

SAP Value Prototyping/Center of Excellence: Revolutionizing How SAP Works For Your Business

SAP Enterprise SOA with Fujitsu FlexFrame™ and Adaptive Computing

SAP's Enterprise Service-Oriented Architecture revolutionizes the design of business applications, to enable rapid composition of solutions in a changing business climate. eSOA has become a cornerstone for Adaptive Business—and Adaptive Business requires Adaptive Computing.

SAP's Value Prototyping Services Hub, powered by the Center of Excellence, specializes in prototyping the most complex eSOA landscapes. The Center of Excellence offers a high performance Adaptive Computing collaboration platform for customers, Partners and SAP—to accelerate innovation from vision to reality.



The Center of Excellence and FlexFrame: Delivering Revolutionary Results

- The Center of Excellence has delivered over 1,000 prototypes in 6 years, for customers from more than 25 countries across all industries.
- The latest Innovation and Discovery Lab Services include the ability to reduce system landscape Design-to-Test from days to hours. That saves up to 80% of the time and cost of the most critical steps in building a complex eSOA.

Center of Excellence

A primary competency of the Center of Excellence is to model complex system landscapes very quickly for proof-of-concept. Therefore, it can be suggested that the Center of Excellence faces a customer's worst case scenario: the need to change a complex configuration quickly and often to support a fast-paced business. In such a demanding environment, the Center of Excellence excels in helping customers simplify and accelerate time-critical eSOA projects, no matter how great the challenge.

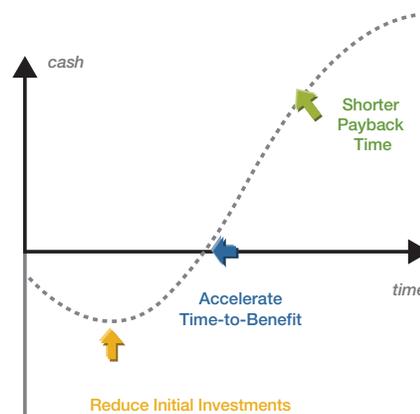
How can this expertise be applied to your eSOA projects?

Value Prototyping

The Center of Excellence's Value Prototyping Labs offer a joint collaboration and test environment to investigate the best solutions for business innovation.

Customers looking to integrate other applications, operating systems, mobile technologies, RFID, and more, will find that the Center of Excellence offers every service needed to build a proven eSOA model.

Accelerated Time-to-Value



Summary of Value Prototyping Services

- Mapping of latest SAP and NetWeaver technologies to unique solution needs
- Turnkey scenario development with SAP Best Practice templates
- Complex scenario validation, design, and proof-of-concept to ensure feasibility

Rapid System Provisioning

Rapid System Provisioning accelerates configuration for complex SAP scenarios via an **Adaptive Computing** approach. Required system components are selected from a pool of installed systems, and assembled like building blocks into a working system model.

As a result, Design-to-Test is greatly reduced, and feasibility of even the most complex eSOA solutions is assured.

Rapid System Provisioning (RSP) also permits cloning sophisticated landscapes with customer data in a matter of hours. Cloning is ideal for industries with strict regulatory requirements, because the ability to replicate an identical landscape ensures compliance with little effort.

Complex eSOA configurations typically require 6-7 days to prototype. However, the Center of Excellence has pioneered the RSP process to revolutionize how even the most challenging SAP landscapes can deliver measurable business value faster than ever.

Benefits of Rapid System Provisioning

- Faster, less costly design and implementation than a classical SAP approach
- Up to 80% savings in time and cost of preparing a complex system landscape
- Reduced risk for creating and maintaining a complex eSOA
- Easier validation for compliance within regulated industries
- Simplified convergence or cloning of multiple SAP landscapes to support a Company merger, Spin-off, or Outsourced business model
- Business transformation via integration of advanced technologies like RFID and Mobile devices

Overall, the SAP Value Prototyping Services Hub, powered by the Center of Excellence, offers a complete range of Innovation and Discovery Lab Services to simplify Design-to-Implementation of the most sophisticated eSOA landscapes.

“With the rapid prototyping and rapid implementation approach, the project was 3 times faster and 5 times cheaper than with the classical approach.”

—Lars Radoor, Lego Supply Chain Executive.

Value Prototyping Services Hub

Innovation and Discovery Lab Services powered by SAP Center of Excellence

Services

- Coaches
- Support
- Architects
- Facility
- Experts
- Helpdesk
- Systems
- Methods

Service Level

- Target price for fuzzy scope in 1 hour
- Ready to start lab in 5 days
- Access to all latest technologies and solutions
- Tangible results every 2 weeks

*Your benefit
is fast predictable
payback.*



Fujitsu Computer Systems: Revolutionizing How SAP Works For Your Business

Fujitsu FlexFrame—Adaptive Computing for SAP Services on Demand

SAP eSOA enables you to react quickly to a changing business climate. An effective eSOA requires an Adaptive Computing infrastructure, like the one that the SAP Center of Excellence uses to prototype their most complex customer landscapes.

Which Adaptive Computing Platform does the SAP Center of Excellence prefer?

FlexFrame for SAP

Why FlexFrame?

Today's IT infrastructures generate substantial costs, especially for administration and personnel. According to Gartner Group, 75 percent of IT employees in an enterprise are involved in operation and maintenance—leaving few resources to tackle strategic IT development.

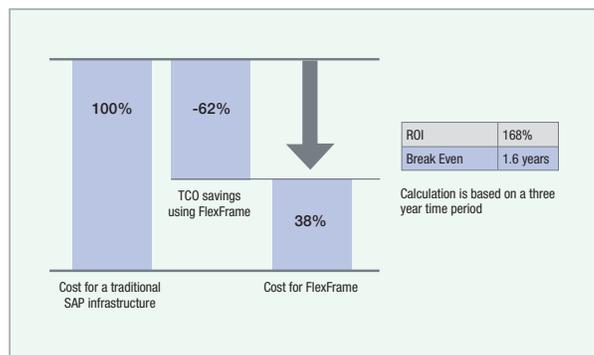
Capacity is also underutilized. Gartner puts the use of UNIX®/Windows® server capacity in businesses at less than 25 percent, distributed over 24 hours across all servers. That is why Fujitsu and SAP have partnered to co-develop the FlexFrame for SAP solution—to deliver a virtualized SAP infrastructure that will:

- Reduce eSOA complexity
- Optimize server capacity utilization
- Ensure zero downtime
- Still offer a reduced cost of ownership

Independent studies by Bearing Point, IDC, and Accenture have shown that the FlexFrame for SAP solution can:

- Increase server capacity up to 70%
- Ensure high availability without a complex clustering environment
- Reduce SAP operating costs by 30-60% over a traditional landscape, including IT personnel and administration costs.

In summary, FlexFrame eliminates your risk of investing in a costly IT infrastructure designed to meet today's business needs, but perhaps not tomorrow's. The power of FlexFrame over a classical landscape is that FlexFrame can easily add or subtract SAP services as your business requires—while ensuring the scalability, service levels, and high availability essential to managing your Enterprise—and serving your customers.



Overall results of the Total Cost of Ownership and Return on Investment (TCO and ROI) study based on customer interviews.

How FlexFrame Works

FlexFrame for SAP replaces a traditional landscape that has a large number of dedicated servers. Instead, FlexFrame delivers a modular IT landscape by decoupling tightly integrated computing, storage, network, and control components.

This significantly improves and simplifies installation, capacity utilization, maintenance, and operation. An important capability of this infrastructure is the shared OS and virtualization of application services—both the operating system (Linux or Solaris™) and SAP program components are installed centrally to run on demand on any server.

Furthermore, SAP services can be moved from one system to another within minutes. Peak loads can be addressed quickly by the addition of extra systems. The whole server pool is monitored and managed by a central FlexFrame controller. Should a server fail, the respective SAP software is automatically restarted on another server to ensure zero downtime.

With this kind of flexibility, capacity utilization can be dramatically increased and the IT infrastructure used more economically.*

Excerpts from ©2007 IDC "Building the Dynamic Data Center: FlexFrame for SAP Business Suite"

FlexFrame Benefits

According to IDC's 2007 User Survey, the business benefits of FlexFrame are clear:

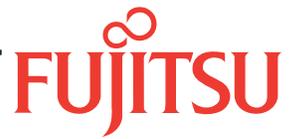
- "Rapid deployment of new SAP software —with minimal disruption to the business"
- "Significantly reduced operational costs for greater infrastructure manageability"

Reprinted from ©2007 IDC "Building the Dynamic Data Center: FlexFrame for SAP Business Suite"

And the greatest benefit for the SAP Center of Excellence is that FlexFrame directly enables their Value Prototyping and Rapid System Provisioning Services, so that Design-to-Test of complex customer eSOA landscapes can be completed in less than a day.

The FlexFrame Solution includes:

- PRIMERGY® Linux Servers
- PRIMEPOWER® Solaris Servers
- NAS or SAN Storage
- TCP/IP Network
- Adaptive Computing Agents
- Professional Services



Fujitsu America, Inc.
1250 East Arques Avenue
Sunnyvale, CA 94085-3470, U.S.A.
Telephone: 800 831 3183 or 408 746 6000
Fax: 408 764 5060
Web: us.fujitsu.com/solutions
Email: solutions@us.fujitsu.com

Contact SAP

Secure your lab through your SAP field representative or directly with:

ralf.lindenlaub@sap.com

+1 404 428 6645 in U.S.A.

+49 160 9043 2470 in Europe

Fujitsu and the Fujitsu logo are registered trademarks and PRIMEPOWER is a trademark or registered trademark of Fujitsu Limited in the United States and other countries. PRIMERGY and FlexFrame are trademarks or registered trademarks of Fujitsu Technology Solutions. Network Appliances is a trademark of Network Appliance, Inc. in the United States and other countries. SAP is a trademark or registered trademarks of SAP AG in Germany and several other countries. UNIX is a registered trademark of The Open Group. Solaris is a trademark or a registered trademark of Sun Microsystems, Inc. in the United States and other countries. All other trademarks and product names are the property of their respective owners.

The information in this document may be superseded by subsequent documents. For details regarding delivery of specific products, features, and services, contact your local Fujitsu representative.

©2009 Fujitsu America, Inc.
All rights reserved. FPC58-1741-04 5/09.
09.0386

*SAP and Fujitsu
Real time
business agility—
for real time
business advantage*

