



ISG Provider Lens™ – Germany 2018

SAP HANA Services

A Comparison of Providers

SAP HANA Services

An overview of the entire German SAP HANA Services competitive landscape

During the last few years, various database providers have established in-memory technology; as opposed to traditional technologies, in-memory technologies store most or all relevant application data within the memory of the hardware in use. Direct benefits include faster data access, accelerating applications dramatically. While first use cases often related to data analytics applications, the drastic increase of performance has shifted the focus to novel business processes within transactional applications. Within this context, SAP's respective offering, the HANA technology, probably has the strongest impact, because it is not only aligned with infrastructure aspects, but also with SAP's broad application portfolio and can be combined with data management optimization (data aging) approaches, improving interaction between data analytics and transactional systems. SAP's latest S/4HANA product also allows users to radically simplify database structures within the SAP Business Suite ("Run Simple"). SAP has published sales numbers indicating that many companies are already involved in concrete transition planning initiatives or have even started to implement respective projects.

Considering the expected impact and manifold effects, we expect a continuous and significant increase in the demand for competent support to help organizations develop and implement SAP HANA projects, based on suitable services.

With the study "ISG Provider Lens Germany 2018 - SAP HANA Services", ISG will support CIOs and IT decision-makers to help them evaluate, select and implement the offerings of suitable providers and will provide insights on future market trends.

The ISG Provider Lens study – SAP HANA Services offers IT-decision makers:

- A market overview on services
- Transparency of strengths and weaknesses of relevant providers (Market Insight methodology)
- A differentiated positioning of providers by segments, deployment models and compliance requirements (certifications, data location, operational responsibility)
- Clear criteria for short lists and investment planning initiatives.

Market Categories

Simplified illustration

SAP HANA Services							
BW on HANA		Suite on HANA and S/4HANA – Process Consulting		Suite on HANA and S/4HANA – Multi-Service Providers		SAP HANA Technology	
Midmarket	Large Accounts	Midmarket	Large Accounts	Midmarket	Large Accounts	Midmarket	Large Accounts
Managed Enterprise Cloud for HANA				SAP Cloud Platform (SCP)			
Midmarket		Large Accounts		Midmarket		Large Accounts	

Source: ISG 2017

Schedule

The research phase (provider survey and advisor briefings) covers the period from June – to July 2017. Followed by the analysis, evaluation and report generation phases. Selected results will be presented to the media in October 2017.

Milestones	Begin	End
Project Kick-off	May 9, 2017	
Survey (questionnaire)	June 1, 2017	July 6, 2017
Sneak previews	September 4, 2017	October 9, 2017
Content provisioning	October 17, 2017	
Press release	October 25, 2017	

Contact

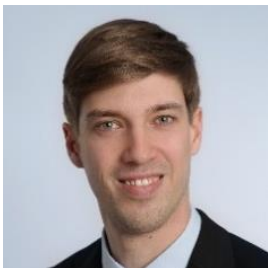


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