

Red Hat  
**Summit**

**Connect**

# HPE Greenlake and Red Hat for SAP

Alessandro Moriondo – HPE Chief Technologist

Rome

8° november, 2022

**HPE**   
**GreenLake**

 Red Hat |  intel.



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HIT Italy Presales Manager & CTO

Hewlett Packard Enterprise

Italy

# AGENDA

**HPE WITH RED HAT AND SAP – PARTNER FOR MISSION CRITICAL WORKLOAD**

**HPE PORTFOLIO FOR SAP WITH RED HAT**

**HPE GREENLAKE WITH RED HAT FOR SAP HANA WORLOAD**

**HPE | RED HAT PARTNERSHIP FOR HYBRID CLOUD WITH SAP**

**Q&A**

# HPE, your trusted solution partner for Mission-critical SAP HANA workloads

## Unrivalled expertise

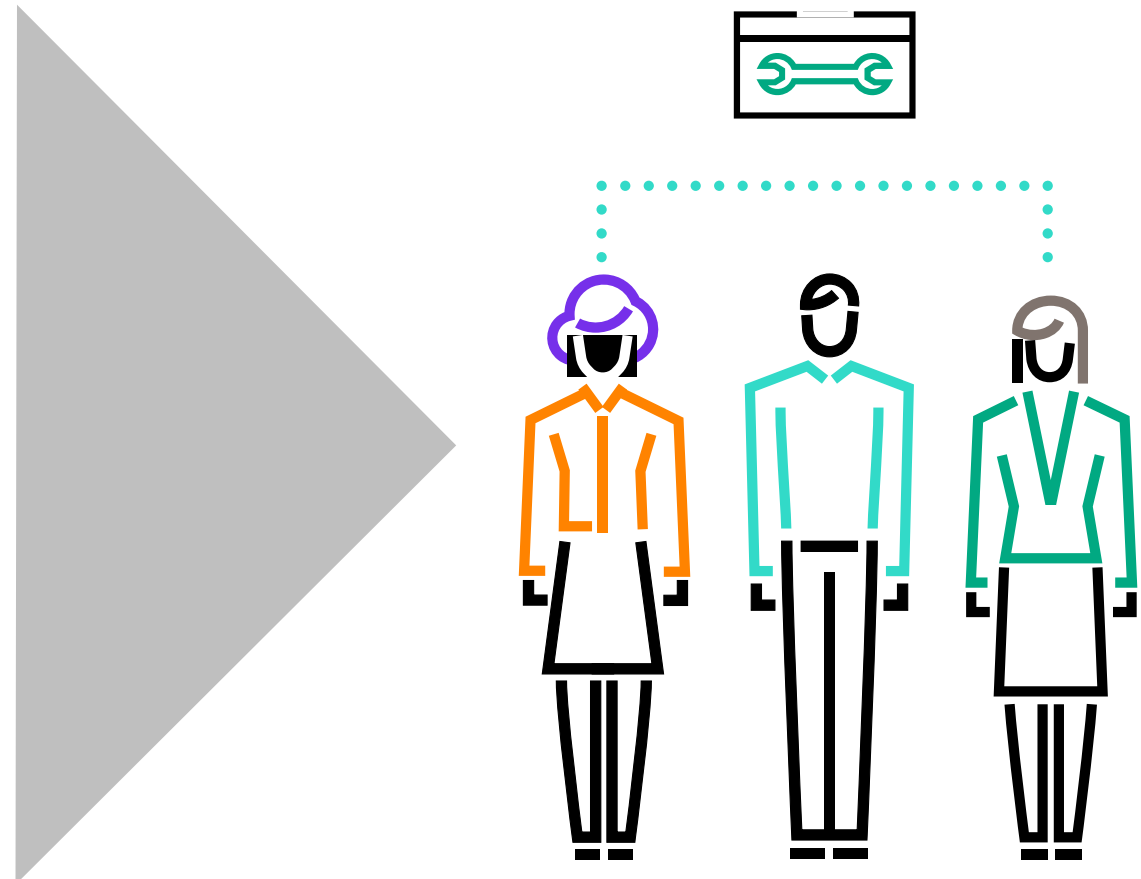
HPE has delivered thousands of servers for SAP HANA workloads.

## Flexible as-a-service delivery

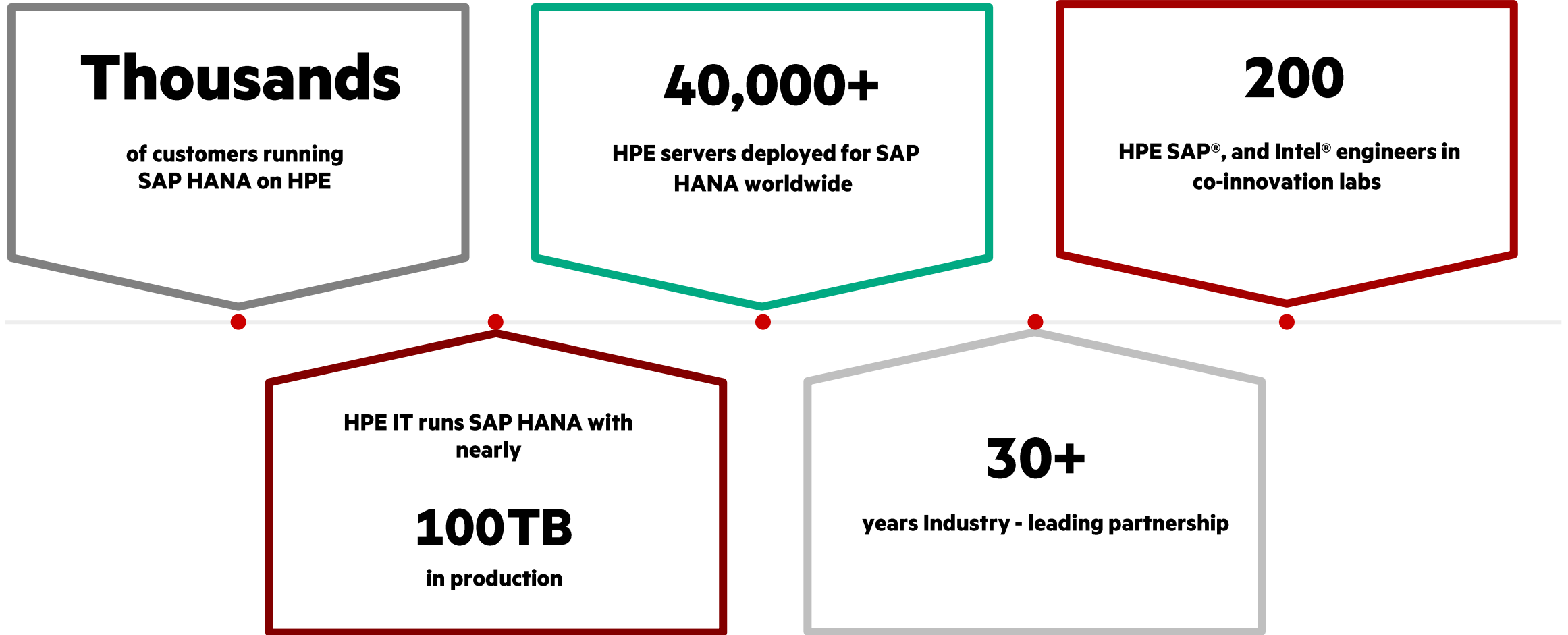
Cloud-like agility and economics.  
On-premises control and performance.

## Technology leadership

Leading infrastructure platforms for your database, storage, app, and software tiers.



# our Solution leadership

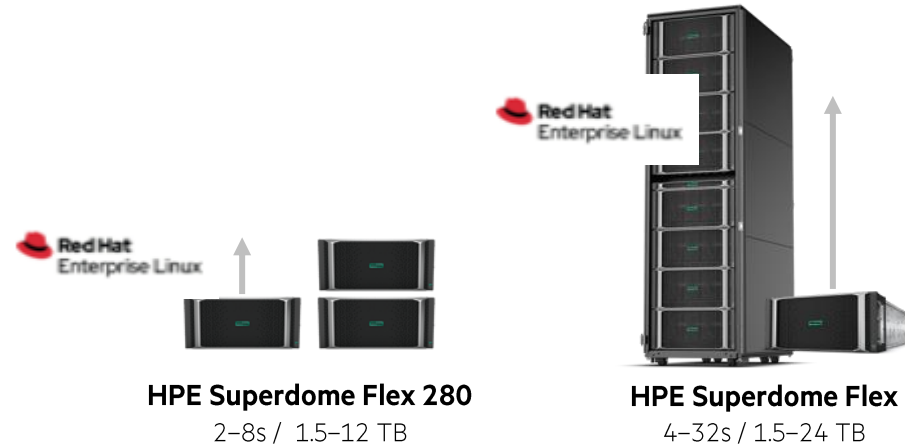


## HPE PORTFOLIO FOR SAP WITH RED HAT

# HPE Infrastructure solutions for SAP

## Database tier

To power the database tier **HPE Superdome Flex 280** and **HPE Superdome Flex** feature a unique modular architecture that equips environments of all sizes  
The reliable **HPE ProLiant DL560** is also an option



## App tier

To power the SAP application tier and small databases in VMware® environments, and to equip service providers for SAP HANA offerings, customers can choose from **HPE ProLiant DL360 or DL380**, **HPE Superdome Flex 280**, and HPE Synergy 480



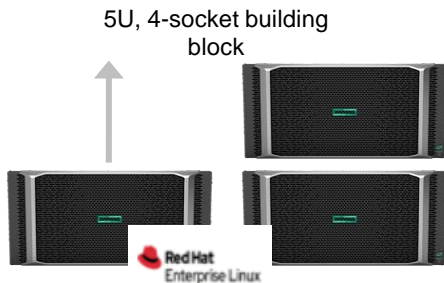
## Storage

To ensure your persistent data is always on and always available—use HPE Storage. **HPE Primera** has a **100% availability guarantee**, and **HPE Nimble Storage** has a measured **6'9s** of uptime



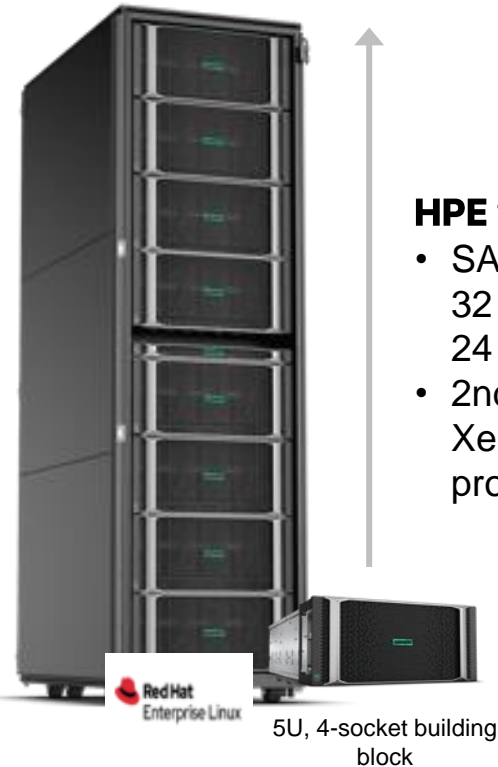
# The building blocks for your SAP HANA journey

Database tier



## HPE Superdome Flex 280

- SAP certified up to 8 sockets & 1.5 TB to 12 TB shared memory
- 3rd generation Intel® Xeon® Scalable processors



## HPE Superdome Flex

- SAP certified from 4 to 32 sockets & 1.5 TB to 24 TB shared memory
- 2nd generation Intel® Xeon® Scalable processors

# #1

- In scale-up and scale-out capacity
- Unique modular architecture
- Extreme RAS technology
- World-record system performance

[hpe.com/superdome](https://hpe.com/superdome)



# Run SAP applications, small databases, and more

App tier

Power the SAP application tier and small databases in VMware® environments (including HCI with VMware vSAN™). Deliver SAP HANA as a service.



**HPE Superdome Flex 280**

Performance, reliability, and security for the most demanding applications.

[hpe.com/superdome](https://hpe.com/superdome)



**HPE ProLiant DL360/380**

SAP Business One® powered by SAP HANA

[hpe.com/proliant](https://hpe.com/proliant)

# Optimal all-flash and hybrid storage for SAP HANA

Storage tier

**Extreme performance | Cloud agility | Built-in AI**



HPE  
Alletra 6000



HPE  
Primera



HPE  
Alletra 9000



HPE  
XP8

Business-critical applications

Mission-critical applications

[hpe.com/storage/sap](https://hpe.com/storage/sap)

# High availability and disaster recovery solution for SAP HANA

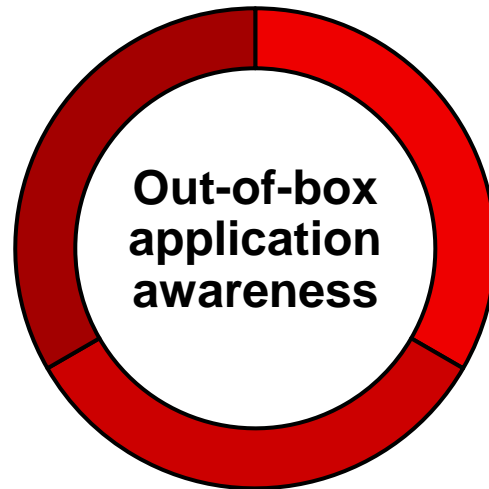
HPE Serviceguard for Linux

## HPE Serviceguard for Linux® Premium Edition for SAP HANA

The only solution to leverage HANA multi-target system replication.

### Maximize application uptime

- Protect SAP HANA across multiple tiers
- Deploy up to 3 HANA standby instances
- Eliminate planned downtime



### Recover rapidly and automatically

- Automatically reinstate HANA standby instances on recovery of primary site
- Seamlessly add disaster recovery protection

Near-zero downtime

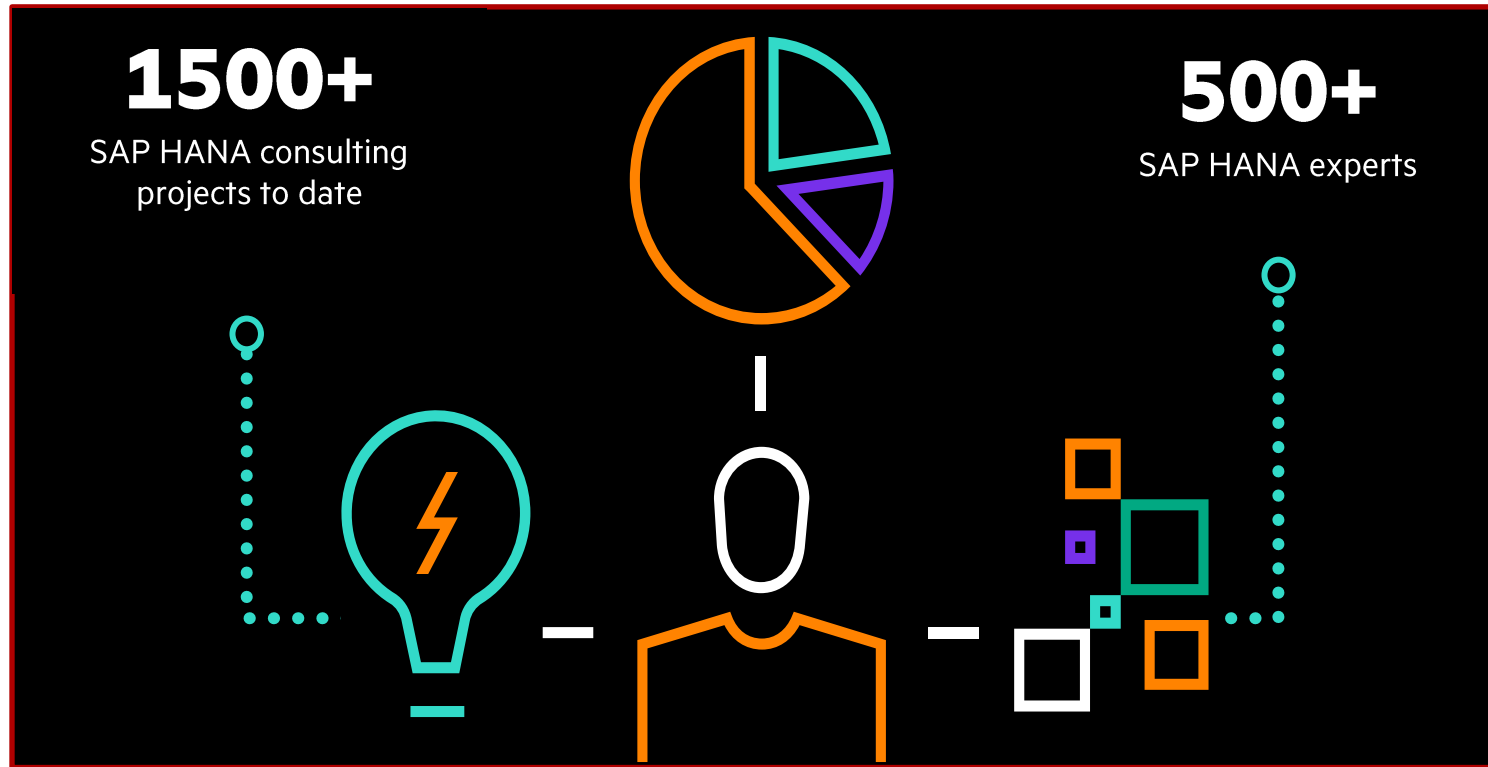
### Preserve data integrity

- Assured data integrity under any failover scenario
- Proven, unique algorithms to ensure robust recovery

Innovative software to maximize application uptime

[hpe.com/servers/sqlx](https://hpe.com/servers/sqlx)

# Expert solution support



**98%** of customer issues are resolved within the HPE Center of Excellence for SAP HANA

Reduce time to diagnose and resolve issues with expert advice. Collaborative support engagement with SAP. [hpe.com/pointnext](https://hpe.com/pointnext)

# HPE GREENLAKE WITH RED HAT FOR SAP HANA WORKLOAD

# HPE GreenLake for SAP HANA with Red Hat

Secure in-memory database that grows with your business



## Certified SAP hardware from HPE

## Industry-leading in-memory database

Superior performance for mission-critical applications

## Comprehensive service experience on demand

HPE COE Service for SAP HANA provides solution level reactive services and lifecycle service management

## Expertise from HPE Pointnext Services

12,000+ SAP HANA engagements



## Operated for you

Free your teams for more valuable contribution

## HPE expertise

Faster time to value – design, implement, train

## Cloud economics

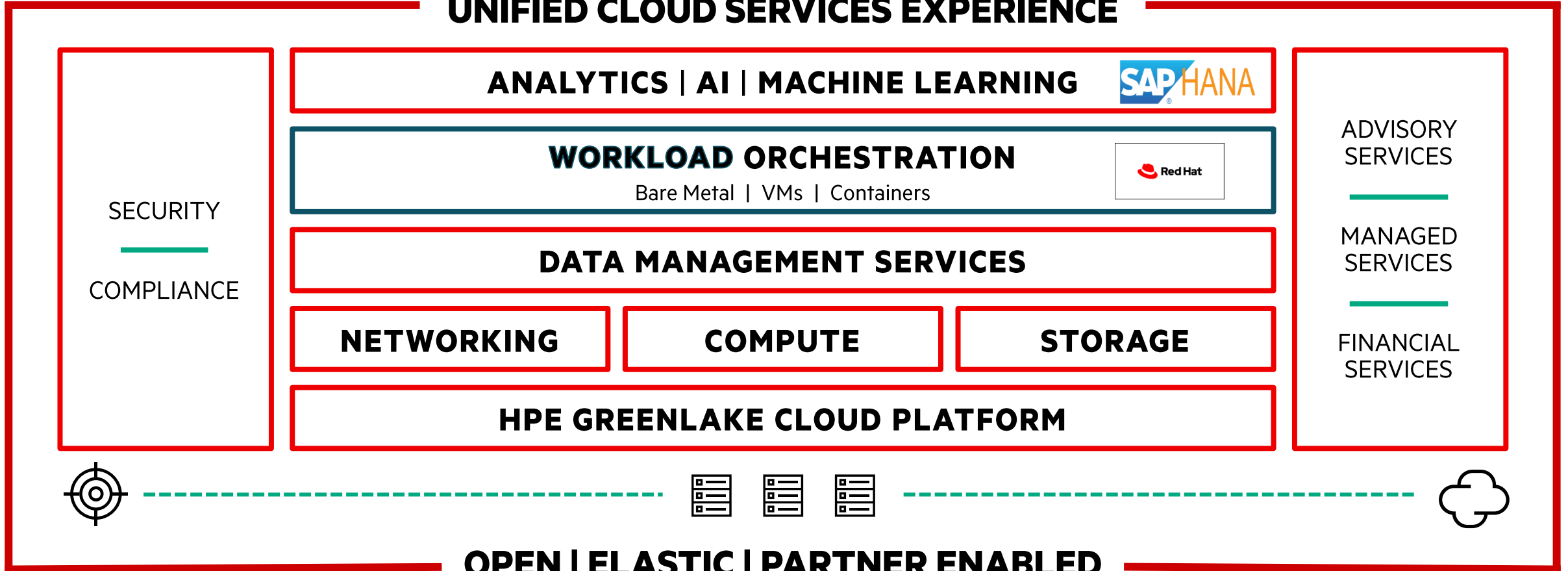
Business-oriented metric for pay-per-use

Consumption-based billing, remote monitoring, and active capacity management

# HPE GREENLAKE

Edge-to-cloud platform

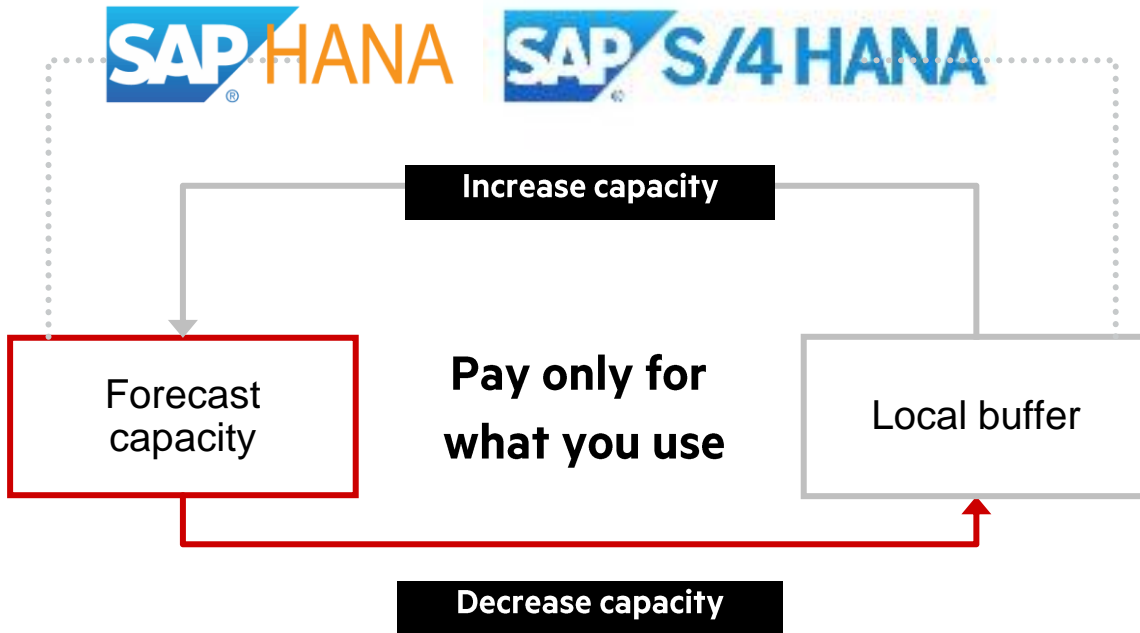
## UNIFIED CLOUD SERVICES EXPERIENCE



# HPE GreenLake—Consumption-based IT

A public cloud-like experience in the privacy of your own data center

Simplicity, agility, and economics of public cloud with the security and performance benefits of on-premises IT



- ▶ Infrastructure capacity that never runs out
- ▶ Scalable—add capacity in minutes from buffer on-site
- ▶ Metered usage billed monthly as a service;
- ▶ No upfront payment requirements
- ▶ Your choice of technology; determine your own “right mix” of Hybrid Cloud and workload placement without having to choose
- ▶ Enterprise-quality support
  - Recommended HPE COE Service for SAP HANA



# Responding to customer demand for on-premises deployment

**HPE and SAP will deliver SAP S4/HANA® Cloud, private edition, customer data center option (PE, cdc) with HPE GreenLake, as a fully managed service at the edge, in the customer's data center, or in a colocation facility.**

- Delivered with HPE GreenLake the offering will help customers leverage cloud capabilities while keeping their SAP landscape on-premises, facilitating the move to SAP S/4HANA®.
- It will be delivered as a turnkey, OPEX <sup>1</sup>, cloud subscription offering, that will be available through SAP based on HPE GreenLake.
- HPE will supply, install, and manage the infrastructure, while SAP will provide application management services and expertise on integration from the operating system to the database to the cloud.

**HPE AND SAP TO DELIVER SAP HANA ENTERPRISE CLOUD WITH HPE GREENLAKE CLOUD SERVICES**

The new customer edition of SAP HANA® Enterprise Cloud delivered with HPE GreenLake cloud services helps customers leverage cloud capabilities while keeping their SAP landscape on-premise.

[Read the press release](#)

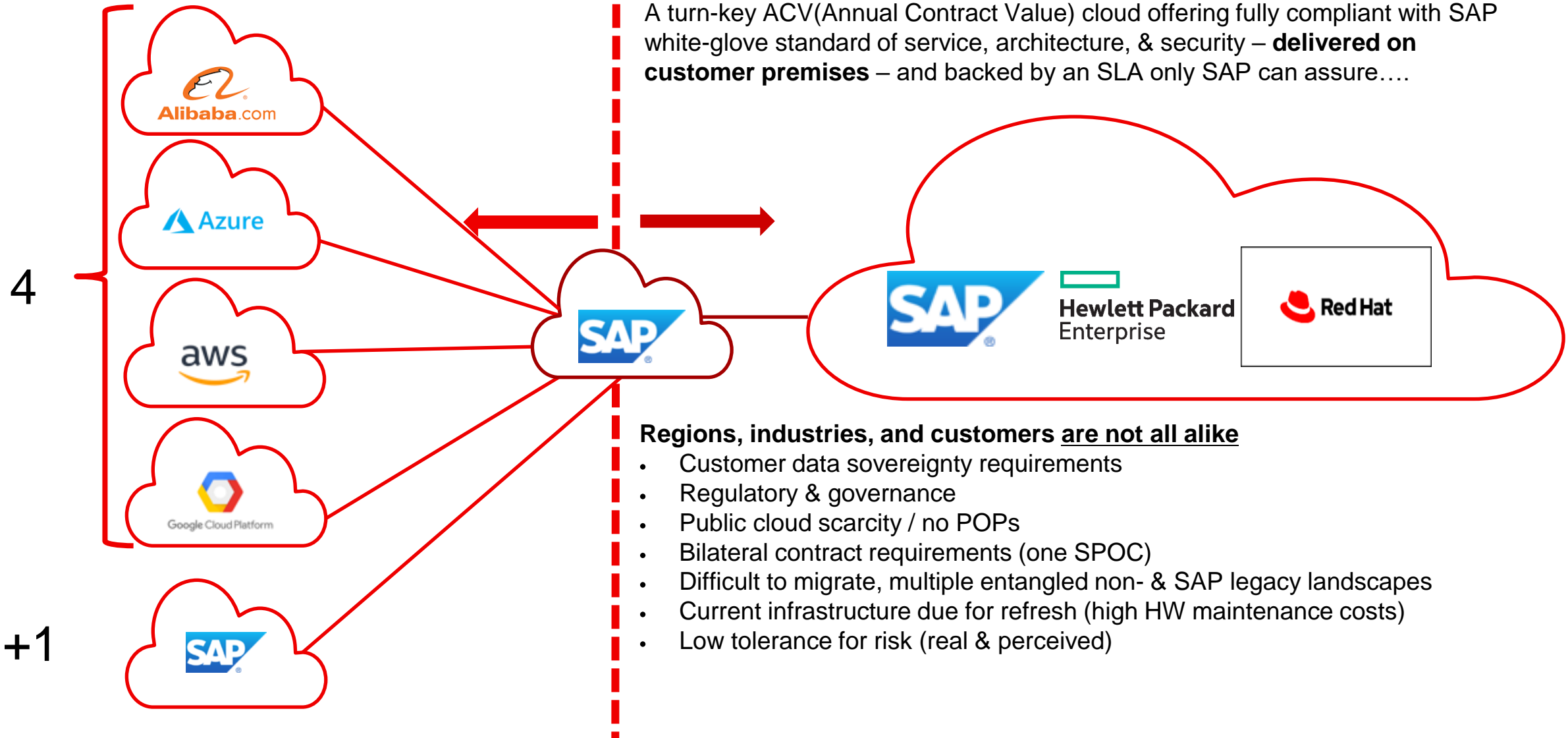
**Why We Launched SAP HANA Enterprise Cloud, Customer Edition**

August 6, 2020 by Peter Pflaum

Today SAP is announcing the availability of SAP HANA Enterprise Cloud, customer edition. This new offering will make our private cloud service SAP HANA Enterprise Cloud and license subscription available to customers that want to keep their SAP software landscape and data within their own data center environment.

# SAP S4HANA Cloud, Private Edition, CUSTOMER datacenter option

A turn-key ACV(Annual Contract Value) cloud offering fully compliant with SAP white-glove standard of service, architecture, & security – **delivered on customer premises** – and backed by an SLA only SAP can assure....



# Continuum of HPE Services for SAP and S/4HANA

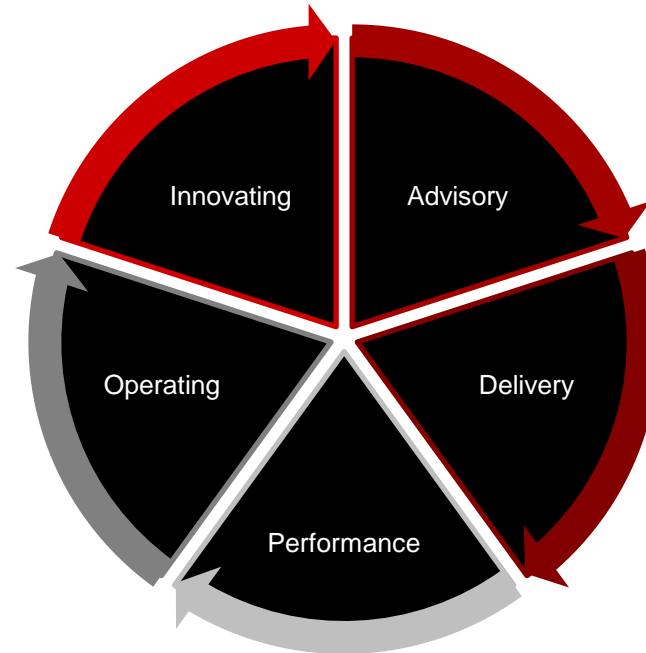
HPE Pointnext Services are advisory led and consumption enabled

## Develop innovative services:

- Develop solutions and best practices based on successful SAP projects.
- Establish innovative ways to test and develop SAP applications on HPE.
  - Conference room pilots
  - Customer demos
  - POCs
- In your data center or at a colocation partner.

## Operate SAP HANA with confidence

- HPE COE Service for SAP HANA
- HPE Pointnext Complete Care included in HPE GreenLake
- HPE GreenLake Management Services for SAP HANA



## Assess and improve performance

- **HPE Performance Services for SAP**  
At SAP application layer, database layer,  
Operating System layer, Virtual environments  
Storage layer

## Get started via:

- S/4HANA advisory workshops
- Customer Fireside Chats
- SAP right-mix advisory workshops
- Automated workload deployment

## Leverage HPE Experts

- Plan, build, and run based on SAP Activate Methodology
- Implementation, security, and project management services
- Detailed S/4HANA system design
- SAP end-to-end Implementations



# Turning insights into actualities

Future-focused solutions  
from partners you trust

## **Two companies, one vision for open hybrid cloud, working together for you**

HPE GreenLake with Red Hat Open Hybrid Cloud offers the best of both worlds.

HPE GreenLake brought cloud economics to you from edge to cloud.

Red Hat Open Hybrid Cloud is a truly scalable platform that seamlessly runs workloads on any footprint at scale.

**Together, HPE GreenLake with Red Hat  
can tackle any workload  
in a cloud-consumable manner.**

# Evolution of HPE | Red Hat Partnership

ISV-as-a-Service experience

- The OEM partnership between HPE and Red Hat goes back a long way.
- Red Hat software have been certified on most HPE hardware.
- Various HPE delivery organizations have implemented Red Hat software on HPE hardware.

In 2022, Red Hat software is part of HPE



Greenlake consumption economics

## Consumption Economics

- Initially applied to only Hardware, now it includes Red Hat software
  - Pay per use
  - Reserve and on-demand
  - Metering



# Spotlight on Red Hat

Complete portfolio of open-source enterprise IT solutions

The complete Red Hat® portfolio of open-source software solutions will be available as a service via

HPE GreenLake including:

Red Hat OpenShift®

Container Platform

Red Hat Enterprise Linux®

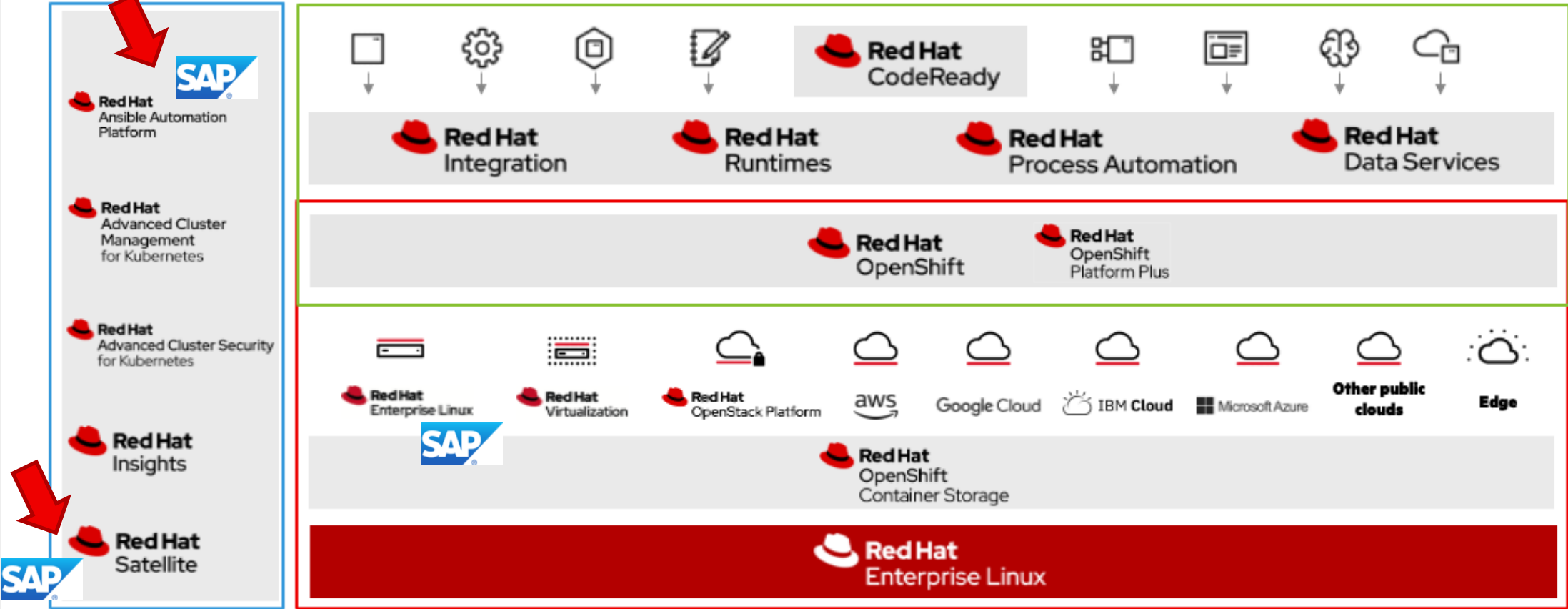
Red Hat Ansible®

Automation Platform

**Adding Red Hat open-source solutions  
and hybrid cloud leadership  
delivers an unprecedented as-a-  
service consumption model  
from two industry leaders.**



# RED HAT PORTFOLIO



- Hybrid cloud infrastructure
- Cloud-native development
- IT automation and management

# Complete IT automation

Network + Storage + Compute

## Red Hat–certified software with HPE

Tested, verified, and supported enterprise-grade software from Red Hat and HPE, ready to deploy in your environment

### Network

Aruba

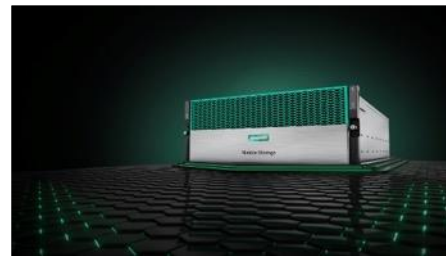
“ Ansible bridges the gap between programmer and network engineer by making network automation simple, powerful, and easily integrated into any campus, branch, or data center environment.



Simplify network operations with Aruba and Red Hat Ansible  
Deploy networks faster  
Improve IT agility  
Lower costs

### Storage

HPE Nimble Content Collection for Ansible

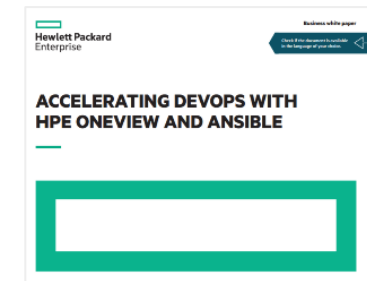


HPE Nimble Storage platform leverages flash storage and the power of predictive analytics

- Delivers fast and reliable access to data

### Infrastructure

Software-defined templates in HPE OneView



Automate provisioning of physical infrastructure in conjunction with Ansible Core



# Red Hat Pay as you go (PAYG) product enablement (WIP)

PAYG contract signed  
May 2022

HPE Discover announcements for Red Hat June 2022

HPE GreenLake with Red Hat “ala carte” enabled Sept 2022

HPE GreenLake with Red Hat OCP December 2022

Additional Red Hat portfolio “ala carte” enabled  
December 2022



OpenShift (OCP) Bare Metal  
Ansible

RHEL (non-metered interim inclusion)

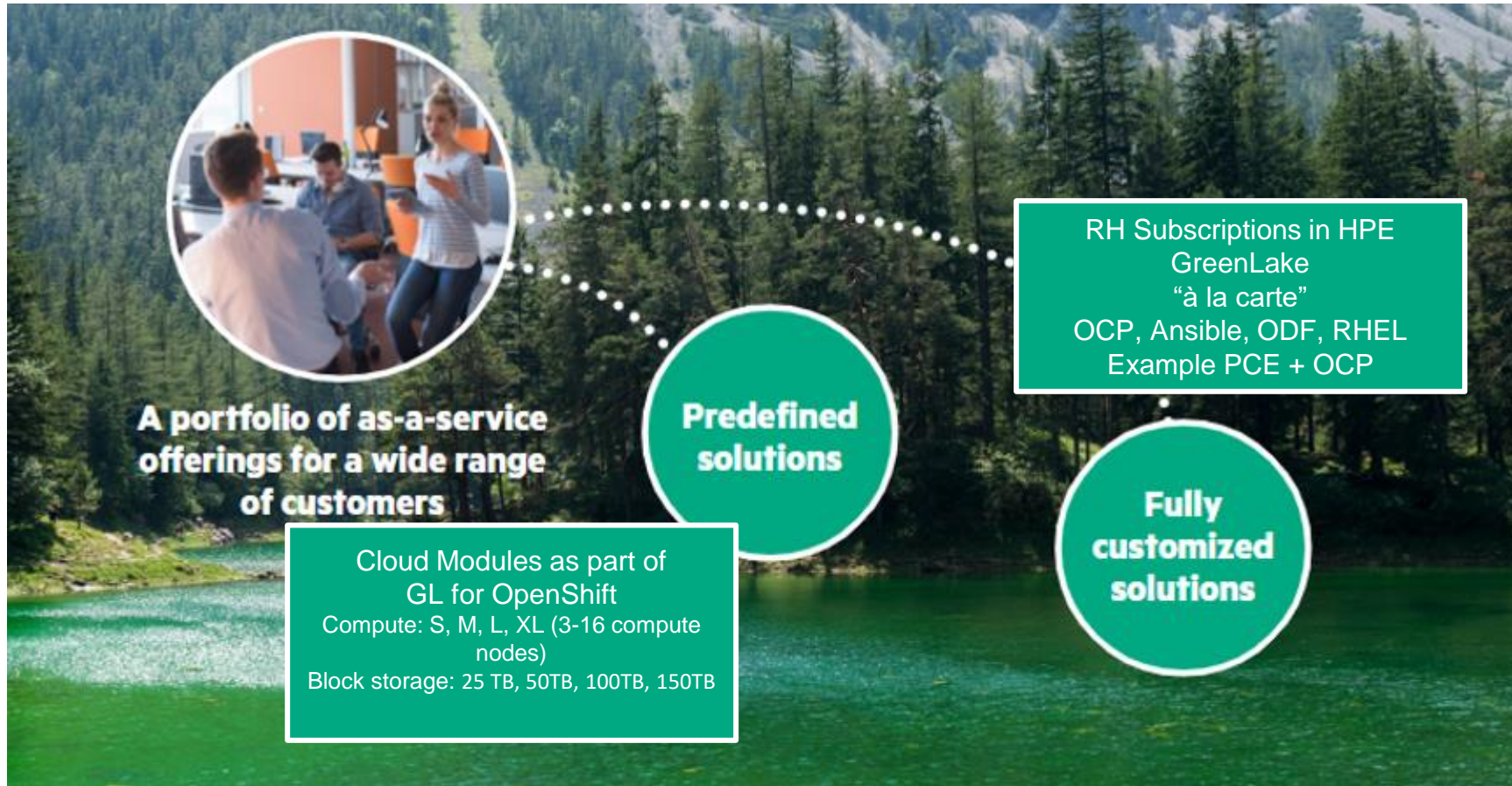


OpenShift (OCP) Bare Metal on Cloud Modules



OpenShift (OCP) Bare Metal  
Ansible  
OpenShift (Virtualized version)  
OpenShift Data Foundation  
Essentials  
Advanced Cluster Mgt for K8  
RHEL  
RHEL for HPC  
RHEL for SAP  
RHEL for Virtual Data Centers  
OpenStack  
Virtualization  
Smart Management

# Red Hat subscriptions in HPE GreenLake



Branded offerings:

- HPE GreenLake for Red Hat OpenShift Container Platform

# Three Experience Categories of The GreenLake Cloud Portfolio

Red Hat is compatible / integrated in every HPE Greenlake configuration

## Greenlake Cloud Services

*HPE branded private cloud solutions.*

*Red Hat OpenShift Container Platform can be placed on top of the solution*



## GreenLake ISV-Optimized Solutions

*ISV branded private cloud solutions.*

*HPE Greenlake for Red Hat OpenShift Container Platform*



## GreenLake Custom Services

*Can use all software in the HPE / Red Hat contract*

*Customer can bring their own license (BYOL) which is compatible with HPE Greenlake, or*

*Customer can purchase Red Hat licenses through HPE and they can be integrated with HPE Greenlake (operationally and financially)*



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