Encryption, decryption, signing, signature verification
  - PGP
  - WS Security
  - XML Signature
  - PKCS#7
  - Message Digest
  - Encoding/Decoding
- Secure key store
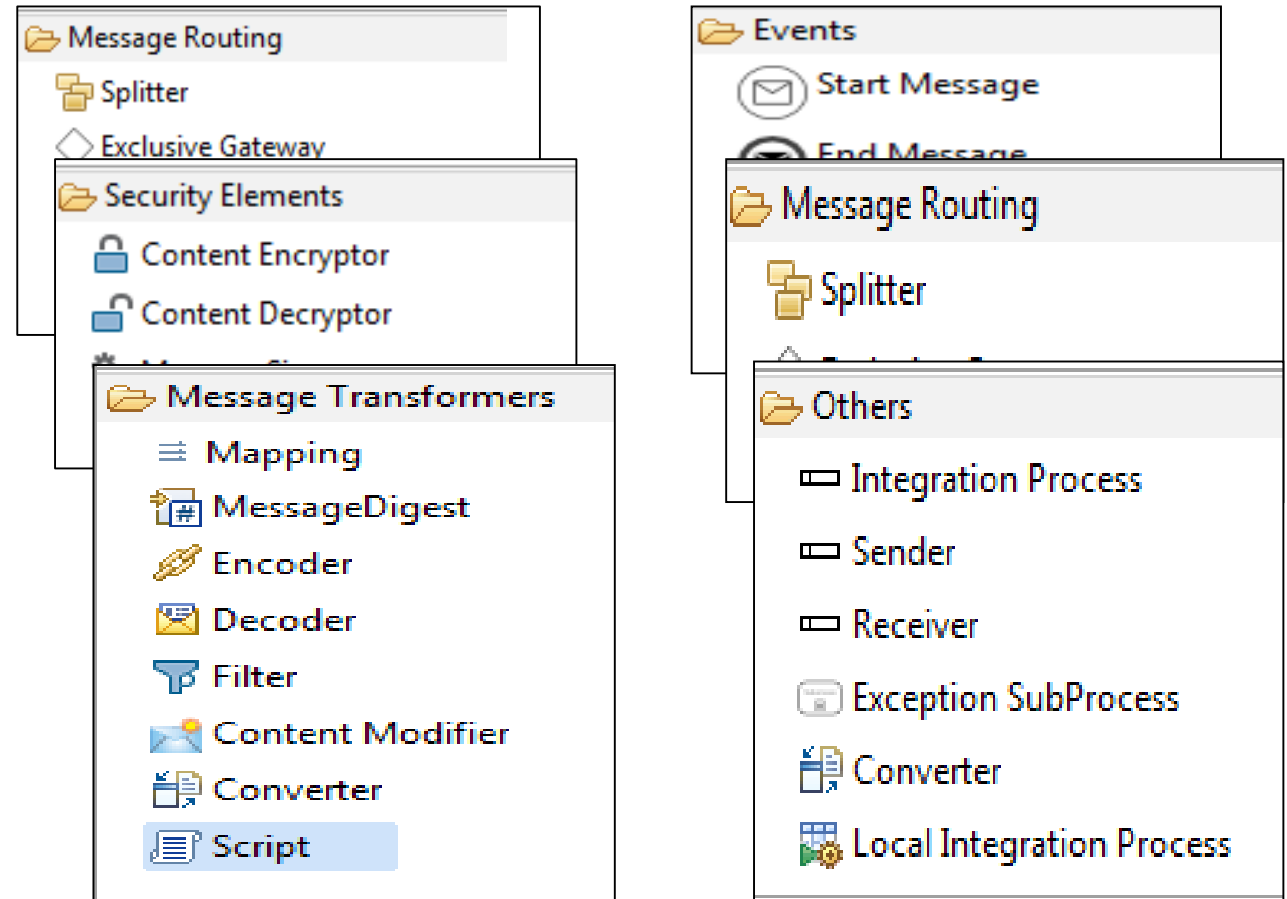- Encrypted Data Persistency

SAP HCI Adapter Development Kit – A Technical Diagram

AMQP

MQTT

. . .

JMS

Technical

Connectivity World

Application

Salesforce

Workday

Hubspot

Marketo

. . .

Dev Tool

eclipse

Eclipse plug-in

Persistency

Authentication

Thread

. . .

HCI Adapter

Apache Camel | Camel Context | Adapter APIs

HANA Cloud Integration

Developed by the partner

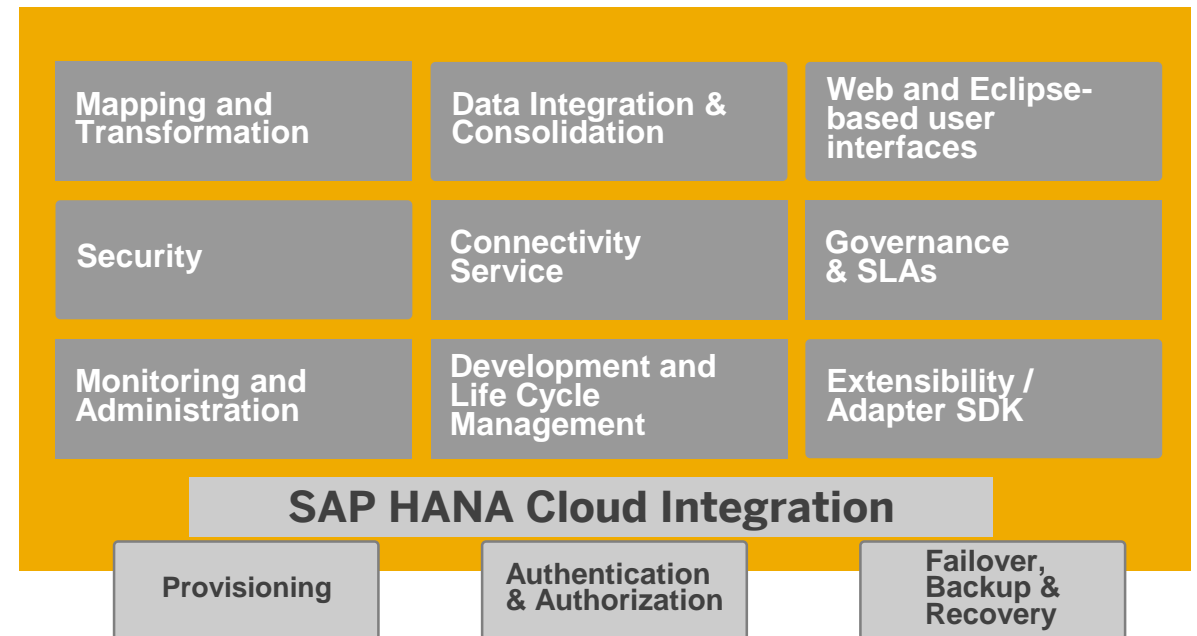# SAP HANA Cloud Integration
Light-weight Orchestration Capabilities

➢ Flexible Pipeline

➢ Independent and reusable process steps

➢ 35+ different Steps available

- Message Transformation
- Message Mapping
- Message Routing
- Security Elements
- Events
- Scripting
- Tasks
- Data Store Operations
- Many more…

Message Routing
- Splitter
- ◇ Exclusive Gateway

Security Elements
- 🔒 Content Encryptor
- 🔓 Content Decryptor

Message Transformers
- ≡ Mapping
- MessageDigest
- ✎ Encoder
- Decoder
- Filter
- Content Modifier
- Converter
- Script

Events
- ✉ Start Message
- End Message

Message Routing
- Splitter

Others
- Integration Process
- Sender
- Receiver
- Exception SubProcess
- Converter
- Local Integration Process

SAP HANA Cloud Integration
Operations and Support provided by SAP

- Operations managed by SAP Cloud Managed Services
  - Start, stop of runtime nodes
  - Deploy security material to runtime nodes
  - Drive software updates, message monitoring
  - React on alerts on SPC (Service Provider Cockpit)
- High Availability, failover, rolling software update
- Centralized monitoring and administration
- Audit & Logging
- Support in set up of technical connectivity set-up for integration scenarios to SAP HCI
- SAP data centers being set up around the globe

Mapping and Transformation	Data Integration & Consolidation	Web and Eclipse-based user interfaces
Security	Connectivity Service	Governance & SLAs
Monitoring and Administration	Development and Life Cycle Management	Extensibility / Adapter SDK

SAP HANA Cloud Integration

Provisioning	Authentication & Authorization	Failover, Backup & Recovery

Monitoring & Customer Support

- 24X7 proactive monitoring via Health Checks and Dashboard

- 24X7 support for customer

- Technical connectivity during customer onboarding

- Manager on duty for any P1 issue escalation

- Customer tenants are upgraded every month, so features are pushed every month

- Rolling update is performed with zero service disruption to customers

SAP HANA Cloud Integration
Trial Program for customers and Partners

- ➤ 320+ Joining
- ➤ ~85% Partners

- Gain early insights into SAP's newest products
- Early proof that new functionality is suited
- Reduced risk, save time & costs
- Be amongst the first in the market to take new functionality into production
- Limited timeframe usage

Roadmap

SAP HANA Cloud Integration Product Roadmap

You can find the latest version of the HCI product roadmap at:
https://service.sap.com/roadmaps, choose Product Roadmaps ➔ Database & Technology ➔ Platform ➔ SAP HANA Cloud Integration

Additional Information

SAP HANA Cloud Integration
Links for further information on SAP Cloud in general

- SAP Data Centers: http://www.sapdatacenter.com/
- SAP Data Center Certifications: http://www.sapdatacenter.com/article/security_certificates
  - Current certifications:
    - ISO 27001: Information Security Management Systems
    - ISO 22301: Business Continuity Management Systems
    - SOC 1 / SSAE 16: Statement on Standards for Attestation Engagements No. 16
    - SOC 2: Service Organization Controls Report
- SAP Data Center Locations: http://www.sap.com/corporate-en/about/our-company/policies/data-privacy-and-security/location-of-data-center.html
- CIO Security Guide: http://www.sap.com/bin/sapcom/en_us/downloadasset.2013-12-dec-10-16.cio-guide-it-security-in-a-cloud-and-mobile-environment-pdf.bypassReg.html
- SAP Product Security Response Team: http://www.sap.com/bin/sapcom/downloadasset.the-product-security-response-team-at-sap-keeping-sap-software-secure-at-customer-sites-pdf.bypassReg.html
- SAP agreements with general terms and conditions: http://global.sap.com/corporate-en/our-company/agreements/index.epx
- SAP HANA AppCenter: http://www.sapappcenter.com/ -> Categories -> Integration

SAP HANA Cloud Integration
Links for further information on SAP HANA Cloud Integration published by SAP

- SAP HCI Overview on SCN: http://scn.sap.com/docs/DOC-40396
- Public Content Catalog of SAP HCI: https://cloudintegration.hana.ondemand.com
- Standard documentation of SAP HCI: http://help.sap.com/cloudintegration
- Standard training courses: https://training.sap.com/shop -> BIT900 (SAP HCI), BIT950 (Integration of SFSF with SAP ERP via SAP HCI)
- SAP HCI Roadmap: http://service.sap.com/saproadmaps -> Database & Technology -> Foundation
- Early Knowledge Transfer for SAP HCI: http://service.sap.com/ekt -> SAP HANA -> SAP HANA Cloud Integration
- SAP HCI at Owen Illinois: http://www.news-sap.com/sap-hana-cloud-integration-technology-customer-owens-illinois-achieves-successful-simplification-compliance-tributary-administration-peru/
- SAP HCI at La Trobe University: https://www.youtube.com/watch?v=_rZHJiSL5PM
- SAP HCI Standard and Professional Editions: http://scn.sap.com/community/hana-in-memory/blog/2014/09/25/sap-hana-cloud-integration-standard-and-professional-editions
- SAP HCI Developer Edition: http://scn.sap.com/community/pi-and-soa-middleware/blog/2015/01/14/hana-cloud-integration-for-application-development-partners, https://www.sapappsdevelopmentpartnercenter.com/en/faq/sap-hana-cloud-platform-faqs_9/what-service-is-available-for-sap-hana-c_85/
- Info days on SAP HCI: http://scn.sap.com/community/pi-and-soa-middleware/blog/2014/06/27/sap-info-days-on-sap-hana-cloud-integration
- SAP HCI trial program for customers and partners: http://scn.sap.com/community/hana-in-memory/blog/2013/10/22/sap-hana-cloud-integration--test-and-learn-more-about-sap-s-cloud-based-integration-solution
- 10 Developer blogs on SAP HCI: http://scn.sap.com/community/pi-and-soa-middleware/blog/2014/11/28/dev-10-blog-ten-developer-blogs-on-sap-hana-cloud-integration-hci-pi
- Certification options for SAP HCI: http://scn.sap.com/docs/DOC-62717
- OpenSAP training on SAP HCI: https://open.sap.com/courses/hybrid1
- SAP's support for hybrid integration scenarios via SAP HCI: https://websmp201.sap-ag.de/~form/handler?_APP=00200682500000002672&_EVENT=DISPLAY&_SCENARIO=&_HIER_KEY=50110003587000020415&

SAP HANA Cloud Integration
Links on SAP HANA Cloud Integration published by partners and customers

- SAP HCI at Owen Illinois: http://www.news-sap.com/sap-hana-cloud-integration-technology-customer-owens-illinois-achieves-successful-simplification-compliance-tributary-administration-peru/
- SAP HCI at La Trobe University: https://www.youtube.com/watch?v=_rZHJiSL5PM
- SAP HCI Info Day at ProXcellence in 2015: http://scn.sap.com/community/pi-and-soa-middleware/blog/2015/11/06/recap-proxcellence-sap-ag-hana-cloud-integration-20
- SAP HCI Info Day at Q for IT in 2014: https://www.facebook.com/QforIT
- SAP HCI at Nextmoves (1): https://www.linkedin.com/pulse/hana-cloud-integration-comparison-dells-boomi-bob-van-rooij
- SAP HCI at Nextmoves (2): https://www.linkedin.com/pulse/another-comparison-between-hci-boomi-soap-bob-van-rooij
- SAP HCI blog series on LinkedIn: https://www.linkedin.com/groups/SAP-HANA-Cloud-Integration-5060065
- SAP HCI on Wikipedia about Cloud based Integration: http://en.wikipedia.org/wiki/Cloud-based_integration
- SAP HCI at Bluefin: http://www.bluefinsolutions.com/blogs/lee-pittard/november-2015/implementing-sap-hana-cloud-integration-six-key-ta
- SAP HCI at PO Course: http://picourse.com/using-the-sap-hci-trial/
- Symphony Management Consult. on SAP HCI: http://www.symphony-consulting.com/blog/2013/07/23/an-overview-of-hci-hana-cloud-integration/
- SAP HCI on ZDNet: http://www.zdnet.com/sap-expands-hana-cloud-integration-7000030215/
- Ecenta on SAP HCI: http://www.ecenta.com/en/sap-hana-cloud-integration-hci
- Bilot on SAP HCI: http://www.bilot.fi/pl/hana-cloud-integration-integrate-anything-anywhere/
- Database Trends & Appl.: http://www.dbta.com/Editorial/News-Flashes/SAP-Announces-New-Capabilities-in-the-Cloud-with-HANA-100186.aspx
- Vocalcom on SAP HCI: http://www.vocalcom.com/en/industry-videos/sap-hana-cloud-integration-tracing-capability/
- SAP HCI Info Day at Dutch User Group in 2015: http://www.vnsg.nl/Uploads/2015/2/VNSG-Deep-Dive-Integration-workshop-Meer-informatie.pdf
- SAP HCI Info Day at Annual SAP Norwegian User Group Conference in 2015: https://www.sap-sbn.no/da/aktivitet/903/info-day-on-'sap-hana-cloud-integration-sap-hci,

Summary

Summary

- SAP HANA Cloud Integration includes:

    - Core runtime for processing, transformation and routing of messages

    - Out-of-the-box connectivity support (SOAP, HTTP(S), OData, SFTP, REST, Mail, SFSF, IDoc, Ariba, Facebook, Twitter, etc.)

    - Web User Interface for configuration, deployment, monitoring of data integration and process integration flows

    - Web User Interface for design of integration flows with roles for designer, operators, administrators

- SAP provides pre-packaged integration content with mappings, API and adapter configuration, connectivity.

Thank You!

Contact information:

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