



Use VMware Virtualization Technologies to Optimize Your SAP Solutions-based Landscape

VMware[®] software solutions constitute the most flexible and cost-effective virtual operating platform for SAP implementations. With VMware[®] Infrastructure, your SAP solution-based development, test, training, and production environments can cost less and be more productive than within a purely physical infrastructure. From server consolidation and containment to business process and datacenter automation, the full range of virtualization benefits can be applied to all sizes of SAP deployments.

Top Ten Reasons to Run SAP Software Solutions on VMware Infrastructure

1. Upgrade safely to the latest SAP solutions and simplify the transition to 64-bit environments.
2. Increase availability of all environments at lower cost.
3. Create cost-effective disaster recovery systems.
4. Quickly deploy new SAP solutions-based environments for development and test.
5. Align SAP resources with business priorities.
6. Decrease SAP datacenter costs for space, energy, cooling, hardware, and labor.
7. Increase SAP datacenter utilization, flexibility, availability, and agility.
8. Increase software quality at lower cost for your own SAP application-based development.
9. Increase uptime during planned maintenance.
10. Realize immediate ROI.

"Virtualization helps us to lower costs, develop and automate user services, better manage hardware and software lifecycles, and improve production and capacity planning across a more unified infrastructure."

– Benno Weidmann, Vice President of
Hosting Infrastructure Management at SAP Hosting

An Exceptional Platform for Your World-class SAP ERP Landscape Exclusive Access

VMware Infrastructure 3 is a flexible and cost-effective industry-standard hardware virtualization suite for SAP solution implementations, that helps you introduce and manage a smarter SAP application-based landscape. SAP AG provides full support to its solutions in 64-bit Windows- and Linux-based production environments running on VMware[®] ESX, the first and—so far—only virtualization platform to earn this distinction.

With VMware Infrastructure, you can dynamically rebalance applications while increasing resource utilization across your test, development, Q&A, training and production environments. And VMware solutions increase the availability of SAP applications with technologies such as VMware[®] VMotion, VMware[®] High Availability, and VMware[®] Site Recovery Manager.

VMware and SAP: A Dynamic Relationship

VMware has forged a strong, collaborative relationship with SAP AG to maximize the benefits for our joint customers. The ties between VMware and SAP are many and deep; a few of the ways the two companies work together include:

- VMware is a charter member of the SAP Enterprise Virtualization Community, which unites leading virtualization vendors to develop new strategies for business-process driven virtualization.
- VMware is one of a very limited number of SAP Global Technology Partners.
- VMware ESX is the only virtualization platform supported by SAP across both Linux and Windows for all environments, including

Windows production. VMware has support staff on site in Walldorf linked into the SAP support framework.

- VMware is a key member of the SAP Co-Innovation Lab in Palo Alto, California, where SAP uses VMware technology to provision environments for new projects with its eco-system partners.
- VMware is closely involved with SAP virtualization plans. Projects and alignment are driven jointly by the VMware SAP alliance team and the Chief Virtualization Strategist at SAP Labs in Palo Alto, CA.
- VMware has a Technical Account Manager on site in Walldorf who collaborates with SAP teams on alignment and integration projects.
- The SAP Center of Excellence in Walldorf uses VMware software to host customers for SAP ramp-up and knowledge transfer.

Customers Win with Solutions from VMware and SAP

A manufacturing company completed a major SAP solution upgrade on time and within its original cost estimate, with no budget creep.

A pharmaceutical company reduced the time and complexity of its process for certifying new servers against industry regulatory requirements from eight hours to 30 minutes.

A hosting provider can offer SLAs with 99%+ uptime at 30% less than competition and an 80% server utilization rate.

Many other companies that run their SAP environments on VMware Infrastructure have achieved these benefits and more:

- Deployment time for new servers reduced from eight hours to 30 minutes
- Expected cost savings of more than €1M over three years
- New hardware costs reduced by 50 percent
- Lower overall total cost of ownership
- Increased productivity and ability to meet user requirements without adding additional staff
- Enhanced availability and host maintenance with no downtime, with VMware® VMotion
- Increased server utilization, from less than 20 percent to an average of 80 percent

“VMware solutions, combined with our own IP, give us high application availability, high server utilization and agile resource management, making it possible to give our customers using SAP solutions a true utility computing model at a lower cost than our competitors.”

– Dr. Gregory Smith, Director of Dynamic Services,
T-Systems North America

Run your SAP applications on VMware ESX software and...

Experience faster, more confident SAP upgrades

Increase and enhance upgrade testing and ensure you have all the SAP environments you need throughout the process with VMware® Infrastructure. Clone production systems or create a set of virtual machine libraries mirroring production to provision the test environment quickly and easily.

Enhance application availability and add cost-effective disaster recovery

Deliver enhanced availability with VMware virtualization working alongside SAP applications. Implement a disaster recovery (DR) platform that allows production SAP solution-based virtual machine servers to be recovered after failure, without investing in an exact replica of the production hardware.

VMware® High Availability (HA) is a feature-rich product that continuously monitors all physical servers in a resource pool and restarts virtual machines affected by server failure.

VMware® Site Recovery Manager¹ takes the risk and worry out of disaster recovery by leveraging VMware Infrastructure and storage replication software to deliver centralized management of recovery plans, automate the recovery process and enable dramatically improved testing of recovery plans. It turns the complex paper runbooks associated with traditional disaster recovery into an integrated element of virtual infrastructure management.

Configure new SAP solution-based environments in minutes

Take advantage of Virtual Machine Libraries and Virtual Machine Templates to provision pre-configured SAP application-based environments in minutes.

Migrate live SAP application-based servers with no user downtime

Use VMware® VMotion technology to migrate live SAP applications in virtual machines from one physical server to another. With VMotion, you can perform hardware maintenance without system downtime that disrupts business operations.

Allocate resources to SAP applications automatically

VMware® Distributed Resource Scheduler (DRS) continuously monitors utilization across resource pools and intelligently allocates available resources among the virtual machines based on pre-defined rules that reflect your business needs and changing priorities.

¹ VMware Site Recovery Manager will be generally available in the second half of 2008.

Save on datacenter energy cost with consolidation and energy management

You can run SAP application layers in virtual machines consolidated onto fewer, highly scalable and reliable enterprise-class servers that use less energy overall.

VMware® Distributed Power Management is an experimental feature, shipping now, that reduces power consumption in the datacenter through intelligent workload balancing. Working in conjunction with VMware DRS, Distributed Power Management is designed to automatically power off servers not currently needed in order to meet service levels, and automatically power on servers as demand for compute resources increases.

Automate IT service delivery

VMware® Management and Automation Suite is the first automation solution for virtualized datacenters. It leverages the power of VMware Infrastructure to automate the processes of IT Service Delivery and IT Service Continuity. IT Service Delivery represents the entire lifecycle for managing SAP application infrastructure – from request, to deployment and eventual decommissioning.

IT Service Continuity means ensuring fast, reliable and manageable recovery from disasters. Automating these critical IT processes makes application developers and application administrators more efficient, while allowing virtual infrastructure administrators to become more responsive to business requirements, minimize risk and ensure compliance with policies and standards.

Build a dynamic platform for enterprise SOA

VMware Infrastructure enables Enterprise services oriented architecture (SOA) deployment at reduced cost. According to Roland Wartenberg, Chief Virtualization Strategist at SAP Labs, “Enterprise SOA with SAP NetWeaver and virtualization from VMware deliver most flexible, reliable and cost effective business agility solutions for the customers’ business needs today.” Consider a system that operates within certain business parameters, such as the required number of SAP transactions per second. The system can use VMware Infrastructure capabilities to move resources dynamically into the application resource pool as load increases, or shift resources away from the pool as the load diminishes.

Evaluate SAP solutions with Virtual Appliances

Virtual appliances encapsulate a complete software stack, including the operating system, in one portable virtual machine. The software runs without requiring installation or configuration of any components on the local physical system. SAP utilizes VMware technology in virtual appliances:

- The SAP NetWeaver CE USB stick enables your SAP sales representative to demonstrate a complete, already started NetWeaver CE environment by plugging a USB stick into any laptop.

- The “Linux Test Drive,” can be found at the SAP service marketplace . This appliance provides an evaluation version of SAP NetWeaver 7.0 ABAP and J2EE 7.0 Application Server, Web Dynpro ABAP and Java, SAP Interactive Forms by Adobe.
- The Business Objects Crystal Decisions virtual appliance provides the flexibility to deploy and use business intelligence to complement existing business applications, data sources, and platforms, and delivers insight in a single, affordable package.

Evaluate and design your system at the VCC for SAP Solutions

VMware co-owns the Virtualization Competency Center (VCC) for users of SAP solutions in Walldorf, Germany. The center, managed and run by AddOn Systemhaus GmbH, provides a place to learn about VMware virtual infrastructure as well as resources to help you design, evaluate and size virtualized SAP solutions. The center can help you understand the best processes for migrating deployments of SAP solutions to VMware Infrastructure, how to optimize the resilience of your infrastructure, manage your systems in a more flexible way, and maximize your return on investment.

Connect with experienced service providers

VMware has established a community of service partners qualified to provide support and services. VMware SAP Solutions Community members can help you evaluate, plan, and implement a virtualized SAP environment.

VMware works closely with these partners to develop best practices and guidelines, to build ways for SAP solutions to utilize VMware virtualization, and to provide services supporting our joint customers. Applicants must demonstrate expertise with both VMware and SAP solutions in order to become members of the community.

Choose the Hardware You Want

SAP does not require any special certification for servers that run VMware virtual environments – which means you can stay with your current hardware provider, make a change, or mix systems from different OEMs. VMware Infrastructure hides the server from the software, so the only considerations are your performance requirements and your budget – even for failover systems.

“With VMware VMotion, we can do both scheduled and on-the-fly maintenance with zero downtime. We get excellent stability, as well; we can allocate resources as necessary to meet changing workloads without interruptions to our users. One unplanned benefit is the ability to spin up temporary test or proof-of-concept environments quickly, whenever we need them, which eliminates unnecessary delays in the software development cycle. VMware software has changed our whole concept of how to support SAP solution-based infrastructure, and we’re able to serve the company much better than we could before we virtualized.”

– Dave Swan, Senior Manager of IS&T Server

The Time is Now

Many companies are already reducing costs and enhancing availability of their SAP solutions-based environments with VMware virtualization. Find out how you can make your SAP applications more available and productive with VMware technology—Contact us today.:

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Web Resources:

For white papers, case studies, webinars, and to find VMware SAP Solutions Community members:

<http://www.vmware.com/sap>

The Virtualization for SAP solutions blog:

<http://communities.vmware.com/blogs/SAPsolutions>

VMware Infrastructure Suite Components

- VMware ESX or VMware ESXi hypervisor
- VMware VMotion technology
- VMware Storage VMotion technology
- VMware High Availability
- VMware DRS
- VMware Consolidated Backup
- VMware Update Manager
- VMware Virtual SMP
- VMware VMFS

Learn more about VMware Infrastructure:

<http://www.vmware.com/products/vi/>