



How to Effectively Deploy SAP HANA in Modern Landscapes

Development Methods That Are Iterative, Flexible, and Fast

As more SAP customers move to adopt SAP HANA, it is increasingly urgent to gain an understanding of exactly what in-memory computing means for their business. Business-driven use cases thus far have helped promote understanding, deployment, and adoption. But another key to success with SAP HANA is the use of truly agile methods, particularly in connection with reporting and analytics. SAP HANA not only enables agile methods — it demands them.

Keeping pace with today's competition requires an understanding of both the business and IT implications of in-memory systems. You need to embrace new ways of designing and building data management, reporting, and analytics architectures.

The traditional way of software delivery (e.g., waterfall) is being replaced by methods that are flexible, iterative, and fast. Innovating with SAP HANA requires agile development and new ways of engaging end users. A driving principle is, "Design is not a phase; it's a way of thinking." This motto envisions users and IT working collaboratively, immersed in design thinking together.

Accelerate, Collaborate, Iterate, and Orchestrate

In business analytics, people expect results in weeks, not months or years. Working with SAP HANA allows applications to be built quickly, enabling sprints rather than marathons. You can build and deliver applications faster than previously possible, with agile methods allowing you to better meet user needs. Business value comes from better capabilities combined with the ability to respond rapidly to changing needs.

7 Lessons from Implementing SAP HANA with Agile Methods

In the course of implementing SAP HANA and using agile methods with our customers, we've uncovered seven key tips you can use to achieve the targeted results:

1. Focus on delivering the highest business value in the shortest amount of time, consistent with the priorities of your organization.
2. Allow teams to self-organize to determine the best way to deliver the highest-priority features.
3. Drive to rapidly and repeatedly let users inspect working prototypes.
4. Every few weeks or so, examine working software and decide whether to release it as-is or continue to enhance in another sprint.
5. Attack difficult business questions first.
6. Pick an area important enough to matter, but focused enough to manage.
7. Embrace pilots, and go beyond proofs of concept. Successful pilots lead to the business capturing measurable value, funding the next phase of the program, and creating "pull" within the organization.

A Relentless Focus

Deloitte and HP have made significant investments of time, talent, and money around SAP HANA, individually and together to the benefit of our clients and customers. A key element of Deloitte's strategy was a pervasive focus on business value, emphasizing the development of solutions and demos that address real business problems and opportunities to use SAP technologies in the context of specific business processes and industry sectors. HP embraces this strategy and leverages Deloitte's thought leadership to enhance its customer engagement strategies. HP's ConvergedSystems portfolio was developed to establish an agile infrastructure for customers adopting SAP HANA, and one that is performance-optimized, scalable, and accelerates time to value. Its quick on-site deployment, automated high availability, and disaster-tolerant features were what drew Deloitte's attention. Deloitte and HP share a relentless focus on pursuing value from your investment in SAP HANA and positioning your organization for success. For more, visit www.deloitte.com/sap and www.hp.com/go/sap/hana. ■

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