



Optimize the Performance of Your SAP Solutions-Based Landscape with VMware Virtualization Technologies

VMware software solutions constitute the most flexible and cost-effective virtualized/virtual operating platform for SAP implementations. With VMware vSphere, your SAP solution-based development, test, training, and production environments can cost less and be more productive than within a purely physical infrastructure. From server consolidation and containment to business process and datacenter automation, the full range of virtualization benefits can be applied to all sizes of SAP deployments.

Experience the advantages of the synergy between VMware vSphere software and SAP applications:

Experience Faster, More Confident SAP upgrades:

Increase and enhance upgrade testing and ensure you have all the SAP environments you need throughout the process with VMware vSphere.

Enhance High Availability and Add Cost-Effective Disaster Recovery: Deliver enhanced high availability with VMware virtualization working alongside SAP applications. Implement a disaster recovery (DR) platform that allows production SAP solution-based virtual machine servers to be recovered after failure, without investing in an exact replica of the production hardware.

Provision Development and Test Instances quickly and easily: Clone production systems or create a set of virtual machine libraries mirroring production to provision the test environment quickly and easily.

Configure New SAP Solution-based Environments In Minutes: Take advantage of Virtual Machine Libraries and Virtual Machine Templates to provision pre-configured SAP application-based environments in minutes.

Migrate Live SAP Application-based Servers With No User Downtime: Use VMware® VMotion™ to migrate live SAP applications in virtual machines from one physical server to another, enabling hardware maintenance without system downtime that disrupts business operations.

Reduce Server Sprawl: Run SAP application layers in virtual machines consolidated onto fewer, highly scalable and reliable enterprise-class servers.

World-Class ERP Simplified

VMware vSphere is a flexible and cost-effective industry-standard hardware virtualization platform -- which supports Linux, Microsoft Windows and Sun Solaris x86 operating systems -- for SAP solution implementations, helping you introduce and manage a smarter SAP application-based landscape.

With VMware vSphere, you get live system utilization data on the entire landscape so you can make better decisions about resource optimization and service levels for test, development, Q&A, training and production environments. And VMware solutions increase the availability of SAP applications with technologies such as VMware VMotion, VMware® High Availability, and VMware Site Recovery Manager.

Automate the IT Service Delivery process

VMware Management and Automation Suite is the first automation solution for virtualized datacenters. It leverages the power of VMware Infrastructure to automate the previously manual and error-prone processes of IT Service Delivery and IT Service Continuity. IT Service Delivery represents the entire lifecycle for managing SAP application infrastructure – from request, to deployment and eventual decommissioning. IT Service Continuity means ensuring fast, reliable and manageable recovery from disasters. Automating these critical IT processes makes application developers and application administrators more efficient, while allowing virtual infrastructure administrators to become more responsive to business requirements, minimize risk and ensure compliance with policies and standards.

A Dynamic Platform for Enterprise SOA

VMware vSphere enables Enterprise services oriented architecture (enterprise SOA) deployment at reduced cost. According to Roland Wartenberg, Chief Virtualization Strategist at SAP Labs, "Enterprise SOA with SAP NetWeaver and virtualization from VMware delivers the most flexible, reliable and cost effective business agility solution for the customers' business needs today." For example, consider a system that takes in certain business parameters, such as the required number of SAP transactions per second. The system

can use VMware vSphere capabilities to move resources dynamically into the application resource pool as load increases, or shift resources away from the application's pool as the load diminishes.

Customers Win with Solutions from VMware and SAP

A manufacturing company completed a major SAP solution upgrade on time and within its original cost estimate, with no budget creep, and expects a savings of \$1M over three years.

A pharmaceutical company reduced the time and complexity of its process for certifying new servers against industry regulatory requirements.

A hosting provider can offer SLAs with 99%+ uptime at 30% less than competitors.

Many other companies that run their SAP environment on VMware vSphere have achieved these benefits and more:

- Deployment time for new servers reduced from eight hours to 30 minutes
- Expected cost savings of more than €1M over three years
- New hardware costs reduced by 50 percent
- Lower overall total cost of ownership
- Increased productivity and ability to meet user requirements without adding additional staff
- Enhanced availability and host maintenance with no downtime, with VMware® VMotion
- Increased server utilization, from less than 20 percent to an average of 80 percent

A Strong Relationship

VMware has forged a strong, collaborative relationship with SAP AG to maximize the benefits for customers who run their SAP solutions on VMware vSphere. The ties between VMware and SAP are many and deep; a few of the ways the two companies work together include:

- VMware is one of a very limited number of SAP Global Technology Partners.
- VMware vSphere is the only virtualization platform supported by SAP across both Linux and Windows for all environments, including Windows in production. VMware has a member of its support staff on site in Walldorf linked into the SAP support framework.
- VMware is a key member of several SAP Co-Innovation Labs worldwide

- VMware is intimately involved with SAP virtualization plans. Projects and alignment are driven jointly by the VMware SAP alliance team and SAP Palo Alto Labs Chief Virtualization Strategist.
- VMware has a Technical Account Manager on site in Walldorf who collaborates with SAP teams on alignment and integration projects.
- The SAP Center of Excellence in Walldorf uses VMware software to host customers like Deutsche Telekom for SAP ramp up and knowledge transfer.

Choose the Hardware You Want

SAP does not require any special certification for servers that run VMware virtual environments – which means you can stay with your current hardware provider, or make a change, or mix systems from different OEMs. VMware vSphere hides the server from the software, so the only considerations are your performance requirements and your budget – even for failover systems.

Evaluate SAP Solutions with Virtual Appliances

Virtual appliances encapsulate a complete software stack, including the operating system, in one portable virtual machine. The software runs without requiring installation or configuration of any components on the local physical system. SAP utilizes VMware technology in virtual appliances including

- The NetWeaver CE USB stick enables your SAP sales representative to demonstrate a complete, already started NetWeaver CE environment by plugging a USB stick into any laptop.
- The "Linux Test Drive," can be found at the SAP service marketplace . This appliance provides an evaluation version of SAP NetWeaver 7.0 ABAP and J2EE 7.0 Application Server, Web Dynpro ABAP and Java, SAP Interactive Forms by Adobe.

Top Ten Reasons to Run SAP Software Solutions on VMware vSphere

1. Upgrade safely to latest SAP solutions and simplify the transition to 64-bit environments
2. Increase availability of all environments at lower cost
3. Create cost-effective disaster recovery systems
4. Quickly deploy new SAP environments for development and test
5. Align SAP resources with business priorities
6. Decrease SAP datacenter costs for space, energy, cooling, hardware, and labor
7. Increase SAP datacenter utilization, flexibility, availability, and agility
8. Increase software quality at lower cost for your own SAP application-based development
9. Increase uptime during planned maintenance
10. Realize immediate ROI