

Are You Ready For the Data Era?

It's Time to Forge Ahead with SAP

SAP

DELLTechnologies

REIMAGINE BUSINESS OPERATIONS

Modernize IT, from edge to core to cloud, so you can run SAP intelligent solutions.

By 2027,
>90,000
SAP ERP clients must move to SAP S/4HANA¹

PARTNER WITH DELL TECHNOLOGIES

Firms that modernize IT for SAP HANA and S/4HANA experience
50 - 80%
greater business benefits²

EMBRACE A CLOUD-SMART STRATEGY

Dell Technologies is ready to help you develop a cloud-smart strategy for SAP.

By 2022,
>90%
of enterprises worldwide will rely on multi-cloud³

HYBRID CLOUD OPERATING MODEL

Dell Technologies is
#1
in Cloud IT Infrastructure⁴

BECOME A DATA-SMART ENTERPRISE

And turn data insights into action — across the business.

3%
of companies have completed true digital transformation projects⁵

SCALABLE FOUNDATION, EDGE TO CORE

49%
of companies say modernizing IT is a key driver towards digital transformation⁶

How Do You Get There?

Operations Smart

Automate delivery and lifecycle management of IT resources

- Get the maximum efficiency from IT workflows, better productivity from staff
- Maintain control while eliminating complexity and risk with hyperconverged and converged infrastructure
- Choose from a broad portfolio of SAP HANA TDI-certified infrastructure options and financial consumption models

1

MODERN

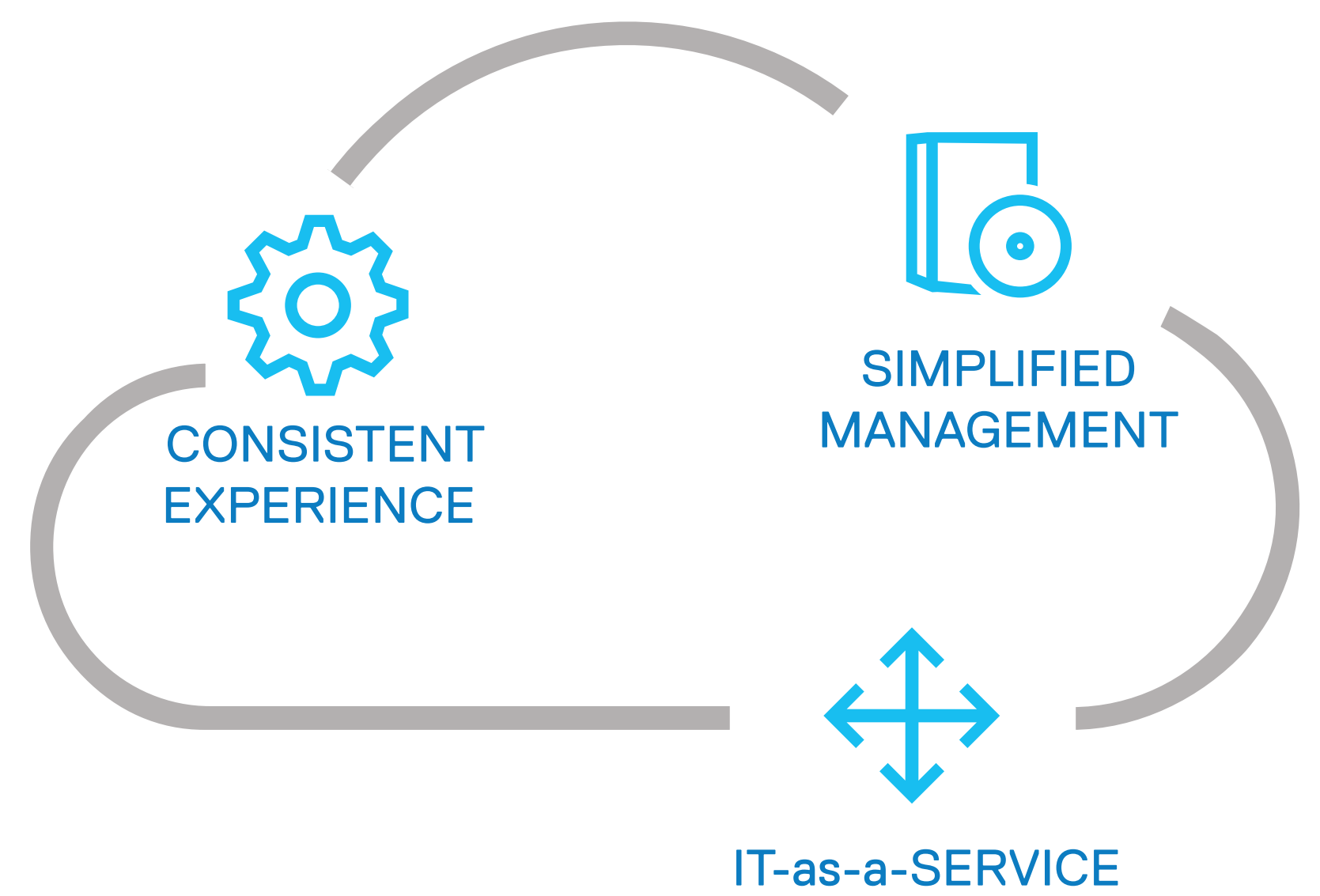


Cloud Smart

Provide consistent solutions for placing and protecting landscapes

- Adopt cloud as an operating model and not as a destination
- Make your multi-cloud environment easier to manage with Dell Technologies Cloud
- Deliver "everything as a service" across clouds — private, public, and the edge

2

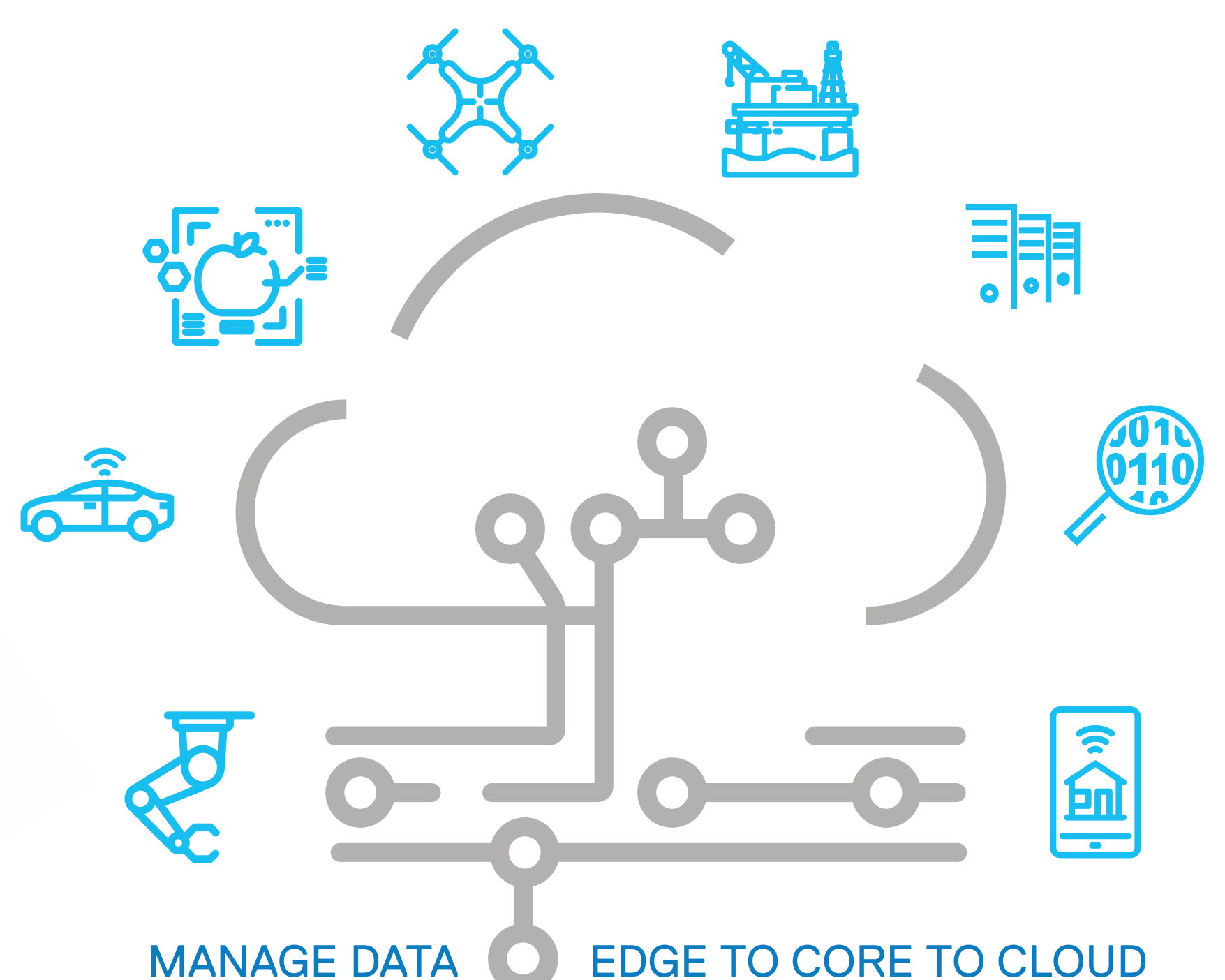


Data Smart

Build a data fabric universe to connect information silos, increase visibility

- Realize new business value from data — no matter where it's generated or stored
- Get better control of data from all sources — to achieve faster insights with scalable AI and data analytics solutions
- Combine data regardless of type — IoT, big data, or operational data from SAP HANA

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¹ Extending Mainstream Maintenance for SAP Business Suite 7 and SAP S/4HANA, SAP News Center.
² Based on a Forrester TEI Study, "Modern Dell EMC Storage and Data Protection Optimizes SAP Workloads and S/4HANA Migration" commissioned by Dell Technologies and Intel, November 2019. Results based on a survey of 550 global IT decision makers and enterprise resource planning application owners that have implemented or are in the process of implementing SAP HANA.
³ IDC Expects 2021 to Be the Year of Multi-Cloud as Global COVID-19 Pandemic Reaffirms Critical Need for Business Agility, 31 March 2020.
⁴ IDC WW Quarterly Cloud IT Infrastructure Tracker, Q3 2019, January 2020, Vendor Revenue.
⁵ SAP Center for Business Insight & Oxford Economics, Digital Transformation Executive Study.
⁶ A Forrester Consulting Thought Leadership Paper commissioned by Dell EMC, January 2019.