

## Our Solution Brief

What sets us apart in SAP HANA

- SAP since 1994 excellent SAP growth to over 750 resources
- Cisco since 2001 Exceptional Cisco growth to over 170 resources
- Global SAP partner for SAP HANA
- Global Cisco partner for Services and Mobility
- Experts with experience in the Top and bottom layers of SAP & SAP HANA
  - Top end: Strategic Business Benefit services
  - Bottom end: SAP HANA Basis, HANA TDI and Migration services

## Our Unique SAP HANA Game Changers

*HANA is a strategic business solution and not just another technical upgrade*



### Background

HANA is a fairly new platform despite its phenomenal growth. By January 2015 over 6,000 customers have taken the SAP HANA decision, in a total estimated market of 181,000 SAP potential customers.

However the migration task is not simply about HANA. It is about doing it right the first time, every time.

When moving to HANA it is most important to remember what Gartner has to say about succeeding in the new Information Era *"This is a time of accelerating change, where your current IT architecture will be rendered obsolete. You must lead through this change, selectively destroy low impact systems, and aggressively change your IT cost structure. This is the new world of Nexus , the next age of computing"* Mr. Sondergaard, Gartner Sr. Analyst, said.

At the same time it has been reported that *'what got us 'here' will not get you 'there'*. Here, in the above sentence, is represented by a 50% to 70% redundant reports in our current BI, and BW, environment (Gartner). It represents old methodologies, standards and processes.

In the 2014 SAP has clearly established itself as the global leader in ERP even as they take their ERP from R/3 to S/4HANA.

In 2014 Gartner's Magic Quadrant for Infrastructure providers reported Cisco in the leadership quadrant. Cisco thus maintains this clear competitive advantage as a global leader in Infrastructure, communications and now HW leadership.

Add to this the new advent of Big-Data, IoT along with SAP HANA and the picture and your partner selection becomes all the more critical for strategic success.

PrideVel sits in a very unique position as a global services partner with Cisco empowering us to provide network, sensors, communications and mobility solutions. Add to this our global SAP HANA partnership and what you get is leading digital monetization and SAP HANA mish-mash solutions for business excellence.

PrideVel is a niche leader in Strategic HANA business benefits alignment, HANA Methodologies, RBS® Solutions, HANA GPS audits, Automated optimization processes, along with HANA TDI services and full SAP HANA Basis support.

### For more information

Call your representative or email us at:

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HANA is a strategic business solution, not just another technical installation



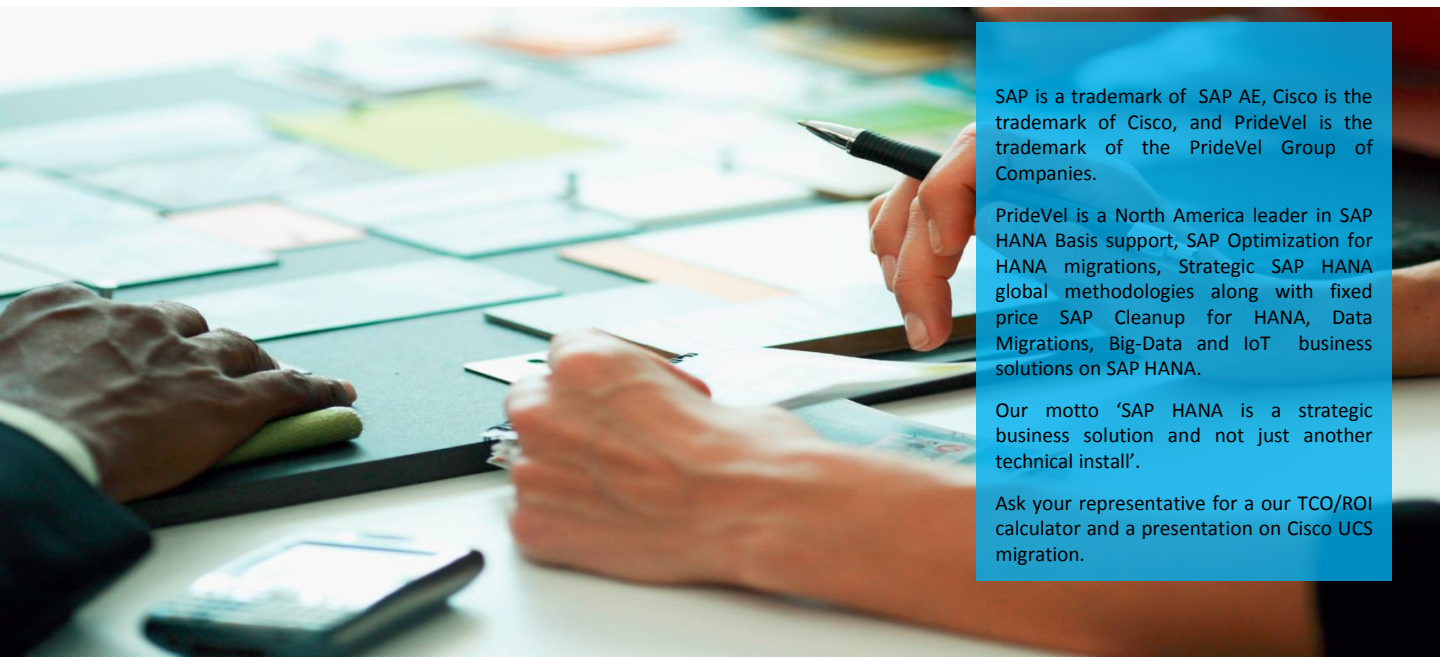
## It's about Business Benefits

Bill Gates once reportedly said *'the only proof of any new technology installation is the impact it has on your bottom line'*. HANA is no different. When customers migrate to HANA it's not about HANA at all but all about their ability to firstly extract the strategic potential of the platform, and secondly about delivering the highest quality at the lowest cost.

## What sets us totally apart in SAP and SAP HANA

	<p>Top end- <b>Strategic Business Benefits:</b> Our processes and methodologies are laser focused on business benefits. We provide executive workshops and build global HANA Methodologies for companies. Your ECC and BW methodologies need to be rebuilt for this new platform. We published the SAP BI FEDW architecture, in 2010, it was recommended by Gartner in 2013 and is the next evolution from EDW- mandatory for any global enterprise.</p>
	<p>Top end- <b>HANA4IoT deployment:</b> IoT is one of the biggest disrupters in global competitiveness since computers. According to Michael Porter from MIT it is changing the very definition of industries. We routinely provide strategic RBS® services and IoT design support starting from Digital monetization to IoT enablement for large customers.</p>
	<p>Top end- <b>SAP HANA GPS Workshop:</b> Our GPS methodology identifies your current location via IT workshops. We identify your destination via business workshops with key stakeholders. With this we deliver an actionable [1] Strategic Charter identifying what needs to be done; along with a [2] Playbook Roadmap – what it will take by task.</p>
	<p>Top end- <b>TCO &amp; ROI:</b> Customers benefit from our unique SAP optimization services. Our IQDCT (Increase Quality, Decrease Cost and Time) methodology for SAP HANA has lowered TCO for some of the worlds largest SAP customers by over 50%. Our target is 40% and we have achieved it 100% of times. We can run an automated TCO/ROI calculator for your HANA decision in a matter of days based on a few simple questions.</p>
	<p>Bottom end- <b>Fixed Price &amp; Automation:</b> We provide some very unique fixed price as-a-Service automated processes like [1] Automatic ABAP recoding and [2] Automatic InfoCube cleanup for SAP HANA. We provide unique RBS® (Rapid Business Solutions) for 100% custom SAP HANA business solutions.</p>
	<p>Bottom end- <b>HW, TDI &amp; Migration:</b> We assist companies lower HW costs by a target of 40%. We are North Americas leaders in HANA TDI. Ask us for a hassle free Fixed price upgrade + migration for SAP HANA &amp; KBS* support</p>

\* IoT- Internet of Things; \*KBS – K-Keep lights on ; B- Basis; S- Security



SAP is a trademark of SAP AE, Cisco is the trademark of Cisco, and PrideVel is the trademark of the PrideVel Group of Companies.

PrideVel is a North America leader in SAP HANA Basis support, SAP Optimization for HANA migrations, Strategic SAP HANA global methodologies along with fixed price SAP Cleanup for HANA, Data Migrations, Big-Data and IoT business solutions on SAP HANA.

Our motto 'SAP HANA is a strategic business solution and not just another technical install'.

Ask your representative for a our TCO/ROI calculator and a presentation on Cisco UCS migration.