

Are You Ready For SAP's Next Act?

Start Your Journey to the Intelligent Enterprise Now

Modernize IT, from edge to core to cloud, so you can run SAP intelligent solutions.

SAP

DELLTechnologies

MAKE THE MOVE TO SAP HANA

Dell Technologies is ready to help you power next-gen apps along your SAP journey.

By 2027,
>90,000
SAP ERP clients must move to SAP S/4HANA¹

PARTNER WITH DELL TECHNOLOGIES

Firms that modernize IT for SAP HANA and S/4HANA experience
50 - 80%
greater business benefits²

CLOUD MOMENTUM

By 2022,
>90%
of enterprises worldwide will rely on multcloud³

HYBRID CLOUD OPERATING MODEL

Dell Technologies is
#1
in Cloud IT Infrastructure⁴

INNOVATE WITH SAP INTELLIGENT TECHNOLOGIES

3%
of companies have completed true digital transformation projects⁵

SCALABLE FOUNDATION, EDGE TO CORE

49%
of companies say modernizing IT is a key driver towards digital transformation⁶

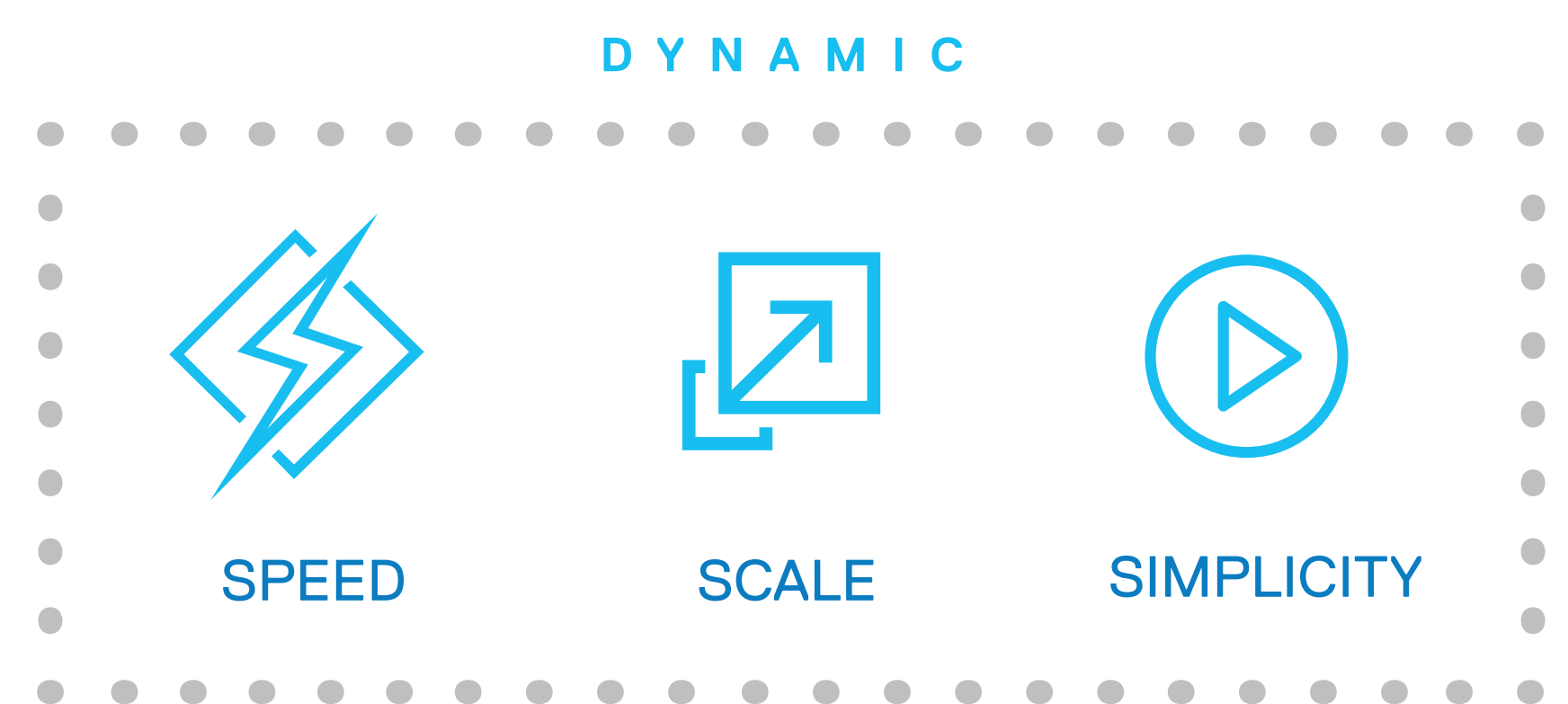
How Do You Get There?

Set a Dynamic Foundation for SAP HANA

Deploy the right mix of infrastructure using flexible consumption models

- Eliminate complexity that often hinders SAP success
- Consolidate SAP landscapes and reduce the cost of innovation
- Choose from a broad portfolio of SAP HANA TDI-certified infrastructure options

1

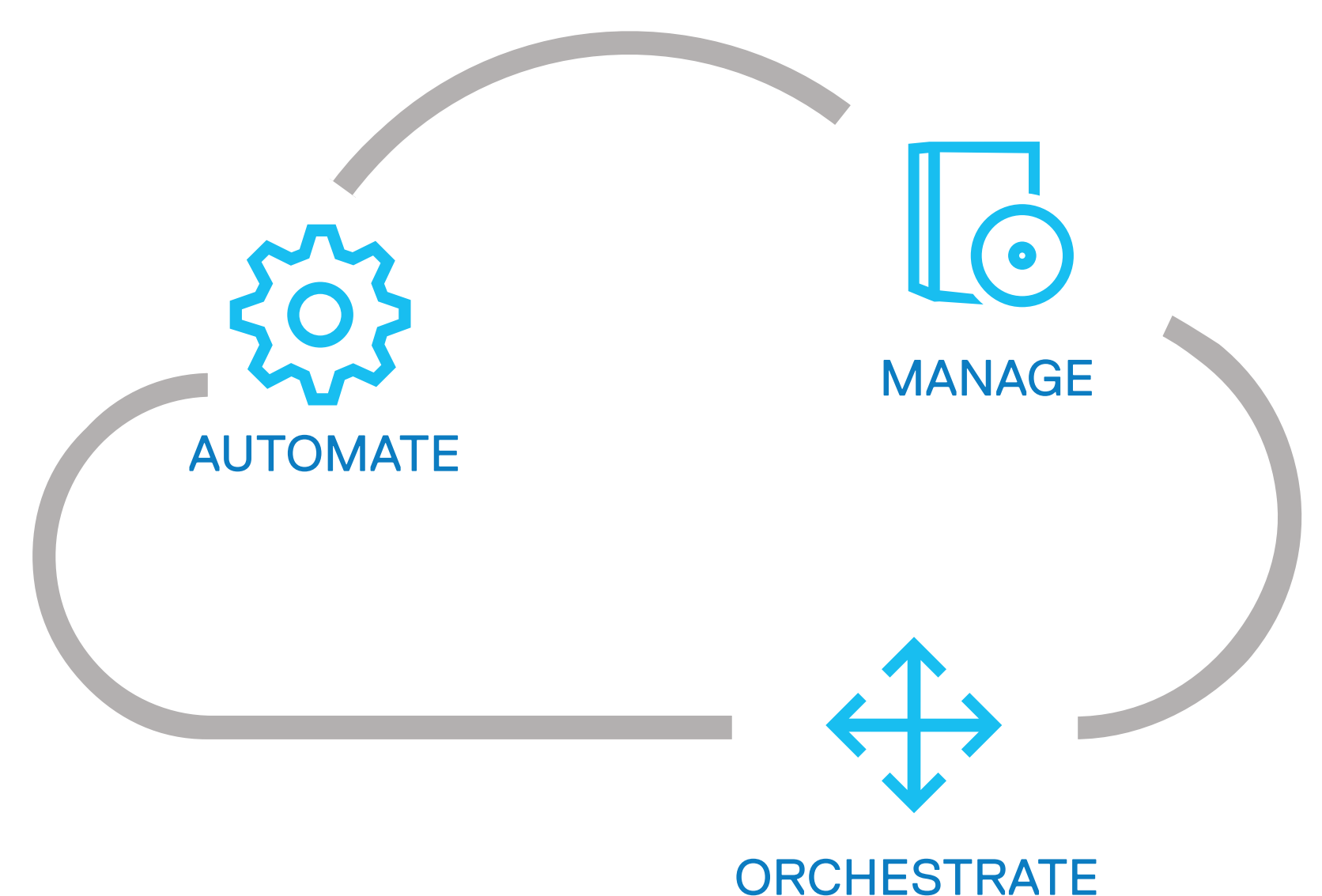


Gain Cloud Momentum

Provide a consistent infrastructure and operational experience across your cloud ecosystem

- Adopt cloud as an operating model and not as a destination
- Make your hybrid cloud environment easier to manage with the power of Dell Technologies Cloud
- Run traditional SAP and newer intelligent SAP applications, across clouds — private, public, and the edge

2

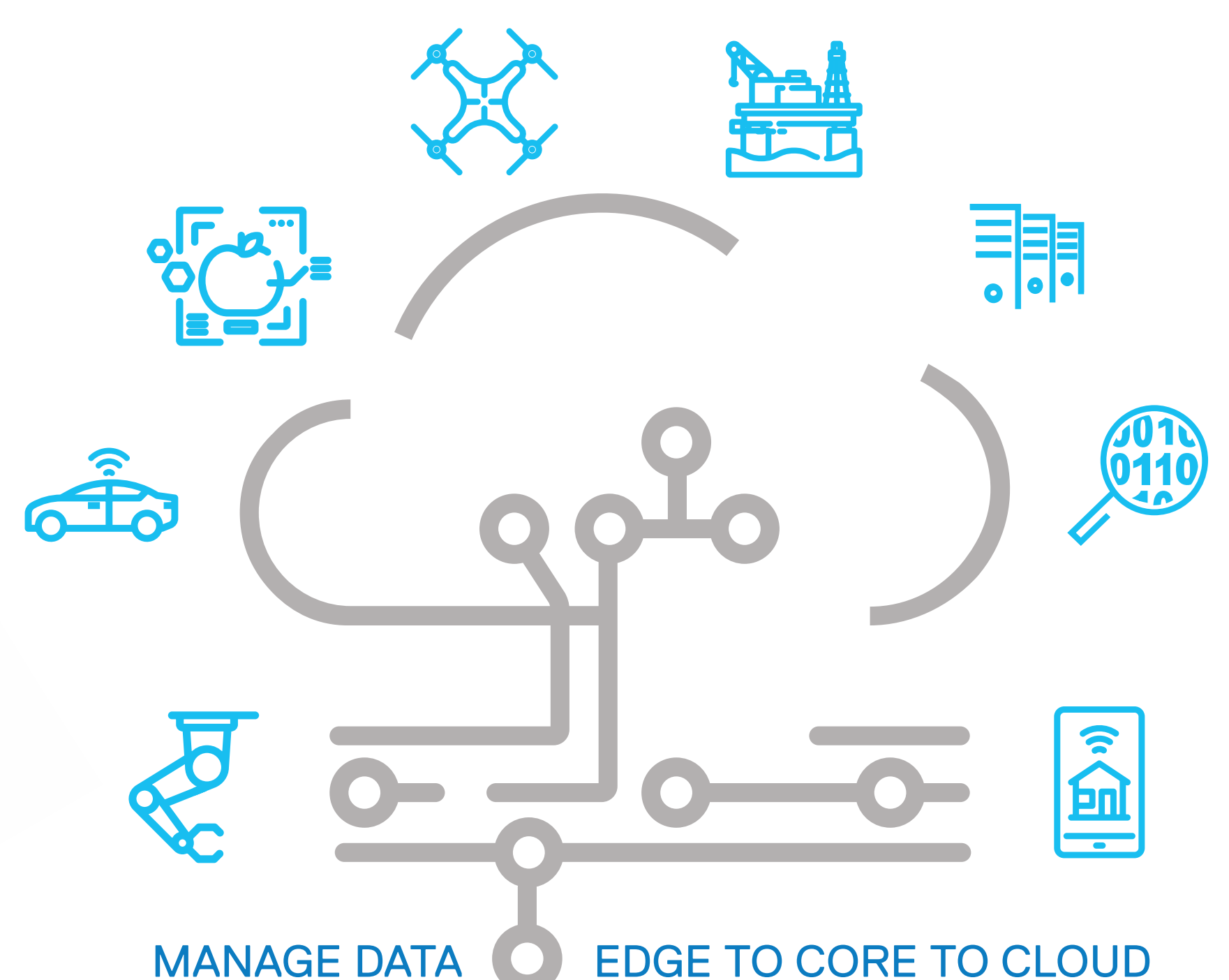


Innovate with SAP Intelligent Technologies

Simplify deployment, integration and management of data-driven applications

- Deploy a flexible Dell EMC IT foundation — scale without constraints
- Get better control of data from all sources — to achieve faster insights
- Combine data regardless of type — IoT, big data, or operational data from SAP HANA

3



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¹ Extending Mainstream Maintenance for SAP Business Suite 7 and SAP S/4HANA, SAP News Center.
² Based on a Forrester TEI Study, "Modern Dell EMC Storage and Data Protection Optimize SAP Workloads and S/4HANA Migration" commissioned by Dell Technologies and Intel, November 2019. Results based on a survey of 550 global IT decision makers and enterprise resource planning application owners that have implemented or are in the process of implementing SAP HANA. Read Full report.
³ IDC Expects 2021 to Be the Year of Multi-Cloud as Global COVID-19 Pandemic Reaffirms Critical Need for Business Agility, 31 March 2020.
⁴ IDC WW Quarterly Cloud IT Infrastructure Tracker, Q3 2019, January 2020, Vendor Revenue.
⁵ SAP Center for Business Insight & Oxford Economics, Digital Transformation Executive Study
⁶ A Forrester Consulting Thought Leadership Paper commissioned by Dell EMC, January 2019. Read full report