

Hardware and Software
Engineered to Work Together

Oracle's Platform for SAP Solutions

Providing a Secure and Scalable Infrastructure for Your SAP Software Investments

IT leaders and SAP implementers must build and deploy high-performance, cost-effective platforms for their SAP applications. In the current economic climate, these platforms must also address challenges in the following areas in order for organizations to remain competitive:

- **Business process improvement and management.** Companies need to design, perform, control, and analyze repetitive business tasks so that managers can change their processes in response to real insights. One way IT leaders can facilitate this is by taking full advantage of service-oriented architecture (SOA) to bring together business software tasks and/or services to support business needs. This includes accessing independent SOA resources without knowledge of their underlying platform.
- **Business governance, compliance, and data security.** In addition to complying with national and global regulations, companies must also maintain tight control of their data, reducing risk through fraud protection and supply chain responsibility.
- **Business intelligence and insights.** Companies want to make the most of the information gleaned from their investment in SAP applications by gathering and analyzing information. More-accurate insight means better decisions, and better decisions lead to greater competitiveness.
- **SAP infrastructure integration, automation, and consolidation.** Facing ongoing pressure to drive down the costs of running SAP, companies need to simplify their SAP datacenters and supporting architectures. In turn, IT leaders must get the right data to the right people at the right time, while achieving higher ROI and lower total cost of ownership (TCO).

Oracle's platform for SAP applications provides a superior alternative for companies seeking optimized SAP performance, the ability to scale, and cost savings. Built on leading enterprise operating systems Oracle Solaris and Linux—and underpinned by Java—Oracle's platform for SAP applications contains best-in-class products, services, and technologies from Oracle and its industry-leading business partners.

FACT: IT consumes approximately the same amount of carbon dioxide as the airline industry—roughly 1 billion tons.

Fact Source: Environmental Change Institute report: *Calculating the Environmental Impact of Aviation Emissions*, Christian N. Jardine, 2005.

INCREASING AGILITY IN THE CONSUMER GOODS INDUSTRY

Oracle helped a global consumer products manufacturer save money and become more agile by migrating and consolidating 100 competitive vendor servers running SAP onto eight Sun servers from Oracle. With consolidated applications and fewer servers, the manufacturer now has a cost-effective and nimble SAP system that's aligned with the business.

Addressing Your SAP Challenges with Oracle

Oracle's platform for SAP applications addresses the business challenges presented by process improvement, governance and compliance, business intelligence, and integration and consolidation. Designed and built by a community of internal specialists and business partners with an intimate understanding of the demands of implementing, deploying, and upgrading SAP, the platform entails a unique, world-class set of end-to-end infrastructure solutions.

Widely recognized as an integral part of any world-class SAP-run business, Oracle's platform for SAP solutions provides outstanding value, enabling companies to:

- Improve the way people work by changing and adapting the SAP infrastructure to gain competitive advantage
- Reduce their SAP carbon footprint and running costs with an open, interoperable infrastructure that makes efficient use of computer resources
- Improve security, compliance, and governance with secure, automated processes to control access and eliminate errors
- Improve infrastructure flexibility by simplifying, standardizing, and automating computer resources to achieve high service levels for end users
- Gain a flexible, secure, and cost-effective infrastructure to run the SAP Enterprise Services Architecture (ESA)

An Agile SAP-Run Business

IT leaders recognize that providing SAP flexibility is critical to supporting the changing needs of their businesses. SAP addresses this challenge with SAP NetWeaver and ESA. SAP applications connect different lines of business from multiple companies to create processes that can quickly adapt to provide a competitive edge.

Oracle provides the platform that businesses need to take advantage of these SAP technologies, enabling consolidation, virtualization, and optimization of SAP resources. With Oracle's platform for SAP solutions, SAP-run businesses can pool and centrally manage computer and software resources, reassigning them to adapt to changing business needs. Oracle's platform for SAP solutions is designed to scale to accommodate more users and new services, enabling organizations to improve performance and speed. By allowing SAP solutions to scale to accommodate more users and new services, Oracle's platform for SAP solutions lets organizations improve the performance and speed of their SAP solutions.

Oracle's advanced architecture for SAP provides proven methods and software tools for virtualizing the SAP environment—managing each SAP application instance independently so that a workload draws only the resources it needs from the pool. This architecture enables multiple applications to run on a server while preserving end user service levels, automatically assigning shared resources to other applications when needed.

Oracle provides the platform that businesses need to take advantage of SAP technologies, enabling consolidation, virtualization, and optimization of resources.

FACT: With 25 percent of typical IT budgets devoted to energy costs, some analysts predict that IT electrical costs will soon exceed hardware costs.

Fact Source: ElectronicsCooling.com report: *In the Data Center, Power and Cooling Costs More Than the Equipment It Supports*, Christian L. Belady, 2007.

IMPROVING THE EFFICIENCY OF IT RESOURCES

Al Batha Group—one of the largest private businesses in the Middle East—reduced its SAP costs by simplifying its SAP deployment with Oracle. As a result, it achieved greater business agility, better hardware use, and improved performance during peak periods.

REDUCING COSTS AND CARBON FOOTPRINTS IN THE PUBLIC SECTOR

The UK Rural Payments Agency used Sun Ray Clients to reduce its employee desktop cost per employee. The savings amounted to UK£20 million over seven years. The Agency saves an additional UK£200,000 each year in electricity and is on-target to cut its carbon emission footprint by 260 tons per year.

A Greener, Lower-Cost SAP Environment

Increasingly, IT leaders are being called upon to reduce the energy consumption and environmental impacts of their SAP solutions. It's no wonder, when you consider that IT consumes between 2 percent and 4 percent of global energy, and that datacenters have doubled their energy consumption in recent years.

Understanding this urgency to reduce energy consumption, environmental impacts, and energy costs, Oracle is committed to designing and delivering eco-responsible hardware, software, and services.

To that end, Oracle actively develops new SPARC processors with simpler cores that allow them to produce less heat and use half the power of competitive processors. In addition, Oracle works closely with Intel to design power-efficient computers using Intel Xeon processors to provide even more choice and flexibility.

One way SAP implementers can lower energy costs is by accessing Oracle Virtual Desktop Infrastructure software via Sun Ray Clients in order to deploy SAP to more users with substantially lower energy costs. Compared with a PC—which uses 100 watts—the energy-efficient Sun Ray Client uses as little as 6 watts of power through efficient datacenter computer resource sharing. With technological advances such as these from Oracle, you can dramatically reduce the energy and carbon footprint of your SAP solution. You can apply the money you save to other parts of your IT budget.

To further help you go green, Oracle provides a global product returns program that recycles, reclaims, and reuses parts as well as entire computers. This means that users can return their end-of-life equipment to Oracle and replace it with new, more-energy-efficient Oracle solutions.

FACT: Datacenters typically use 100 times more electricity per square foot than typical office buildings.

Fact Source: Accenture report: *Green IT Beyond the Datacenter*, Stephen Nunn, 2007.

Businesses cannot, however, afford to sacrifice performance for energy savings. While IT leaders need to reduce the total costs of owning and running their SAP solutions, they cannot afford to let SAP service and user response decline as a result. Oracle's platform for SAP solutions avoids this pitfall by dramatically reducing SAP costs through an adaptive virtual architecture. By taking advantage of Oracle's platform for SAP solutions, SAP users can run multiple applications on one computer. As a result, valuable equipment can be used for other functions.

Oracle's adaptive virtual architecture consolidates, virtualizes, and improves the SAP environment, allowing users to run applications anywhere and to provide optimized SAP resources as demand dictates. Able to adapt to meet changing business demands, Oracle's platform for SAP solutions lets IT organizations track SAP use and performance and adjust it for higher system responsiveness.

Providing the flexibility to run multiple SAP applications on one or several computers as business demands change, Oracle's adaptive virtual architecture lets IT organizations save as much as 70 percent on hardware costs. Best of all, the system extends, shrinks, and scales according to business needs.

Companies can also wrest substantial cost savings from running SAP on Sun Ray Clients. This ultrathin technology supports multilocation end user groups. In addition, Oracle Secure Global Desktop software provides controlled access to the server-based SAP applications running on platforms such as Microsoft Windows, Oracle Solaris, Oracle Linux, HP-UX, and AIX.

Finally, organizations can save up to 90 percent on storage and energy costs by taking advantage of Sun open storage from Oracle. This nonproprietary, tiered data storage solution ensures that you're using the most suitable storage equipment for each task—for example, employing high-performance disks for demanding applications and low-cost tape storage for data vaults, backups, and archives.

"Oracle's effective working relationship with SAP proved to be a valuable asset. We feel we made the right investment in selecting Oracle and SAP to take our reporting to a new level."

Wayne Ground
CTO, Sony Canada

FACT: The storage capacity needed by the average Fortune 1000 company doubles every 10 months.

Fact Source: Accenture report: *Green IT Beyond the Datacenter*, Stephen Nunn, 2007.

IMPROVING ACCESS AND SECURITY FOR SAP APPLICATIONS

A global consumer and automotive products company installed central access for its 80,000 employees. By integrating SAP Enterprise Portal with Oracle's platform for SAP solutions, the company was able to manage 80,000 user identities on more than 400 SAP systems.

REDUCING INFRASTRUCTURE COSTS IN THE TELECOMMUNI- CATIONS INDUSTRY

A global telecommunications company running SAP applications replaced 60 servers from a competitive vendor with just two Sun servers using Oracle's virtualization technology. This overcame inefficient system resource utilization and reduced high operating costs. With Sun servers, the company stopped its server sprawl and now dynamically allocates computer resources to accommodate changing workloads.

Secure SAP Platform

With growing numbers of SAP users interacting with external customers and suppliers, it's essential for companies to secure their business data. Because staff, customers, and partners need access to SAP data, companies must manage not only internal security—such as when an employee leaves the company—but also external security from customers and suppliers. Companies need to strike a balance between opening the SAP system to third parties and locking down access and securing data systems.

Integrating easily with SAP's GRC products, Oracle's identity management solutions help strike that balance by providing governance, risk, and compliance. Protecting data from unauthorized access via SAP NetWeaver, Oracle's security solution helps control user access to data and SAP applications from anywhere in the world, ensuring data integrity and minimizing risk. Oracle completes its end-to-end SAP security solution with its partner Open Text, which provides secure SAP archives to ensure timely archiving of enterprise data and documents.

Using Oracle's identity management solutions for SAP, companies can create a secure and extended SAP-run enterprise. With comprehensive identity services and secure access, companies benefit from collaborative business while upholding security and minimizing costs.

SAP Business Intelligence Platform

SAP-run companies increasingly rely on business intelligence (BI) solutions such as SAP NetWeaver Business Intelligence to discover opportunities within enormous data stores.

As the volume of data and number of BI users grow, sophisticated reporting tools enable faster response times for special-purpose analysis. This process allows businesses to gain the full potential of BI and data analytics. Oracle's platform for SAP solutions enables SAP NetWeaver BW Accelerator to do just that, employing Oracle's Sun Blade 6000 disk module to improve analysis performance and reduce BI query time by providing more low-energy processing power and additional memory capacity for BI data cubes.

Oracle business partner Sand provides the software to retrieve SAP data from databases for high-performance in-memory SAP BI query processing. The software decompresses the data, speeding up analysis and requiring 95 percent less storage. The result: further reduced SAP TCO.

Service Excellence for SAP Users

Because SAP systems are critical to daily operations, customers demand world-class service and support throughout all SAP system activities. Oracle Advanced Customer Services, Solaris Services for SAP Environments provide high-level support with around-the-clock, worldwide care. Oracle provides a single point of contact for SAP-related issues, reducing downtime risk for customers.

This world-class service extends throughout a network of global Oracle Solution Centers. Working with SAP, these centers provide solution blueprints for mission-critical applications. The Oracle Solution Centers for SAP are made up of a global pool of SAP consultants and Oracle solution experts who work together to provide a full range of services to deliver maximum business productivity with minimal risk and disruption.

Services include:

- Hardware capacity planning and sizing with guaranteed service-level agreements
- Hardware sizing tools for business partners
- Solution design backed by the Oracle SAP Competency Center
- Reference architectures for SAP
- SAP deployment, upgrades, and migration

Oracle-Enabled SAP Applications

Oracle's platform for SAP solutions reduces the total cost of owning and running SAP applications. Using less energy than competing systems and adapting quickly to changing business needs, it provides a high-performance, robust, and extendable open architecture. Built on industry-leading technologies, Oracle's platform for SAP solutions delivers a secure and scalable collaborative enterprise infrastructure to underpin your substantial investments in SAP software.


Now, organizations of all sizes can realize the cost savings, performance, and security of running SAP applications on Oracle's platform for SAP solutions. Oracle and SAP continue to work together to develop innovative solutions for SAP-run businesses, including desktop, back-office, and secure SAP mobile-access applications. For a high-performance, secure, scalable, and cost-effective SAP infrastructure, the clear choice is Oracle's platform for SAP solutions.

CONTACT US

To see how Oracle customers have achieved the savings cited in this brochure, please visit oracle.com/SAP or call +1.800.ORACLE1 to speak to an Oracle representative.

OUTSIDE NORTH AMERICA

Visit oracle.com/corporate/contact/global.html to find the phone number for your local Oracle office.



By allowing SAP solutions to scale to accommodate more users and new services, Oracle's platform for SAP solutions lets organizations improve the performance and speed of their SAP solutions.



Oracle Corporation

WORLDWIDE HEADQUARTERS

500 Oracle Parkway
Redwood Shores
CA 94065
U.S.A.

WORLDWIDE INQUIRIES

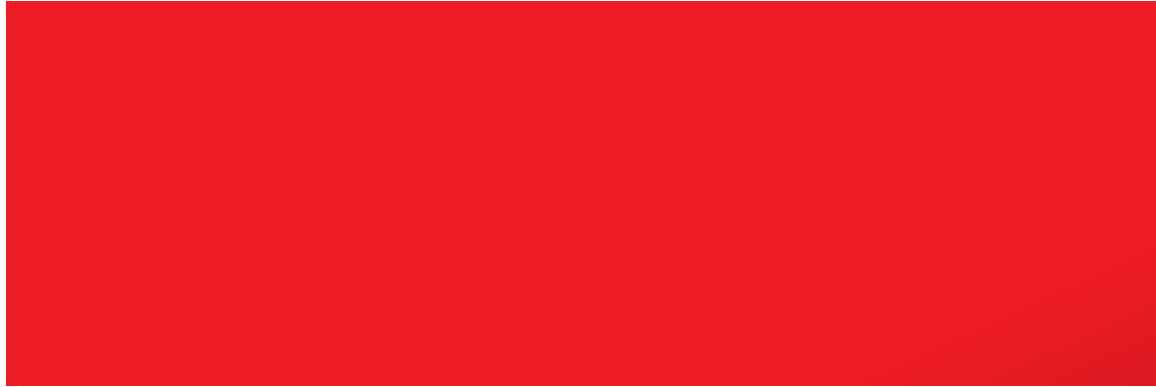
Phone:

+1.650.506.7000
+1.800.ORACLE1

Fax:

+1.650.506.7200

oracle.com



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