

# SAP HANA

**Jerry Lacasia,**  
VP – Global SAP Alliance

**Christophe Lacroix**  
SVP – EMEA SAP Service Line

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I n n o v a t i o n

# HANA is the next wave and represents huge opportunities for Capgemini

## HANA adoption



## Opportunities for Capgemini



### Business Suite migration and adaptation

Millions of custom ABAP code lines  
Continuous optimization



### New BI: Transactional intelligence

On the fly, Predictive, In Process Analytics  
Thousands of new business scenarios



### Big Data – Extreme Applications

Terabytes of Data to Mine  
Creation of IP

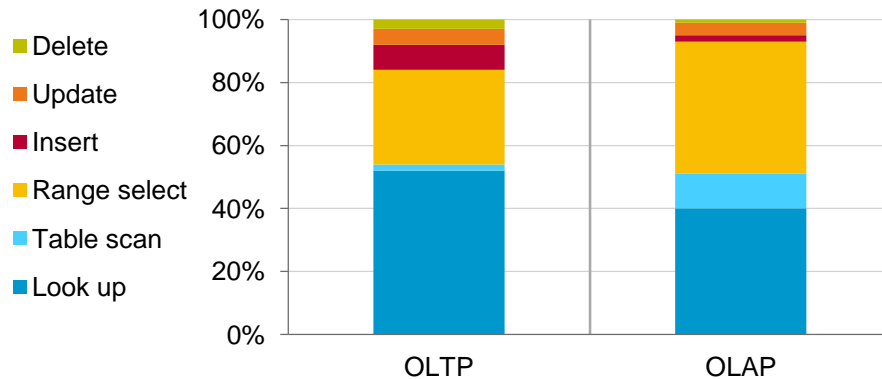


### HANA is a cloud accelerator

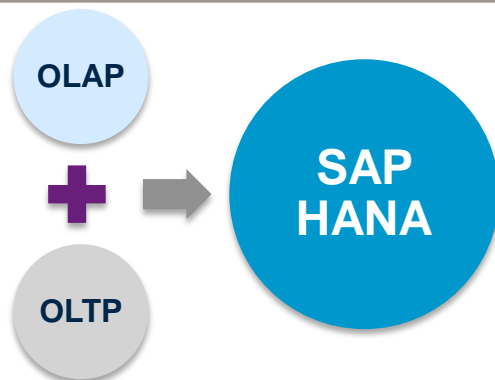
Deployment of choices for HANA solutions  
Virtualization

# The basis for a “new generation ERP”

Workload in business applications



Sino-German Workshop on Cloud-based High Performance Computing – September 28, 2011



Classic ERP

Presentation Layer

Presentation

Application Layer

Rendering

Orchestration

Calculation

Data Layer

Data

New generation ERP

Presentation Layer

Presentation

Application Layer

Rendering

Orchestration

Data Layer

Calculation

Data

SAP is gradually introducing a new concept for its ERP platform

# HANA as a platform for Business Suite

## The opportunity to renovate business processes



### Traditional Enterprise

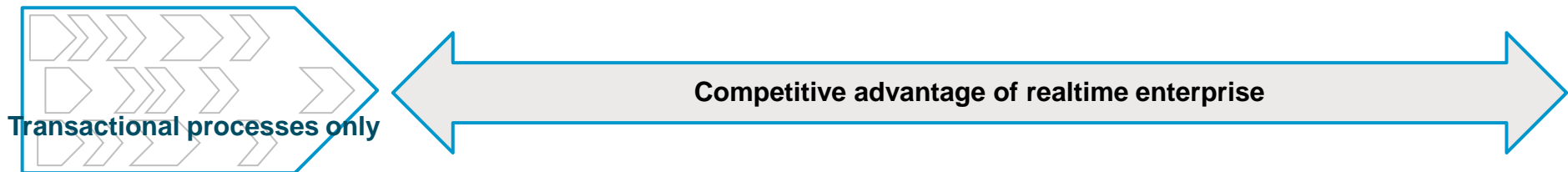


### Realtime Enterprise



#### The “HANA Effect”

- Elimination of batch processes
- Acceleration of execution times
- Reduction of manual process steps
- Results from reporting can be fed back into processes



# The New BI – Transactional Intelligence

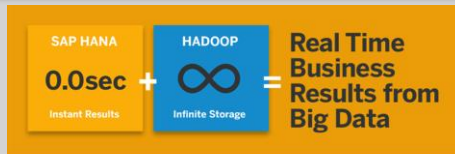
## Accelerates the analytics

- Analytics becomes part of the end-to-end business process and participates live to decision making
- Predictive analytics using HANA specific functions adds new process improvements possibilities

## Use the ERP Data Model to build new business intelligence: HANA Live

- Provides virtual data models for easy analysis and consumption of Business Suite data
- Creates a foundation for a new class of Analytical Applications

## New business models to invent with Big Data



SAP: Real-time, with real results



- Replacement of Patient Relationship Management, incl. SAP BW and SAP HANA
- Faster reporting on all SAP BW Data via Business Objects, with near real-time reporting scenarios



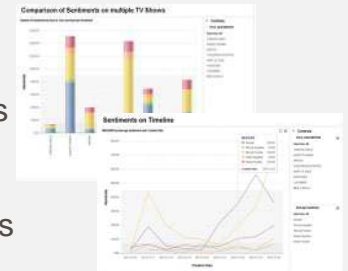
- Query response times cut by 300 with no disruption
- Visibility of profitability on the fly
- 3-year reports can be generated in seconds

### Global Luxury Brand Premium Fashion Retailer

- SAP HANA allowed to move from 2 to 13 seasons a year with new ways to analyze data and engaging with client

### Global Media Producer

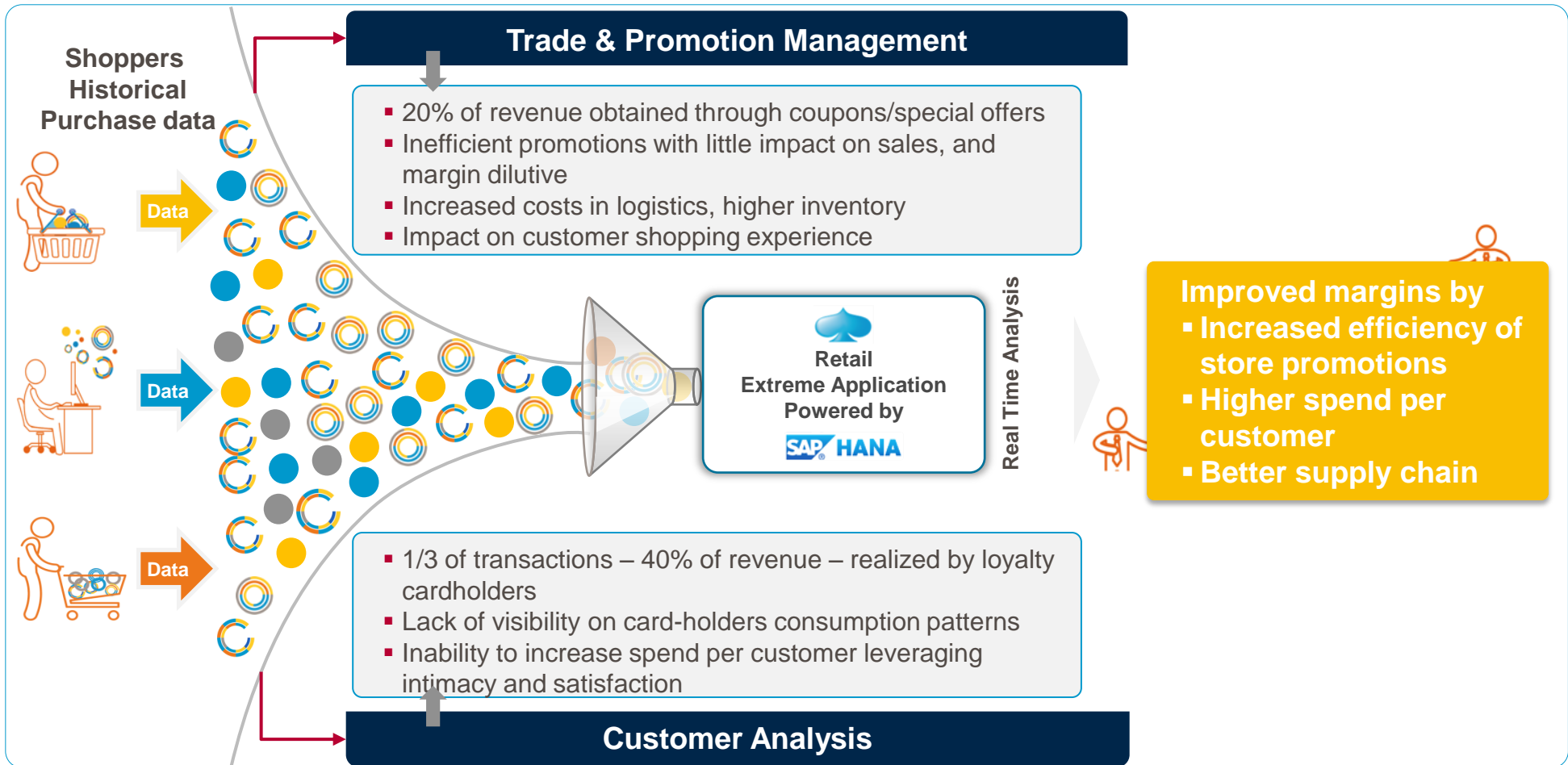
- Sentiment analysis of the TV Series based on the twitter posts by viewers
- Live analysis of large volumes of rapidly evolving data from all channels to deliver recommendations





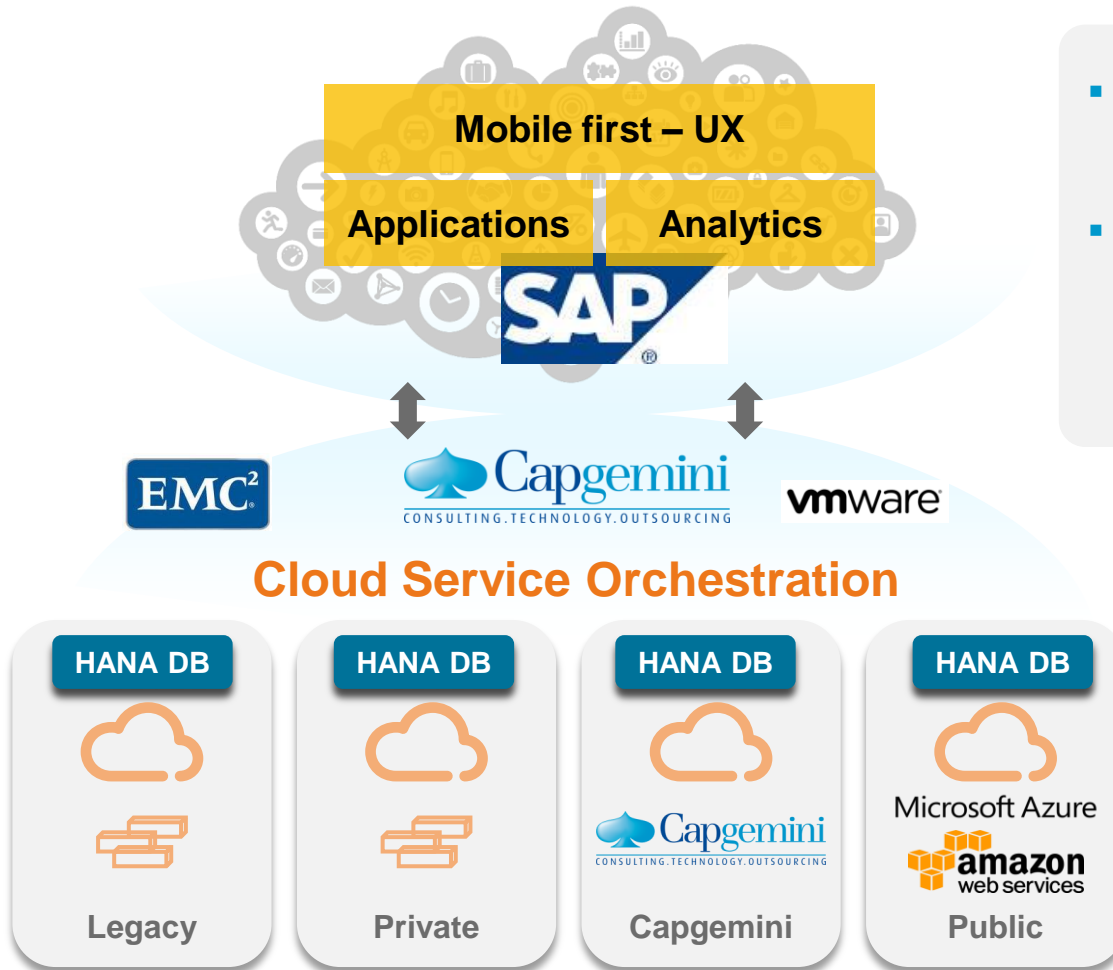
# Extreme Apps – IP on the HANA platform

## Client illustration: Maxeda



# TCO of HANA based solutions is going down

## Virtualization and cloud orchestration



- Capgemini Cloud Services Orchestration extended to SAP, including virtualization with HANA supported on vSphere 5.5
- Choice of deployment model available with
  - 99.99% availability
  - CAPEX reduction to 70% and OPEX by 56%
  - Rapid Provisioning – zero downtime/loss



# Capgemini industry solutions available on HANA and delivered from the Cloud



## Benefits



- Quick results and ROI, highly scalable and flexible
- Built on industry-leading practices and business processes, with Capgemini industry enhancements tested, reviewed, and certified by SAP





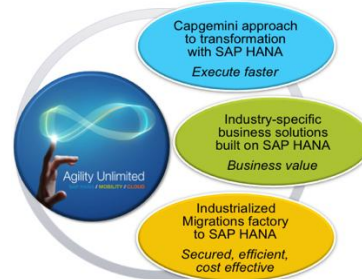
# Capgemini developed its SAP HANA expertise from Day 1 and is on a rapid extension path

## Global SAP HANA Practice

- 21 countries involved in an experts' network to deliver SAP HANA projects
- 1,350+ SAP BI consultants
- 325+ on SAP HANA (50+ certified)**
- 9,600+ consultants in BIM practice
- 13,500+ SAP resources globally



## SAP HANA services & co-innovation



## 40+ SAP HANA Projects In all major industries

Guerbet



provimi

shaping tomorrow's nutrition



Rolls-Royce

CITIPower



SAP  
Pinnacle  
Awards  
2014  
Winner

## Capgemini Receives 2014 SAP® Pinnacle Award: SAP HANA Adoption Partner of the Year

**Paris — May 20, 2014** — In recognition of its outstanding contributions as an SAP partner, Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, today announced it has received a 2014 SAP® Pinnacle award as the SAP HANA® Adoption Partner of the Year



vmware®  Capgemini  
CONSULTING.TECHNOLOGY.OUTSOURCING

## SAP and VMware Announce SAP HANA® for Production Use on VMware vSphere 5.5

**PALO ALTO, Calif. and WALLDORF, Germany**  
**May 6, 2014.** “[...] By extending Capgemini and VMware’s next-generation enterprise cloud orchestration and management platform to support SAP solutions, we plan to help our clients improve their TCO, accelerate the adoption of SAP HANA and ultimately optimize the business value of migrating to a new platform,” said Olivier Sévillia [...]



## About Capgemini

With more than 130,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 billion.

Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.



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