Unleash the value of virtualization

Dell™ Cloud for SAP® Applications

Overcome constraints and achieve your business goals

Evolve your business from maintenance to momentum

Implementing and maintaining SAP® business applications can be a daunting task. While corporate leaders expect a measurable ROI, budget overruns and maintenance issues can increase cost of ownership and reduce efficiency.

Dell Cloud for SAP Applications

The Dell™ Cloud for SAP Applications can help you lower costs with an evolutionary approach toward virtualized environments — both on- and off-premise.

For SAP applications on-premise, our Virtual Integrated Systems (VIS) software allows you to deploy virtual machine management using a self-service portal. And for additional off-premise capacity, the Dell Cloud provides secure computing capacity with a pay-per-use model.

With Dell Cloud for SAP Applications, you can easily switch between on- and off-premise computing and incrementally adopt cloud computing for SAP at your own pace.

Lower your cost with on-premise virtualization

Dell Cloud for SAP Applications can help you take control of your SAP applications in a virtual environment. By automating the provisioning of SAP landscapes, our VIS technology reduces provisioning time using a self-service, pay-as-you-go model. Additional benefits include:

- **SAP development completed in minutes instead of weeks.** Improve environment refreshes with automated, unintended SAP cloning process.
- **No vendor lock-in.** Orchestrate delivery across multi-vendor technology stacks such as hypervisor, connection brokers, management tools and hardware. Dell VIS works with your current infrastructure and provides future-ready platform for technology updates.
- **Flexible infrastructure.** Create an elastic infrastructure that addresses your growing number of user endpoints and business needs.

Drive business agility with off-premise private cloud

Dell Cloud for SAP Applications can also provide additional capacity off-premise. Our Dell Cloud with VMware vCloud Datacenter Service is a secure enterprise-class Infrastructure-as-a-Service (IaaS) that combines Dell's deep SAP expertise deploying ERP virtualized solutions with enterprise-class solutions certified by SAP. It allows you to:

- **Instantly add capacity to your SAP landscape.** Break free from you physical data center with the Dell Cloud. Incrementally add capacity with secure, private infrastructure as a service.
- **Pay only for what you use.** Meet tactical business objectives using temporary capacity in the Dell Cloud for development, upgrades or disaster recovery.
- **Achieve quick integration.** Mitigate your on- and off-premise applications risk with Dell Boomi's pre-built SAP-certified connectors and integration workflows.

Ready to take the next step?

Contact your Dell representative or visit Dell.com/SAP to learn how you can:

- Sign up for a Dell Cloud Starter Kit for SAP Solutions or a Dell Cloud Development Kit for SAP Solutions
- Attend a complimentary half-day workshop to discover the benefits of achieving a dynamic infrastructure for your unique business requirements.

Dell Cloud for SAP Applications

Dell Application Services offers a standard delivery for all of our Modernization Services for SAP Solutions.

Assessment	Design	Build	Run	Optimize

Offer	Description
Efficient enterprise workshop Understand the potential	• This workshop helps you take the next steps in achieving a dynamic infrastructure. Dell facilitated engagement addresses your key technology and related business challenges including topics such as self-service provisioning, automation of operational tasks, better alignment of IT spend to business priorities, simplifying the configuration and monitoring process and continuation on the journey to cloud. • 1/2 day no charge consultative white boarding session delivered by SAP certified consultants and expert virtualization or cloud consultants • Introduce the VIS Technology, if applicable • Discuss your organization's current state and key IT challenges • Determine preliminary risk and readiness • Introduce the Dell point-of-view and maturity model • Best practice summary and next steps outline
Assessment Make informed decisions	• Comprehensive 3 to 6 week onsite fee-based engagement providing an extensive review of your SAP application environment • Executive summary of your current infrastructure with a detailed roadmap based on your stated goals and objectives • Complete basic ROI/cost savings analysis with relevant and actionable data • Risk assessment by weight and probability for all risks associated with migration, plus a mitigation strategy • Performance benchmark testing of your applications on the new platform
Design Lay the path for success	• Comprehensive design including impact of cloud solution on major areas of enterprise architecture: business, data, SAP application landscape, and technology • Proof-of-Concept (POC) to understand needed changes, and validate benefits, security, and performance before committing to long term change
Build Capture the value	• Translate your cloud design into a successful deployment • SAP application migration and development to tailor existing landscapes to the cloud environments • Integration of cloud solution with on-premise and other cloud services • Testing, on-site deployment and roll-out of the cloud solution • Guidelines for operational best practices, governance, knowledge transfer, and reporting

Dell is a Global Technology Partner.
Dell Services is a North American Services Partner, my SAP Services Partner and Certified ASAP Partner.

For more information about our SAP Modernization Solutions, please email sap_modernization@dell.com.