

Building Your Business Case for SAP on Linux



Bernard Wijtmans
Client Executive Datacenter Solutions
Novell Benelux

bwijtmans@novell.com

Novell[®]

SAP WORLD TOUR 08

SAP TECH TOUR 08

“Linux is ready for
Mission Critical SAP Workloads”

Novell at a Glance



Countries



Years of Experience



Partners



Million in Revenue



Employees



Inventions



Billion in Cash



Customers



Data Center Solutions



**Workload
Management**

**Virtualization and
Consolidation**

**Enterprise
Linux Servers**



Industry's Best Partners



Microsoft[®]



accenture[>]



lenovo[®]

Novell & SAP

The Power Of Partnership

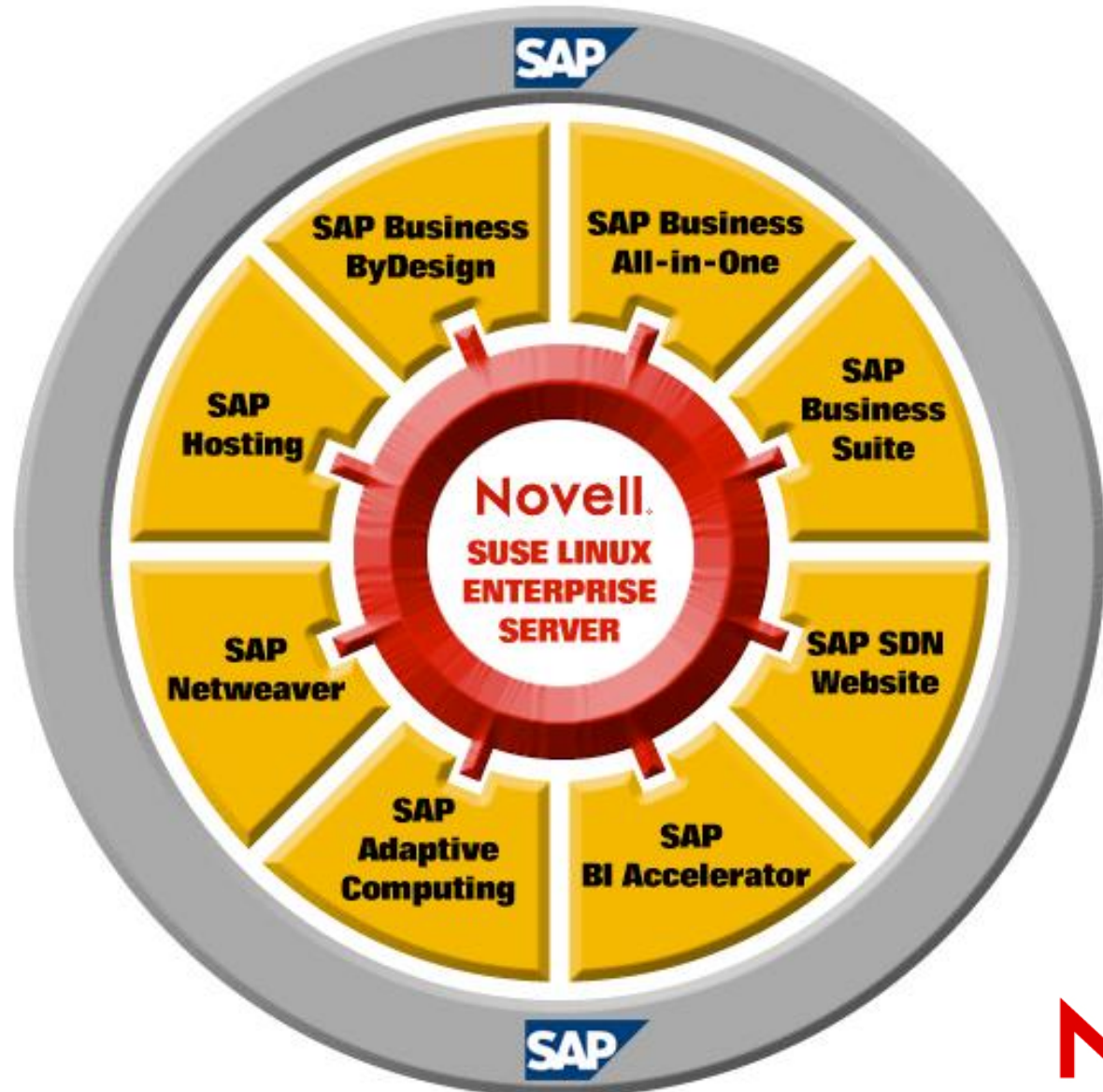


1000 joint customers with 5000 installations.

57% of all SAP installations is based on Linux

82% of all Linux installations is based on Novell's SUSE Linux Enterprise




Novell's SUSE is #1 on SAP Based Linux.



Customer Motivation of Migrations

The Trend from UNIX to Linux in SAP Data Centers



-  ■ Best combination of cost-efficiency and stability
-  ■ Freedom of choice
-  ■ Readiness of Linux
 - Built-in high availability solution (*SAP certified and supported*)
 - Built-in virtualization (*SAP certified and supported*)
 - Integration with SAP solutions manager
(*24x7 support, single point of contact for SAP and Linux*)





SAP Customers (SUSE Linux Enterprise)

- Essent
- Getronics
- Bose
- DTO
- Rabobank
- Arinso Benelux
- Deutsche Telekom
- BMW
- Deutsche Bank
- HSBC
- Swarovski



Run Your SAP Applications Confidently on Linux



If Linux is your choice, [you can confidently move to this open-source platform](#) in the knowledge that SAP solutions running on Linux are as robust and enjoy the same full support and long-term commitment from SAP and its global partners as they do on every other operating system.

Henning Kagermann, CEO, SAP AG



Unix to Linux for SAP Seminar



- Datum: November 25th
- Speaker1 SAP:
 - Martin Hasselbach Director of Consulting Practices EMEA
- Speaker2 Getronics:
 - Pascal Ottens Lead Architect SAP
- Speaker3 REALTECH:
 - Helmut Spöcker Consulting Manager REALTECH

REALTECH has built a framework to normalize CPU power & hardware costs for cross-platform comparisons:

http://www.novell.com/partners/sap/realtech_whitepaper_survey.html



Novell®

Unpublished Work of Novell, Inc. All Rights Reserved.

This work is an unpublished work and contains confidential, proprietary, and trade secret information of Novell, Inc. Access to this work is restricted to Novell employees who have a need to know to perform tasks within the scope of their assignments. No part of this work may be practiced, performed, copied, distributed, revised, modified, translated, abridged, condensed, expanded, collected, or adapted without the prior written consent of Novell, Inc. Any use or exploitation of this work without authorization could subject the perpetrator to criminal and civil liability.

General Disclaimer

This document is not to be construed as a promise by any participating company to develop, deliver, or market a product. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. Novell, Inc. makes no representations or warranties with respect to the contents of this document, and specifically disclaims any express or implied warranties of merchantability or fitness for any particular purpose. The development, release, and timing of features or functionality described for Novell products remains at the sole discretion of Novell. Further, Novell, Inc. reserves the right to revise this document and to make changes to its content, at any time, without obligation to notify any person or entity of such revisions or changes. All Novell marks referenced in this presentation are trademarks or registered trademarks of Novell, Inc. in the United States and other countries. All third-party trademarks are the property of their respective owners.