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

"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."

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

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

**The Total Economic Impact™ Of IBM® Power Systems™ And 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

**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**
- Time saved for system admins using IBM Power Systems
- Time saved for storage and backup admins using IBM Storage
- Time saved for developers using IBM Storage

60% 15% 5%

<table>
<thead>
<tr>
<th>Year</th>
<th>Benefits from IBM Storage</th>
<th>Benefits from IBM Power Systems</th>
<th>Costs for IBM Storage</th>
<th>Costs for IBM Power Systems</th>
<th>Cumulative net benefits</th>
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**Payback:** 7 month

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.

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