

# The Total Economic Impact™ Of IBM® Power Systems™ And IBM® Storage For SAP HANA®

FORRESTER®

“[Our admins] can do **additional work, more important work, and more sophisticated work**, rather than merely updating systems.”

*Global SAP architect,  
IT services provider,  
customer of IBM Power  
Systems for SAP HANA*

“We felt that IBM had not just the system, but also the recognition to help us **transform in our environment and get to the cloud.**”

*COO,  
financial services,  
customer of IBM Storage  
for SAP HANA*

## TEI OF IBM POWER SYSTEMS FOR SAP HANA

**\$3M**  
BENEFITS

**\$1.3M**  
COSTS

**137%**  
ROI

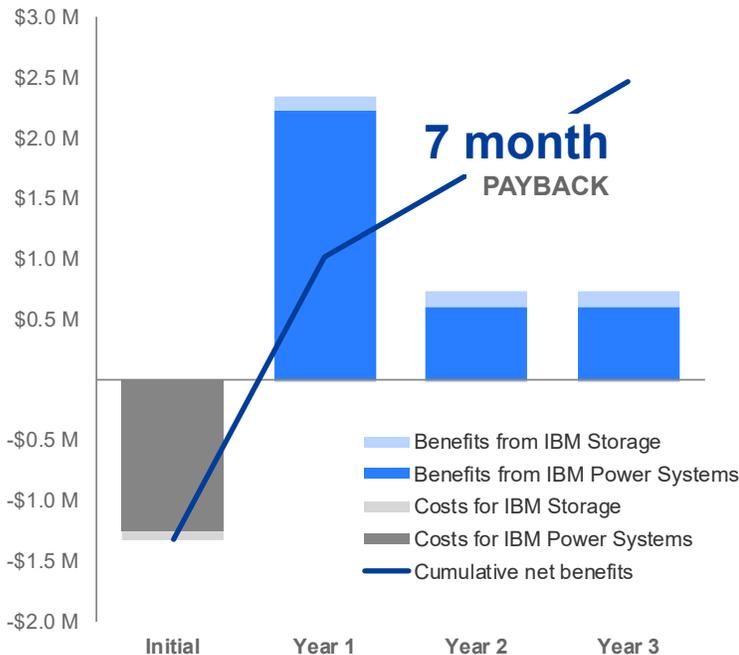
## TEI OF IBM STORAGE FOR SAP HANA

**\$296K**  
BENEFITS

**\$78K**  
COSTS

**279%**  
ROI

### THREE-YEAR CASH FLOW OF INVESTING IN IBM POWER SYSTEMS AND STORAGE FOR AN 8TB SAP HANA DATABASE WITH FOUR INSTANCES



### TECHNOLOGY BENEFITS WITH IBM



IBM Power Systems and IBM Storage reduced downtime by a combined **52 hours** per year.



IBM Power Systems cost **22%** less than alternate architectures and consumed **88%** less energy.

### IMPROVED PRODUCTIVITY WITH IBM



**60%**  
Time saved for **system admins** using IBM Power Systems



**15%**  
Time saved for **storage and backup admins** using IBM Storage



**5%**  
Time saved for **developers** using IBM Storage

### Contact your local Business Partner

For these TEI STUDIES

The Total Economic Impact  
Of IBM Power Systems For  
SAP HANA, July 2019 ▶

The Total Economic Impact  
Of IBM Storage For SAP  
HANA, August 2020 ▶

This document is an abridged version of two case studies commissioned by IBM, which analyze the financial impact of each solution based on aggregation and analysis of data gathered in nine customer interviews. **Contact your local Business Partner for copies.**

© 2020 Forrester Research, Inc. All rights reserved. Forrester is a registered trademark of Forrester Research, Inc.