



Learn about the value SAP HANA can provide your company.

Dell value workshop for SAP HANA



SAP HANA is more than just a fast database. Nevertheless, many people still believe that the only value SAP HANA provides is based on speed — speed for processing large data volumes for faster reporting and speed for processing batch jobs faster.

At Dell, we have identified six value categories for SAP HANA, and reporting speed is only one of them. Unfortunately, most companies aren't aware of these categories or how they form the foundation of the three fundamental changes SAP HANA can bring to your company: reimagined business models, business processes and decision-making abilities.

Utilize the six SAP HANA® value categories to reimagine your business model, your business processes and your decision-making abilities.

Key benefits:

- Utilize our SAP HANA use case library to accelerate the value identification process
- Combine management consulting with IT know-how to see how SAP HANA can be used for analytical purposes, as well as to increase efficiencies and lower business operations costs
- Understand how an SAP HANA deployment can aid your business to justify an investment
- Build a business case, a return-on-investment study and a deployment roadmap
- Reduce risk by using our cloud-based proof of concept technology before you make a financial commitment

With our educational value workshop for SAP HANA, you can learn about the six value categories, how they apply to your company and what value-based use cases your company can derive from them.

What you get from an SAP HANA value workshop:

An SAP HANA value workshop is a three-hour session, broken into two parts, held at your facilities.

The first part is an educational session in which the six value categories are explained and discussed in context of SAP Business Suite, SAP S/4HANA and SAP BW on HANA.

The second part focuses on use cases. Dell has a library of over 100 use cases, and we will select five to 10 that are typically applied to a company comparable to yours in your industry.

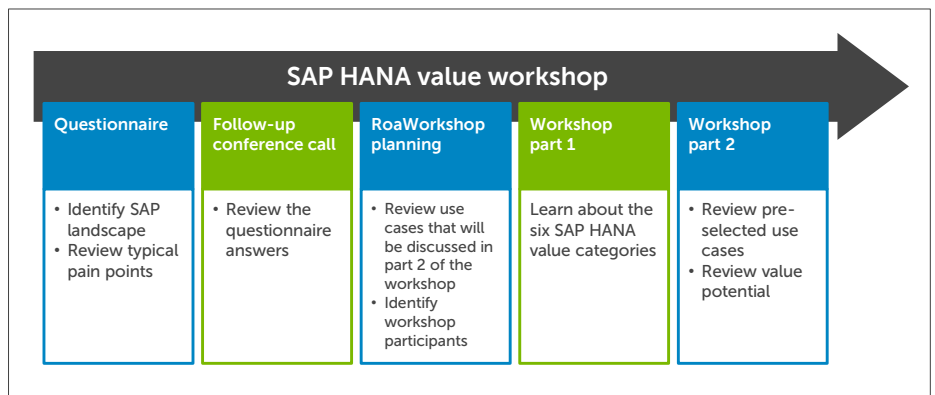
As the use cases are discussed, we will highlight how they can improve your business operations, create revenue potential, lower your costs, simplify business processes and improve your decision-making abilities.

We will also explain how the value can be quantified. However, due to the short nature of this workshop, we will not be able to calculate the value (this would be done in a subsequent SAP HANA value identification project).

In addition to the value quantification, as part of our value identification project, Dell offers the development of a business case and a value realization roadmap.

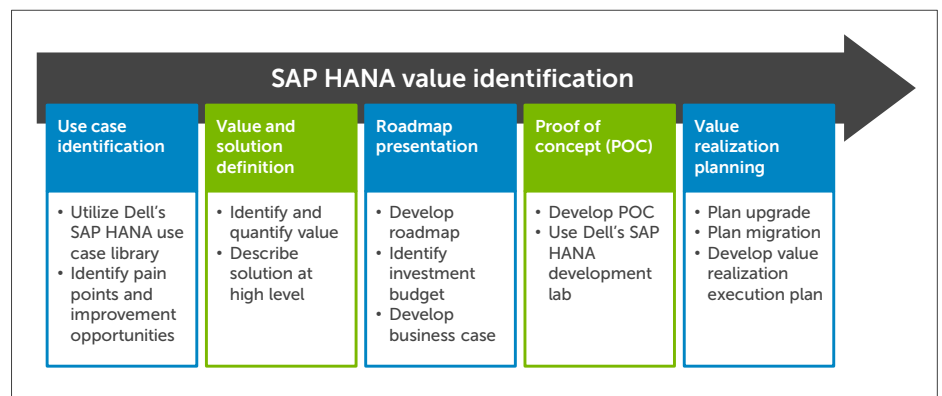


SAP HANA value workshop



SAP HANA value identification project

An SAP HANA value identification project is the optional follow-up to the value workshop, in which details for use cases, their value and steps for a value realization roadmap are further developed.



Examples from Dell's SAP HANA use case library

Use case	Value
Material requirements planning	<ul style="list-style-type: none"> • Manage supply chain operations based on optimized key performance indicators • Reduce working capital, increase inventory turnover and lower stock on hand
Predictive maintenance	Reduce lost manufacturing capacities due to unforeseen equipment failure
Distribution and replenishment optimization	<ul style="list-style-type: none"> • Decrease stock outage risks • Reduce average inventory levels • Optimize product mix at distribution centers • Reduce costly distribution center restock
Sentiment reporting	<ul style="list-style-type: none"> • Structure social media feedback on products • Optimize marketing
Warehouse management	<ul style="list-style-type: none"> • Improve utilization of warehouse resources • Lower warehouse operational costs
Transportation optimization	<ul style="list-style-type: none"> • Optimize delivery route • Improve the ratio of truck-to-delivery stops per day
Stock allocation	<ul style="list-style-type: none"> • Allocate inventory easier for rush orders • Synchronize campaign and inventory reservations, • optimize high-profit order allocation
Genealogy tracking	Improve audibility for genealogy tracking for controlled industries
Plant performance	<ul style="list-style-type: none"> • Improve utilization of manufacturing assets • Reduce costs for manufacturing asset utilization

For more information about any of our service offerings, please visit Dell.com/SAP, email sapsales@dell.com or contact a Dell representative.



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