

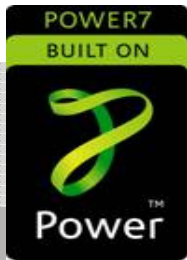
IBM SAP International Competence Center



... combining our strengths

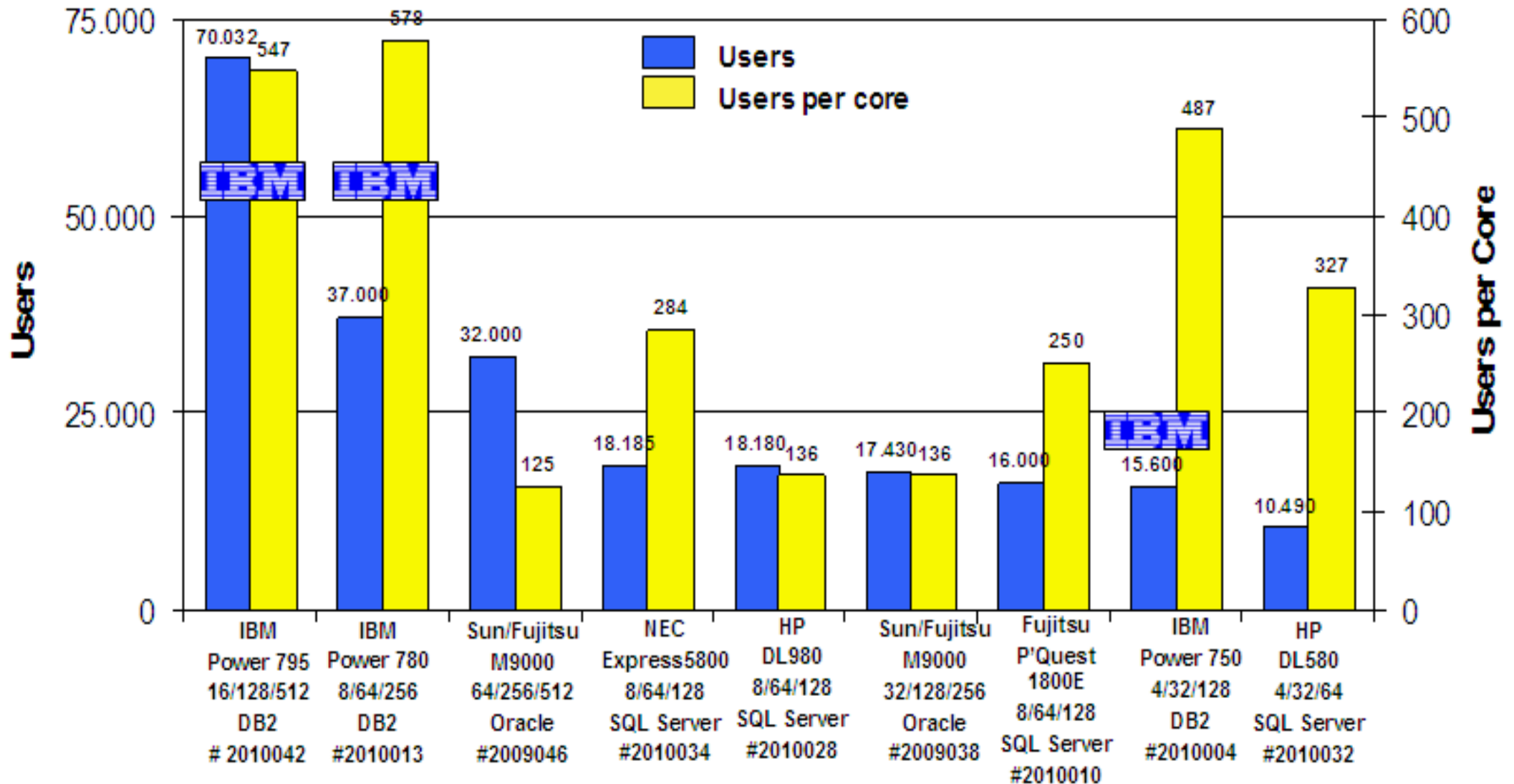
Multiply Your Power!

- combine the power of SAP® business solutions with IBM Power System™ and AIX™ strengths



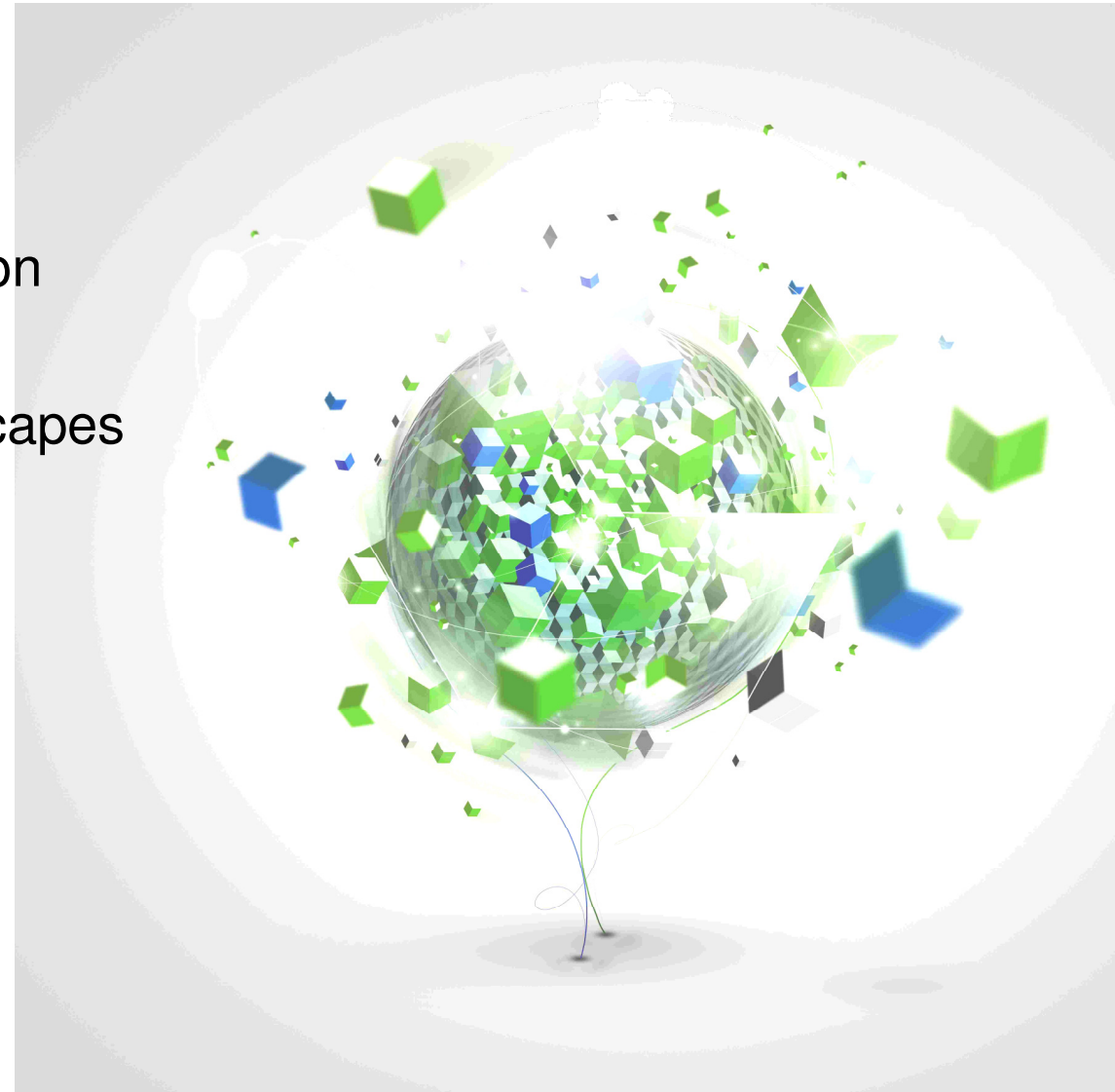
Power your planet

SAP SD 2-Tier (Unicode)



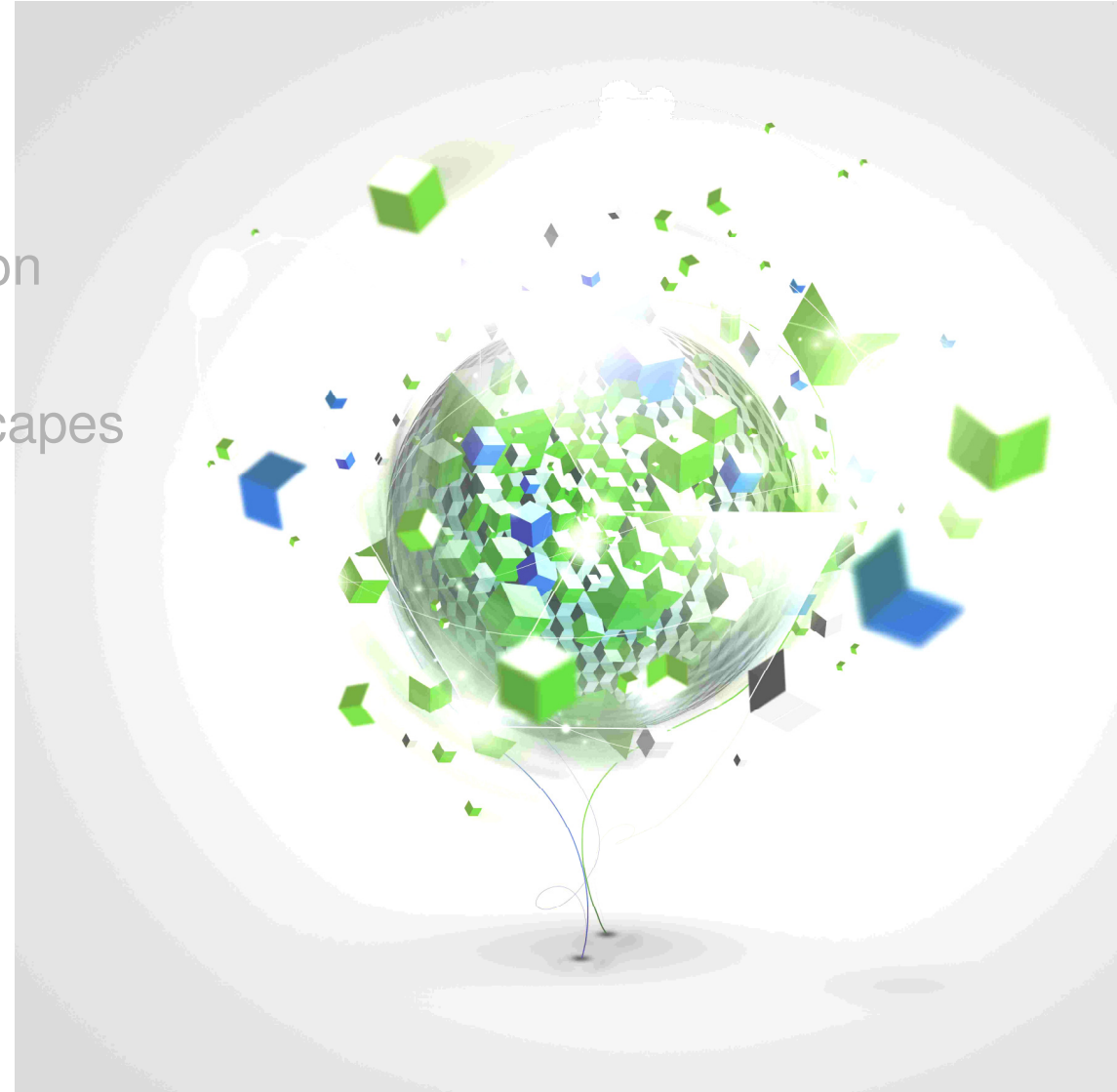
Agenda

- IBM Power System™ News
- Principles of POWER™ virtualization
- Benefits of POWER for SAP landscapes
- AIX for SAP Business Applications
- System Management

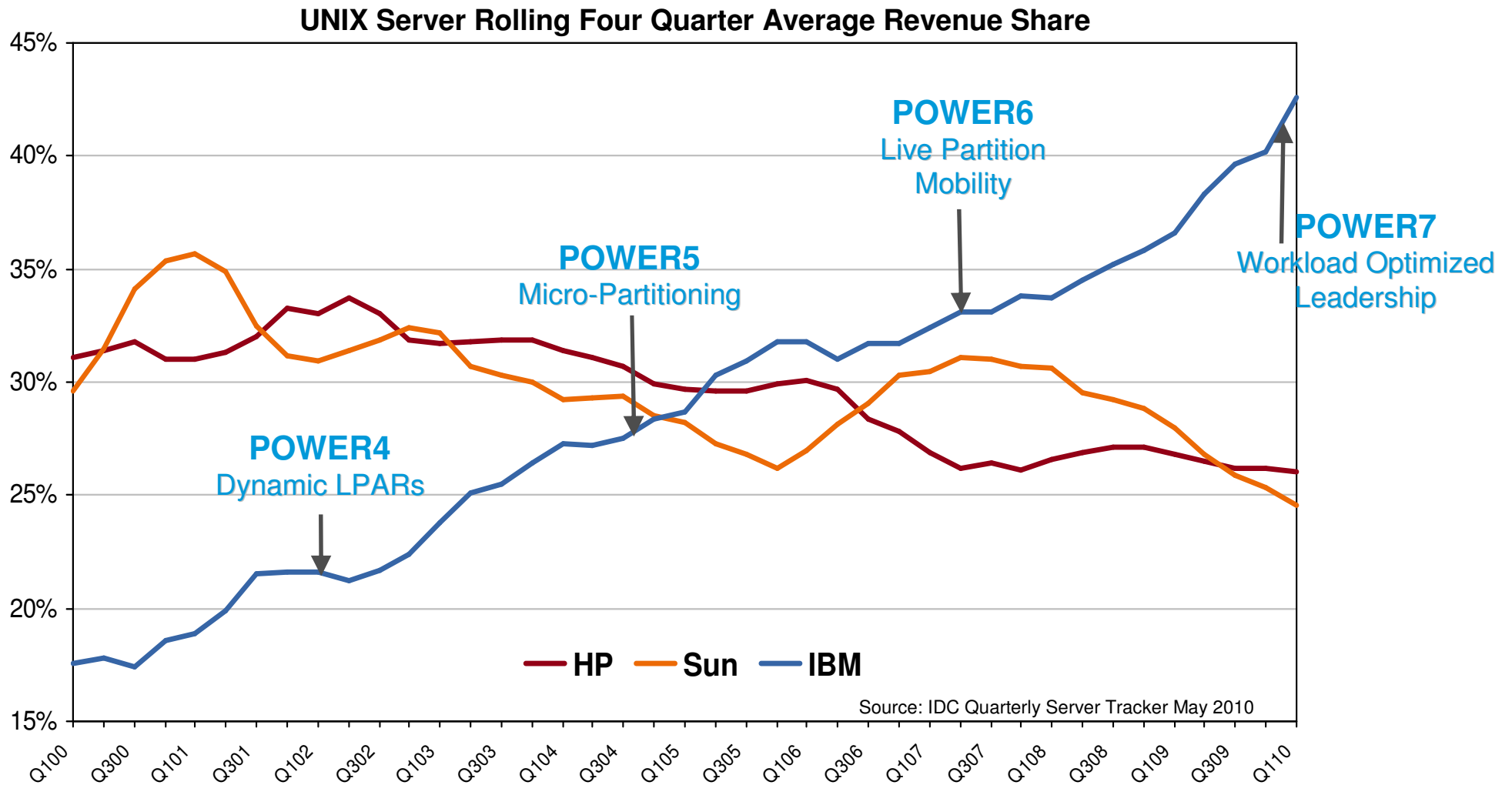


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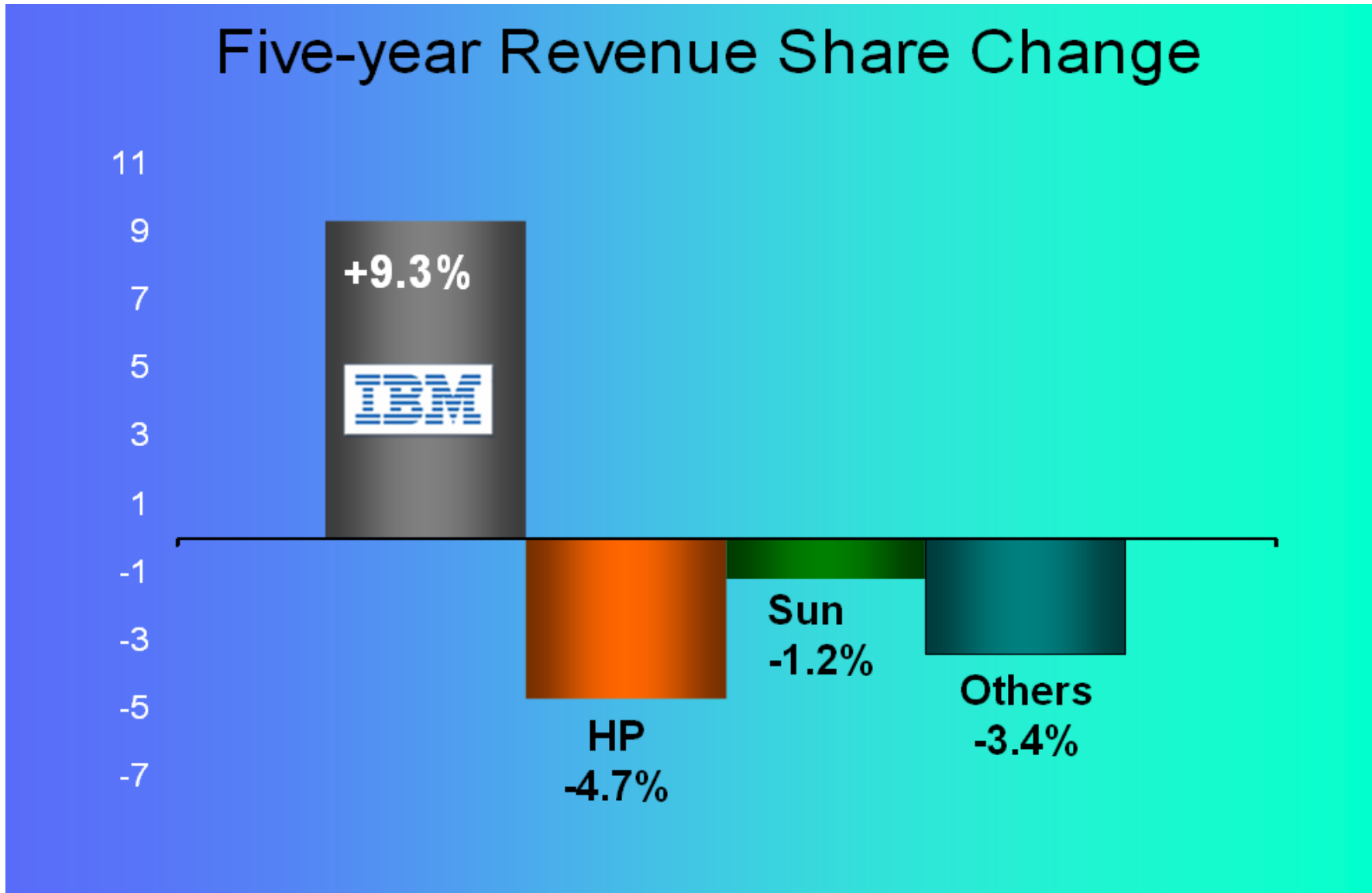


IBM's 10 years march to Unix leadership



- **For SAP new installs on UNIX platform Power System w/ AIX market share is in the 50% range**
 - **Even better than overall Unix share of AIX**
 - **SAP customers rely on the excellent Power platform!**

Power Systems: Only UNIX platform to grow



Source: IDC Server Tracker Q104 - Q109 Server Tracker, 06/09, rolling four quarter average

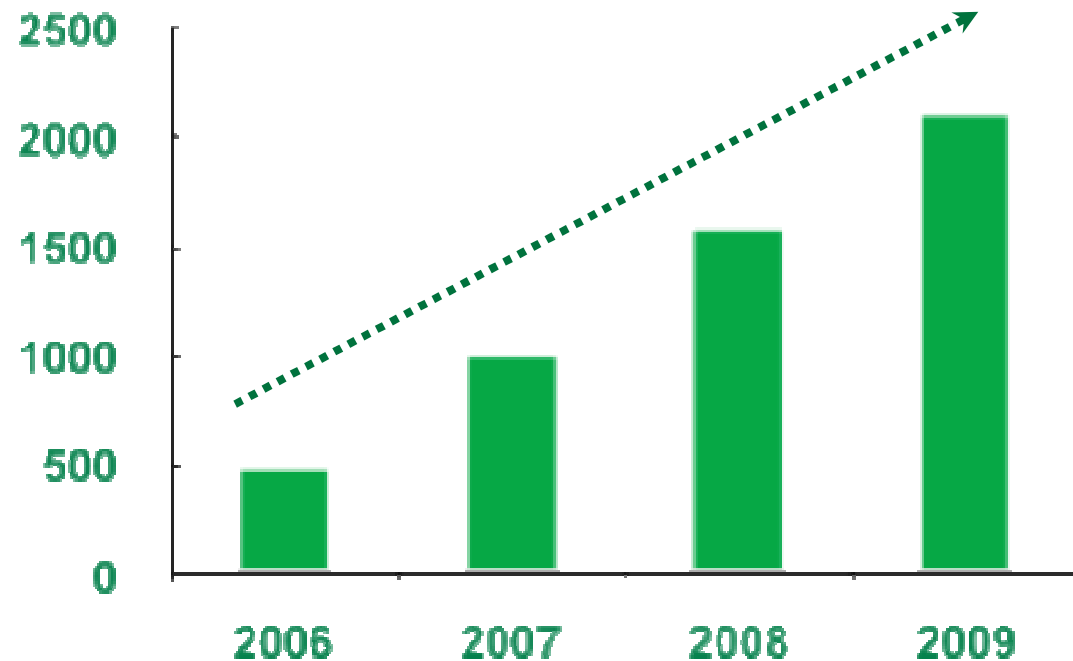
2,100

successful Power Migration Factory migrations to date.

There were over 500 Power migrations during 2009 (not all, but including SAP migrations), with more than 90% from Sun and HP customers (including x86 consolidation). In 4Q09 alone, Power achieved nearly 200 competitive migrations.

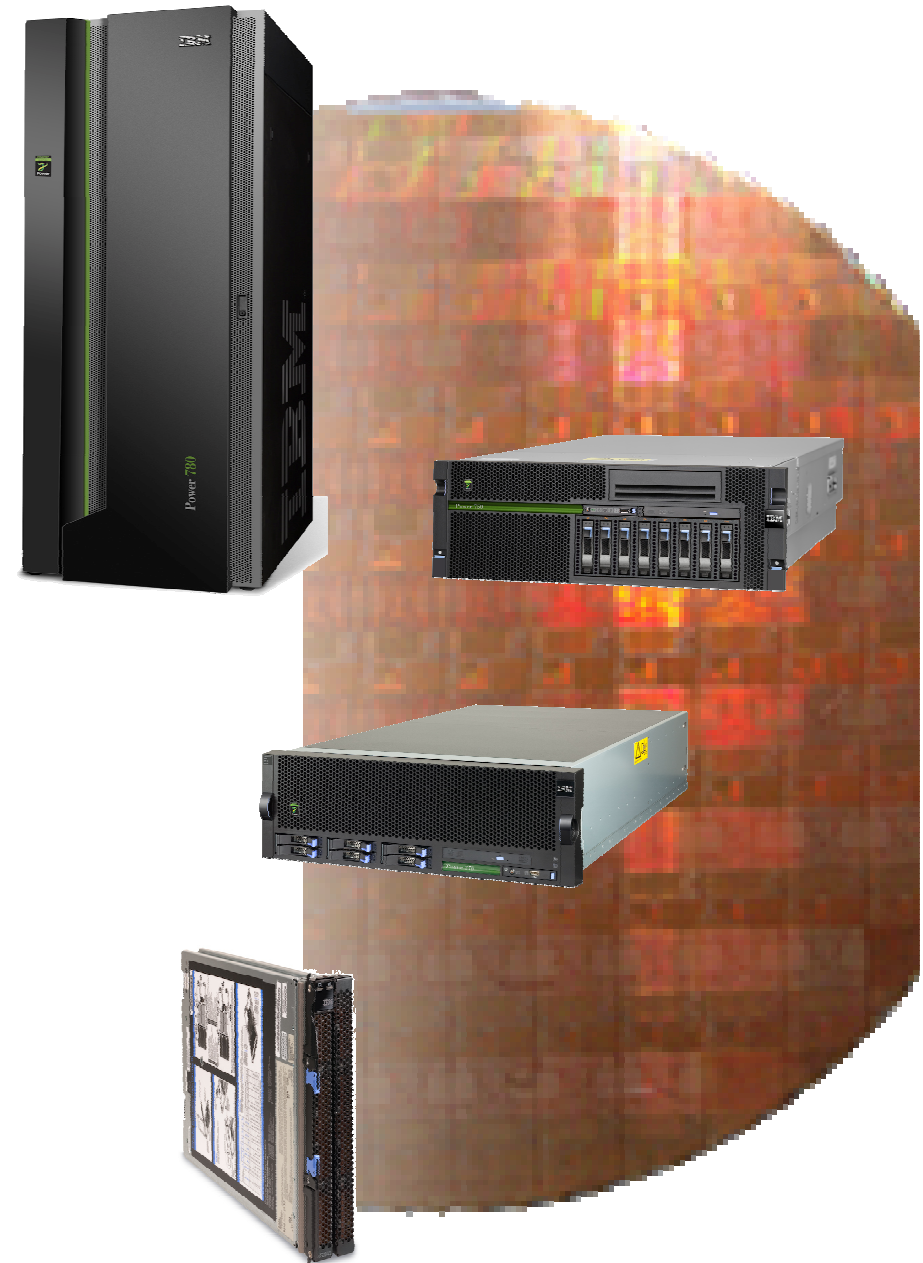


Cumulative Migration Factory Wins



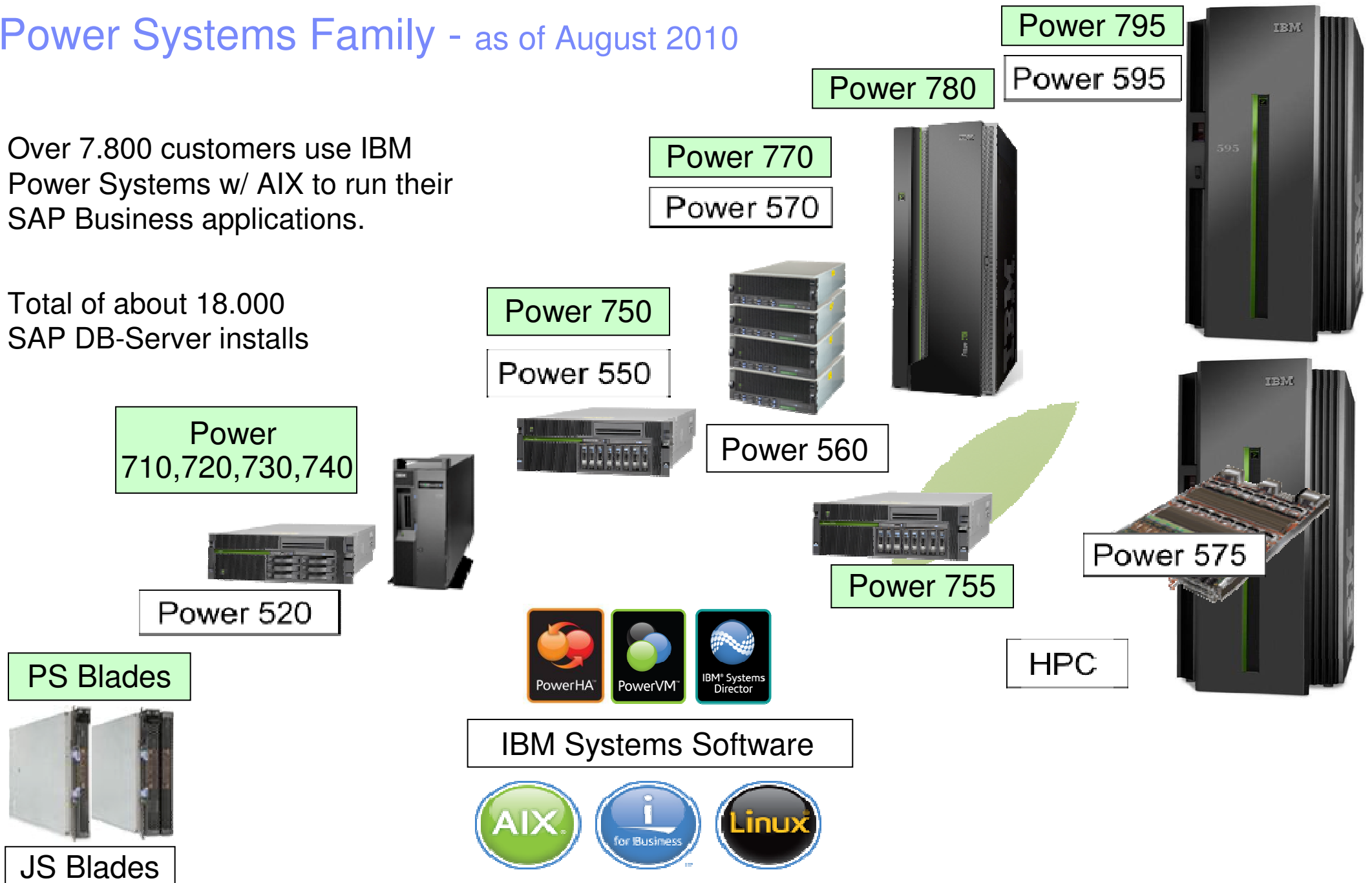
(Some) POWER7 Design Objectives

- **Maintain/Extend Leadership of POWER6 server attributes**
- **Dramatically improve cost/performance**
 - By increased performance through
 - Out of Order Execution
 - Enhanced SMT
 - Cache Hierarchy Improvements
 - SMP capability: Up to 32 sockets (256 cores)
- **Balance System Design**
 - Cache, Memory, and IO
- **Optimize Energy Efficiency with 8 cores on chip**
 - Policy enabled energy management
 - Processor Nap & Sleep Mode
 - Memory Power Down support
- **Built in Virtualization**
 - Memory Expansion
 - VM Control



Power Systems Family - as of August 2010

- Over 7.800 customers use IBM Power Systems w/ AIX to run their SAP Business applications.
- Total of about 18.000 SAP DB-Server installs

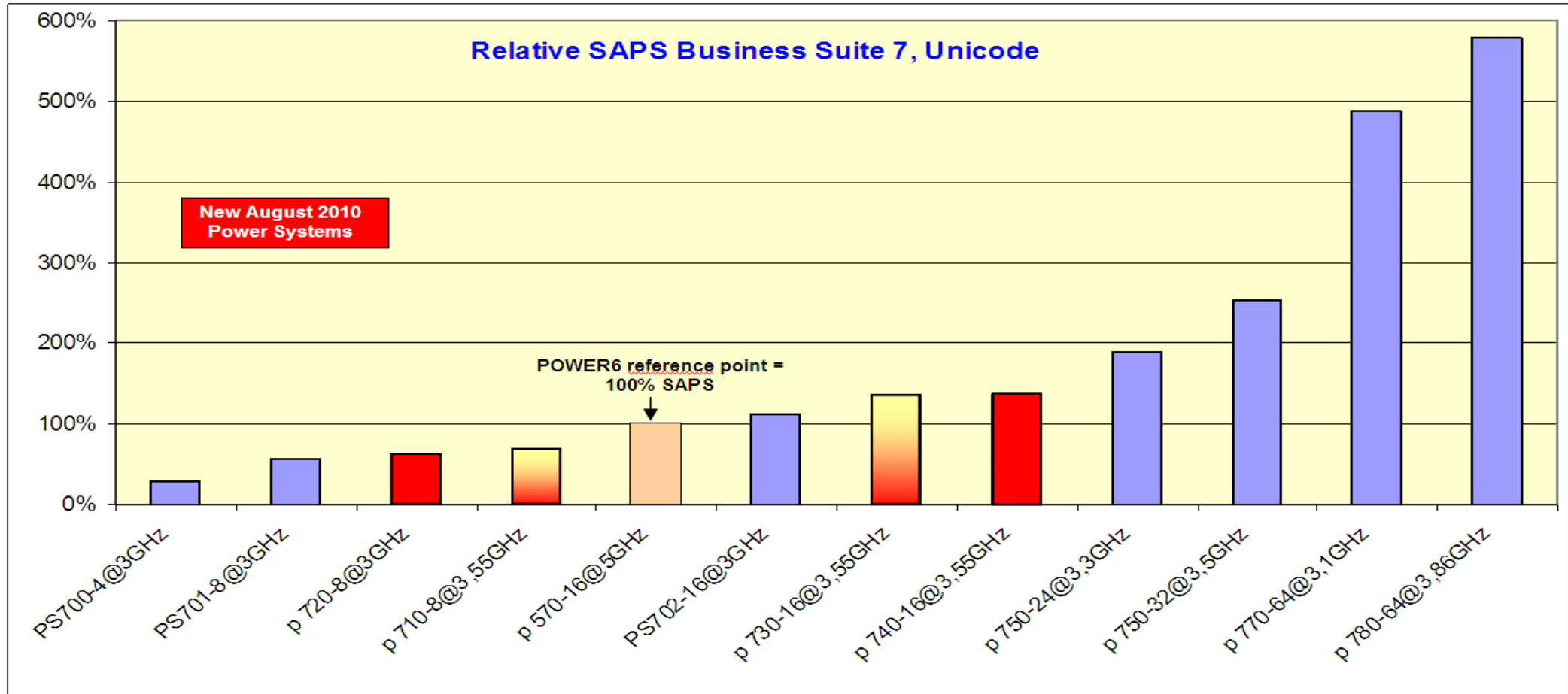


SAP comment on POWER7 launch :

*“With the launch of POWER7, IBM is driving **technical excellence** with clear **business value** for our customers. Using this new hardware generation, SAP customers will be able to **extend the capacity** of their enterprise systems and at the same time to reach even **higher resource utilization** levels. In addition, SAP customers will have the option to leverage new Advanced Memory Expansion technology to **increase memory efficiency** and new **sustainability features** for dynamic management of energy levels.”*

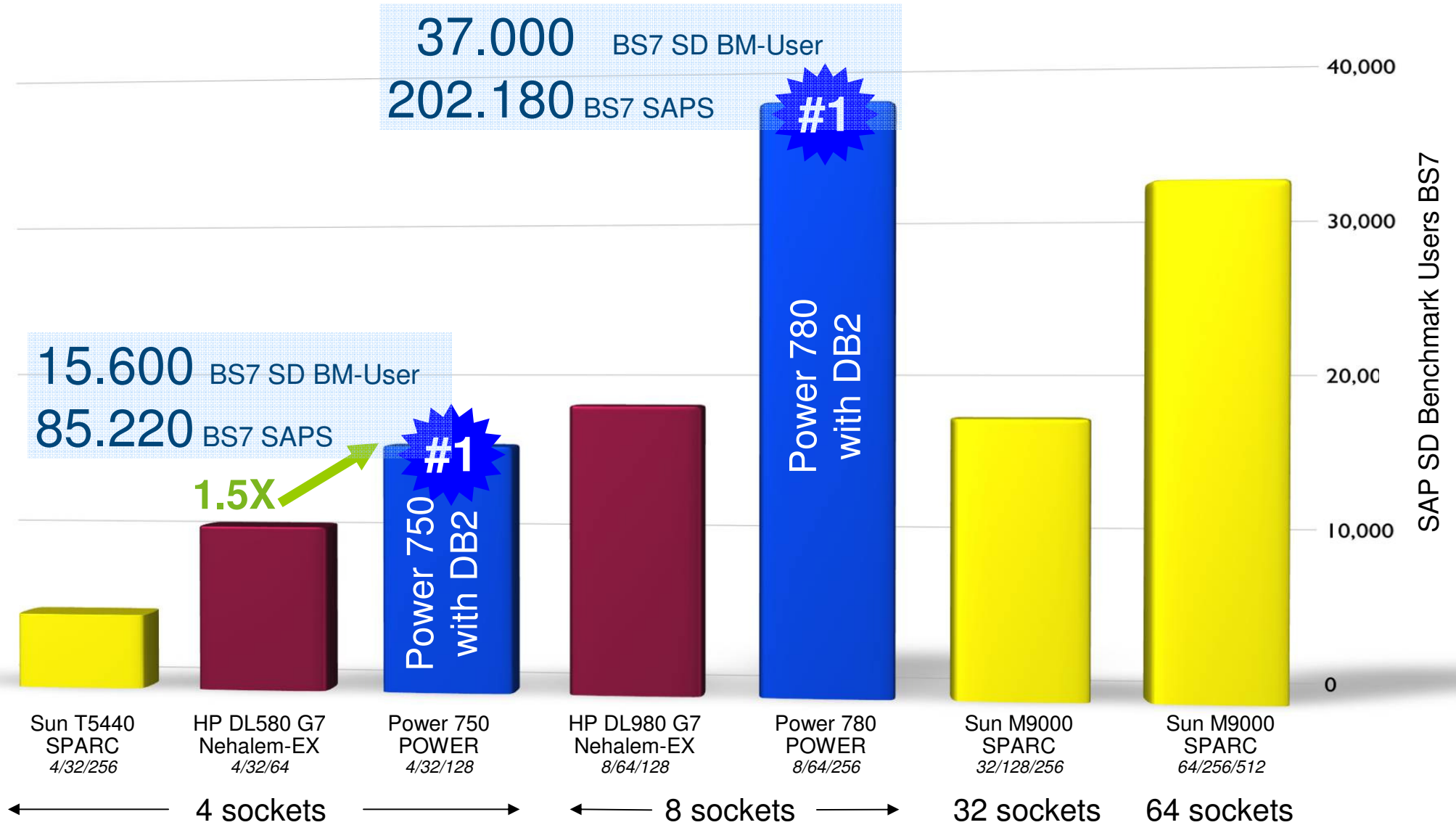
Dr. Torsten Wittkugel
Vice President SAP DB/OS Platform Development

Power Systems and their relative SAPS capacities



- The newly released POWER7 systems shift achievable SAP capacity to smaller server classes
- By running AIX V6.1 or AIX V5.3, all new systems can be used for SAP production immediately after GA
 - Special considerations for new virtualization features see later in this presentation
- IBM i 6.1, IBM i 7.1, and POWER Linux SLES 10 SP3
- AIX 7.1 – announced in August 2010 – is NOT required for these systems
 - Is required to fully exploit the very high end Power 795, which is not included in this chart
 - SAP certification planned for October 2010

Power Systems offer more SAP throughput than any system in the industry



Systems are listed with processor chips/core/threads under system name; IBM Power System 780, 8p / 64-c / 256-t, POWER7, 3.8 GHz, 1024 GB memory, 37,000 SD users, dialog resp.: 0.98s, line items/hour: 4,043,670, Dialog steps/hour: 12,131,000, SAPS: 202,180, DB time (dialog/ update):0.013s / 0.031s, CPU utilization: 99%, OS: AIX 6.1, DB2 9.7, cert# 2010013; SUN M9000, 64p / 256-c / 512-t, 1156 GB memory, 32,000 SD users, SPARC64 VII, 2.88 GHz, Solaris 10, Oracle 10g , cert# 2009046; All results are 2-tier, SAP EHP 4 for SAP ERP 6.0 (Unicode) and valid as of 7/13/2010; Source: <http://www.sap.com/solutions/benchmark/sd2tier.epx> - See Power 780 benchmark details for more information

6-year IBM i History of #1 SAP BW/BI Benchmarks ... continued !

- **Power 750 8-core with IBM i scores 80% more throughput** than 8-core Power 570 for SAP Business Intelligence
 - SAP BI Mixed Load Standard Application Benchmark
SAP Certification# : 2010005 / 2010xxx
 - SAP NetWeaver, query activity and load/update activity are executed in parallel

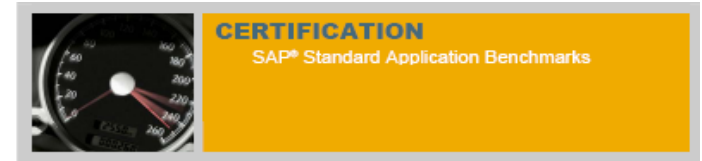
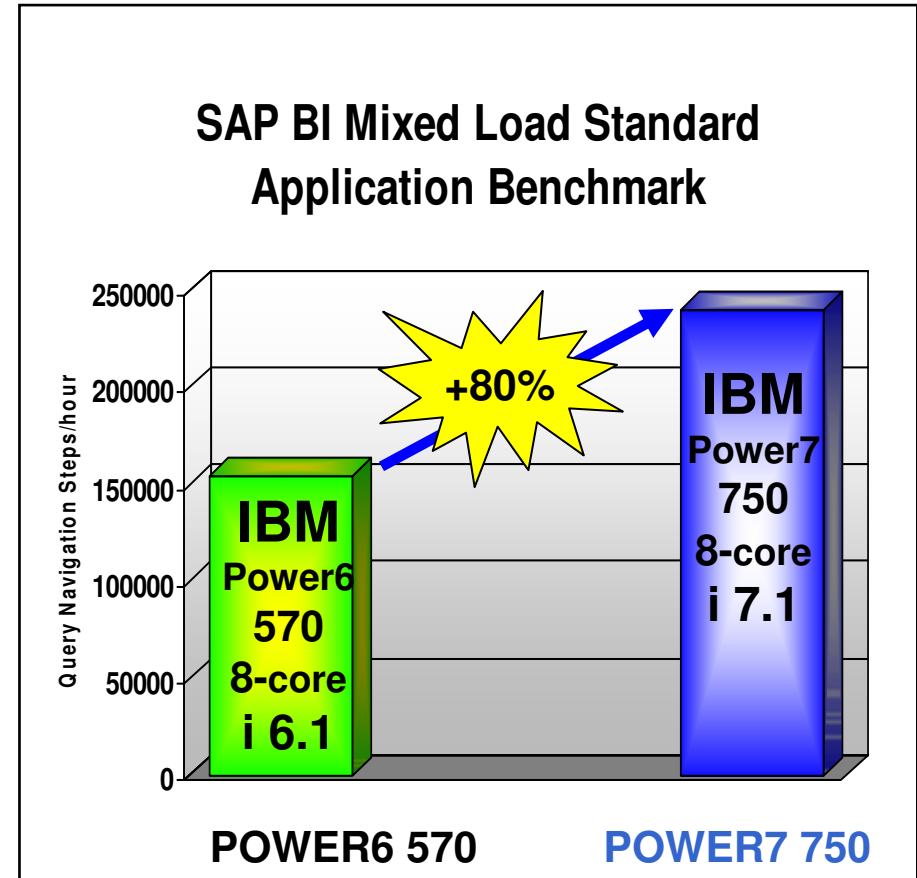
	Power 570 i 6.1	Power 750 i 6.1	Power 750 i 7.1
Processor	8-core 4.20 GHz	8-core 3.30 GHz	8-core 3.30 GHz
Memory	128 GB	128 GB	128 GB
Throughput (Query Navig.Steps/ hour)	154,920	241,526	278,462

Configuration

- IBM i 6.1 / i 7.1 with DB2 for IBM i
- SAP NetWeaver 7.0
- 300,000,000 Records



IBM Power 750



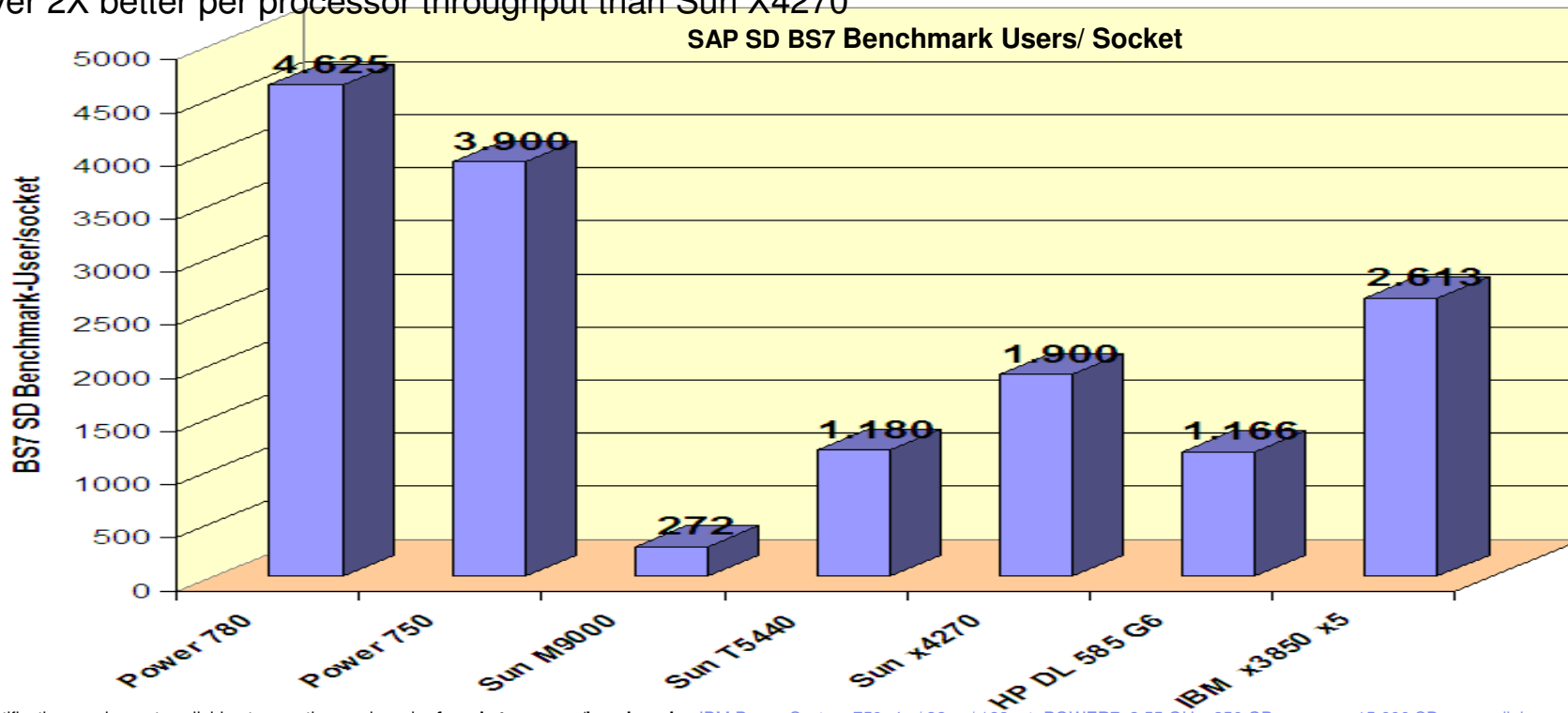
<http://www.sap.com/solutions/benchmark/bimxl.epx>

New Power Systems boost your SAP ERP capacity

- The new Power benchmarks increase SAP Sales and Distribution ERP 6.0 EHP4 (aka Business Suite 7) 2-Tier throughput to new levels:
- E.g., Power 750 provides
 - Over 7X better per processor throughput than Sun SPARC M9000
 - Over 3X better per processor throughput than Sun SPARC T5440
 - Over 3X better per processor throughput than HP ProLiant DL585 G6
 - Over 2X better per processor throughput than Sun X4270




IBM Power 750 Express



IBM Power 750 certification number not available at press time and can be found at sap.com/benchmarks. IBM Power System 750, 4p / 32-c / 128 -t, POWER7, 3.55 GHz, 256 GB memory, 15,600 SD users, dialog resp.: 0.98s, line items/hour: 1,704,330, Dialog steps/hour: 5,113,000, SAPS: 85,220, DB time (dialog/ update):0.015s / 0.028s, CPU utilization: 99%, OS: AIX 6.1, DB2 9.7: SUN M9000 32p / 128-c / 256-t, 1024 GB memory, 17430 SD users, SPARC VII QC, 2.88 GHz, Solaris 10, Oracle 10g, cert#: 2009038; SUN T5440, 4p / 32-c / 256 -t, 256 GB memory, 4720 SD users, UltraSPARC T2 plus OC, 1.6 GHz, Solaris 10, Oracle 10g , cert# 2009026-1; SUN X4270, 2p / 8-c / 16-t, 256 GB memory, 3800 SD users, Xeon X5570 QC, 2.93 GHz, Solaris 10, Oracle 10g, cert#: 2009033, HP DL585 G6, 4p / 24-c / 24-t, 64 GB memory, 4665 SD users, AMD Opteron 8439 SE, 2.8 GHz, Windows Server 2008 EE, , SQL Server 2008, cert#: 2009025. All results are 2-tier, SAP EHP 4 for SAP ERP 6.0 (Unicode) and valid as of 2/9/2010.

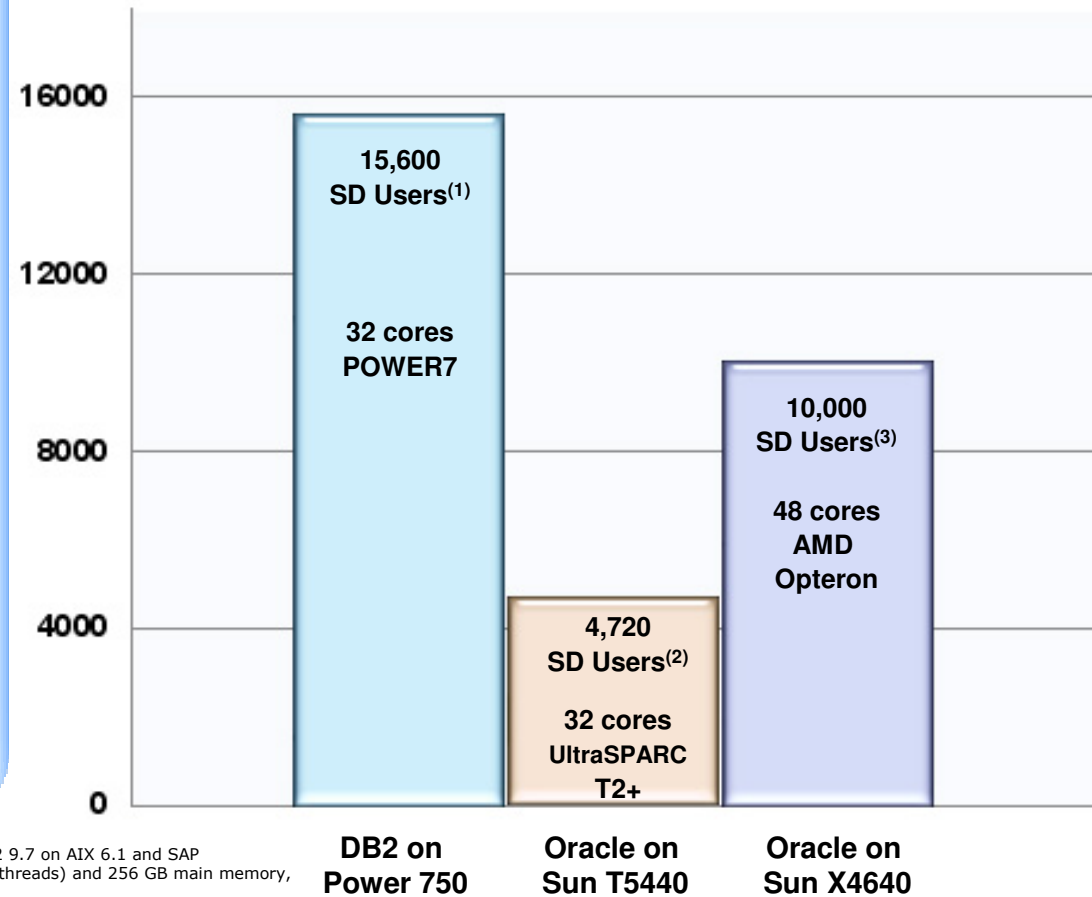
Simplify SAP Infrastructure And Reduce Costs



SAP and DB2 on Power 750

3.3x More SD users on DB2 and Power 750 than Oracle on SPARC T5400

SAP Sales and Distribution ERP 6.0 EHP4 2-Tier performance



(1) IBM SAP 2-Tier SD result of 15,600 SD (Sales & Distribution) users (Average dialog response time: 0.98 second), running DB2 9.7 on AIX 6.1 and SAP enhancement package 4 for SAP ERP 6.0 on the IBM Power System 750 with 4 POWER7 3.55 GHz processor chips (32 cores, 128 threads) and 256 GB main memory, certification Number: 2010004. For more details, see <http://www.sap.com/benchmark>.

(2) Sun Microsystems SAP 2-Tier SD result of 4,720 SD (Sales & Distribution) users (Average dialog response time: 0.97 second), running Oracle 10g on Solaris 10 and SAP enhancement package 4 for SAP ERP 6.0 (Unicode) on the SPARC Enterprise T5440 with 4 UltraSPARC T2 Plus 1.6 GHz processor chips (32 cores, 256 threads) and 256 GB main memory, certification Number: 2009026. For more details, see <http://www.sap.com/benchmark>.

(3) Sun Microsystems SAP 2-Tier SD result of 10,000 SD (Sales & Distribution) users (Average dialog response time: 0.90 second), running Oracle 10g on Solaris 10 and SAP enhancement package 4 for SAP ERP 6.0 (Unicode) on the Sun Fire X4640 with 8 AMD Opteron 8435 Processors at 2.6 GHz (48 cores, 48 threads) and 256 GB main memory, certification Number: 2009049. For more details, see <http://www.sap.com/benchmark>.

(1) (2) (3) Results as of 3/29/2010



IBM POWER7 & DB2 – an unbeatable combination!



- **3.3x** the performance of a SPARC Enterprise T5440 (2) (4)
- **3.7x** the performance of an AMD-based Sun Fire X4640 (3) (5)
- **2.1x** the performance with **½ the cores** of SPARC64 M9000 (3) (6)

(1) Based on SAP published data as of 3/24/2010. For more details, see <http://www.sap.com/benchmark>.

(2) IBM SAP 2-Tier SD result of 15,600 SD (Sales & Distribution) users (Average dialog response time: 0.98 second), running DB2 9.7 on AIX 6.1 and SAP enhancement package 4 for SAP ERP 6.0 (unicode) on the IBM Power System 750 with 4 Power7 3.55 GHz processor chips (32 cores, 128 threads) and 256 GB main memory, certification Number: 2010004. Result current as of 3/24/2010.

(3) IBM SAP 2-Tier SD result of 37,000 SD (Sales & Distribution) users (Average dialog response time: 0.97 second), running DB2 9.7 on AIX 6.1 and SAP enhancement package 4 for SAP ERP 6.0 (unicode) on the IBM Power System 780 with 8 Power7 3.86 GHz processor chips (64 cores, 256 threads) and 512 GB main memory, certification Number: 2010xxx. Result current as of 3/24/2010

(4) Sun SAP 2-Tier SD result of 4,720 SD (Sales & Distribution) users (Average dialog response time: 0.97 second), running Oracle 10g on Solaris 10 and SAP enhancement package 4 for SAP ERP 6.0 (unicode) on the SPARC Enterprise T5440 with 4 UltraSPARC T2 Plus 1.6 GHz processor chips (32 cores, 256 threads) and 256 GB main memory, certification Number: 2009026. Result current as of 3/24/2010.

(5) Sun SAP 2-Tier SD result of 10,000 SD (Sales & Distribution) users (Average dialog response time: 0.90 second), running Oracle 10g on Solaris 10 and SAP enhancement package 4 for SAP ERP 6.0 (unicode) on the Sun Fire X4640 with 8 AMD Opteron Processor 8435, 2.6 GHz processor chips (48 cores, 48 threads) and 256 GB main memory, certification Number: 2009049. Result current as of 3/24/2010.

(6) Sun SAP 2-Tier SD result of 17,430 SD (Sales & Distribution) users (Average dialog response time: 0.95 second), running Oracle 10g on Solaris 10 and SAP enhancement package 4 for SAP ERP 6.0 (unicode) on the SPARC Enterprise Server M9000 with 32 SPARC64 VII, 2.88 GHz processor chips (128 cores, 256 threads) and 256 GB main memory, certification Number: 2009038. Result current as of 3/24/2010.

POWER7 – designed for mission critical SAP applications



Operating System
Hot patch Kernel
Storage Keys

Hot Plug / Removal
Fans & Power Supplies

Hot Plug / Removal
PCI-X & PCIe Adapters
IO Drawers

Hot Plug / Removal
Disks

Hot Add
I/O racks

Memory
Chip Kill technology with
Bit-steering

Processors
Dynamic De-Allocation
Packaging
Instruction Retry
Alternate Processor Recovery

Dual Clocks
770/780/795

Concurrent Add: 770/780
Eliminates Upgrade outages

Concurrent Service 770/780
Eliminates Repair Outages

Passive backplane
No active components

First Failure Data Capture
Help eliminates intermittent failures

Hypervisor
Mainframe technology

Mobility
Partition Mobility

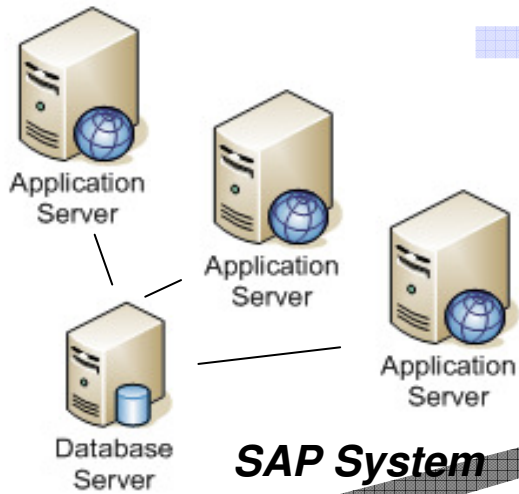
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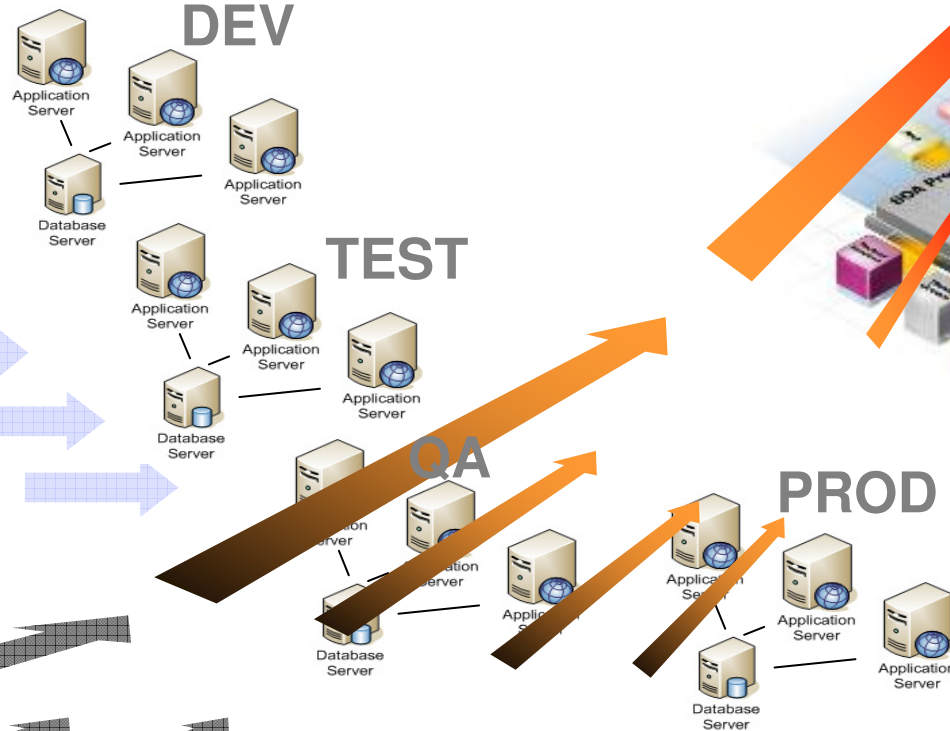
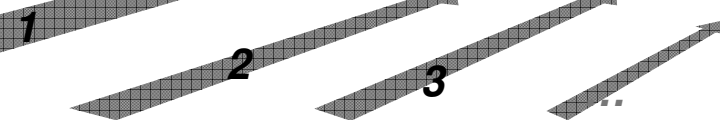


New SAP Environments are Growing in Size and Complexity

Multiple Servers for each SAP System Landscape are required by SAP



SAP System

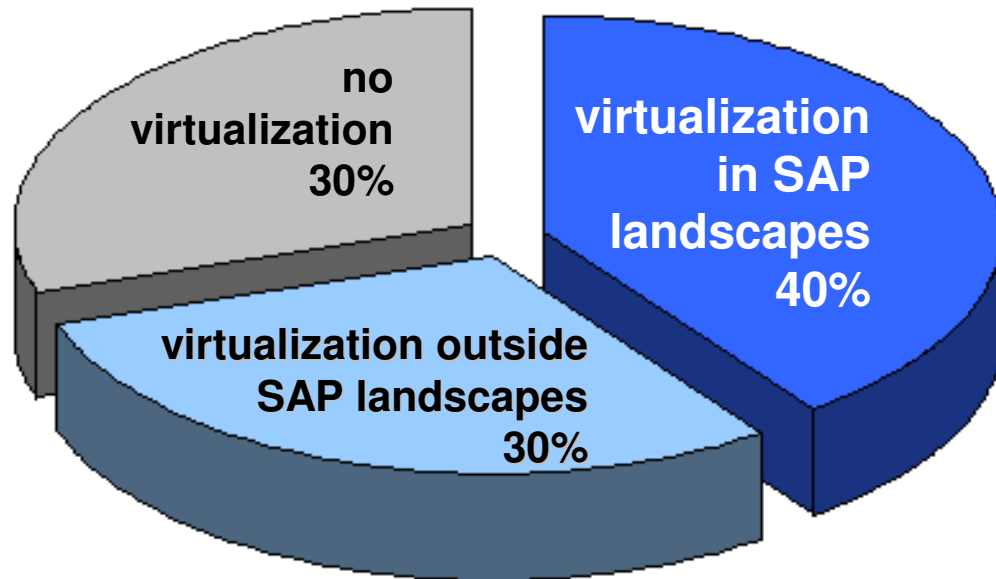


Multiple system landscapes per SAP functional solution

Multiple operational stages per System

2001	2003	2005	2006/7	2008+
1 landscape	2 landscapes	5 landscapes	9 landscapes	14 landscapes
59 batch jobs	2 upgrades/yr	4 parallel rollouts	6 parallel rollouts	9 parallel rollouts
400 users	124 batch jobs	3 upgrades/yr	8 upgrades/yr	8 upgrades/yr
	850 users	198 batch jobs	310 batch jobs	412 batch jobs
		1400 users	2800 users	3100 users

Virtualization in SAP Environments



- 1.450 SAP decision makers (Germany)
- 70 percent of SAP customers has experience with virtualization
- 30 percent use virtualization for non SAP Server (e.g. Web, File-Print Server, Mail Server)
- 40 percent use virtualization in SAP landscapes
 - 30% Test, Development
 - 26% productive SAP Application Server
 - 21 % productive Database Server

Source: RAAD, Germany, D, Nov/Dec 2008, n=1450 (www.raad.de)

PowerVM: Virtualization without Limits

A key decision point for your cloud environment

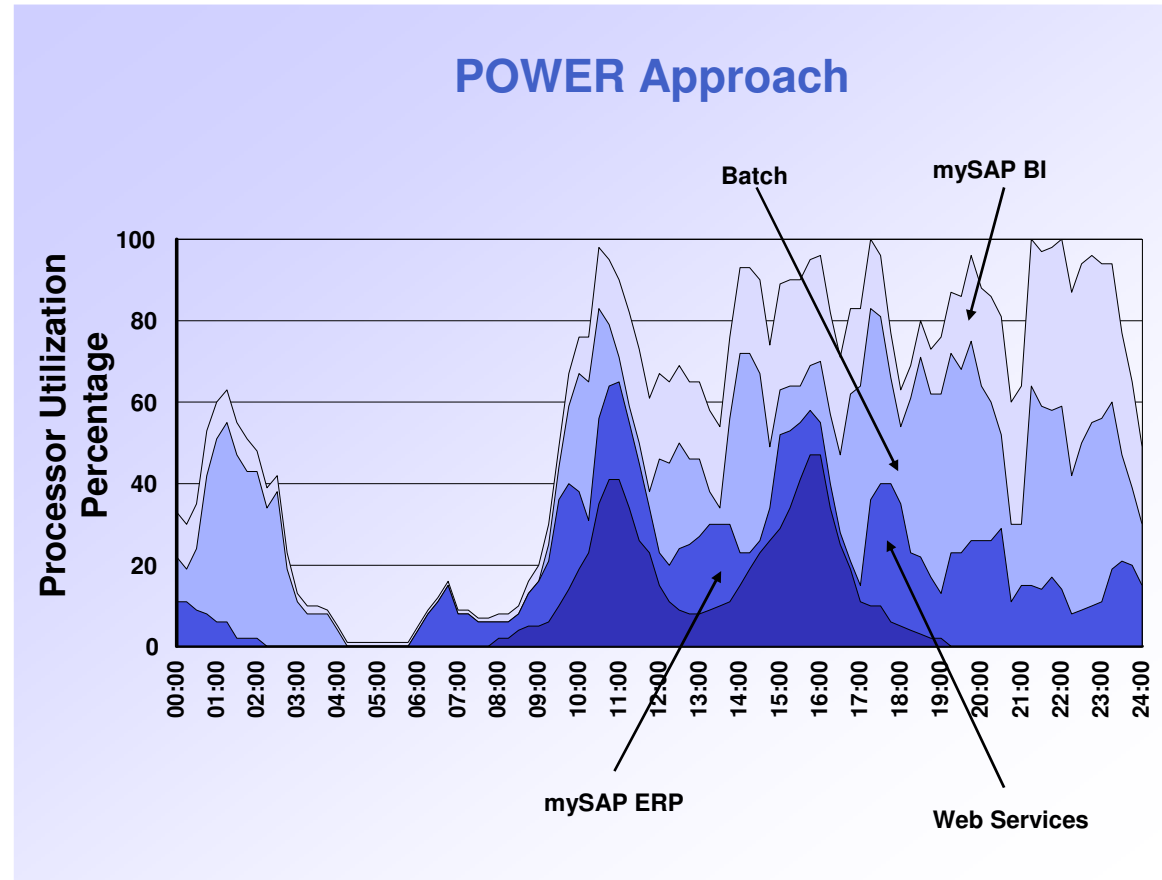
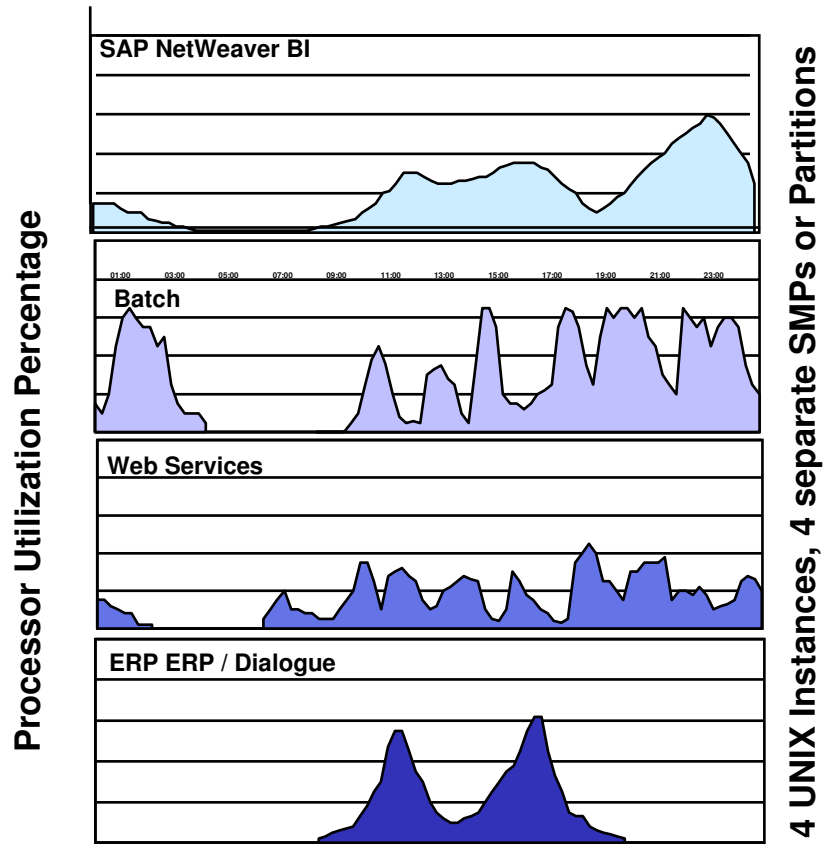


Enterprise QOS virtualization capability with **higher performance, more scalability, and enterprise security**

- ✓ Drive systems to over **90% utilization**
- ✓ **Live Partition Mobility** with VM's of any size up to the entire system that can easily move between your POWER6 and POWER7 systems
- ✓ **Scales seamlessly from 1/10 of a core to 256 cores** and can use all resources of the host server
- ✓ **Dynamic changes** to any IT resource without reboot
- ✓ **Integrated storage virtualization** for simplified provisioning, management of virtual servers and advanced virtual networking*
- ✓ **Secure by design** with Zero common vulnerabilities exposures (CVEs) reported against PowerVM by [US CERT](#) or by [MITRE Corporation](#).

*All statements regarding IBM's future direction and intent are subject to change or withdrawal without notice, and represent goals and objectives only. Some features require the purchase of additional software components.

Combine functional Integration and Consolidation



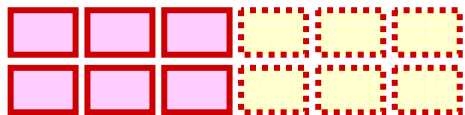
- Many SAP applications are integrated from a business and date perspective but not from a workloads point of view
- They are managed as separate servers/LPARs
- Results in low degree of synergy

- POWER processor-based systems and manageability features will allow for workload ‘combination’ while still keeping applications distinct
 - Improved system efficiency
 - Less TCO
 - Less energy

Active Memory Expansion & Active Memory Sharing

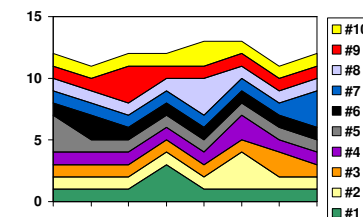
Active Memory **Expansion**

- Effectively gives more memory capacity to the partition
 - ➔ “*memory expansion*”
 - Efficiency depends on compressibility of in-memory content
- AIX partitions only
- Easy initialization via HMC
- Instantaneous effect when activated
- Potential of HW assistance
- Permanently requires few CPU cycles

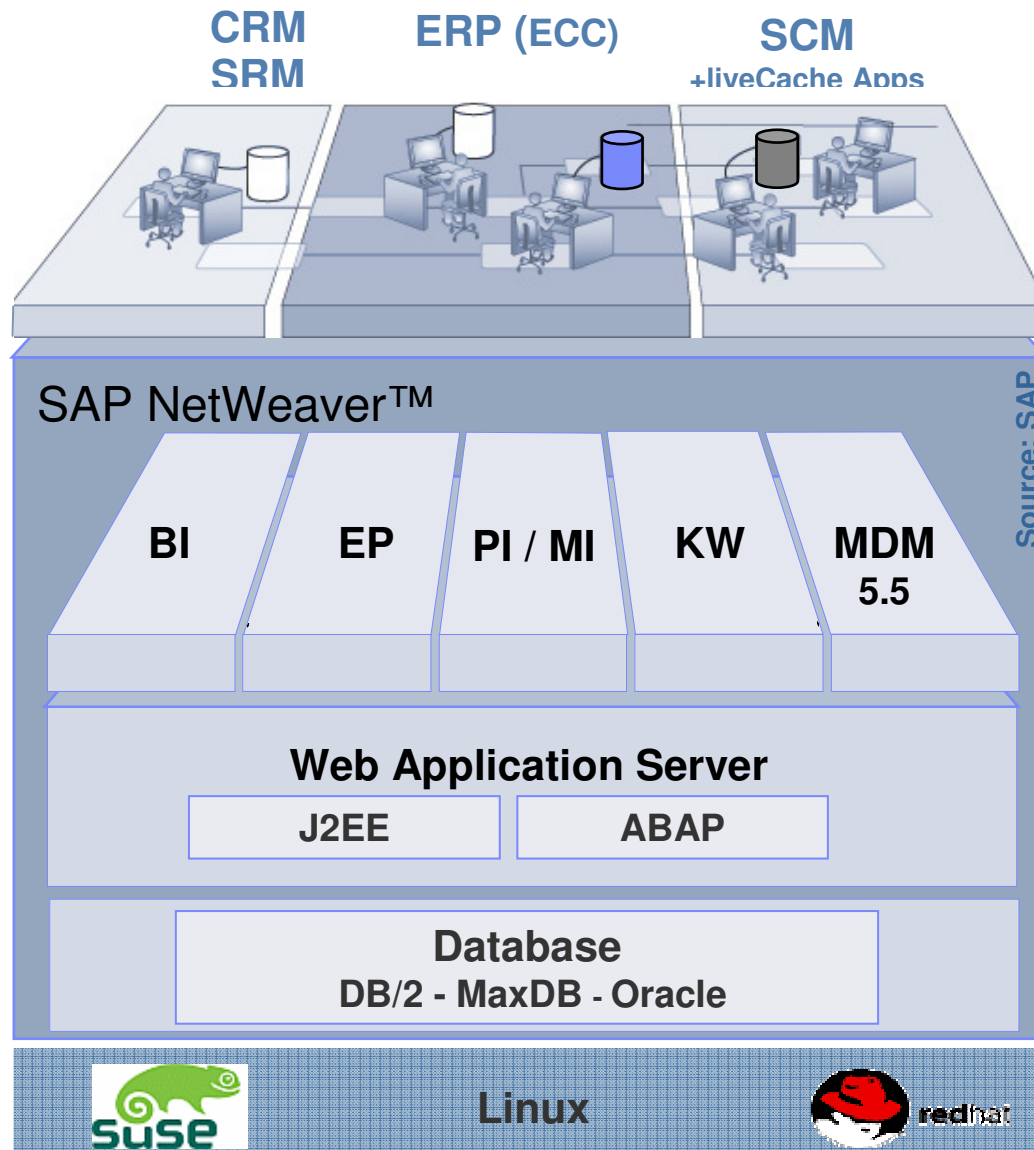


Active Memory **Sharing**

- Moves memory from one partition to another ➔ “*memory pooling*”
 - Latency of memory availability
 - Best fit when one partition is not busy while another partition is busy
- AIX, IBM i, and Linux partitions
- Comparably complex to setup
- Latency until pooled memory available to application
- N/A
- No CPU cycles required after memory allocation done



IBM Power Linux Provides Native Support for SAP Software



- **SAP NetWeaver & NW Components**
 - NetWeaver 7.20 CE
 - NetWeaver 7.10, 7.11 PI & CE
 - NetWeaver 7.0 , 7.01, 7.02
 - NetWeaver 2004

- **SAP Application Components**
 - Business Suite 7
 - Business Suite 2005
 - Business Suite 2004
 - WebAS 6.20 Based Applications

- **Supported Databases**
 - MaxDB 7.5, 7.6, 7.7, 7.8
 - Oracle 9i, 10g – 10.2.0.4
 - DB2 V9.1, V9.5, V9.7
 - DB400 V5R4, V6.1

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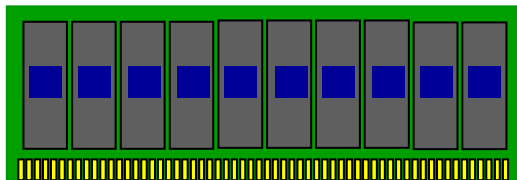


Faster Memory Bandwidth ideally fits growing demand by SAP applications

POWER5

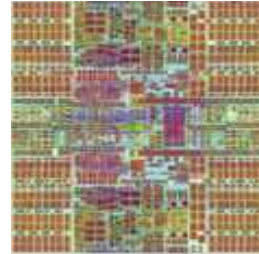


Memory Performance:
2x DIMM

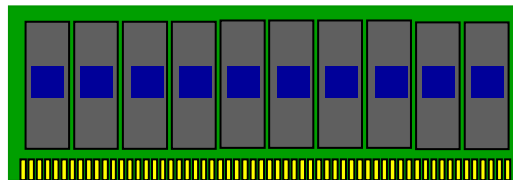


DDR2 @ 553 MHz
Effective Bandwidth:
1.1 GB/s

POWER6

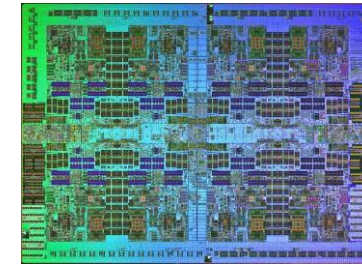


Memory Performance:
4x DIMM

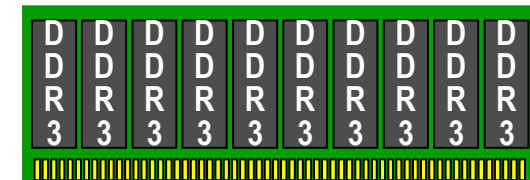


DDR2 @ 553 / 667 MHz
Effective Bandwidth:
2.6 GB/sec

POWER7



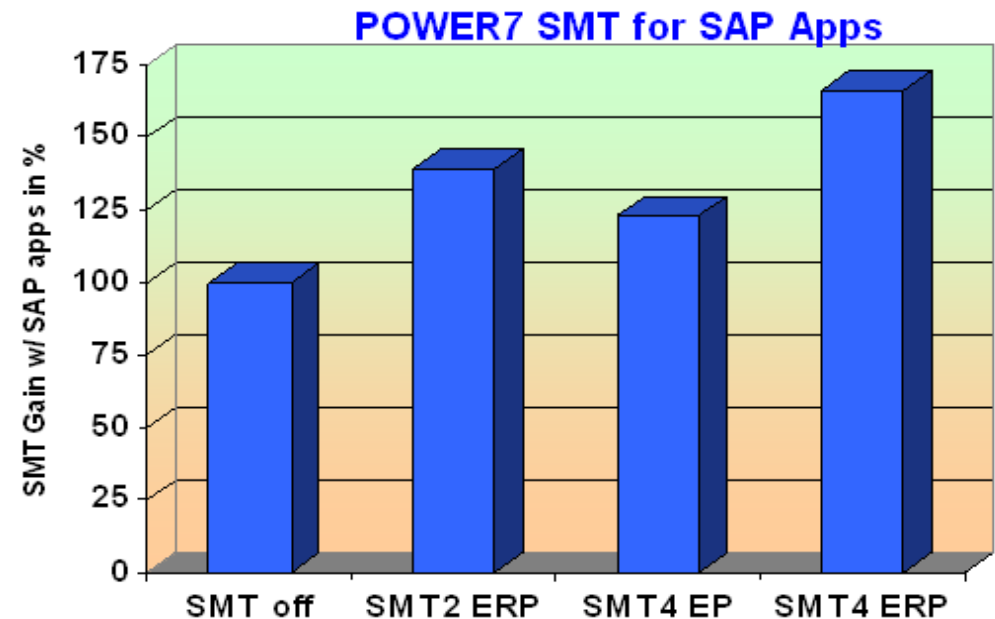
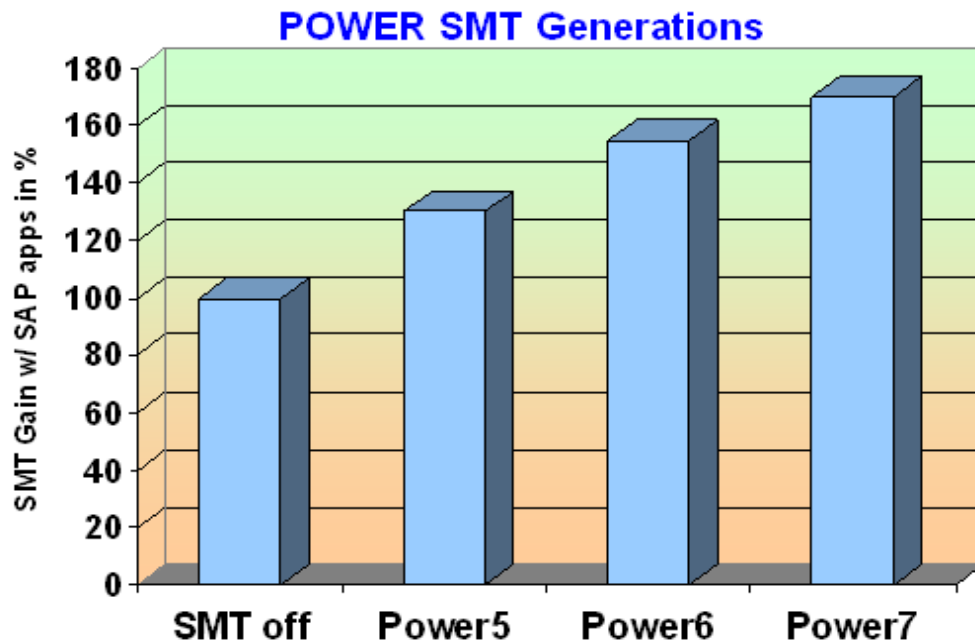
Memory Performance:
6x DIMM



DDR3 @ 1066 MHz
Effective Bandwidth:
6.4 GB/sec

Intelligent Threads - Simultaneous Multithreading SMT4

- Still Memory and Caches are not fast enough to feed POWER7 processor pipelines
 - SMT4 allows 4 threads (programs) to execute in parallel on a single core
- A single physical core will per default appear as 4 logical processors to AIX/Linux and SAP.
- Fully transparent to (SAP) Applications and DBs
 - despite the fact of higher transaction throughput
 - SMT is most beneficial to highly utilized systems

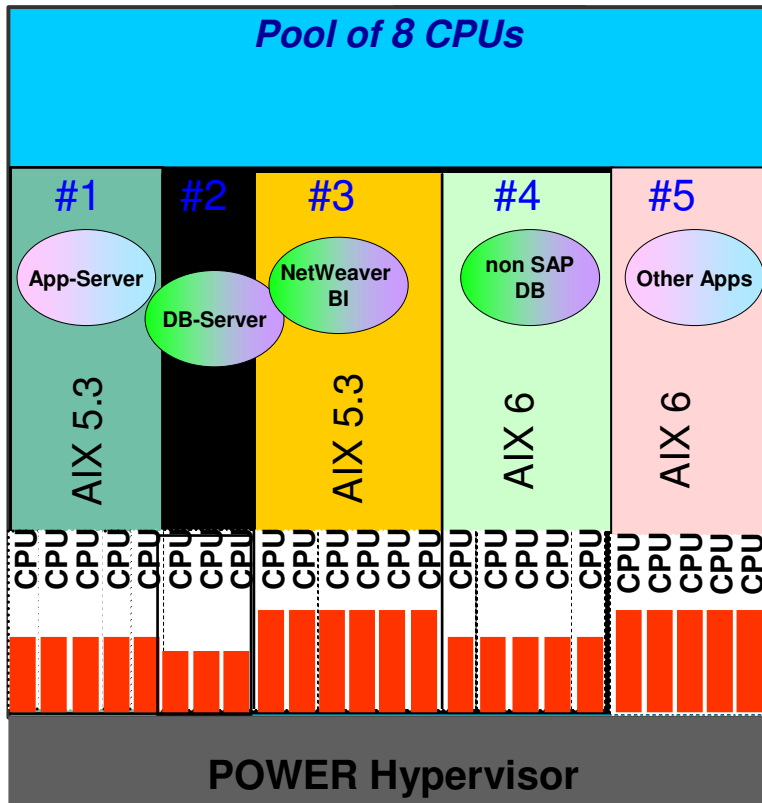


All measurements performed at >90% utilization using different SAP workloads

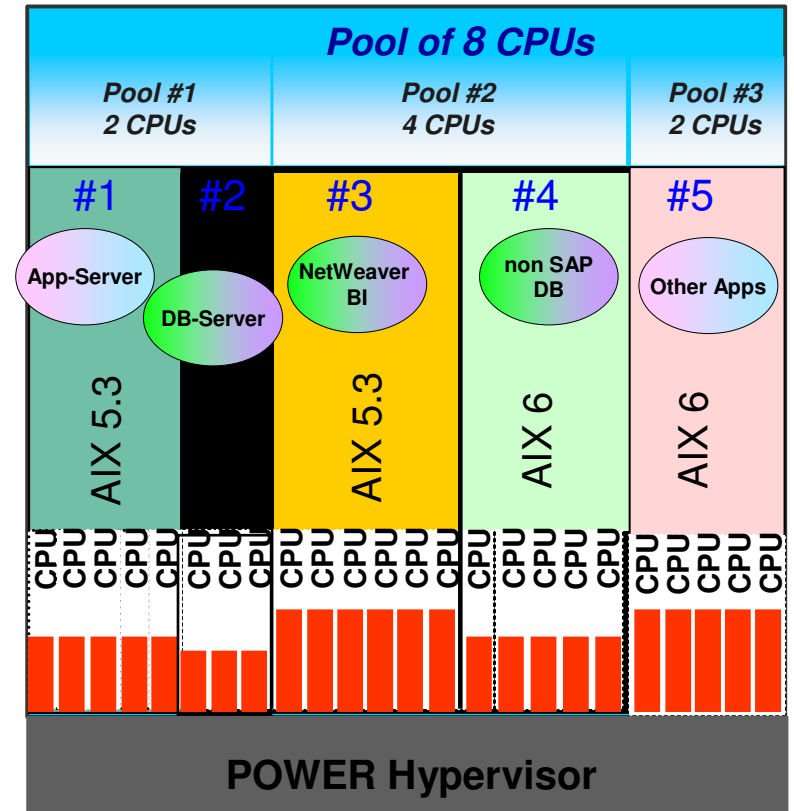
POWER6 introduces Multiple Shared Pools

- Combine advantages of shared resource pooling with classical processor based billing methods
 - Optimize license cost by hard limiting maximum LPAR extensions
 - Not relevant for customers who acquire DB-license as part of their SAP license, except non-SAP DB-usage
 - SLAs requiring fixed reserved processor capacity can have the applications still share resources..

In this example, 8 licenses for DB would be required and 8 licenses for “other apps”



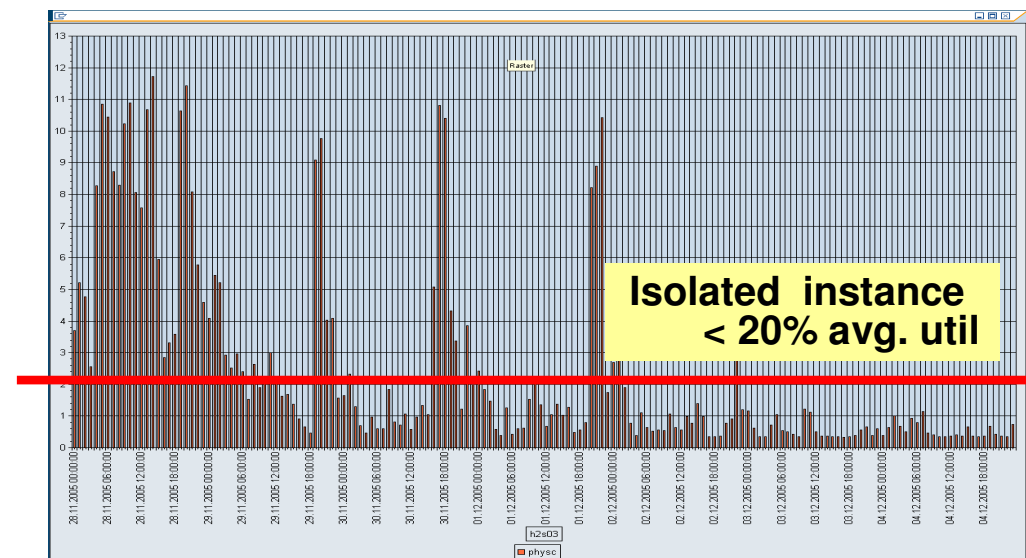
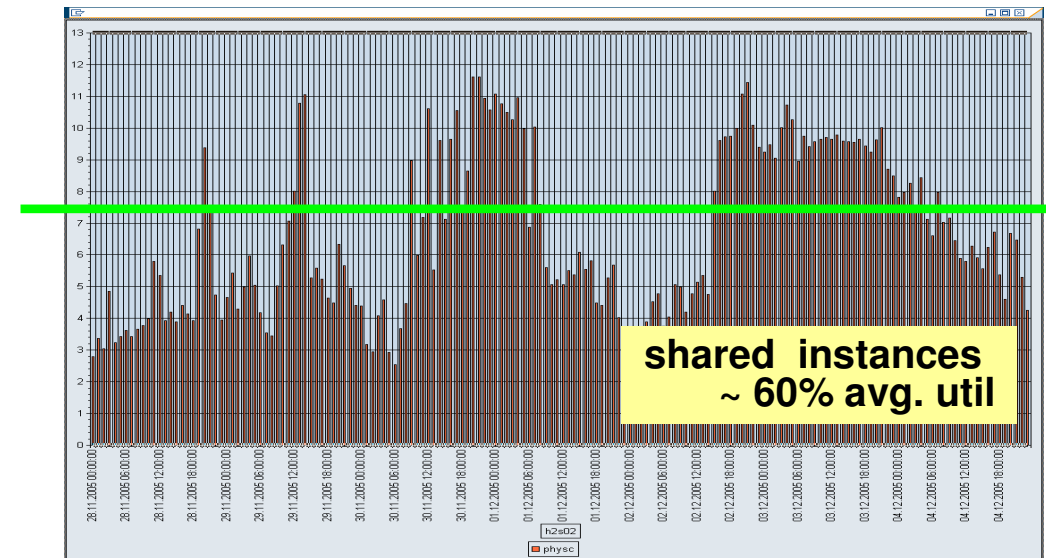
In this example, only 2+4 licenses for DB would be required and only 2 licenses for “other apps”



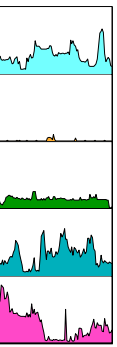
IBM SAP Customer experiences

SAP Systems in a Customer Datacenter on a virtualized IBM POWER5 Environment

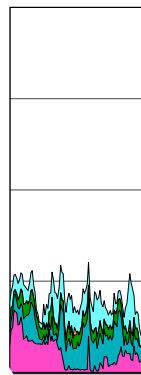
- Large European Bank
- 62 SAP “systems” + HA
- Classic sizing = 189 CPUs
- Virtualized = 48 CPUs
- Consolidated to 4 p570 systems using Shared Processor LPARs and MicroPartitioning
- One system ran 21 LPARS, peak usage, 11.5 physical CPUs
- Another ran 18 LPARS, peak usage 11.7 physical CPUS



Resource synergies from real customer cases



Classical Setup	
CPUs	Memory
58	450 GB
75	600 GB
n/a	n/a
100	800 GB
189	1.5 TB
95	760 GB



Intelligent Virtualization	
P5 cores	Memory
26	256 GB
32	300 GB
64	512 GB
32	320 GB
48	672 GB
60	256 GB

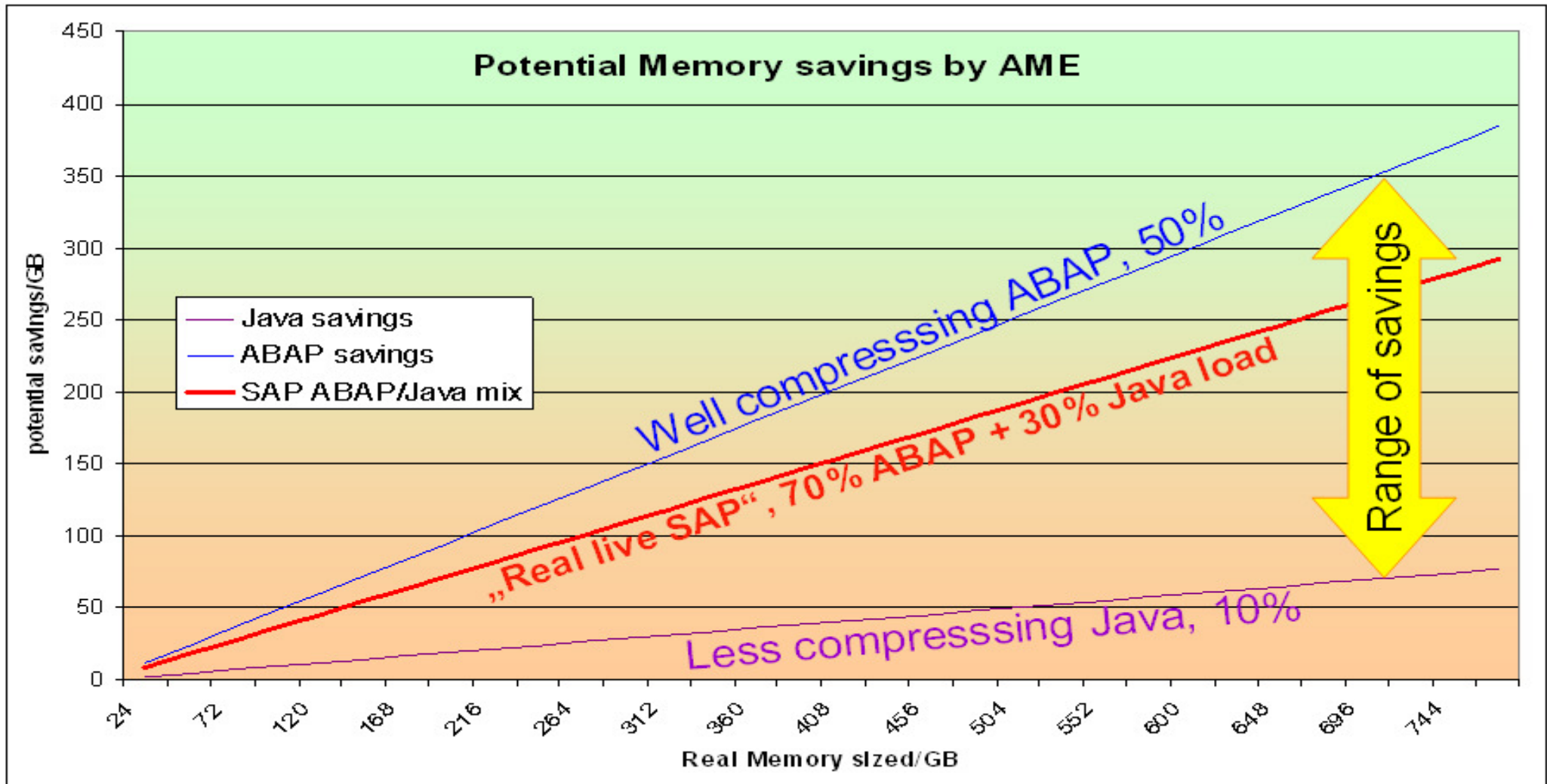
Migration /
hw upgrade

Real
Power System servers

CPU capacity real vs. Quicksizer required	Memory real / rule of thumb (GB/core)	# of LPARs *)
cores	Memory	#
0,45	0,57	33
0,43	0,5	34
n/a	n/a	15
0,32	0,4	56
0,25	0,45	88
0,63	0,34	6

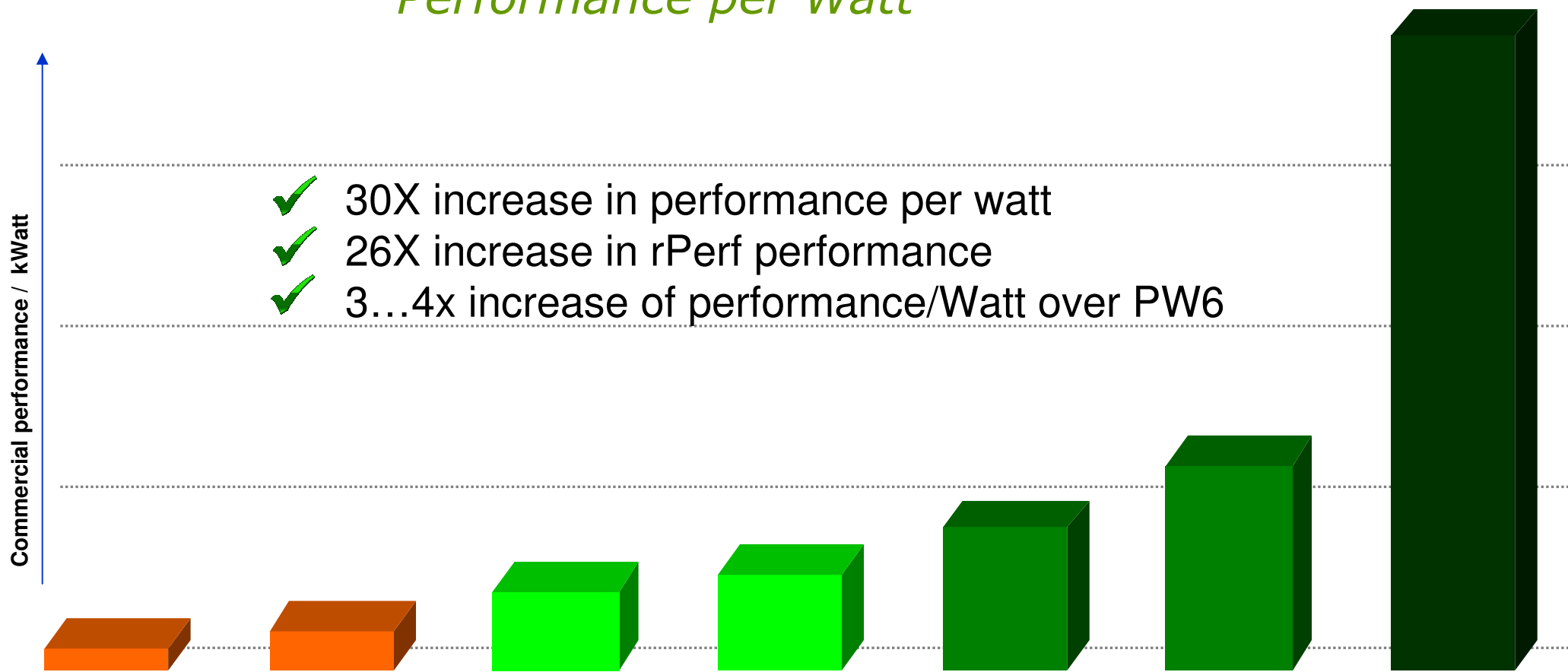
*) 1 application per LPAR plus VIO server

Potential real memory savings by AME for SAP customers



- Real live memory gains by SAP implementations depend on the workload mix
- Using 16GB DIMMs there is a break-even from a pricing perspective at:
 - Power 750 ~12GB of real memory savings**
(FC 4528 = 32GB = 2*16GB DIMMs)
 - Power 770 ~20GB of real memory savings**
(FC 5601 = 64GB = 4*16GB DIMMS)

POWER7 continues to deliver more *Performance per Watt*



POWER4™ p670 1.1 GHz rPerf: 24.46 KWatts: 6.71 3.64	POWER4+™ p670 1.5 GHz rPerf: 46.79 KWatts: 6.71 6.97	POWER5™ p5-570 1.65 GHz rPerf: 68.4 KWatts: 5.2 13.15	POWER5+™ p570 1.9 GHz rPerf: 85.20 KWatts: 5.2 16.38	POWER6™ Power 570 4.7 GHz rPerf: 134.35 KWatts: 5.6 23.99	POWER6™ Power 570 4.2 GHz rPerf: 193.25 KWatts: 5.6 34.56	POWER7™ Power 780 3.8 GHz rPerf: 685.09 KWatts: 6.4 107.04
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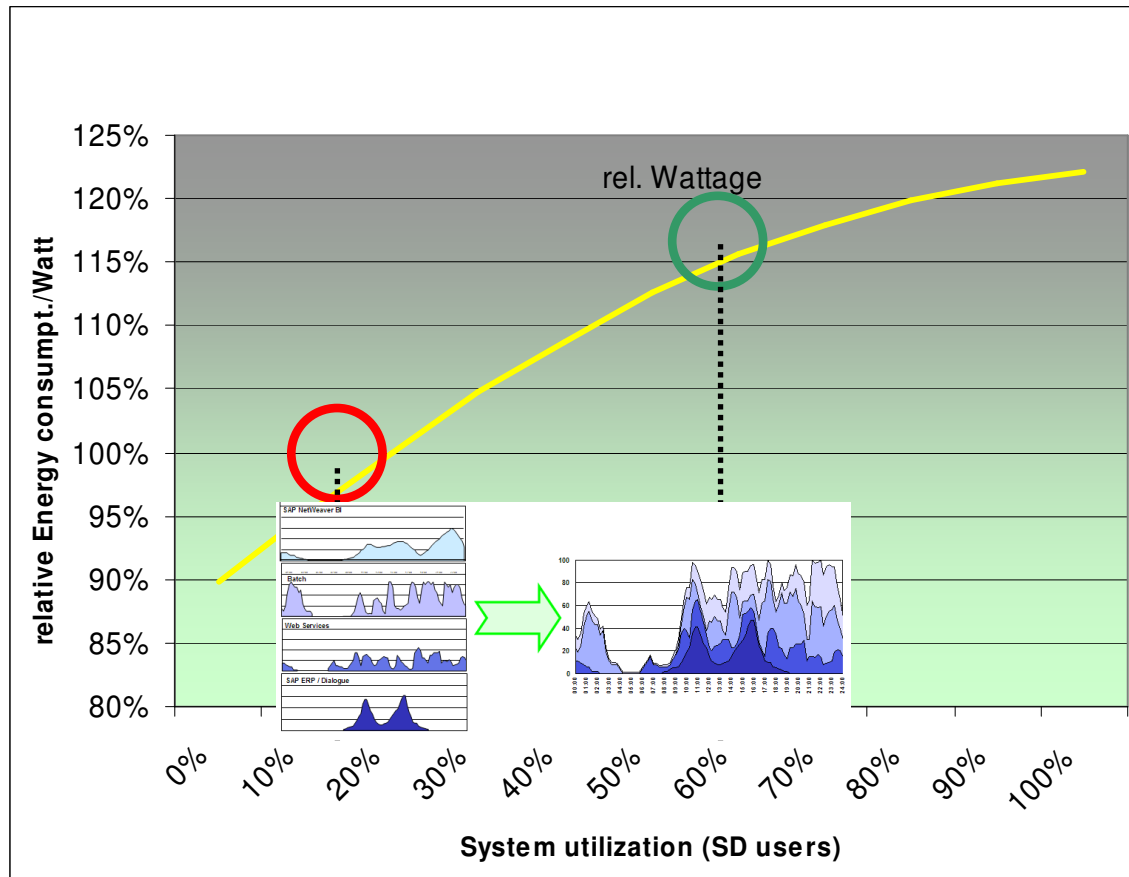
POWER7 based systems have 3 to >5 times the energy efficiency as POWER6 based systems

Performance per WATT based on SPECint_rate2006 results as of February 18, 2010

System Name	Cores	Chips	Cores/ chip	Threads/ Core	Peak	WATTS	Peak / WATT
IBM Power 780	64	8	8	4	2530	6400	0.39
IBM Power 595	64	32	2	2	2160	28300	0.07
IBM Power 770	64	8	8	4	2013	6400	0.31
IBM Power 570	16	8	2	2	542	5600	0.09
IBM Power 750 Express	32	4	8	4	1060	1950	0.54
IBM Power 560 Express	16	8	2	2	363	2400	0.15
IBM Power 550 Express	8	4	2	2	263	1400	0.18

See slide “Energy Efficiency Substantiation” for sources and additional detail

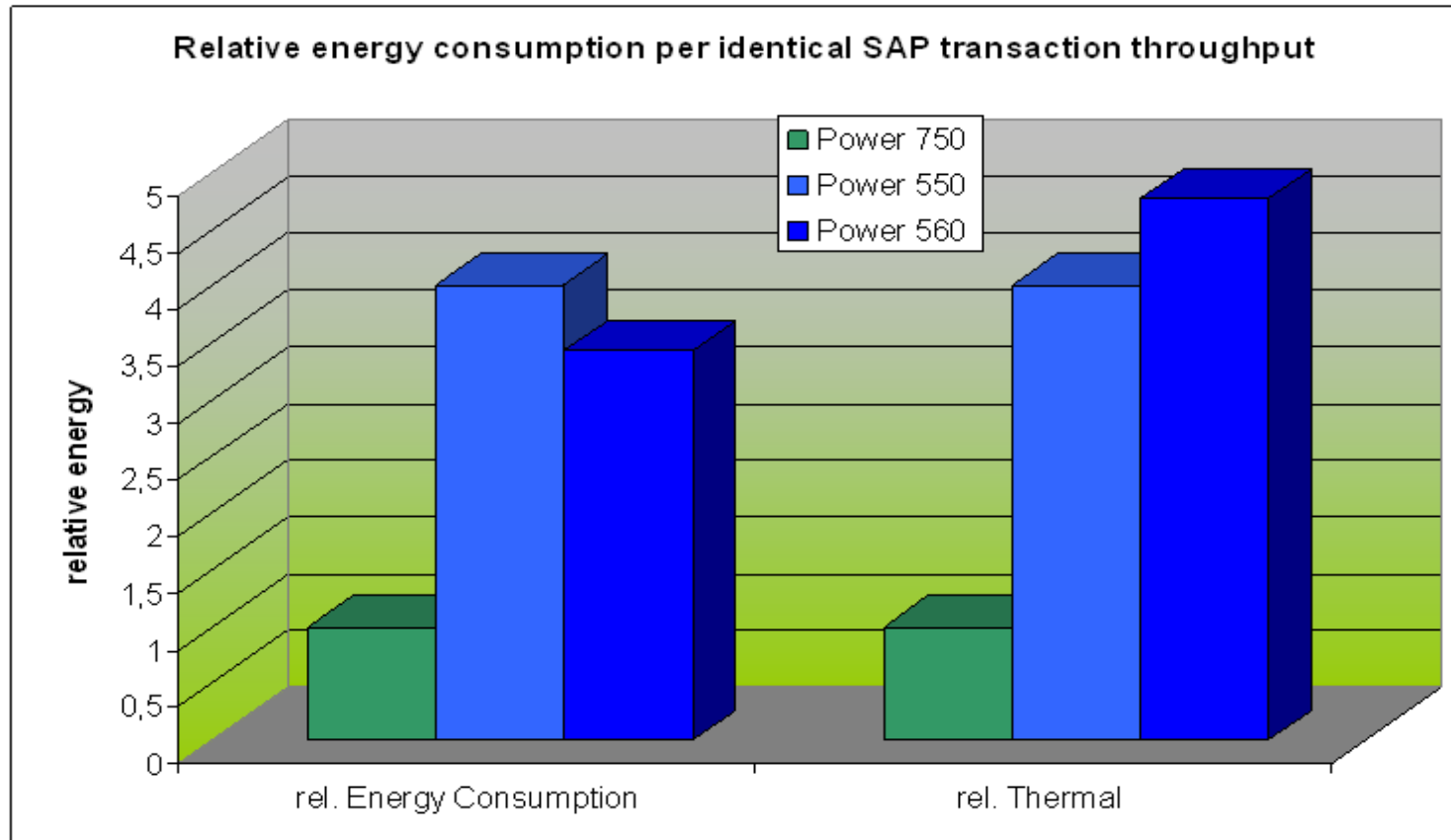
Virtualization helps reduce IT ecosystem power requirements



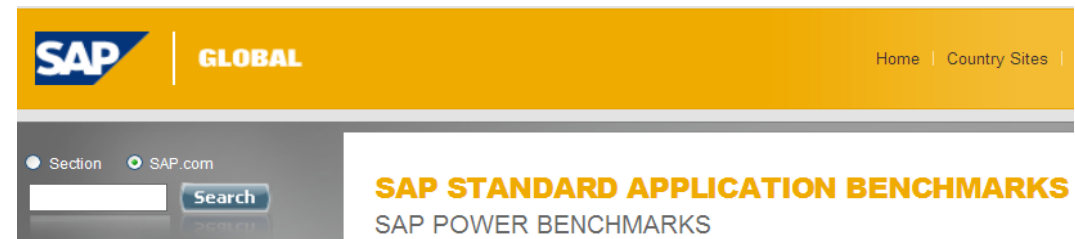
- Normalization point is 20% utilization of an SAP-Server (=100% energy reference point)
- Increasing system utilization to 60% means about 3x transactions or active users.
- Incremental wattage is only 16%! while gaining 3x power efficiency.

- **This behavior shows that Green IT comes along with consolidation and virtualization of applications.**
 - Why? - Raising utilization by a factor of 3 just requires about 16% more energy.

Customer benefits of Intelligent Energy Management

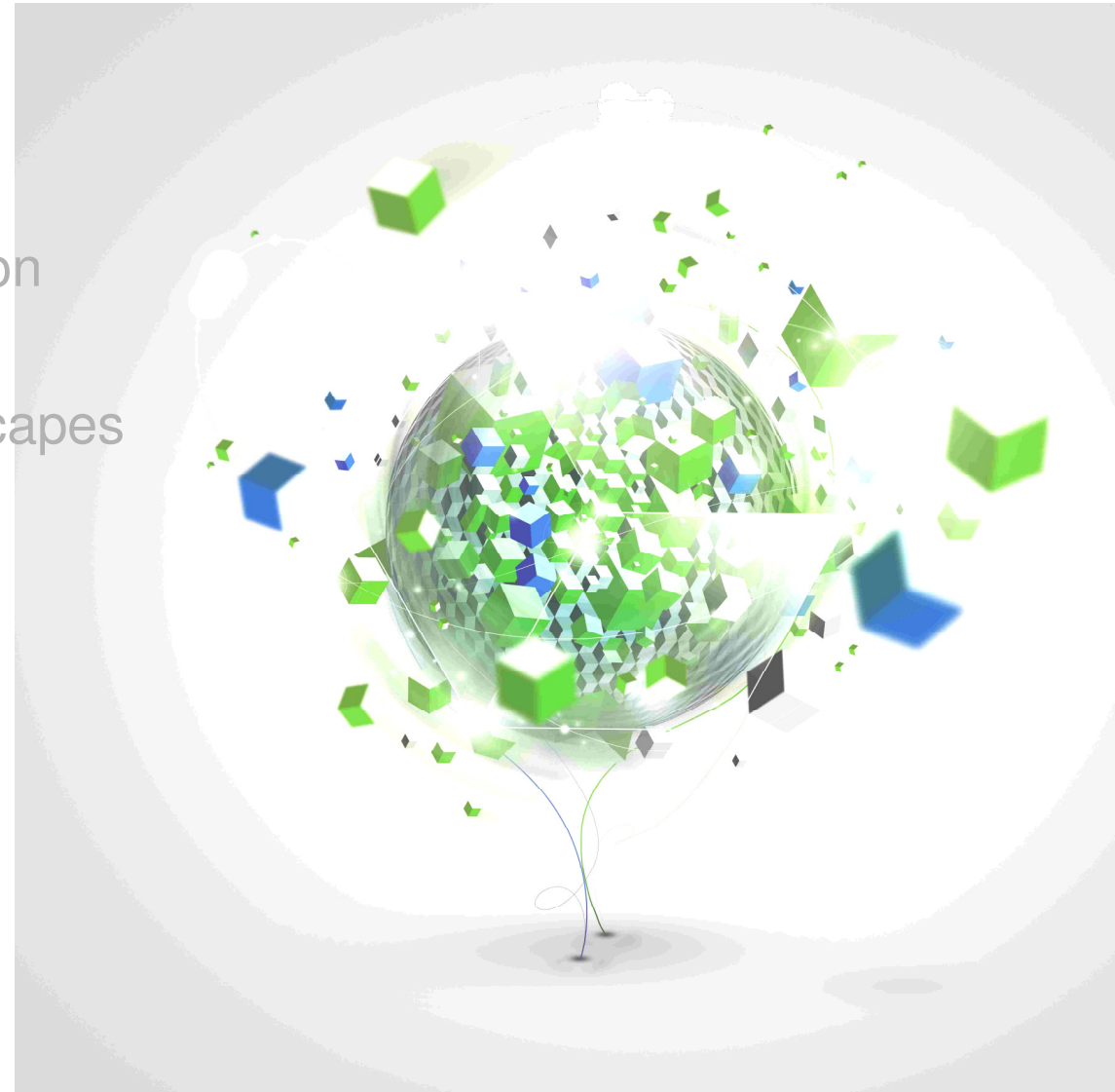


- Significant space and energy savings for POWER7 based infrastructures
- Less cooling, lower CO₂-Emission
- SAP has released „SAP Power Benchmarks“
 - a) Server only (GA 11/09)
 - b) System landscape (under definition)



Agenda

- IBM Power System™ News
- Principles of POWER™ virtualization
- Benefits of POWER for SAP landscapes
- AIX for SAP Business Applications
- Systems Management



AIX® supports virtualization and improved management



Go Green & Save

- Workload Partitions
- Live Application Mobility
- Partition Mobility
- Workload Partitions Manager for AIX



Manage Growth, Complexity & Risk

- Workload Partitions
- AIX Security Expert
- Role Based Access Control
- Encrypting Filesystem
- Binary Compatibility Guarantee*

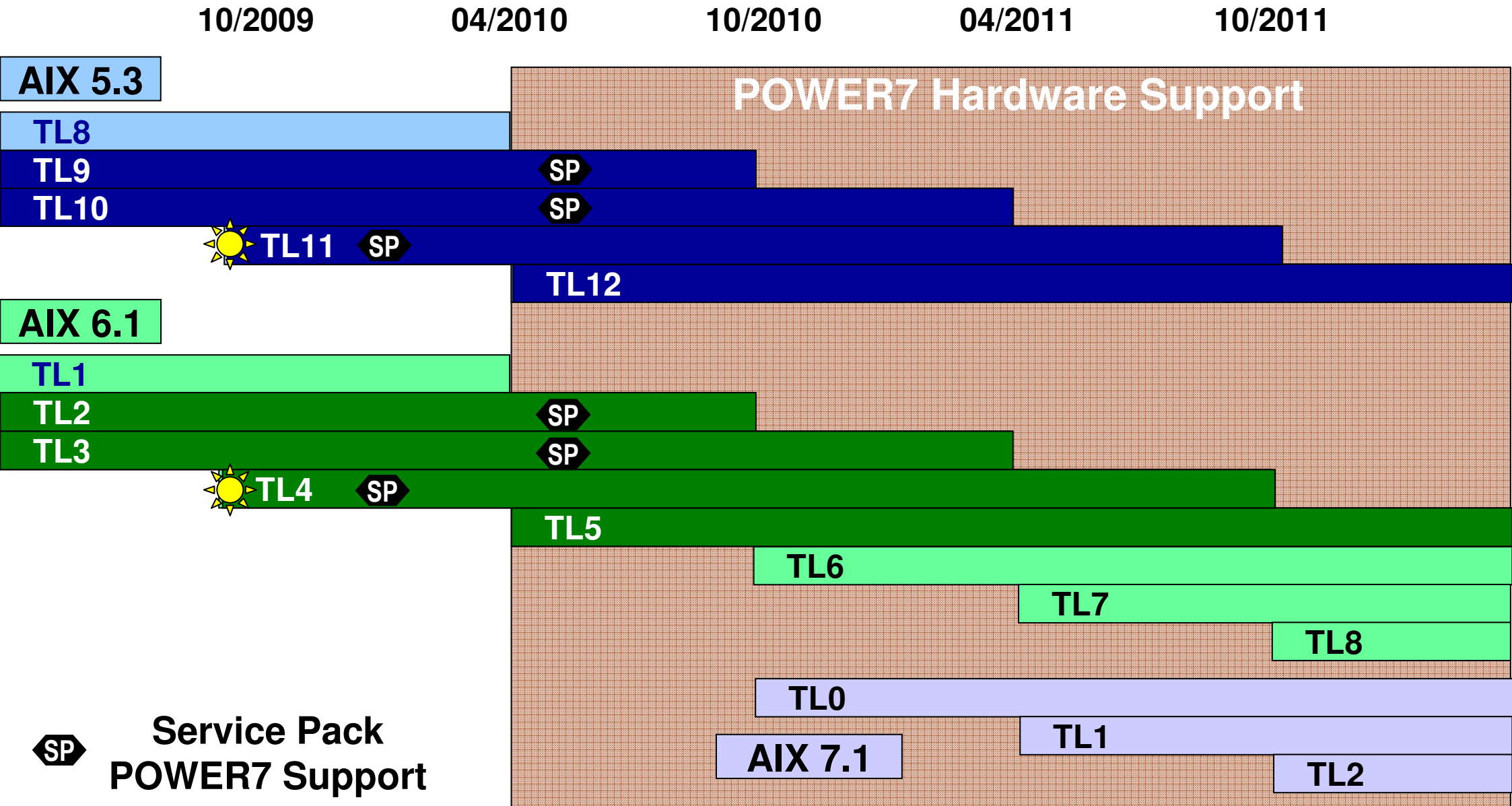


Realize Innovation

- Workload Partitions
- Live Application Mobility
- Concurrent Kernel Updates
- Continuous Availability features

*Details at ibm.com/systems/p/os/aix/compatibility

2009 – 2011 AIX TL Roadmap



POWER7 Binary Compatibility Statement



POWER7 supports your applications

Dear Power Systems client:



We listened, we have delivered for you, and in fact we hope you have been ecstatic with the recent announcements on the POWER7™ products. We have worked hard to design a system that not only performs well but is easy to implement.

The new POWER7 servers run the AIX® V5.3 and AIX V6.1 operating systems, with binary compatibility for applications currently running on previous AIX versions on POWER4 or later. POWER7 systems also run the IBM i 6.1 operating system, with binary compatibility for IBM i applications on previous releases, even applications supported in S/36 and S/38 environments. In addition, POWER7 systems support Novell's SUSE Linux Enterprise Server SLES 10 SP3 and SLES 11 with binary compatibility for those releases running on POWER6 systems. Further, Red Hat intends to support POWER7 systems with a future release of RHEL in the first half of 2010. This broad support for multiple operating systems at announce is one of the strongest that we have ever had.

But some clients have said that they want to hear it from me. I want to assure you that we are committed to the binary compatibility of POWER7 with the AIX, IBM i and Linux operating systems. We've said we have binary compatibility and we mean it.

Supported SW-Levels

- AIX 5.3 with the 5300-11 Technology Level and SP2, or later
- AIX 6.1 with the 6100-04 Technology Level and SP3, or later

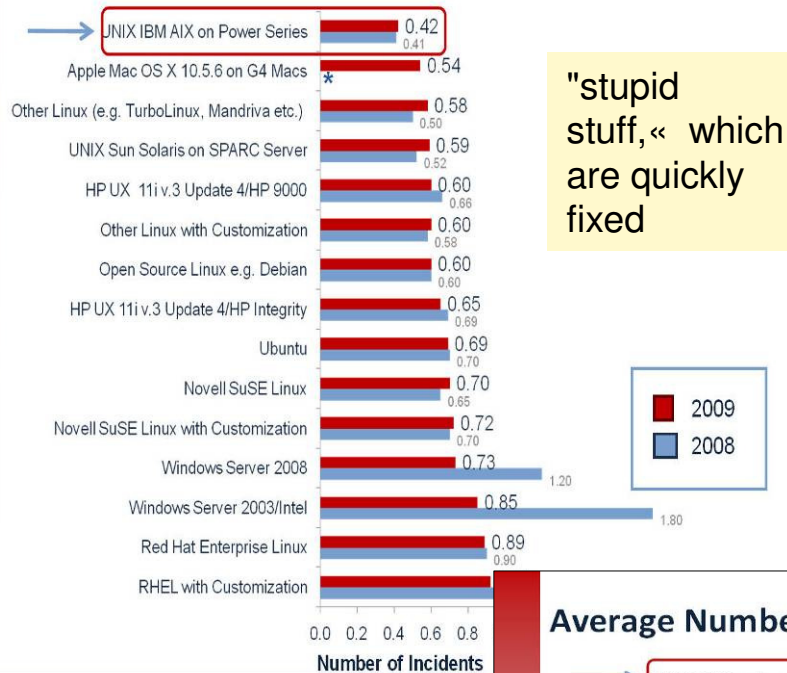
- IBM i 6.1 with 6.1.1 machine code, or later
- IBM i 7.1 plan mid 2010

- SUSE Linux Enterprise Server 10 with SP3 for POWER
- SUSE Linux Enterprise Server 11 for POWER, or later
- RHEL (5.5) SoD

- VIOS 2.1.2.12 with Fix Pack 22.1 and Service Pack 2, or later

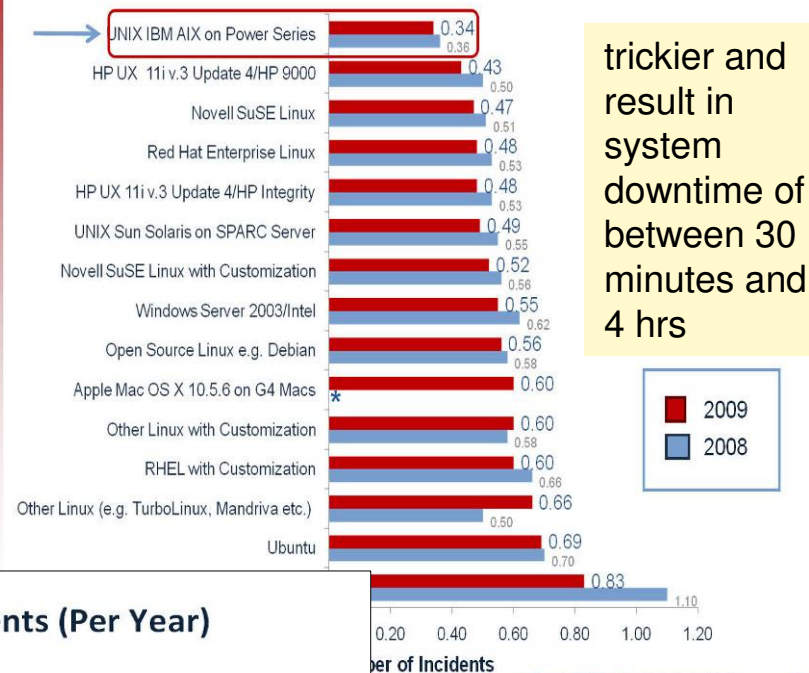
- AIX 7 – to become available in late 2010 – is NOT required for current PW7 systems
 - Will become important for high-end systems

Average Number of Tier 1 Incidents (Per Year)



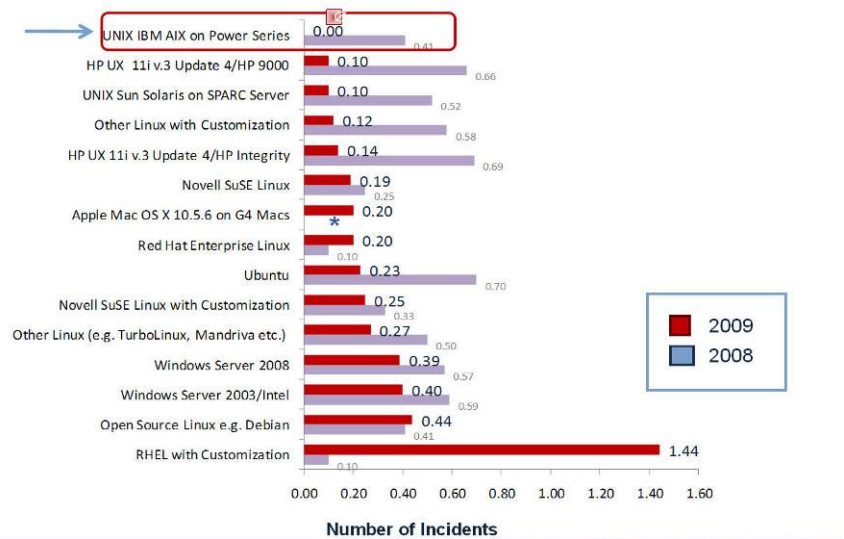
"stupid stuff," which are quickly fixed

Average Number of Tier 2 Incidents (Per Year)



trickier and result in system downtime of between 30 minutes and 4 hrs

Average Number of Tier 3 Incidents (Per Year)

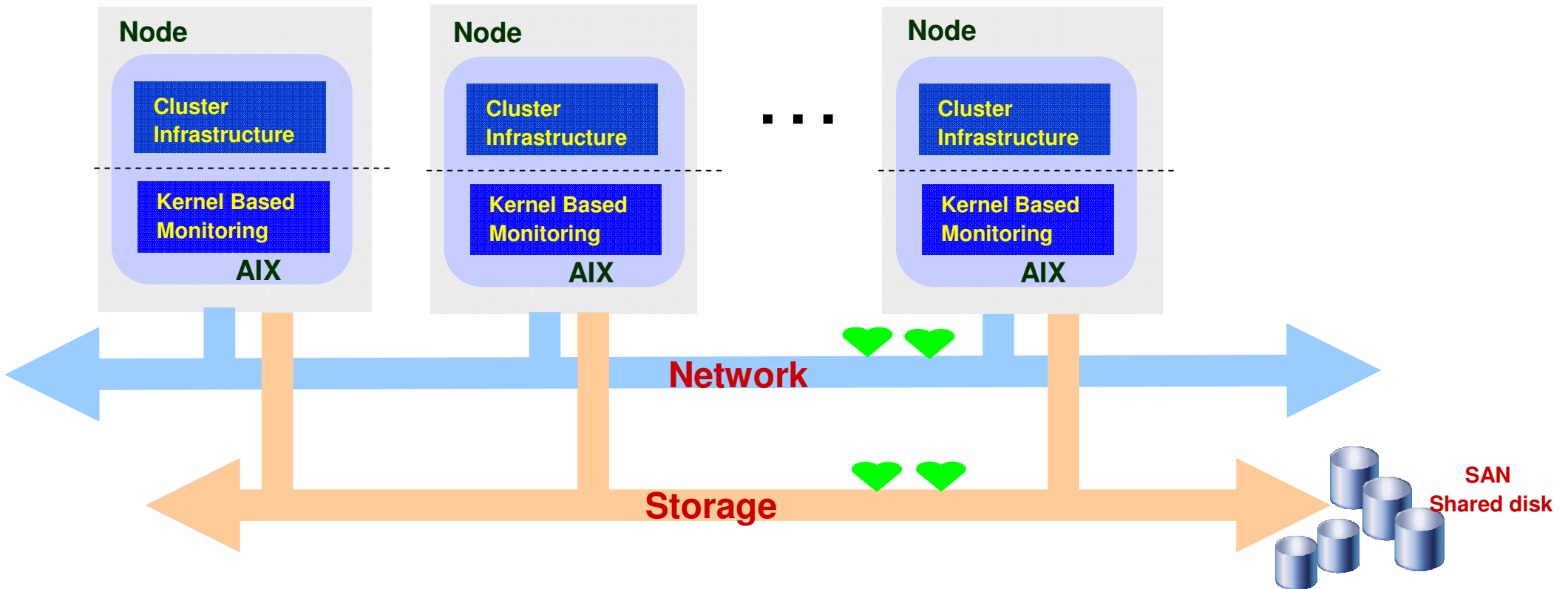


the worst, and most rare outages. can span more than one box take more than 4 hrs to resolve. can result in lost data and usually impact end users

Source for full survey on : <http://itic-corp.com/blog/2009/07/itic-2009-global-server-hardware-server-os-reliability-survey-results/>

AIX 7 is becoming Cluster Awareness

- Reliable Health Monitoring
 - Cluster Wide Event Management
 - Cluster Wide AIX Command Operations
 - Cluster Wide Device Name Virtualization
 - Quorum Server, Reliable Messaging
- Integration of classical PowerHA technology & functions into AIX 7 ff**

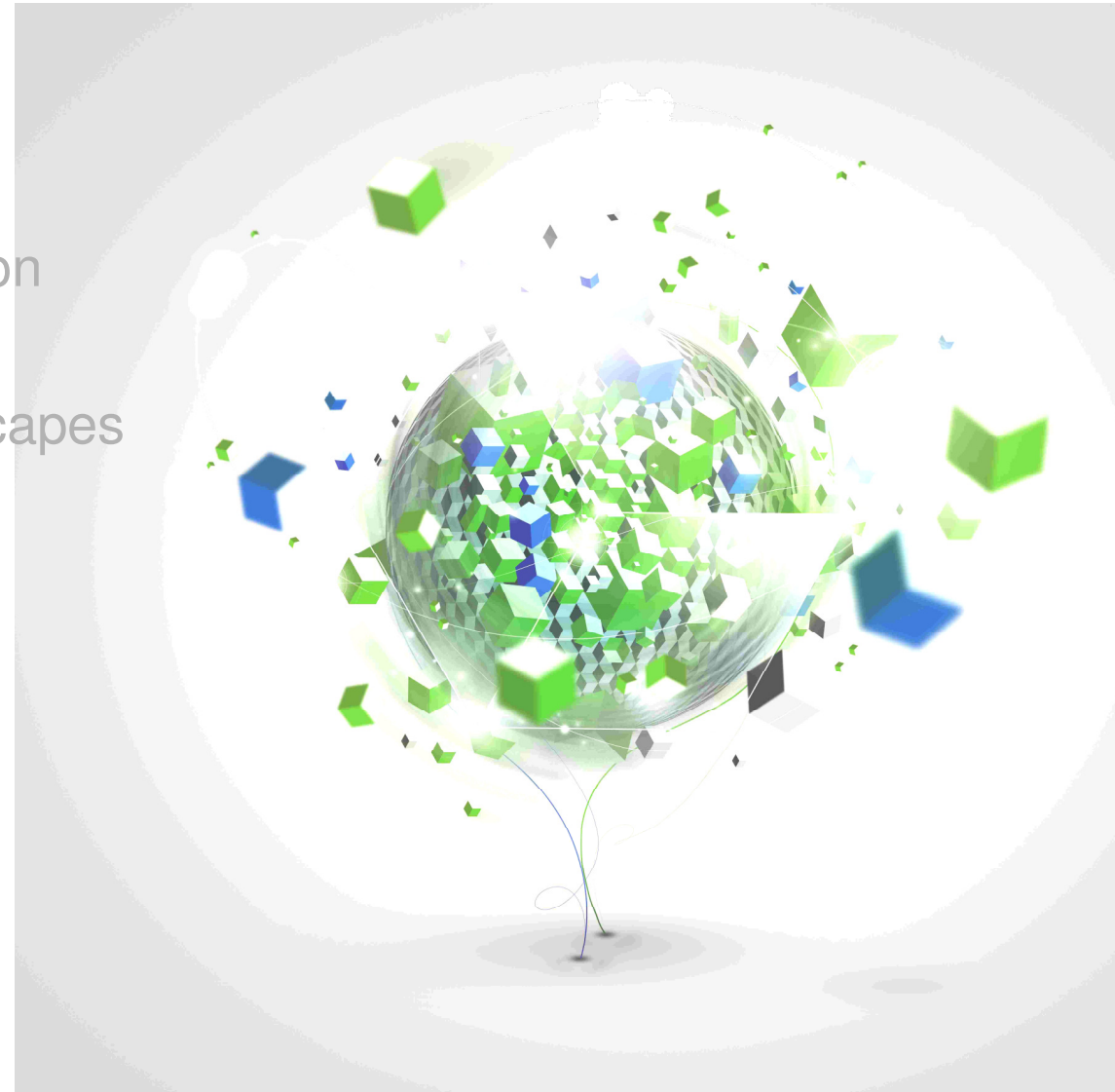


PowerHA Best Practices WIKI established in 2009

- Link at ISICC-WIKI <http://w3.tap.ibm.com/w3ki2/display/isicc/PowerHA+Best+Practices>
- Co-Authors and contributors welcome
 - could be established as central SAP with PowerHA repository
- Plan to post content to a public WIKI in late 2010

Agenda

- IBM Power System™ News
- Principles of POWER™ virtualization
- Benefits of POWER for SAP landscapes
- AIX for SAP Business Applications
- Systems Management



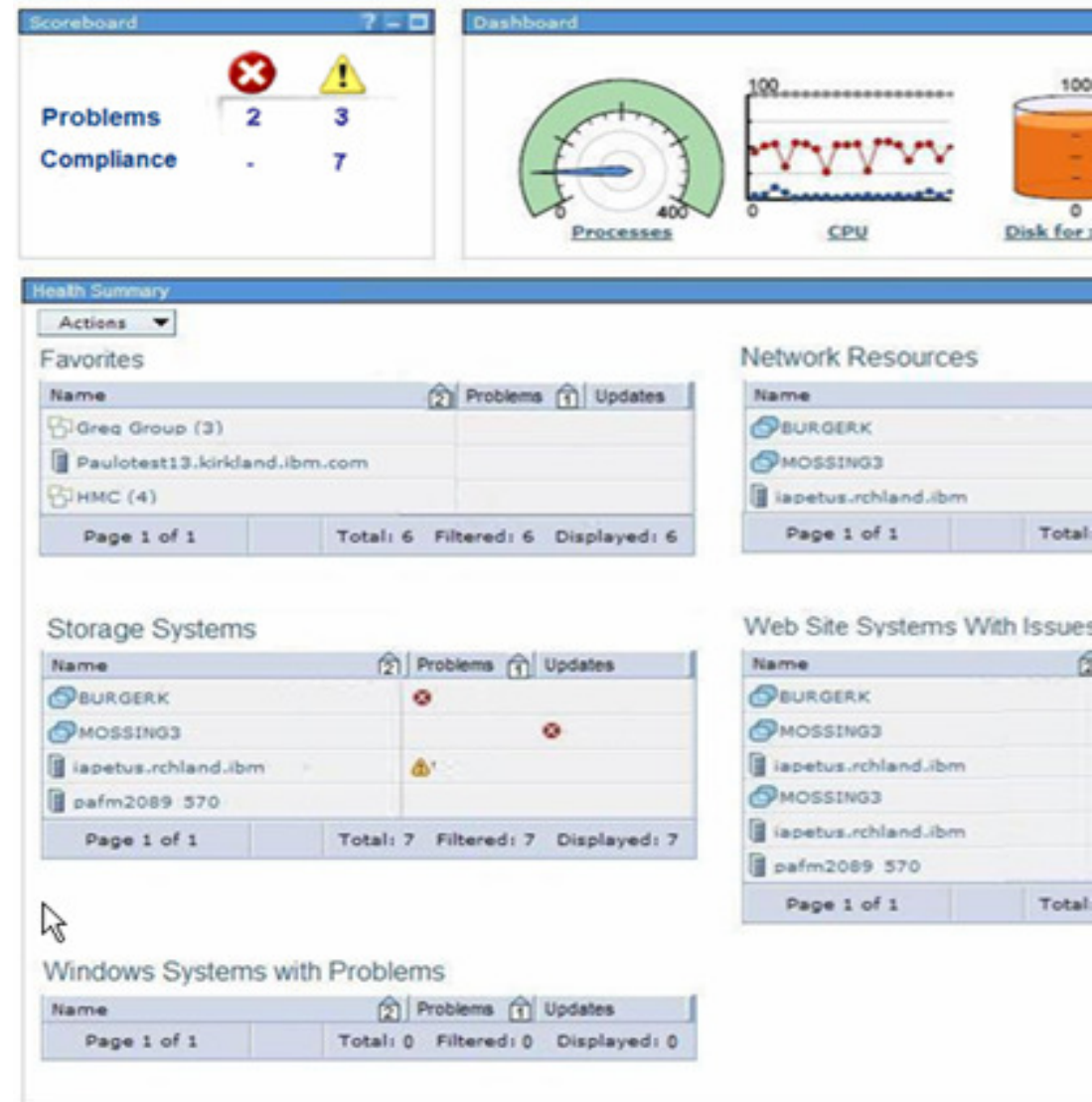


IBM Systems Director provides a cross-platform management tool



System Director helps to maintain (Power) System availability

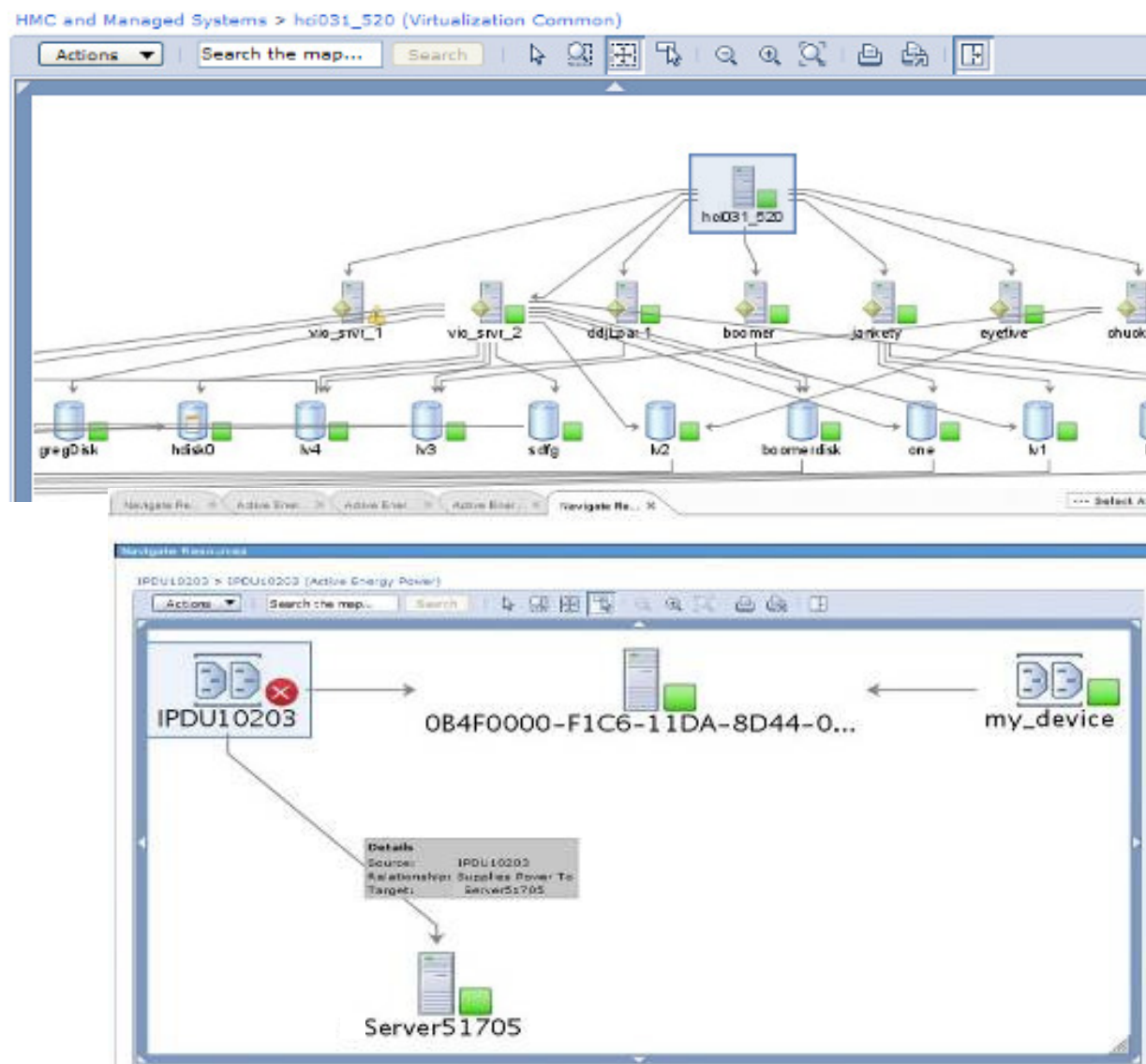
- **Basic system monitoring**
 - Use one console for server, network and energy status
 - Monitor physical and virtual servers, networks and energy
 - Customize at-a-glance health status
- **Proactive alerts**
 - Set thresholds to identify performance problems
 - Set thresholds to identify hot-spots in or around servers
 - Get alerts sent to e-mail or pager
- **System pool monitoring**
 - Monitor status of system pools as a single system
 - Monitor workload status
 - View resource utilization of the system pool





Determine the root cause of problems more quickly

- At-a-glance status
 - View server and component status
 - View workload status in system pools
- Visual Correlation
 - View relationships of network devices and servers
 - Associate servers with air conditioning units
- Root cause analysis
 - ❖ Identify system changes
 - ❖ Analyze real-time data with historical performance
 - Trace problems with topology maps



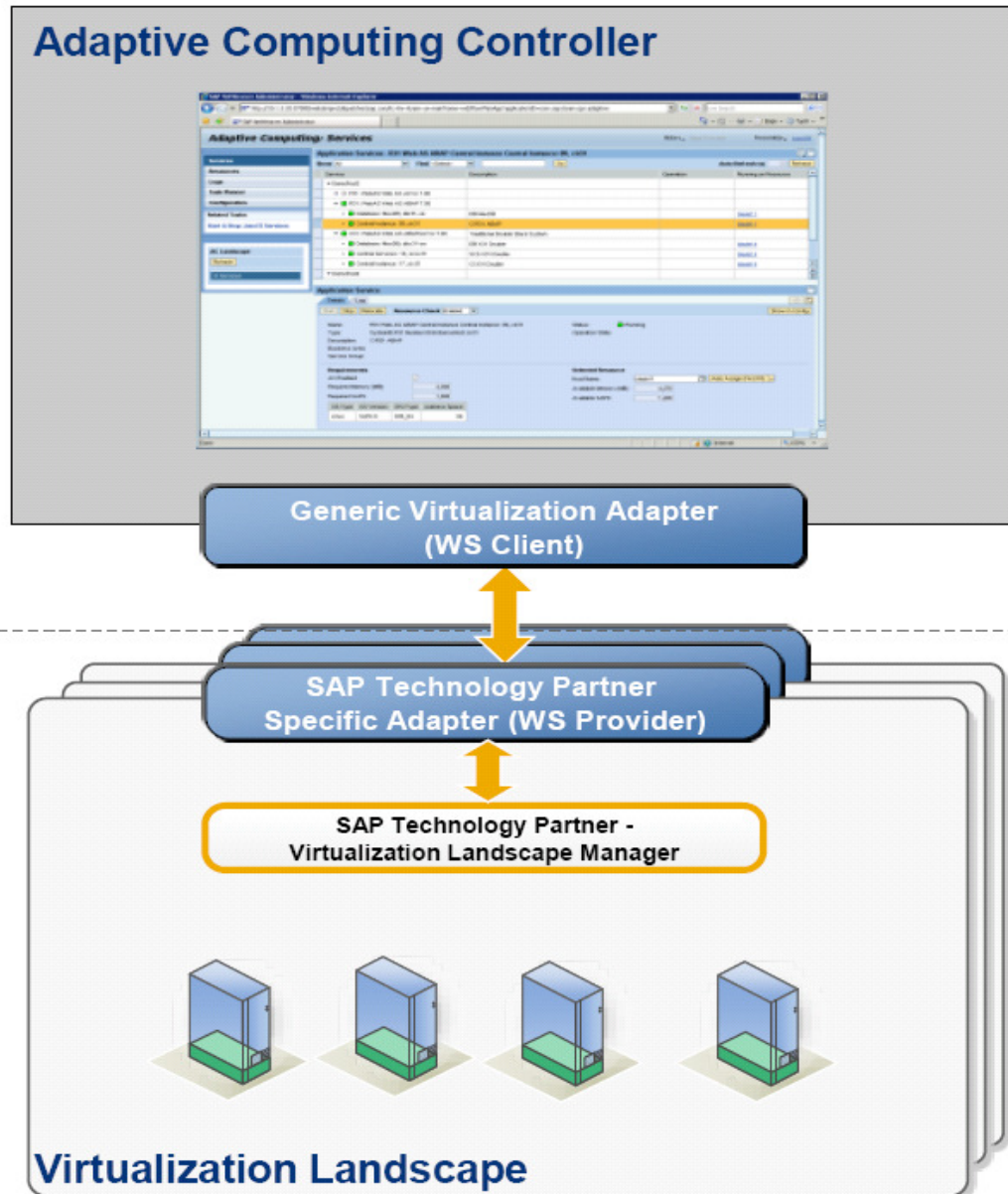
❖ Feature delivered by **Tivoli** software

IBM Systems Director Active Energy Manager



- Next generation of IBM Power Executive
 - Measures, monitors, and manages the energy management components built into IBM systems
 - Provides energy management data that can be exploited by IBM Tivoli Monitoring and Usage and Accounting Manager
- Monitor intelligent Power Distribution Units (iPDUs)
 - Allow management of legacy systems
 - Display trending information per load group
- Exploit Energy Scale™ capabilities of POWER6 servers
 - Power and thermal trending
 - Power saving
 - Power capping
- Experiences with SAP application behavior

SAP Adaptive Computing Controller 7.20 supports virtualized (Power) Systems management



- SAP ACC has been enabled to also manage virtualized subsets of physical servers, including PowerVM shared LPARs, and Live Partition Mobility.
 - In Ramp-Up since 12/09
 - Planned GA mid 2010
- This is a step towards the cloud-like administration of IBM Power platforms by SAP administration tools. SAP business applications support "private clouds", which today typically are implemented in form of classical virtualization technologies like PowerVM.
- New features becoming available to customers with SAP ACC 7.20 include:
 - Start/stop/shutdown/reboot of LPARs
 - Initiating a non-disruptive POWER Live Partition Migration (LPM) from one server to another. This is in contrast to the disruptive relocation of SAP instances by standard ACC means.
 - With LPM support also VIO-attached LPARs can be moved (vs. prior NFS + GPFS only).
 - Show integrated topology views of physical systems, virtual systems, and the SAP instances linked to those

POWER7 Technology Value for SAP Applications...

Technology

- Roadmap
- Processor Leadership
- Green Technology built in
- Common architecture from Blades to High-end

Performance

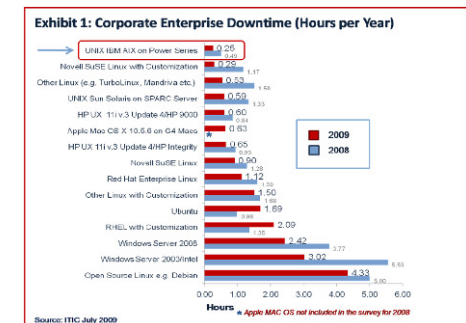
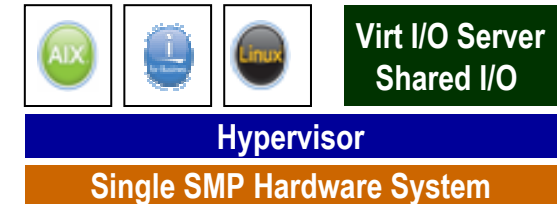
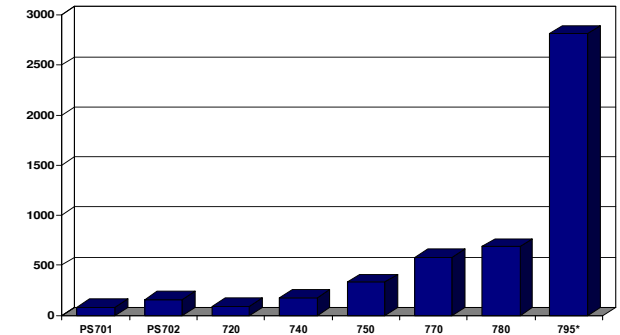
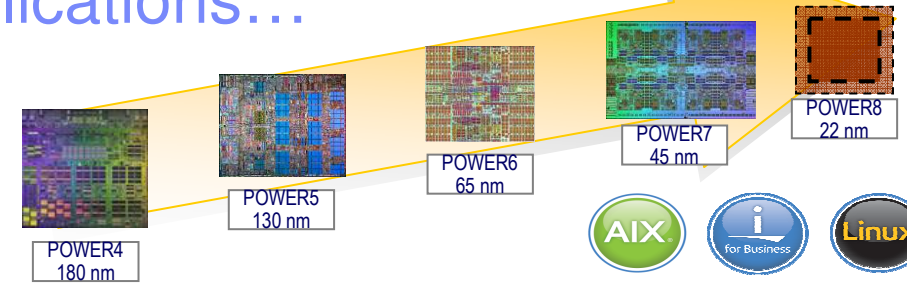
- Power Systems scalability
- Performance leadership in a variety of workloads
- Best per core / per system performance
- Memory and IO bandwidth

Virtualization

- Consolidate to higher levels
- Virtualize Processors, Memory, and I/O
- Dynamic movement of Partitions and Applications
- Reduce infrastructure costs

RAS

- Power Systems mainframe inspired RAS features
- Hot Add support / Hot Maintenance
- Alternate Processor Recovery
- Operating Systems Availability Leadership



Conclusion – Why Power Systems for SAP?

- TCO
 - SAP landscapes often have large # of instances both prod & non-prod
 - Leadership performance per core, virtualization + reduced middleware costs when priced per core
- Risk
 - SAP migrations are disruptive, expensive
 - Minimized due to solid product roadmaps, leadership and growing marketshare
- Unplanned outage avoidance
 - Business critical nature of SAP, even BI and SCM mean that outages can result in huge business cost
 - Mainframe inherited HW features protect against memory, cpu, I/O failures, z/OS inherited SW features protect against misbehaving applications and device drivers
- Planned outage avoidance
 - Multiple shifts, batch workloads and/or global single instance mean that systems operate 24/7/365
 - Dynamic firmware and OS kernel updates, Live Partition Mobility
- Operations simplification
 - Personnel and facilities often cost 3 to 4 times the cost of the server hardware, skilled employees increasingly hard to find
 - Virtualization reduces number of I/O cards, cabling, numbers of systems, allows for aggregate monitoring, capacity planning, rapid response to changing business demands

Power your planet.

Smarter systems for a Smarter Planet.

Performance that delivers business advantage

Workload-Optimizing Systems

Intelligent Energy Optimization

Ease of Ownership

Consolidation with Exponential ROI



Time for Questions ...

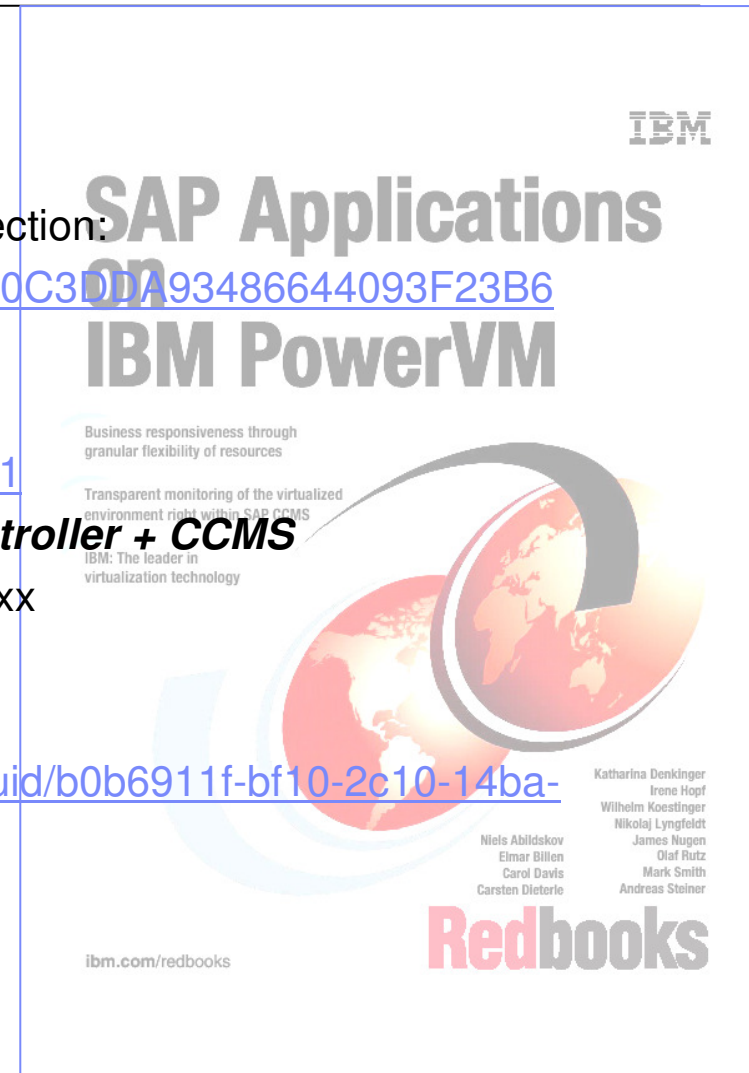


Mail contact: isicc@de.ibm.com

Document Title	ibm.com Link	w3 internal Link	PartnerWorld Link
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Power Systems Performance Report	http://www.ibm.com/common/ssi/fcgi-bin/ssialias?infotype=PM&subtype=RG&attachment=POO03014USEN.PDF&appname=STGE_PO_PO_USEN&htmlfid=POO03014USEN	http://www.ibm.com/common/ssi/fcgi-bin/ssialias?infotype=PM&subtype=RG&attachment=POO03014USEN.PDF&appname=STGI_PO_PO_USEN&htmlfid=POO03014USEN	http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/POO03014USEN
The Benchmark Index		http://w3.ibm.com/sales/support/ShowDoc.wss?docid=V223195B30125A69&infotype=SK&infosubtype=P0&node=doctype,P0 doctype,CSR doctype,PBN clientset,IA geography,EW industries,&appname=CC_CFSS	http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/esbmi
A Comparison of PowerVM and x86-Based Virtualization Performance	http://www.ibm.com/common/ssi/fcgi-bin/ssialias?infotype=SA&subtype=WH&appname=STGE_PO_PO_USEN&htmlfid=POW03029USEN&attachment=POW03029USEN.PDF		
IBM Sets Pace in Unix Virtualization (analyst)	http://www.ibm.com/common/ssi/fcgi-bin/ssialias?infotype=SA&subtype=WH&appname=STGE_PO_PO_USEN&htmlfid=POL03064USEN&attachment=POL03064USEN.PDF	http://w3.ibm.com/sales/support/ShowDoc.wss?docid=POL03064USEN&infotype=SA&infosubtype=WH&node=brands,B5000 clientset,IA doctype,P0 doctype,OPR&appname=CC_CFFRF	http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/POL03064USEN
Power Systems Master Sales Kit		http://w3.ibm.com/sales/support/ShowDoc.wss?docid=M241750O50193N08&infotype=SK&infosubtype=S0&node=&ftext=ibm%20power%20systems%20master%20sales%20kit&hitsize=&sort=recommended&showDetails=&offset=0&campaign=	http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/PSmk.skit

SAP on IBM POWER documents

- IBM internal competitive + reference materials available as a Cattail Collection:
 - <http://cattail.boulder.ibm.com/cattail/#view=collections/C64753E05C0C3DDA93486644093F23B6>
- Comfortable Video-Demo available at TechDocs (includes PW & www):
 - **POWER6 Live Partition Mobility Demo with SAP**
 - <http://w3.ibm.com/support/techdocs/atmastr.nsf/WebIndex/PRS2921>
 - **Integration of IBM PowerVM and SAP Adaptive Computing Controller + CCMS**
 - <http://w3.ibm.com/support/techdocs/atmastr.nsf/WebIndex/PRS2xxxx>
- Whitepaper available on SAP Developer Network (SDN)
 - **Live Migration of Power Partitions running SAP Applications**
 - <https://www.sdn.sap.com/irj/scn/go/portal/prtroot/docs/webcontent/uuid/b0b6911f-bf10-2c10-14ba-bc789953ff25>
- Redbook published in 2008
 - **SAP Applications on PowerVM**
 - <http://www.redbooks.ibm.com/redbooks/pdfs/sg247564.pdf>
- ITG VALUE PROPOSITION FOR IBM POWER SYSTEMS
 - **Platform Choices for the Enterprise SAP Infrastructure**
 - http://www.ibm.com/common/ssi/fcgi-bin/ssialias?infotype=SA&subtype=WH&appname=STGE_PO_PO_USEN&htmlfid=POL03021USEN&attachment=POL03021USEN.PDF



Power vs Competitive x86 Materials & Education

- Power Systems with POWER7: Competitive Positioning Webcast & Presentation on Systems College:

<http://www-304.ibm.com/services/weblectures/dlv/Gate.wss?handler=Login&sequence=1&action=index&customer=partnerworld&offering=caps&itemCode=&category=&curriculum=&embed=yes&tab=&subtab=&clientjs=>

- This sales presentation helps you win with existing Power customers running back-end databases on AIX, i or Linux and running, or thinking of running front-end applications on competitive scale-out servers.

<https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/PSCompetitivex86ServerTakeout>

- This document is designed to help IBM Sellers and Business Partners find all marketing and sales collateral related to the Grow Your Power Base (HP/Sun/Dell x86 consolidation on Power) sales play.

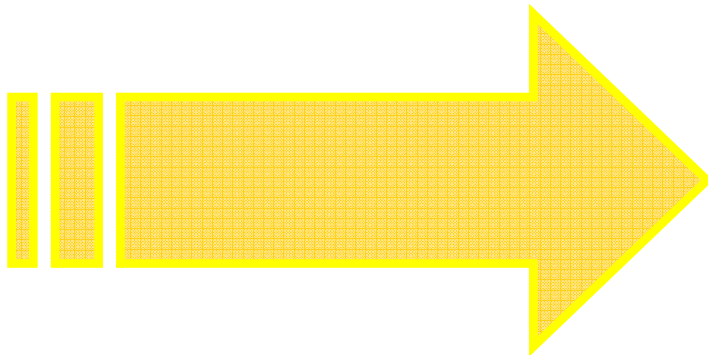
<https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/PSGrowYourPowerBaseComptx86SCONAssets1203>

- Win Against Oracle/Sun: Business Partner Resources and Eduations

https://www-304.ibm.com/partnerworld/mem/sell/sel_sunora_over.html

Public Power System AIX customer references and papers

- Open (double-click) embedded Excel to get customer list and links to PDF-brochures:



Customer	Reference	Case Stud
Achieving high volume rapid billing with SAP and IBM		http://www
Acquedotto Pugliese S.p.A.	http://w3-01.ibm.com/sales	
ADP (Aeroports de Paris)	http://w3-01.ibm.com/sales	
AFG Arbonia-Foster Holding AG	http://w3-01.ibm.com/sales	
AfriSam (Holcim Group)	http://w3-01.ibm.com/sales	http://www
Agrium		http://www
Allianz Life Insurance Korea	http://w3-01.ibm.com/sales	
Alok	http://w3-01.ibm.com/sales	http://www
Alpine Electronics	http://w3-01.ibm.com/sales	
Aliston		http://www
Amoi Electronics		http://www
Anonymous Case Study - Global Beauty Cosmetics Company		http://www
Antalife	http://w3-01.ibm.com/sales	
AOK Systems GmbH	http://w3-01.ibm.com/sales	
Arcelor Mittal	http://w3-01.ibm.com/sales	
ArcelorMittal Ostrava, a.s.		
ARAG	http://w3-01.ibm.com/sales	
ASM Brescia	http://w3-01.ibm.com/sales	
Audi Hungaria	http://w3-01.ibm.com/sales	http://www
Austrian Railways	http://w3-01.ibm.com/sales	
B.Braun Laboratorios		http://www
Banca Nazionale del Lavoro, Gruppo BNP Paribas (BNL)	http://w3-01.ibm.com/sales	http://www
Banco Bilbao Vizcaya Argentaria (BBVA)	http://w3-01.ibm.com/sales	http://www
Banco Bradesco	http://w3-03.ibm.com/sales	
Bangchak Petroleum	http://w3-01.ibm.com/sales	http://www
Bayer Business Services AG	http://w3-01.ibm.com/sales	http://www
Beiqi Foton Motor Co. Ltd.	http://w3-01.ibm.com/sales	
Borcelik	http://w3-01.ibm.com/sales	http://www
Brakes India Ltd.	http://w3-01.ibm.com/sales	http://www
Britannia Industries		http://www
Brose Fahrzeugteile GmbH & Co.	http://w3-01.ibm.com/sales	
Bundeswehr	http://w3-01.ibm.com/sales	http://w3-01.ibm.com/sales
Cadbury Adams Brazil	http://w3-01.ibm.com/sales	
Cafam		http://www
CEMIG - Companhia Energética de Minas Gerais	http://w3-01.ibm.com/sales	
China Life Insurance Company	http://w3-01.ibm.com/sales	
Ciba Speciality Chemicals (Technical Paper)		http://www
City of Dortmund	http://w3-01.ibm.com/sales	
City of Dresden	http://w3-01.ibm.com/sales	
CLAAS		
Coca-Cola Bottling Company Consolidated	http://w3-01.ibm.com/sales	http://www
Colgate - Palmolive	http://w3-01.ibm.com/sales	http://www
Comune di Roma	http://w3-01.ibm.com/sales	http://www
Consol Energy	http://w3-01.ibm.com/sales	
Constantia Huek Folien	http://w3-01.ibm.com/sales	http://www
Cooper Cameron Corporation	http://w3-01.ibm.com/sales	
Cosco Group		
Daimler AG South East Asia Pte. Ltd.	http://w3-01.ibm.com/sales	
Decora	http://w3-01.ibm.com/sales	
Demasz	http://w3-01.ibm.com/sales	
Deutscher Ring Lebensversicherung	http://w3-01.ibm.com/sales	http://www
DKSH	http://w3-01.ibm.com/sales	
DKSH	http://w3-01.ibm.com/sales	
dm-drogerie markt GmbH & Co. KG	http://w3-01.ibm.com/sales	http://www
Dongbu Fire and Marine Insurance	http://w3-01.ibm.com/sales	
Douglas Holding	http://w3-01.ibm.com/sales	
Douglas IT Service		http://www
EBFZ	http://w3-01.ibm.com/sales	http://www
ECKA Granuaite GmbH & Co. KG	http://w3-01.ibm.com/sales	
Edwards	http://w3-01.ibm.com/sales	http://www
Egaz-Degaz Zrt.	http://w3-01.ibm.com/sales	
El Palacio de Hierro	http://w3-01.ibm.com/sales	
Empresas CMPC	http://w3-01.ibm.com/sales	
Energen	http://w3-01.ibm.com/sales	http://www
Epson Singapore	http://w3-01.ibm.com/sales	
Ergon	http://w3-01.ibm.com/sales	http://www
Ergon	http://w3-01.ibm.com/sales	http://www
Erstes Burgenländisches Rechenzentrum GmbH	http://w3-01.ibm.com/sales	http://www
Esquire Corporation	http://w3-01.ibm.com/sales	
EVU Zahlwerk		http://www
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