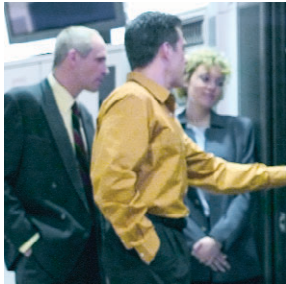


HP solutions for SAP NetWeaver

Saving cost and managing change efficiently



By aligning IT and business, companies pave the way for sustainable competitive advantages that are key to success in today's unpredictable and rapidly changing economic environment.

Building an Adaptive Enterprise

HP's Adaptive Enterprise strategy is centered on business agility, as well as simplicity and value. Being agile means that a corporation is able to readily identify changes in customer demand or market conditions and to flexibly adapt to such changes. In a world where every business event triggers an IT event, corporations need an agile and adaptive IT infrastructure which provides the backbone that enables the company to adapt when needed.

Two market leaders sharing the same vision

SAP NetWeaver – an open integration and application platform – enables Enterprise Services Architecture, a blueprint for services-oriented, enterprise-scale business solutions delivering greater adaptability, flexibility and innovation opportunities. SAP NetWeaver runs on HP's enterprise server platforms and is the technical foundation for SAP applications as well as customer-built and other partner applications.

In combining their strengths in applications, middleware, IT infrastructure and system management and hardware, HP and SAP deliver complete solutions for the entire IT stack, based on a shared vision of an Adaptive Enterprise.

The HP Adaptive Enterprise strategy provides simplicity, agility and value. Serving as a powerful central platform that delivers the full benefit of this HP strategy to customers, SAP NetWeaver is the ideal complement for HP's solution portfolio, enabling customers to flexibly and rapidly design, build, implement, and execute new business strategies and processes.

Four design principles to complement and leverage SAP NetWeaver benefits

HP's Adaptive Enterprise strategy is based on four fundamental design principles: simplification, standardization, modularity, and integration. SAP NetWeaver is a key element of the architecture built around these principles:

- **Simplification**

HP's products and solutions such as HP OpenView, HP RTSC solution or HP's IT consolidation services are designed to reduce system landscape and IT complexity.

- **Standardization**

HP, the market and technology leader on all common operating system platforms, offers standards-based products and services and they developed the industry-leading ITSM Reference Model.

- **Modularity**

HP is a global market leader for virtualization – a key technology to achieve modularity – as well as for modular architectures such as blade servers and cell boards.

- **Integration**

HP provides unique integration knowledge and competence. The HP RTSC solution – endorsed by SAP – enables data and process integration along the entire supply chain. And, HP is the global market leader for outsourcing and managed services for SAP.

HP delivers on the SAP NetWeaver promise

Unique SAP NetWeaver competence and experience

The HP SAP partnership, with 15 years of success, is a partnership that works because it is based on a fully complementary portfolio and which has resulted in a number of joint solutions. During this time, HP has acquired a unique competence and experience in the SAP environment and today about half of all SAP installations in the world run on HP. As an open application and integration platform, SAP NetWeaver provides the link between the HP and SAP solution portfolios.

Achieving long-term benefits

HP's broad product and services portfolio, combined with unique experience and competence in SAP and NetWeaver projects, ensures a complete solution tailored to the customer's specific needs.

HP solutions for SAP NetWeaver

- **Market-leading server solutions**
for all common operating systems and mixed operating system environments, offering high performance and availability.
- **Flexible and expandable storage solutions**
optimized for each individual NetWeaver installation.
- **Complete infrastructure solutions**
designed for maximum scalability and performance that dynamically grow with SAP NetWeaver installation demands, with instant scalability solutions based on market-leading blade servers.
- **Proven methodologies for incremental evolution and fast ROI**
based on a modular step-by-step approach, HP services allow companies to achieve a faster ROI from their SAP NetWeaver implementation.
- **Best-in-class system management solution**
HP OpenView provides a single point of control even for globally distributed SAP environments and comes with a special SAP plug-in.
- **Flexible finance options**
to ensure the smooth, quick and cost-effective deployment of SAP NetWeaver and its components.

- **Comprehensive Output Management solution**
specially designed for managing SAP system output and augmenting SAP NetWeaver infrastructure.
- **HP SAP NetWeaver Rapid Installer**
for the installation of SAP Enterprise Portals within hours.
- **HP Real Time Supply Chain (RTSC) solution**
complementing SAP BI, SAP XI and SAP Master Data Management (MDM) in complex supply chain environments to provide real-time supply chain data.
- **HP SAP IT Service & Application Management: IT S&AM solution**
for the more effective management of heterogeneous systems, based on a series of jointly aligned, developed and delivered methodologies, software and hardware products as well as services.

Leveraging the key capabilities of SAP NetWeaver

Each SAP NetWeaver component delivers a specific benefit. Components can be implemented individually or in combination with each other, providing a business solution tailored to the customer's specific needs.

The SAP NetWeaver promise is integration on all three levels: information, people, and processes. HP has developed programs focusing on these three key capabilities of SAP NetWeaver and their respective core components:

- **Information integration**
The HP SAP Business Intelligence (BI) Program
- **People integration**
The HP SAP Enterprise Portal (EP) Program
- **Process integration**
The HP SAP Exchange Infrastructure (XI) Program

HP's highly skilled SAP NetWeaver practice and the broad range of flexible finance options ensure cost effectiveness and sustained benefits.

For more details, refer to the HP solution briefs on SAP Business Intelligence, SAP Enterprise Portals, and SAP Exchange Infrastructure.

Together, SAP and HP offer end-to-end solutions for enabling enterprises of any size to adapt to changing business needs while maintaining a consistent cost structure.

To learn more about how HP can integrate a new or upgraded SAP solution into your enterprise, visit www.hp.com/go/sap.

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