

# Empowering Efficient SAP® Operations

FUJITSU Integrated System  
PRIMEFLEX for SAP®  
Landscapes

FUJITSU

shaping tomorrow with you

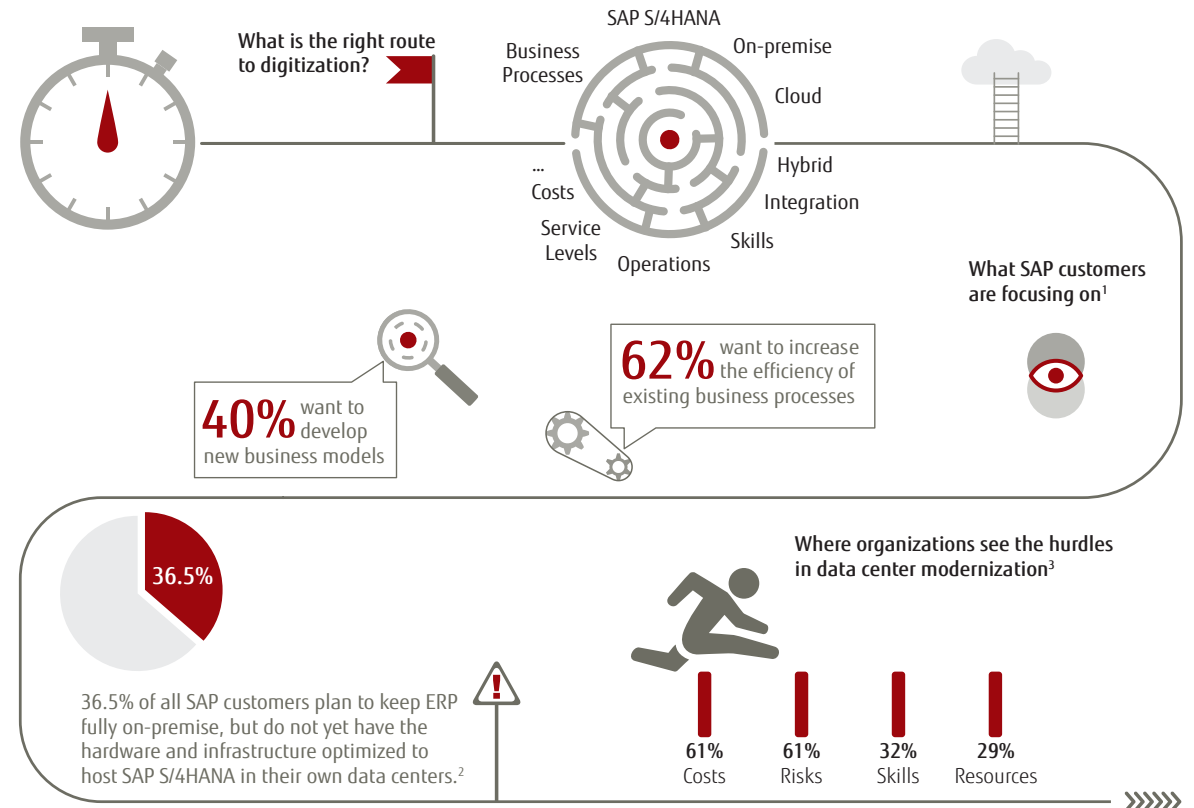


# It's time to redesign SAP operations

2027 is looming on the horizon, and many SAP customers are now considering or planning a migration to the new ERP product generation SAP S/4HANA. This solution is based on the in-memory platform SAP HANA and offers a new user experience with SAP Fiori. Business logic and data models are optimized for SAP HANA usage, and the software can be operated both on-site and in the cloud. Since SAP S/4HANA requires new skills for both application and infrastructure operation, many companies are rethinking their existing operations management concepts.

Increasing the efficiency of existing operational processes and developing new business models are among the biggest drivers of digitization projects. **PRIMEFLEX for SAP Landscapes** makes it possible to achieve both at the same time. This integrated system enables organizations to exploit the full potential of their digitization strategy quickly, economically and flexibly.

Explore our SAP portfolio



1) Source: DSAG online survey Summer 2019, <https://www.dsag.de/pressemitteilungen/many-companies-not-yet-ready-embrace-digitalization>

2) Source: SAPinsider, January 2020

3) Source: User survey "Application Platforms Matter", FreeForm Dynamics, May 2017



# How Fujitsu helps get SAP operations into shape

## Integrated end-to-end solution with a lean operational management concept and trailblazing technologies

PRIMEFLEX for SAP Landscapes is an integrated system composed of a pre-defined, pre-integrated, and pre-tested combination of servers, storage, network connectivity and software – designed, delivered, and supported as one product. It enables a simplified and secure set up of infrastructures optimized for SAP applications and databases. The integrated FlexFrame Orchestrator software provides consistent and standardized administration of infrastructure, databases and applications. The core features include end-to-end virtualization of hardware and software, a shared operating system, central, highly automated monitoring, and adaptation of the entire infrastructure.

**PRIMEFLEX for SAP Landscapes powered by FlexFrame Orchestrator radically simplifies infrastructure management and significantly reduces the TCO.\***



**50%**  
operational  
productivity gains



**30%**  
SAP infrastructure  
and cost savings



**57%**  
ROI over a period  
of three years

\* Source: The Total Economic Impact™ Of FUJITSU Integrated System PRIMEFLEX for SAP Landscapes, a commissioned study conducted by Forrester Consulting, May 2018

## Smart services – from planning to operation

The portfolio covers all aspects of innovation in SAP operations. Here are some examples: The optimized and agile methodology XpressWay can simplify and streamline enterprise operations with SAP S/4HANA. Fujitsu SystemInspection Service analyzes specific system demands and provides orientation for digital transformation. Hybrid IT and Cloud Services balance cloud and on-premise IT.

## Years of expertise and best practices

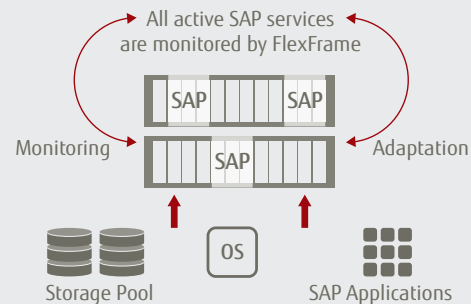
- 40+ years in global partnership with SAP for technology, services and hosting
- Global SAP Competence Center in Walldorf/ Germany
- Partner of Hasso Plattner Institute (HPI) and founding member of HPI Future SOC Lab
- 2002: introduction of first integrated SAP infrastructure solution
- About 8,000 joint customer installations
- About 300 SAP service customers
- More than 3,500 global SAP specialists
- More than 2,500 SAP systems and 330,000+ licenses under our responsibility
- European SAP License and Maintenance Hub
- Joint development of cloud solutions
- Recognized leader in SAP HANA services<sup>1</sup>
- Extensive experience of relevance to SAP S/4

<sup>1</sup> ISG Provider Lens Germany 2019 – SAP HANA®-Services  
(<https://isg-one.com/articles/neue-isg-studie-zum-markt-fur-sap-hana--services-in-deutschland-DE>)

# PRIMEFLEX for SAP Landscapes addresses the top priorities in SAP operations

## Reduce complexity, achieve greater efficiency and simplicity

PRIMEFLEX for SAP Landscapes powered by FlexFrame Orchestrator is a robust, agile infrastructure with an operations management concept that ensures lean IT processes. Many routine tasks such as adding servers or deploying upgrades are performed automatically. The SAP team can deploy new SAP services without support from the IT infrastructure team. And embedded disaster recovery capabilities effectively reduce planned and unplanned downtime. In addition, tests of new technologies and applications can also be carried out easily on the same platform.



## Prepare for the in-memory era

PRIMEFLEX for SAP Landscapes resolves in-memory computing problems such as non-persistence in DRAM and inefficient processing of interactive data analysis with trailblazing technologies. Fujitsu is the first vendor to offer the new Intel® Optane™ DC Persistent Memory in its PRIMERGY x86 server portfolio. What's more, NetApp NVMe storage systems connected via NVMeoF protocol to PRIMERGY servers with persistent memory provides super-fast storage for in-memory computing.

More about Storage



More about PRIMERGY



## Get ready for 2027



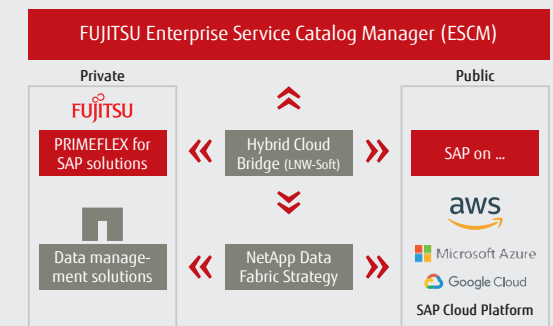
PRIMEFLEX for SAP Landscapes is the robust foundation for SAP S/4HANA and is complemented by a comprehensive service offering that makes modernizing SAP operations simple and reliable. The Fujitsu SystemInspection Service, for example, provides guidance and clear recommendations in preparation for the digital transformation. And with XpressWay for S/4HANA transformation, a process methodology is also available to identify opportunities for digitization and to ensure smooth implementation of SAP S/4HANA.

Explore XpressWay



## Manage a broad scope of different deployment models

PRIMEFLEX for SAP Landscapes makes it easy to build a hybrid SAP world. Fujitsu's blueprint gives customers complete freedom in deciding which instances or workloads should be operated and where. The NetApp Data Fabric and the FUJITSU Enterprise Service Catalog Manager (ESCM) provide the reliable bridge. NetApp Data Fabric manages the data, Hybrid Data Manager for SAP manages the applications, and ESCM manages all IT services in the hybrid environment.



# PRIMEFLEX for SAP Landscapes is your fast track to business value

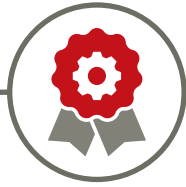


## Simplify deployment and integration

PRIMEFLEX for SAP Landscapes is a product which integrates servers, storage, network connectivity and software in a perfectly harmonized manner. The infrastructure is completely set up in the Fujitsu Staging Center, where it is also tested before delivery to the customer as a ready-to-run solution.

### Your benefits:

- Simple planning, design and purchasing procedures
- High-quality implementation
- Fast start-up operation



## Improve IT operations

PRIMEFLEX for SAP Landscapes powered by FlexFrame Orchestrator makes it easy to manage entire SAP landscapes centrally, consistently, and with a high degree of transparency. Comprehensive automation features support daily business routines. SAP updates and innovations for optimizing the utilization of infrastructure resources can be deployed quickly. And mission-critical processes can be easily integrated in regular operations for disaster prevention.

### Your benefits:

- Low-cost operation
- Much less administration
- Less specialized expertise required
- Easy, low-cost testing
- Easy setup and management of disaster recovery



## Optimize performance

PRIMEFLEX for SAP Landscapes provides many options for continuously optimizing SAP operations. Automated high availability with N:1 failover is already integrated. In conjunction with shared storage, disaster-resistant environments based on installations in two separate data centers are also economically feasible. In addition, the infrastructure solution is further developed with release status and quality assurance. Customers benefit from reliability and innovation – this also applies, for example, if they want to use the latest server technologies. Last but not least, the SolutionContract for PRIMEFLEX for SAP Landscapes provides an intelligent mix of proactive and reactive services to avoid functional failures and to resolve any problems that may arise.

### Your benefits:

- No expenditures for the realization of high availability
- Fast and reliable application of innovations
- Easier fulfillment of service level agreements
- Single point of contact



Globus Gruppe expanded  
its infrastructure quickly with  
PRIMEFLEX for SAP Land-  
scapes

Case study Globus



# FlexFrame Orchestrator provides a unique operations management concept

FlexFrame Orchestrator management software is the ideal tool for leveraging the freedom PRIMEFLEX for SAP Landscapes gives customers to achieve maximum SAP efficiency and reliability. Here are some examples of the enormous performance delivered by FlexFrame Orchestrator:

*Do you want better service quality while cutting costs at the same time?* That's possible with extensive automation and a wide range of pre-defined scripts.

*Do you need more performance for some SAP services such as monthly financial statements or detailed sales analyses?* PRIMEFLEX for SAP Landscapes helps you do this in just a few minutes.

*Would you like to add servers to your system?* This is taken care of automatically, without interrupting operations.

*Does your operating system need upgrades?* Just perform the upgrades centrally one time – they are then available for all of your servers. Restart the application and everything is ready to go.

*Need to set up some new SAP systems?* No problem – the environment will be initialized automatically, and the file systems are generated automatically as well.

*Want to test SAP systems?* Create a clone at the push of a button and conduct the testing in a separate environment of the system.

*Is it time to deploy updates for software packages?* These are available immediately for all application nodes.

*Need to provide SAP services to various customers?* PRIMEFLEX for SAP Landscapes lets you do this within one single system – in secure and separated environments.

*Do you want high availability for all SAP services?* This is done automatically, without having to perform configuration tasks – for the entire infrastructure, including all SAP services.

*Do you want to bill internal or external customers for services in SAP?* That's easy using the integrated Accounting & Billing function in PRIMEFLEX for SAP Landscapes.



Discover how you can utilize FlexFrame Orchestrator to fully exploit SAP and SAP HANA performance for your enterprise.

Watch the video



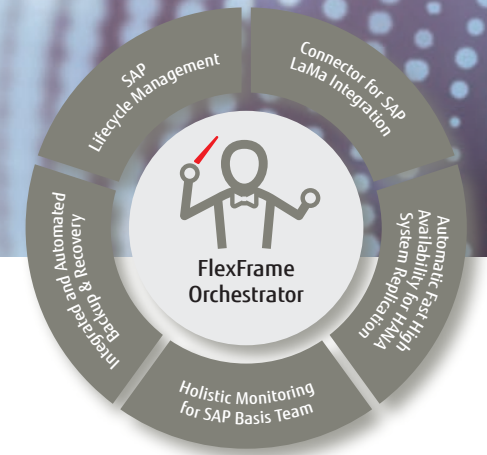
More about PRIMEFLEX for SAP Landscapes





# Comfortably extend the capabilities of SAP Landscape Management (SAP LaMa)

Go one step further in the automation of SAP systems operations with FlexFrame Orchestrator extension packages. Integration and maintenance packages from LNW-Soft complement PRIMEFLEX for SAP Landscapes optimally. These extension packages enable you to boost business agility through comprehensive automation of the SAP application layer.



Package	Connector for SAP LaMa Integration	Automatic Fast High Availability for HANA System Replication	Holistic Monitoring for SAP Basis Team	Integrated and Automated Backup & Recovery	SAP Lifecycle Management
Base line	PRIMEFLEX for SAP Landscapes powered by Flex-Frame Orchestrator is the ideal infrastructure platform to operate SAP LaMa.	PRIMEFLEX for SAP Landscapes powered by Flex-Frame Orchestrator ensures high availability of IT and SAP Services.	PRIMEFLEX for SAP Landscapes powered by Flex-Frame Orchestrator ensures uniform and consistent management of classical SAP operations and SAP HANA infrastructures, thus reducing complexity.	PRIMEFLEX for SAP Landscapes powered by Flex-Frame Orchestrator facilitates the use of NAS-based storage for the database data files (snap-data) and database log files (saplog) of a SAP system.	PRIMEFLEX for SAP Landscapes powered by Flex-Frame Orchestrator is the ideal infrastructure platform for SAP applications and databases.
Customer challenges	Use SAP LaMa as standard or enterprise edition in a working infrastructure setup that is manageable after lifecycle changes. Extend LaMa functionality to SAP system landscapes without limitation to single SAP systems.	<ul style="list-style-type: none"> <li>■ Speed up high availability switch-over times</li> <li>■ Create near zero downtime scenarios for HANA updates by using SAP HANA system replication</li> </ul>	SAP Basis Team requires integrated monitoring of infrastructure and application for faster and better troubleshooting, reporting, etc.	Conduct very fast backup beyond typical snapshot-based methods without any risk of potential inconsistencies.  Risk mitigation: ability to restore 100%	Keep the SAP software up to date consistently for your complete landscape, deploy new SAP software on top of PRIMEFLEX for SAP Landscapes.
Package description	SAP LaMa monitoring of central FlexFrame Orchestrator components for: <ul style="list-style-type: none"> <li>■ Synchronous configuration and status data</li> <li>■ Full LaMa functionality support</li> <li>■ Cloning and refreshing of entire SAP landscapes</li> </ul>	Automated reaction in case of a failure for: <ul style="list-style-type: none"> <li>■ Switch-over process in HANA System Replication (HSR) pairs</li> <li>■ Failover process in HSR pair</li> <li>■ Automatic HSR pair deployment</li> </ul>	End-to-end health information about servers, storage systems and FlexFrame Orchestrator control nodes in terms of: <ul style="list-style-type: none"> <li>■ Infrastructure and SAP basis monitoring</li> <li>■ Service Level Agreement (SLA) reporting and performance analysis</li> <li>■ Management dashboard</li> </ul>	Fast backup/restore as replacement or in addition to conventional backups. Can be combined with other streaming backup solution(s) <ul style="list-style-type: none"> <li>■ Synchronous configuration and status data</li> <li>■ Full LaMa functionality support</li> <li>■ Cloning and refreshing of entire landscapes</li> </ul>	The module orchestrates and automates operations for day-to-day administrative business. It includes workflows that SAP Administration supports to effectively and efficiently manage an SAP system throughout its lifecycle, e.g. <ul style="list-style-type: none"> <li>■ SAP Kernel Change / Rolling Kernel Switch for standalone, HA or multi-node environments</li> <li>■ Workflow for deploying HANA databases</li> <li>■ Oracle Database Server patching</li> <li>■ Calculate SAP hardware key for flexible license management</li> </ul>
SAP Basis Team value	Holistic solution from infrastructure management up to application-centric SAP Basis management	Automated end-to-end process ("one click"): no downtime for application (servers) and users (near zero downtime for patches and upgrades)	Ideal supplement for SAP solution manager for end-to-end monitoring from infrastructure to application and business processes	Maintain consistency of data across multiple systems (not only internally in one system)	Extend the automation features from infrastructure up to SAP applications and databases

# Future-proof investment – regardless of what your SAP strategy may be

FUJITSU Integrated System PRIMEFLEX for SAP Landscapes enables a simplified and secure setup of infrastructures optimized for SAP applications and databases. The pre-defined, pre-integrated and pre-tested combination of data center components, such as servers, storage, network connectivity and software – from Fujitsu and specialist partners such as NetApp, VMware and SUSE – ensures the highest quality and fast time to value.

Powered by FlexFrame Orchestrator Management software, PRIMEFLEX for SAP Landscapes makes operating SAP applications (including S/4HANA, SAP databases and the SAP HANA platform) easier, faster and more effective. It simplifies the management of complex SAP environments, optimizes planning, operation and change management, drives business continuity, and reduces costs while increasing agility by up to 50 percent. Thus, PRIMEFLEX for SAP Landscapes is the ideal solution for coping with the challenges facing SAP customers today.

Fujitsu is an SAP Global Partner with a proven product and solution portfolio based on years of experience serving more than 8,000 SAP customers. We provide technologies, solutions and services based on the relevant SAP qualifications and certifications. Our expertise covers all IT provisioning models, from managed services via hosting up to the Fujitsu Cloud for SAP Solutions. With Fujitsu as your partner, you can profit from these benefits, regardless of your future SAP strategy.

LuLu Group is ready for future growth with PRIMEFLEX for SAP Landscapes

Case study LuLu Group



PRIMEFLEX for SAP Landscapes enables flexible and cost-efficient SAP HANA operations at Nakilat

Case study Nakilat



PRIMEFLEX for SAP Landscapes makes the global expansion of AKG easier

Case study AKG





# Empower your efficiency.

Contact Fujitsu in your SAP infrastructure journey  
[www.fujitsu.com/global/microsite/sap-simplicity](http://www.fujitsu.com/global/microsite/sap-simplicity)

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### Fujitsu Technology Solutions

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