Are You Ready For the Data Era?

It's Time to Forge Ahead with SAP

SAP   **DELL** Technologies

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

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

And turn data insights into action — across the business.

REIMAGINE BUSINESS OPERATIONS

By 2027,
>90,000
SAP ERP clients must move to SAP S/4HANA[1]

PARTNER WITH DELL TECHNOLOGIES

Firms that modernize IT for SAP HANA and S/4HANA experience
50 - 80%
greater business benefits[2]

EMBRACE A CLOUD-SMART STRATEGY

By 2022,
>90%
of enterprises worldwide will rely on multi-cloud[3]

HYBRID CLOUD OPERATING MODEL

Dell Technologies is
#1
in Cloud IT Infrastructure[4]

BECOME A DATA-SMART ENTERPRISE

3%
of companies have completed true digital transformation projects[5]

SCALABLE FOUNDATION, EDGE TO CORE

49%
of companies say modernizing IT is a key driver towards digital transformation[6]

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

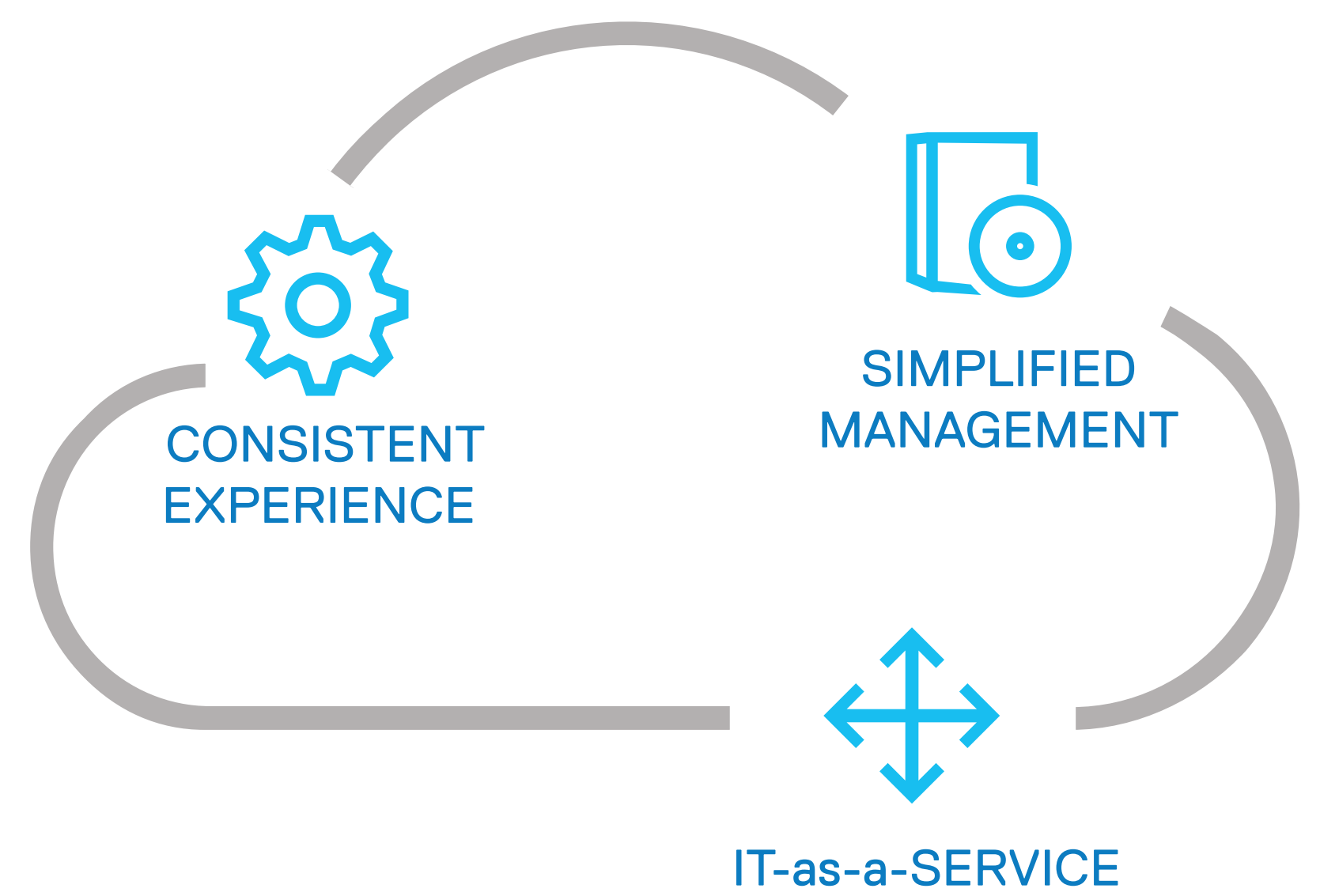EFFICIENCY   PRODUCTIVITY   SIMPLICITY

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
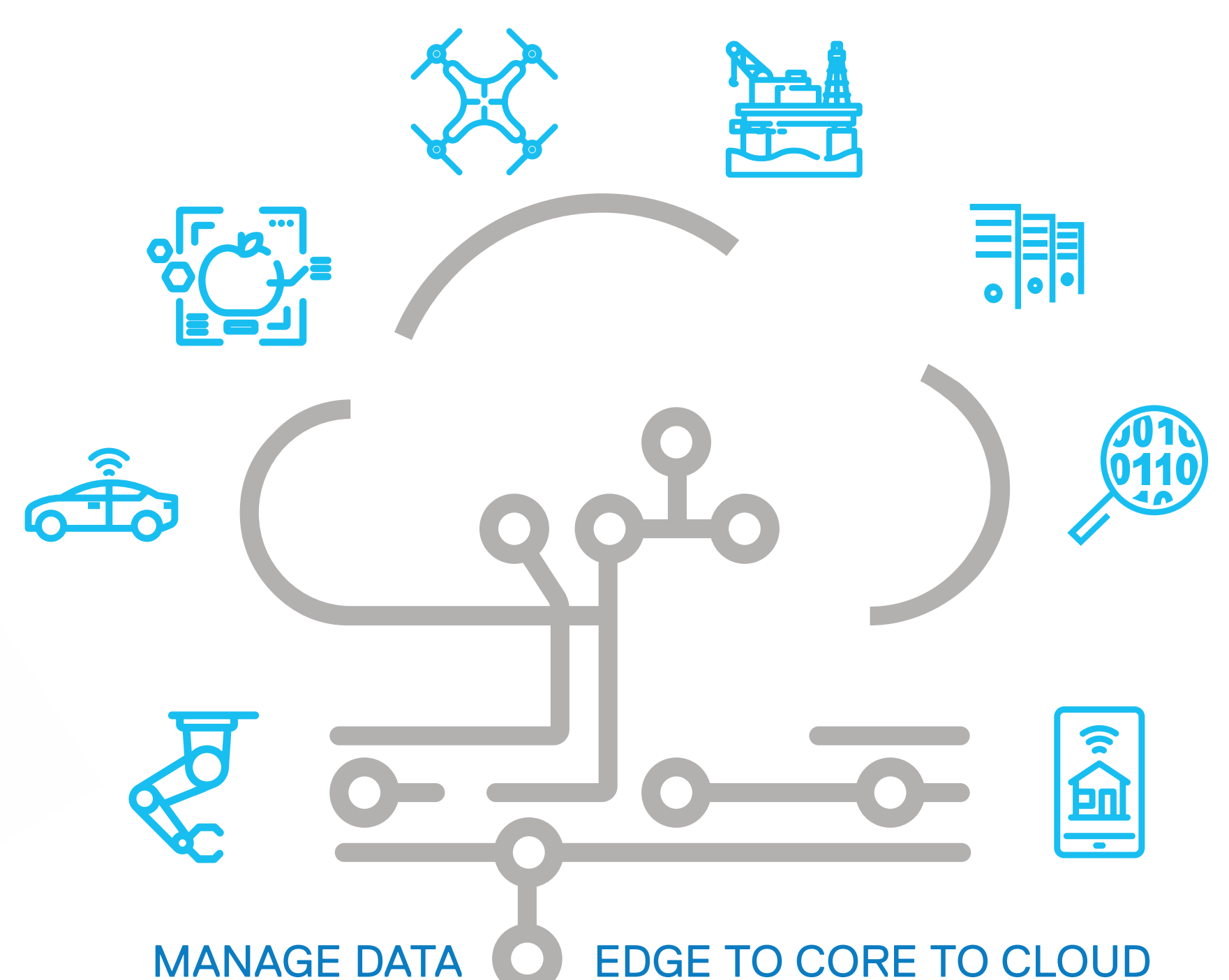- Deliver "everything as a service" across clouds — private, public, and the edge

2

CONSISTENT EXPERIENCE

SIMPLIFIED MANAGEMENT

IT-as-a-SERVICE

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

3

MANAGE DATA   EDGE TO CORE TO CLOUD

DELL Technologies

DellTechnologies.com/SAP

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 Optimize 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.