



SAP Upgrades with EMC

Accelerating business value and lowering risk

The Information Management Challenge

Many SAP IT managers are faced with business requirements that demand the upgrade of their SAP software landscapes. They are confronted with expiring product support and increasing maintenance fees. More importantly, though, by deploying new SAP functionality based on Enterprise Services Oriented Architecture (SOA), they can deliver substantial financial and operational benefits to the enterprise. Yet the challenges of the upgrade process can seem overwhelming on many fronts. That's when it's time to rely on EMC's experience, industry-leading technologies, and rock-solid alliance with SAP.

Meeting the Upgrade Challenge

Minimizing risk, resource overload, and downtime are critical to a successful upgrade. Managing the test and development process is essential to accelerating application deployment and lowering costs. Inefficient use of development resources can make upgrades unnecessarily difficult and complex.

EMC® can help you meet the upgrade challenge with proven migration and consolidation methodologies and technologies, virtualized development infrastructures, and rapid cloning of servers and storage. EMC technology and services can shave weeks or months off a large transition project and reduce risk along the way.

Upgrade Challenge	EMC Offering
Accelerating Test and Development	Replication Software: Replication automation and management software use snaps and cloning to maintain current test, development, and QA environments without disrupting production.
Escalating Infrastructure Cost	Store Intelligently: Tier storage and eliminate redundant data with EMC Avamar®. Reduce storage by using snaps for replicas and streamline backup and recovery. Improve resource utilization with file, block storage, and server virtualization.
Compliance Requirements and Information Access	Archiving: Get ahead of data growth and minimize data conversion with a proactive archiving strategy. EMC Documentum Archiving and Viewing services for SAP with EMC Centera support direct archival from SAP production and easy access to archives to support retention and compliance policies.



Getting Started

EMC is a capable and experienced information infrastructure company in the SAP environment. It is ideally suited to help you manage, protect, and optimize essential components of the SAP landscape by focusing on Landscape Optimization, Data Protection and Security, Archiving, and Application Lifecycle Management.

Reduce project implementation time, accelerate upgrades and migrations, and minimize downtime—all while mitigating operational risk and reducing the overall total cost of ownership of your SAP landscape. To learn how the EMC and SAP partnership can help you accelerate the business value of your SAP implementation or upgrade, contact your EMC sales representative or visit www.EMC.com/sap.



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Solution Overview
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The EMC SAP Alliance

EMC's decade-long partnership with SAP offers customers a proven path to optimal performance for SAP NetWeaver[®] and SAP Business Suite solutions. EMC and SAP have completed more than 20 engineering projects that deliver enhanced flexibility and accelerated deployment and time-to-value for SAP solutions. EMC is an SAP global technology partner, an SAP software solution partner, and a member of the Enterprise Services Community Program. To date, our partnership has produced high-performing, cost-effective joint solutions for over 5,000 customers.

Solutions Center: EMC has established the solutions center for SAP software to help accelerate upgrades and improve SAP applications information recoverability and performance. In addition, the Center showcases EMC Information Infrastructure Management Solutions with SAP NetWeaver and SAP applications. At the SAP Solutions Center, customers can hear from EMC and SAP experts and see live demonstrations of SAP and EMC solutions and best practices.

Adaptive Computing: EMC is committed to continued Adaptive Computing certification of platforms and technology refreshes, as well as developing and testing solutions across the entire EMC portfolio with SAP applications. Adaptive Computing is a key enabler of Enterprise SOA, which, in turn, is crucial for SAP upgrades to NetWeaver. Working to take the risk out of upgrades, EMC has completed Adaptive Computing certifications for specific EMC platforms with AIX, Linux, Windows, and Solaris operating systems on Dell, IBM, Fujitsu Siemens, and Sun servers.

Cooperative support: EMC and SAP have a long-standing Cooperative Support Agreement providing a single escalation path to senior management for support issues.

EMC Global Services

EMC is the world leader in information lifecycle management solutions with the world's largest information-focused services organization and the broadest services portfolio of any storage vendor today. In short—with proven methodologies, industry best practices, and an extensive knowledge base—EMC delivers.

EMC Global Services help organize the application deployment, migration, and upgrade lifecycles into manageable steps. This enables a progressive strategy for rapid deployment and the continuous reduction and control of costs. EMC capabilities for SAP customers include:

- Content Management
- Archiving
- Automated System Cloning
- Information Security
- Data Protection
- Business Continuity and DR
- Virtualization and Tiered Storage