



# Opportunity is knocking

## You can run SAP NetWeaver® BW on SAP HANA® today

You run SAP NetWeaver BW. You've heard about SAP HANA. So you probably have one question: *Can you really run them together?*

**It's a tantalizing question. After all, the ability to achieve the benefits of in-memory technology while preserving the value of your SAP NetWeaver® BW investments could open the door to significant new opportunities. The good news is that today, running SAP NetWeaver BW on SAP HANA® isn't just a pipe dream. In fact, we can help you make it happen.**

There's been plenty of talk about the combination of SAP NetWeaver BW and SAP HANA. But it's not all talk—in fact, many of your peers have already started to take action. Today, we're helping companies across many industries make the move to a SAP HANA world. And we would be happy to share our insights and experiences with you. If you're looking for insights on any of the following, we should talk:

- When does it really make sense for us to run SAP NetWeaver BW on SAP HANA? How should we do it?
- What is the average cost and schedule for migrating SAP NetWeaver BW onto SAP HANA?
- How can this impact our real-time decision-making abilities?
- What long-term business impacts should we target?
- What can our roadmap look like?

### Making the move

We have an effective approach and trained resources that can help move your SAP NetWeaver BW environment from its current database to the SAP HANA platform. As an early mover on SAP HANA, we have made significant investments in SAP HANA-related infrastructure while developing and testing a range of methods and approaches. When you're ready to upgrade to SAP

NetWeaver BW 7.3, migrate from the current database to the SAP HANA database, and refine your environment to take advantage of the power of SAP HANA, we're ready to help.

Upgrade—Migrate—Innovate. Benefits can include:

- Providing real-time analytics
- Accelerating the speed of queries
- Facilitating faster analyses and better decisions
- Shrinking storage needs through data compression
- Simplifying infrastructure and architecture
- Reducing data load times

To gain the full value of moving SAP NetWeaver BW onto SAP HANA, view the migration as the beginning of the journey. Redesigning existing architectures and data flows will not happen automatically. The innovation phase will be critically important in realizing the benefits of the new platform.

One particularly powerful application of SAP NetWeaver BW on SAP HANA occurs in the area of business planning. When SAP Planning and Consolidation (formerly known as BPC) NetWeaver 10.0 is the enabling technology, and SAP NetWeaver BW on SAP HANA is the platform, innovative new processes and business models can become possible.

For clients with SAP NetWeaver BW environments, SAP NetWeaver BW on SAP HANA might be a good first step toward leveraging the full capabilities of SAP HANA technology. Native SAP HANA presents additional opportunities to tap into the power of in-memory analytic capabilities.



### Work with the leaders in SAP HANA

Deloitte is a recognized leader in practical applications of SAP in-memory computing technology. In fact, we won the prestigious 2012 SAP® Pinnacle award in the category of analytics impact, with tools such as SAP HANA playing an important role. We are ready to share our hands-on experience and perspectives on SAP HANA. A conversation with our team will leave you energized, informed, and well-prepared to get your SAP HANA journey underway.

We have a range of resources available to clients today. In early 2012, we established the SAP HANA and Analytics Center of Excellence (COE) to help meet our growing client needs efficiently and at scale. We have also built up our SAP HANA delivery capabilities anchored by the SAP HANA COE based in Hyderabad, India. We are able to develop and deploy innovative SAP HANA and analytics solutions faster, and at lower cost. Here are some ways we can help:

- **Make the transition.** We bring the business and technical skills required to help clients run SAP NetWeaver BW on SAP HANA. We can help you upgrade to SAP NetWeaver BW 7.3, migrate from the current database to the SAP HANA database, and refine your environments to take full advantage of these technologies.
- **Tap valuable relationships.** We have teamed with SAP HANA hardware vendors that can help us build solutions with clients using a prototyping approach.
- **Train your people.** We have adapted our own proprietary SAP HANA training program for use with clients.
- **Lean on our infrastructure.** If you have not already purchased SAP HANA hardware, we can help by using our existing infrastructure to help develop proofs-of-concept, or build pilots. Or we can help accelerate the SAP HANA journey you've already undertaken.
- **Experience what is possible.** Visit a Deloitte Analytics Innovation Center, a physical environment that showcases the latest analytics tools and technologies, including SAP HANA.

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### Let's talk

If you're ready to reap the benefits of running SAP NetWeaver BW on SAP HANA, we're ready to help. The best place to start is with a conversation. Just contact us to get the ball rolling.

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### Additional information

For additional information, please visit:  
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