



SAP Business Suite with IBM DB2

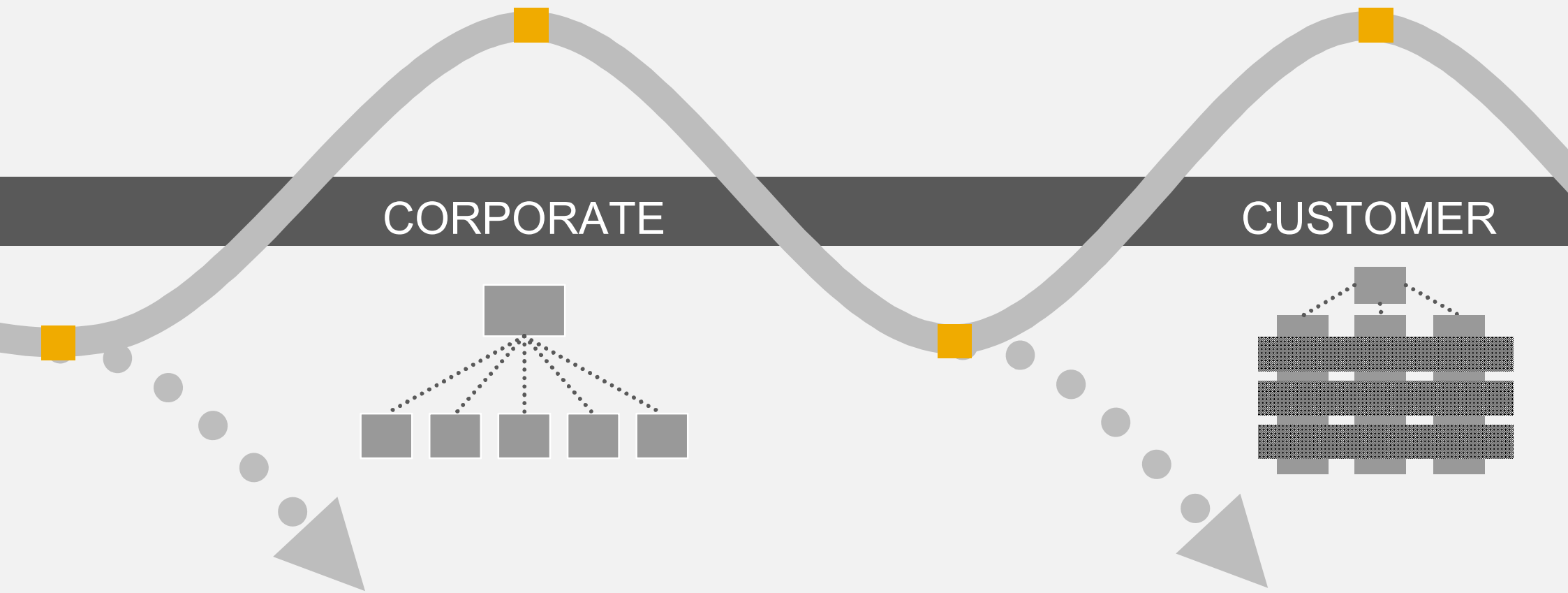
Yanni Gambaro
SAP Italy



INFLECTION POINTS



INFLECTION POINTS

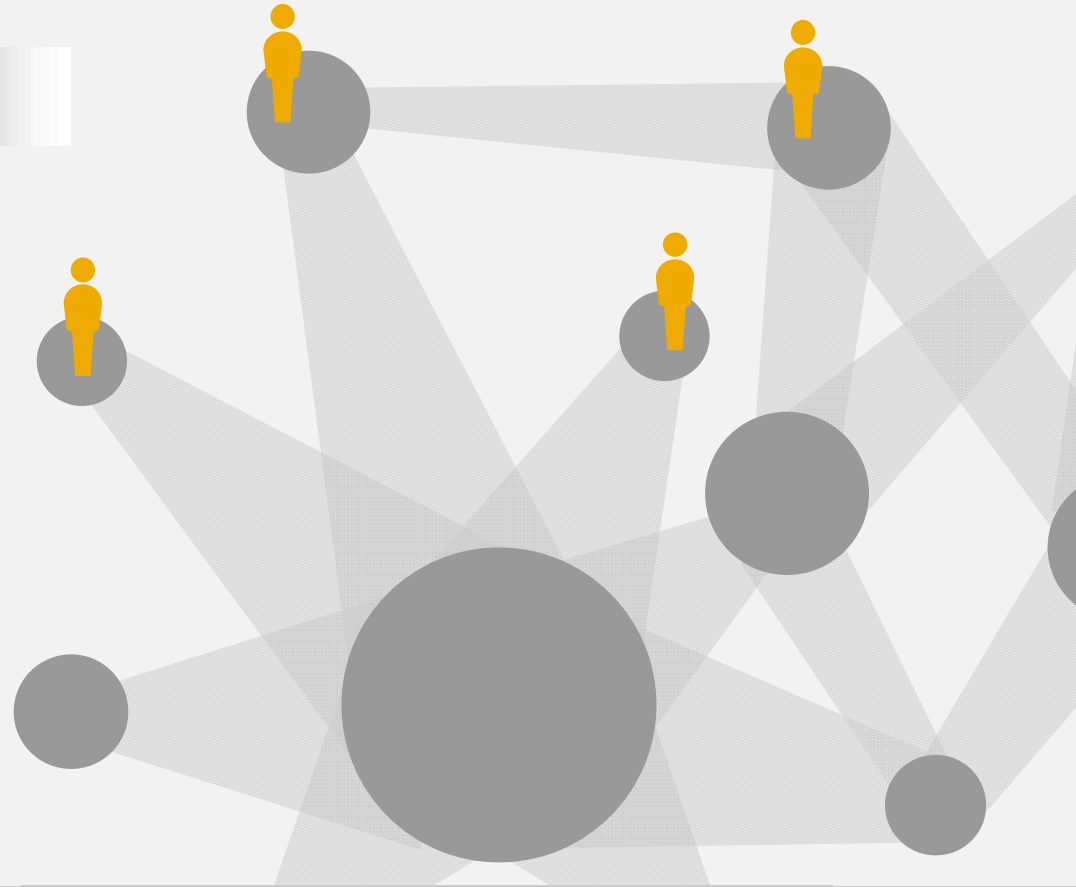


INFLECTION POINTS



PEOPLE

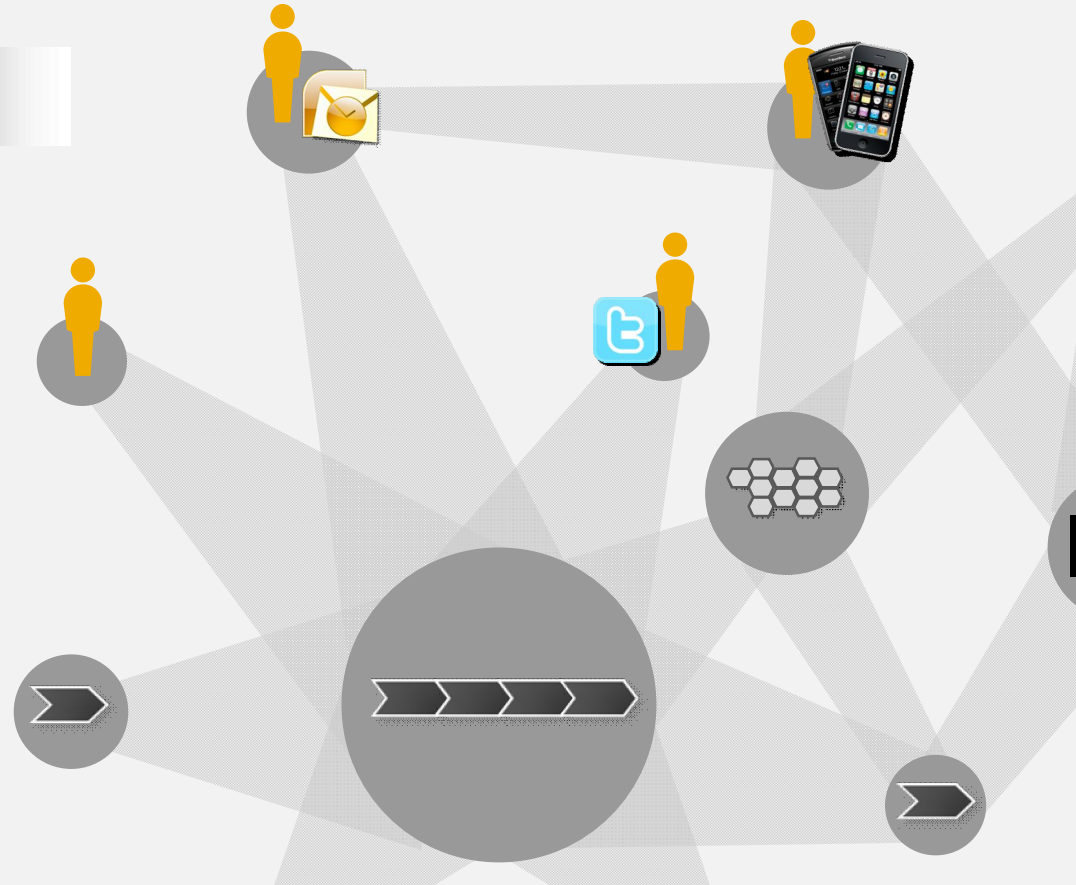
- Business collaboration
- People collaboration
- Fast decision-making



INFLECTION POINTS

IT CONSEQUENCES

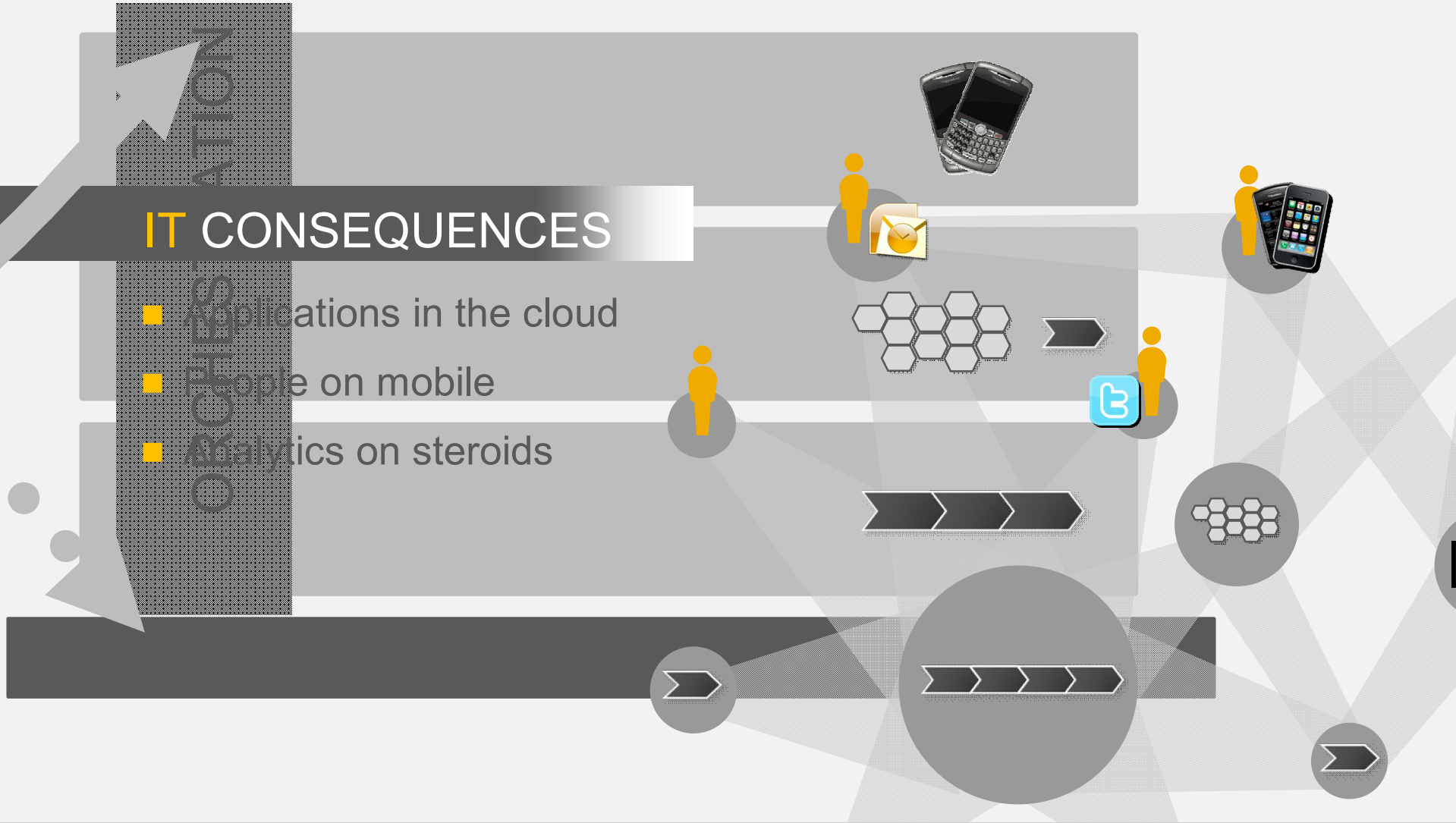
- Applications in the cloud
- People on mobile
- Next generation analytics



SAP'S PRODUCT STRATEGY

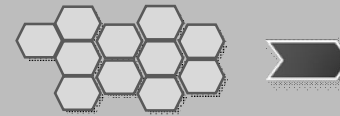
IT CONSEQUENCES

- Applications in the cloud
- People on mobile
- Analytics on steroids

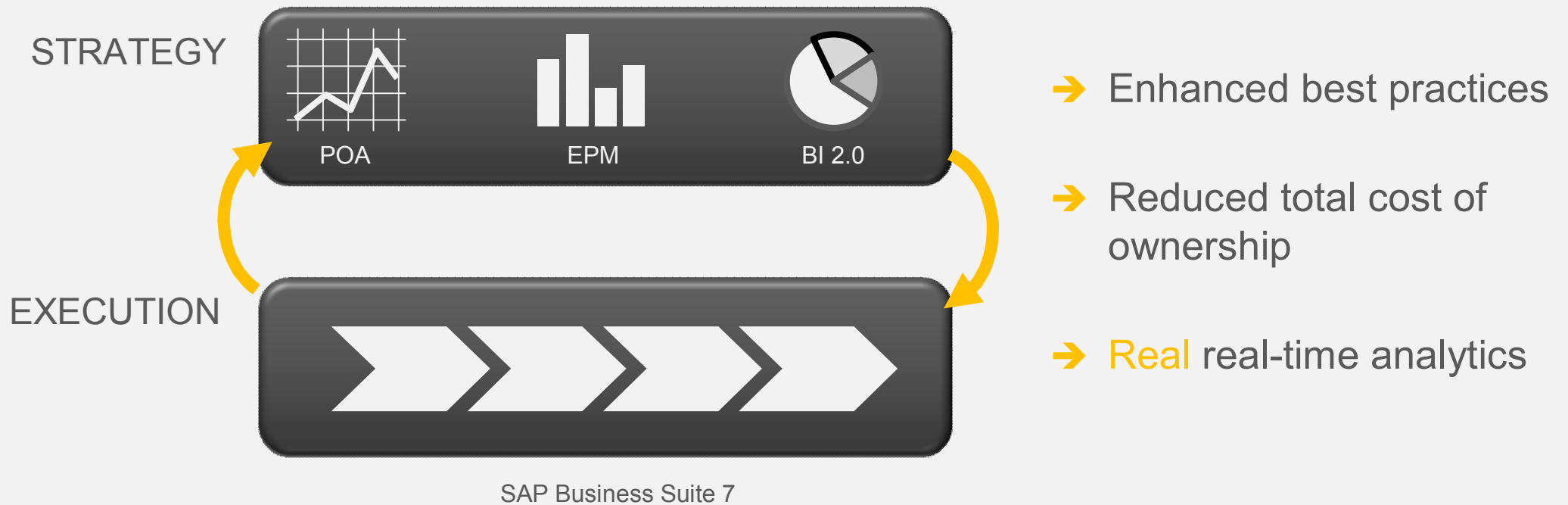


SAP'S PRODUCT STRATEGY

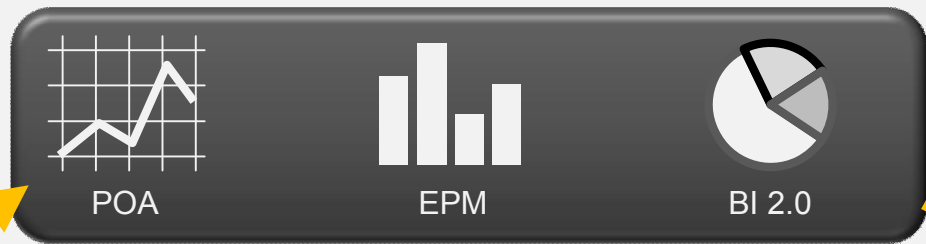
ORCHESTRATION



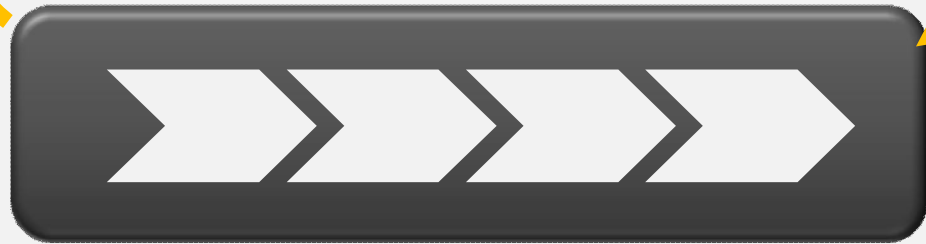
ON PREMISE



STRATEGY



EXECUTION

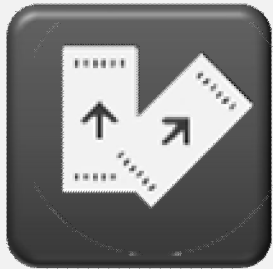


- Enhanced best practices
- Reduced total cost of ownership
- **Real** real-time analytics

SAP Business Suite 7

ON DEMAND

LINE OF BUSINESS SOLUTIONS



Expense Management



Sourcing OnDemand



Sales OnDemand



Talent Management

- Extend the value of the SAP Business Suite
- Seamless integration with on-premise systems

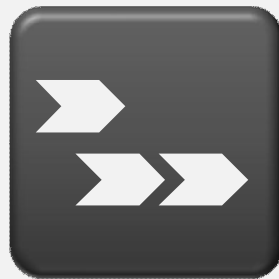
ON DEVICE



Any Device



Collaboration



Processes



Ecosystem

- People collaboration
- All leading mobile platforms
- Easy to extend and open for all

NETWORKED SOLUTIONS™

ORCHESTRATION



Lead

Availability
Check

Credit
Check

The screenshot displays the SalesOnDemand software interface. At the top, the title "SalesOnDemand" is visible, along with navigation tabs for FEED, WORKSPACES, PEOPLE, KNOWLEDGE, THINGS, and ME. A search bar with a "Go" button is located on the right. Below the navigation, a status bar shows a "Last Update" message: "We're giving the final pitch for the Green Tech Device at FutureState today. It's down to us and TMC Tech – any new or ...".

The main section is titled "Feed" and includes filters for "Live", "Who", and "Threaded". Below the filters, there are several feed items:

- A post from Bob: "We're giving the final pitch for the Green Tech Device at FutureState today. It's down to us and TMC Tech – any new or updated FUD?"
- A post from James: "Actually, all of the decks from our sales kickoff are available here"
- A LinkedIn update from Andrew Sands: "Andrew Sands updated his title to VP, Procurement, FutureState"
- An invoice notification: "Invoice 47-254 for \$327,400 was paid by FutureState"
- A news update from the New York Times: "Results provided during FutureState's second quarter earnings call gave the best official look at the health of the manufacturer's business in over 2 fiscal years."
- A post from a woman: "I just got back from an onsite visit at FutureVision and wanted to let everyone know that the new proposal template was a home run! The pre-screening ques-

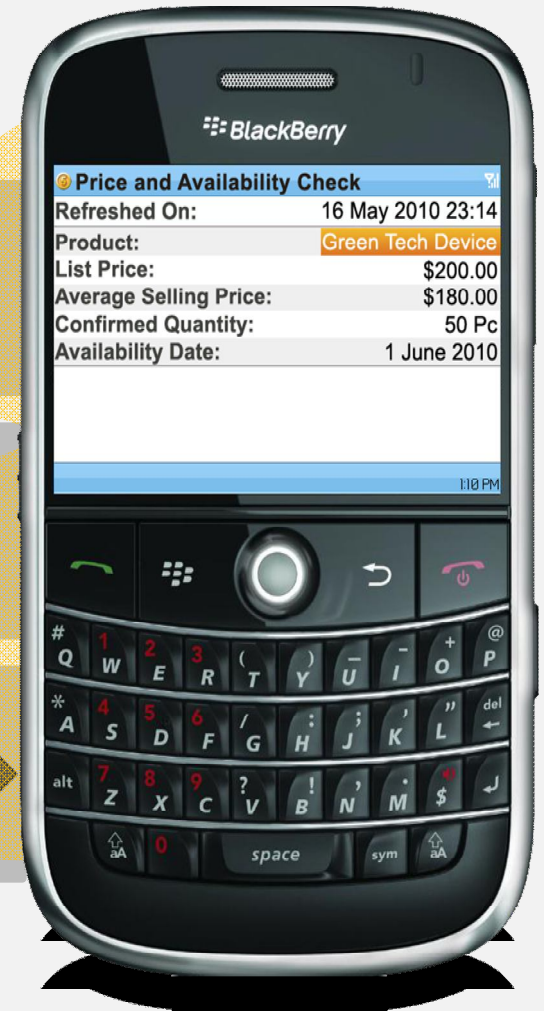
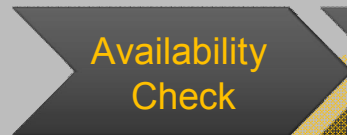
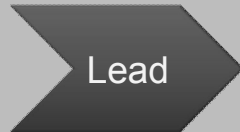
An "ACCOUNT" popup window is overlaid on the right side of the feed, showing details for "FutureState":

- Industry: Industrial Manufacturing
- Main Contact: Tim Smith
- YTD Revenue: \$3,000,000.00
- Active Pipeline Revenue: \$475,000.00
- Service Level: ★★★★★

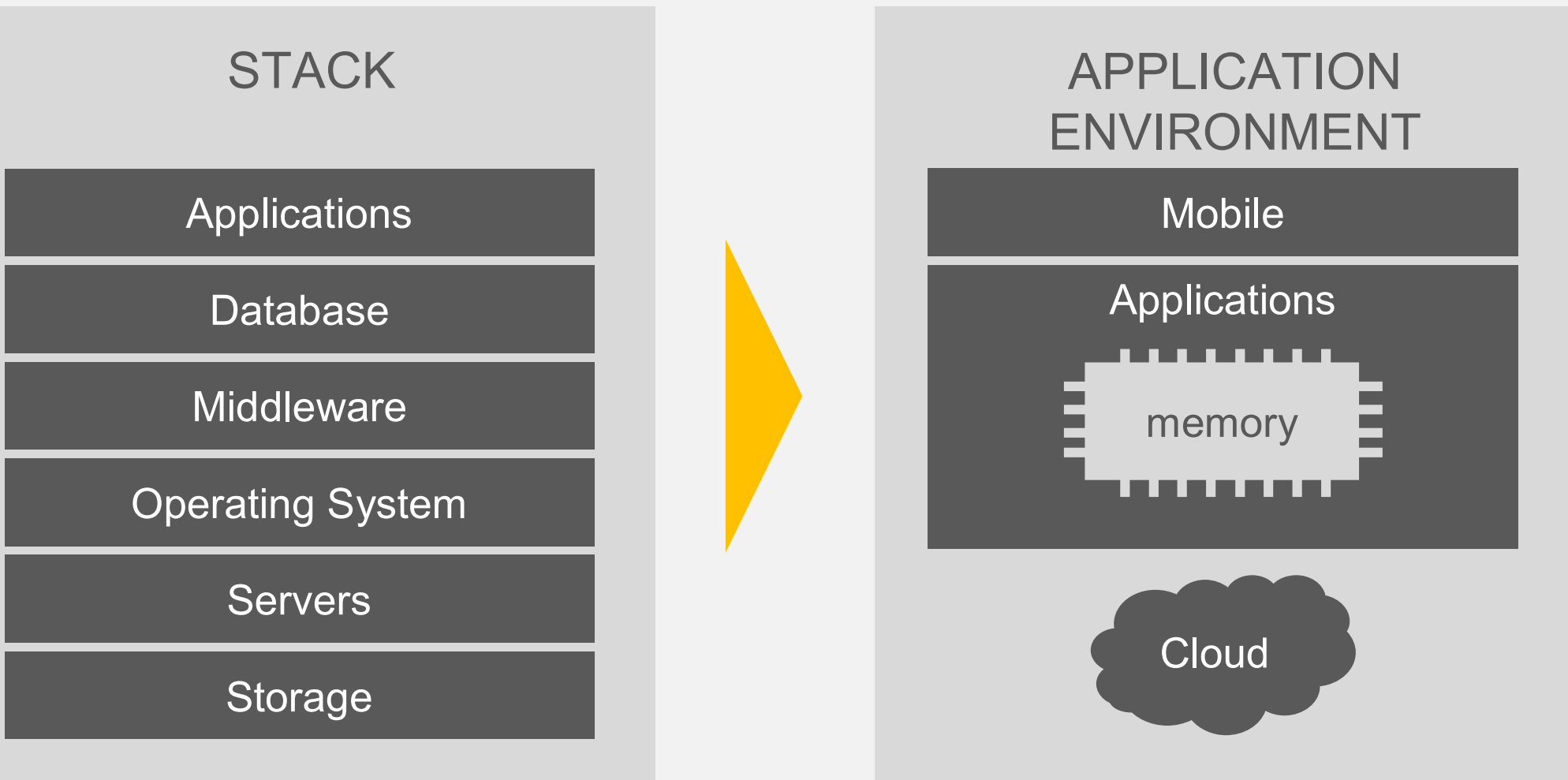
Buttons for "Listen", "Add to Favorites", and a settings gear are visible at the bottom of the account popup. On the far right, there is a "WHAT'S POPULAR" section with various industry-related topics and a "MY WORKNET" section showing "Listening To: 28".

NETWORKED SOLUTIONS™

ORCHESTRATION



EVOLUTION OF THE STACK



SAP Business Suite with IBM DB2

Provides insight, flexibility and efficiency



INSIGHT

to Exploit Opportunities

- Closed loop between strategy/decision and action
- Flexible, end-user centric environment

FLEXIBILITY

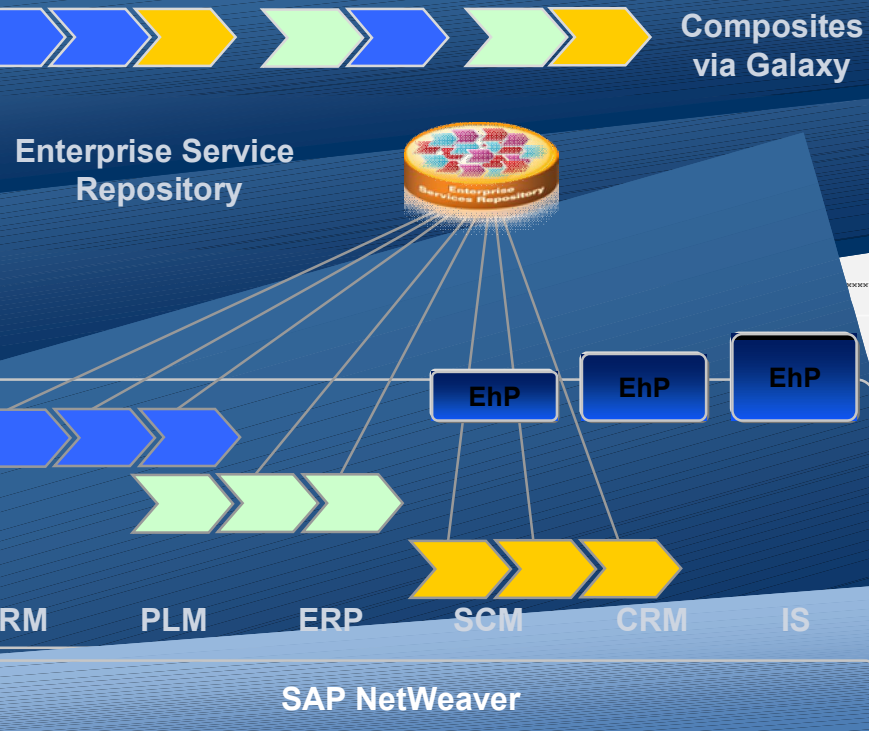
to Act with Speed

- Define most critical Enterprise Services as innovation basis
- Differentiating customer processes build on top of Business Suite
- Non-disruptive path to SOA

EFFICIENCY

to Focus on Value

- Best practice processes
- Built for Lines of Business in their industry
- Harmonized User Experience
- Incremental adoption
- Reduced cost of implementation and operation
- Innovation without disruption with Enhancement Packages



SAP Business Suite with IBM DB2

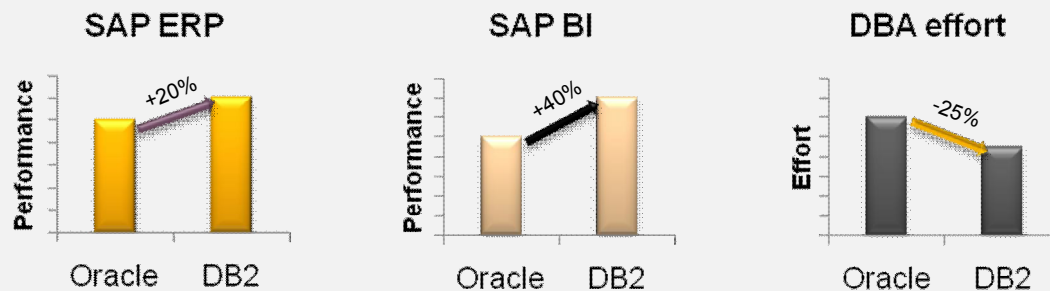
What does DB2 deliver?

Reduces infrastructure costs and improves performance.

20% better performance - same hardware for SAP ERP compared to Oracle

40% better performance - same hardware for SAP BI compared to Oracle

25% less DBA effort due to seamless integration with SAP via DBA Cockpit



Over 100 SAP customers have migrated to DB2 in the last 12 months with a 100% success rate.

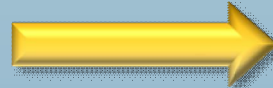
SAP Business Suite with IBM DB2

Value to the Customer – C level and Line of Business

DB2 for SAP

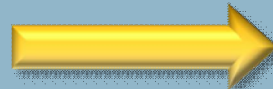
Business value

Optimize Performance



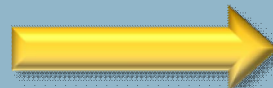
- Higher BS7 performance using advanced compression technology
- Quicker business insights for SAP users
- Better, faster business decisions through ad hoc query performance

Reduce Operational Risk



- Optimize IT infrastructure and resources
- Increase SAP and BS7 system availability
- Scale SAP BS7 without creating complexity

Reduce Costs



- Lower managed storage expenses for SAP
- Lower SAP infrastructure requirements
- Reduce database upgrade projects
- Lower database administration costs

SAP Business Suite with IBM DB2

Value to the Customer – Technology team

DB2 for SAP

Optimize Performance



- DB2 leads in SAP Certified Benchmarks
- Reduced network traffic with compression
- DPF (Database Partitioning Feature) provides horizontal unlimited scalability
- Multi-Dimensional Clustering improves ad hoc query performance

Reduce Operational Risk



- Reduce DBA efforts by 25% with integrated Data Cockpit
- Higher database availability through integrated backup and recovery and HADR
- One stop service and support via SAP OSS

Reduce Costs



- Minimize BS7 storage footprint by 40%
- Lower server infrastructure costs
- Avoid unnecessary DB upgrades
- Complete out-of-the-box solution



SAP **SAPPHIRE**NO