Become / *Future Ready* / with Dell Innovations for SAP®
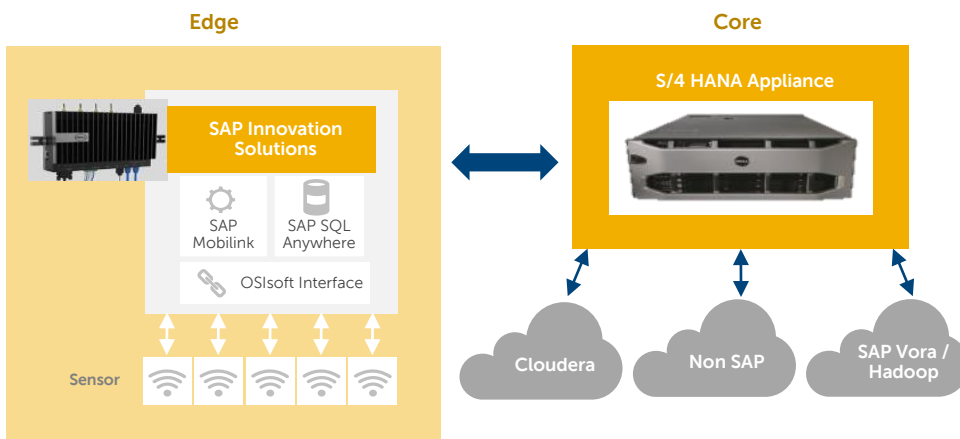
Enable the enterprise Internet of Things from the edge to the core – from IoT gateway to SAP HANA

New technologies are making the Internet of Things (IoT) available to the masses. But IoT is not new, and certainly not new to Dell, where we've been integrating computing and sensor data for decades. Dell's broad portfolio of technologies combined with a rich partner ecosystem, deep vertical and domain expertise, and a collaborative approach enables us to provide flexible, end-to-end IoT solutions now. Key requirements that we have heard from customers:

- Using Big Data from different sources, e.g. collect data via IoT Gateways, and bring them in-context for faster business processing and analytics as well as for new discoveries and more-informed decisions
- Get possibility and flexibility to use IoT data on the edge as well as in the headquarters, depending on urgency and purpose of in-context decisions
- Customer needs an integrated end-end solution from IoT Gateway on the edge to SAP HANA, SAP Vora/Cloudera Hadoop on the core.

Dell Reference Architecture - IoT solutions for SAP

Get and accelerate access to the right data is key to yield faster analytics, improve corporate decision making — ensuring your success. Sensors alone do not transform operations, and data points without connectivity do not transform business operations. With Dell's IoT solution for SAP you can collect data via IoT gateways and connect them to SAP HANA for rapid analytics. Take advantage of pre-tested, pre-installed, pre-configured bundles of software and hardware (IoT Gateways and Appliances for SAP HANA, SAP Vora, Hadoop and Cloudera) with deployment and configuration services and a complete SAP integration.

Edge

Core

SAP Innovation Solutions

SAP Mobilink

SAP SQL Anywhere

OSIsoft Interface

Sensor

S/4 HANA Appliance

Cloudera

Non SAP

SAP Vora / Hadoop

Enable game-changing innovation that will carry you into the future

For about two decades, Dell has collaborated with SAP to deliver hundreds of solutions to customers across many industries. Given the continuing expansion of our partnership with SAP worldwide, Dell established the Global SAP Center of Excellence (GSCoE). The GSCoE is Dell's Think Tank for SAP innovations to meet new challenges for customers empowering the Digital Transformation that organizations crave. Furthermore, the GSCoE team serves as support to the Dell field team and partners for technical presales, provides field enablement and education and covers global technical alliance management with SAP development. At the GSCoE headquarters in Walldorf, Germany, we also facilitate and operate an SAP-specific Dell data center, for partners and customers, for presentations, proof of concepts and testing innovative solutions, such as:

Dell Hybrid Cloud for SAP — optimized reference architecture

The Dell cloud reference architecture for SAP is an enabler for rapid deployment of SAP and SAP HANA landscapes, easy monitoring and management. SAP hosters, data center providers and organizations with a private/hybrid cloud can take advantage of an open, VMware® based, hyperconverged reference architecture for more flexibility, improved scalability and the adoption of customer specific requirements. By choosing Dell you will get a comprehensive cloud solution for SAP - all in one - including: compute, network, storage, management tools and software.

SAP Foundation for Health powered by Dell

SAP Foundation for Health provides powerful analytical tools to help medical researchers to obtain deep insights into all types of data. Bringing together medical data from EMR, genomics and IoT from medical devices helps assimilate information from different sources in a single pane of glass view. The Dell reference architecture helps deploy SAP Foundation for Health in a fast and optimized way to ensure that doctors get the research results more efficiently to enhance their effectiveness in helping patients.

Dell IoT for SAP — from Gateway to SAP HANA

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Why Dell:

- Complete line of platform configurations for any customer environment, from small tests to massive scale: from 64GB to 32TB of in-memory data; from complete appliance delivery to Tailored Datacenter Integration – depending on the customer use case
- Dell has the #1 performance benchmarks for SAP HANA and SAP application databases
- Dell won SAP's 2015 Customer Innovation Award for our own internal HANA implementation
- With our Global SAP Center of Excellence, Dell is a Single Source for Solution Design, Delivery & Support
- Pre-sized, pre-integrated solutions mean: Quicker time to productivity: From the box to productivity in hours, not days

For more information about any of our offerings, please visit Dell.com/sap or contact a Dell representative via GSCoE@dell.com.