



*A member of the Hanse Orga Group*

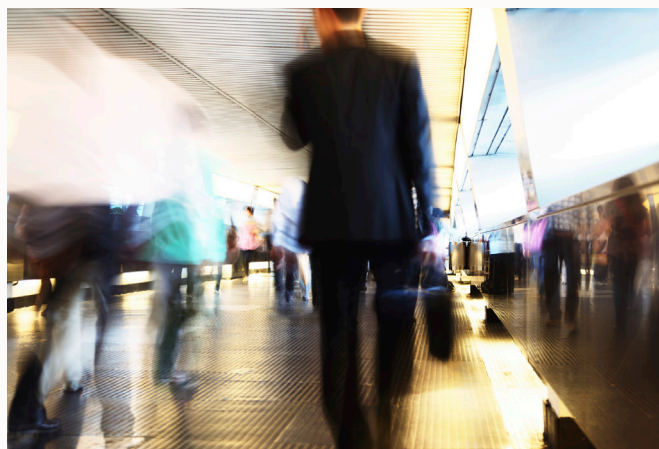
## MAXIMIZE SAP HANA® PERFORMANCE AND LOWER TOTAL COST OF OWNERSHIP

As we know, “big data” is everywhere. On one hand, Big Data relates to the fact that today’s business intelligence (BI) systems – like SAP® Business Warehouse (SAP BW) – are experiencing record levels of data growth from terabytes to petabytes and beyond. SAP is reporting more than 2000 customers already going to or using SAP HANA, the company’s in-memory, column-based appliance.

The real challenge of big data is figuring out how to maximize the opportunity for never-before-realized real-time business intelligence while minimizing the impact that exploding data volume has on productivity and keeping the cost of performance down. Dolphin offers a compelling suite of solutions to help you achieve a lower total cost of ownership (TCO), significant savings and high performance for applications on SAP HANA and even prior to its implementation.

From a data management perspective, closing the gap from where most companies running SAP applications are today to their implementing SAP HANA can be accelerated by the adoption of two key strategies. One is augmenting your data archiving capabilities with nearline storage. The other is re-architecting your SAP BW data model for lean, flexible and organized “views” of information that serve up agile reporting without increasing administrative overhead.

The promise of big data applications and the seemingly endless performance of SAP HANA do not negate the reality that turning massive amounts of data into insightful real-time intelligence requires a sound data management infrastructure. As more data accumulates in ERP and SAP BW systems, one major issue emerges that bogs down data access: I/O performance bottlenecks within traditional storage technology. SAP HANA eliminates the performance bottleneck by keeping data in memory; however the extra cost to add sufficient capacity can be excessive.



A cost-efficient approach to this challenge and a foundational piece to maximizing what SAP HANA offers is an archiving strategy that includes the ability to move large amounts of static data to a low-cost, high-performance nearline storage (NLS) environment that complements the in-memory SAP HANA architecture.

NLS is an inexpensive, scalable option for storing large volumes of data. When adopting an archiving strategy with NLS, it is critical to segregate frequently used, “high-value” information from data that provides lower business value, regardless of environment or current (or planned) platform. Data archiving is an essential part of this data management process. A nearline solution ensures the right balance between performance and storage costs. It also provides the ability to maintain size and growth of production environments through archiving processes, while protecting data for business and audit requirements.

### CUSTOMER SUCCESS

**Company:** Large West Coast Energy Company

#### Business Needs

The strategy was to migrate the entire SAP BW platform to SAP HANA for SAP BW to achieve faster analytics and reporting of big data. One area of concern was the size of the current SAP BW database, the volume of database growth and how to keep it in check going forward. They also wanted to contain costs to lower TCO.

#### Solution

Dolphin provided a data archiving strategy and nearline storage infrastructure with PBS Nearline storage and analytics.

#### Results

- Reduced database growth by 50% thereby keeping database size constant
- Stabilized cost of database growth
- Provided data for analysis at a lower cost without performance loss
- Savings from NLS is directly proportional to the memory reduction of SAP BW on SAP HANA
- Easy to maintain and keep SAP BW HANA objects up-to-date in the NLS system
- Lower Total Cost of Ownership

## BENEFITS OF SAP DATA ARCHIVING STRATEGY WITH NEARLINE INFRASTRUCTURE:

- **Increased Performance:** including smaller database size, faster data load, queries, back up, refreshes and upgrades
- **Sustainable & Predictive Growth:** including reduced storage and server growth
- **Reduced Total Cost of Ownership:** including operational, system infrastructure and administrative savings

The nearline environment optimized with analytics provides the foundation for a reliable and inexpensive information management strategy. It can also serve as an analytics and indexing engine for archiving in transaction-oriented systems, such as SAP ERP, SAP CRM, SAP SRM, etc. Dolphin's nearline solution delivers the necessary throughput to effectively archive high transaction volumes in these systems.

## ON THE ROAD TO HANA

Businesses are faced with determining how to best prepare for SAP HANA regardless of when they plan to move in that direction. Whether your IT organization is considering this journey or the decision has been made, you may feel the need for a check list on how to proceed and what pitfalls to avoid on the road to SAP HANA. Dolphin has a "roadmap."

Most of us are aware that SAP HANA utilizes disk space on a "pay-as-you-grow" basis and because in-memory blades are rather expensive, cost becomes a consideration. Keeping databases as lean and mean as possible will be a major priority for businesses pursuing a SAP HANA strategy. Even with commodity servers, the performance and scalability that SAP HANA offers can carry a considerable price tag. While it is inevitable that companies will pursue SAP HANA because of the clear performance advantages gained by keeping data in memory, it is important to understand that the process is more involved than flipping a switch, especially around the critical aspects of optimizing performance and database size.

To begin, evaluate current needs for streamlining infrastructure and accessing data. This first step identifies key performance indicators (KPIs) for system performance, and specific areas for cost reduction, management and avoidance. It also allows organizations to more fully understand their environments and understand what could be.

Another important consideration when migrating to SAP HANA is a comprehensive database assessment; albeit, a HealthCheck. Dolphin offers a SAP database HealthCheck which is a proactive audit that will help safeguard against costly system down time and ensure that the in-memory infrastructure remains lean and stable. It incorporates standard SAP reports and specifically designed utilities to identify areas that need attention. Based on assumptions and a series of non-intrusive transactions from the system, data focusing on opportunities in three KPI areas can be extracted. These include:

- System performance
- Size and growth of production environments
- Cost reduction/containment

The resulting report will provide an overview of the health of the database on a monthly basis.

## ABOUT DOLPHIN

Dolphin leads the way in SAP business performance improvement and is the one partner that manages both data and processes. From data and information lifecycle management to end-to-end solutions for SAP procure-to-pay and order-to-cash processes, Dolphin delivers a competitive advantage that drives cost savings, optimizes cash flows and fosters a lower total cost of ownership. Leveraging SAP technology, Dolphin's data lifecycle and business process management solutions, and SAP-certified add-on applications, have built-in flexibility and are designed to be tailored to each customer's specific business processes and IT environments.

The company was founded in 1995 and has offices in San Jose, CA, Philadelphia, PA and Toronto, Canada. Dolphin's smart, adaptable and proven solutions are implemented by hundreds of companies across North America and around the world. Among Dolphin customers are more than one-third of Fortune 100™ companies running SAP systems. **To learn more, email us at [contact@dolphin-corp.com](mailto:contact@dolphin-corp.com) or visit [www.dolphin-corp.com](http://www.dolphin-corp.com).**



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