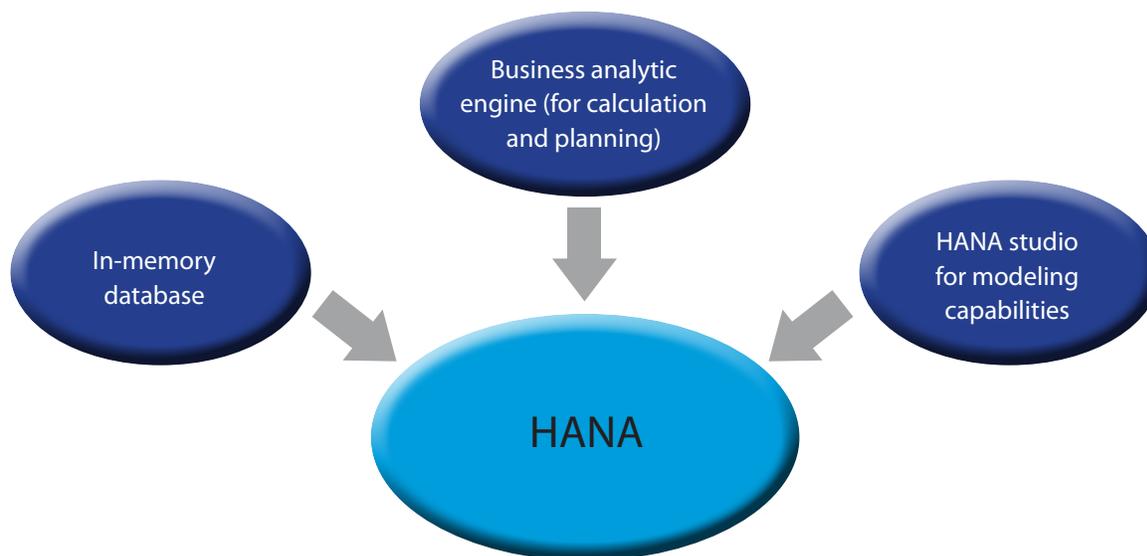




View Point

## HANA – SAP's in-memory analytics solution

HANA is SAP's in-memory analytics appliance which uses memory, instead of disk, to store and retrieve data. In-memory analytics allow data to be aggregated and calculations to be performed in memory, at the database level. This minimizes network lag by reducing the size of data returned in response to a user query. As a result, HANA yields incredibly fast response times over exceptionally large data sets.



The HANA appliance includes hardware and software necessary to establish an in-memory database for analytics and a data modeling studio. This solution enables real-time analysis of SAP data without compromising performance of the transaction system. This means large, integrated data volumes – both SAP and non-SAP – with complex modeling scenarios, can be analyzed for decision support and operational analysis. The modeling studio allows simulation and forecasting which drive predictive analytics. SAP HANA is available as standalone or can power SAP BW data warehouse and Business Planning and Consolidation (BPC) as a database below these systems.

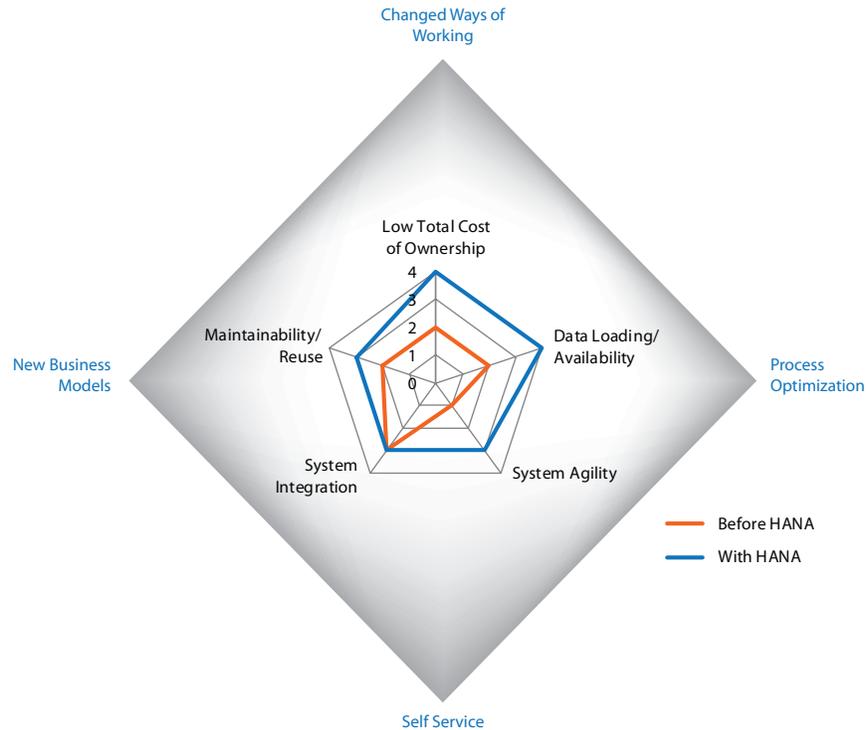
## Value Realization with Infosys

At Infosys, we apply our proprietary Value Realization Method (VRM™) to help our clients realize both technical and business value unleashed by HANA. Technical value is measured by Total Cost of Ownership (TCO). HANA provides a reduced TCO through a simplified architecture which:

- Eliminates separate data layers, disk space, data indexes, etc.
- Removes discrete Business Warehouse (BW) and Extract-Transform-Load (ETL) tools for SAP-based data (in HANA stand-alone model)
- Performs data analysis without need for building complex, multi-tiered data models
- Compresses data and storage sizes
- Reduces the analytics infrastructure footprint with fewer moving parts
- Increases data storage needs at a slower pace than traditional disk-based models
- Lowers development and support costs due to decreased data modeling needs

Business value is realized by enabling data analysis in ways not previously possible. Large data volumes, with complex integration models, updated in real-time, create opportunities to reap new operational insights and make more timely decisions. HANA also changes the way business and IT work together. HANA lends itself to agile development which puts IT resources and business users side-by-side to iteratively design, build and test solutions, and reduces the time-to-market for new reports. Furthermore, end-users experience greater self-service with HANA when generating ad-hoc reports, thereby reducing demand on IT resources.

Our Value Realization Method (VRM™) quantifies TCO and links the impacts of improved decision-making and changed ways-of working to performance metrics which are reflected in decreased costs and increased revenues.



## Starting Points

At Infosys, we recognize clients are at different points in their business analytics journey when they decide to implement HANA. In response, we have different service offerings to help you find your path.

- **HANA Real-Time Challenge** – Infosys works with clients to identify business scenarios and use cases that require real-time analytics and the speed of HANA. Clients work with Infosys to define business scenarios and provide supporting data. Infosys then transforms each use case into a working prototype. Complete effort in 2-4 weeks.
- **BW HANA Migration in a Box** – this offering is targeted at the 12,000+ SAP BW customers live, today. Infosys has developed

a packaged set of services to support client migrations to HANA or BW powered by HANA. This offering also supports BW 7.0 migrations to 7.3 if moving to BW powered by HANA solution.

- **HANA Value Acceleration Program** – Infosys has developed a program using our Value Realization Method (VRM™) to help clients analyze HANA opportunities, assign value, and create self-funding projects.
- **HANA RDS and Infosys Apps** – this offering is focused on jump-starting HANA projects with the implementation of SAP Rapid Deployment Solutions (RDS's) in 6 – 8 week fast implementations. Infosys is building expertise around these RDS's and has added vertical content and accelerators.

## Infosys Differentiators

In addition to our Value Realization Method (VRM™), we created a SAP HANA Center of Excellence network which spans industries, geographies, and business process areas to share the latest HANA implementation learning across all our clients. This network includes practitioners with hands-on experience in SAP BW, Business Objects, Basis administration, business process design/configuration, and SAP HANA. We also structured a partner network among our client companies enabling them to share experiences and learn from one-another. Finally, we expanded our partnership with SAP to include co-delivery of HANA projects and co-development of assets.

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## About Infosys

Many of the world's most successful organizations rely on Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.



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For more information, contact [askus@infosys.com](mailto:askus@infosys.com)

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