

The Forrester Total Economic Impact™ of Hitachi Unified Compute Platform for the SAP HANA® Platform

Challenges and objectives

Forrester worked with Hitachi to analyze the total economic impact that Hitachi UCP for SAP HANA has on a composite organization based on customers, who voiced these business challenges and objectives:



“We need 2 to 3 times improvement in reporting speed, allowing for more frequent report generation, enabling timely decision making.”



“Deployment, management, and servicing the solution cannot be overly complex.”



“We want to ensure both data and service uptime – resiliency is key for our business growth.”



“The solution we pick needs to have cost effective scalability in logical steps that fit our organizations size and needs.”

Summary of benefits

Through interviews and data aggregation, Forrester concluded that Hitachi UCP for SAP HANA has the following financial impact on the composite:



ROI
101%



Payback
18.2 months

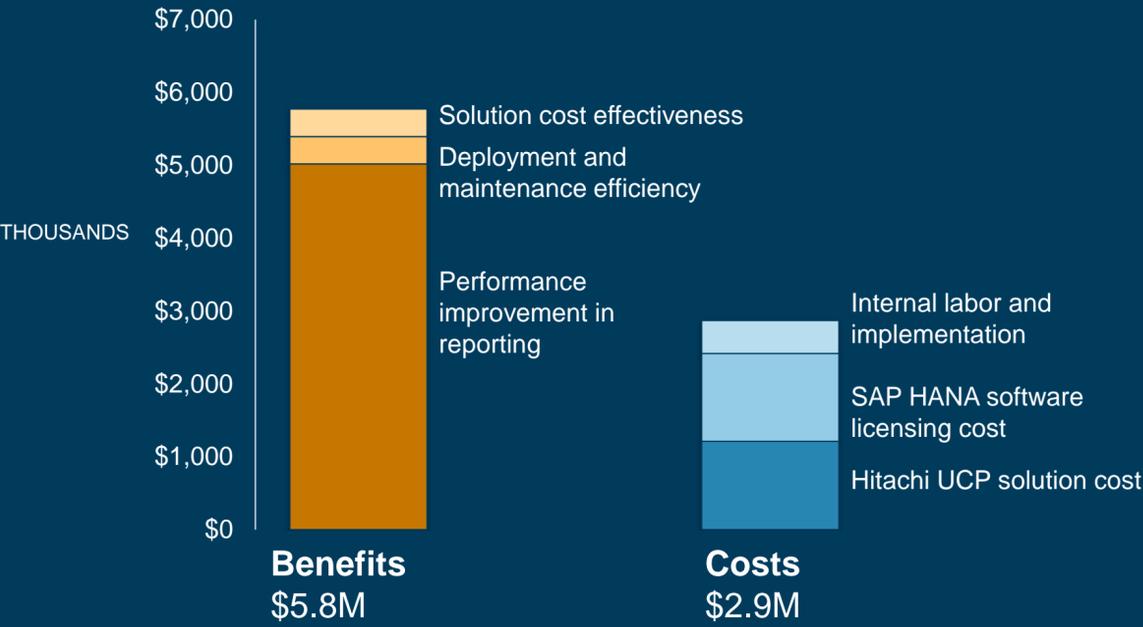


NPV
\$2.9M

More importantly, the TEI study quantified specific benefits, costs, and metrics that matter to customers:

Net Present Value*

THREE YEAR ANALYSIS



Hitachi UCP for SAP HANA by the Numbers

50%-70%

Hardware deployment efficiency versus nonconverged platforms, effectively reducing months to weeks and even days.

60%-98%

The efficiency gain in reporting speed depending on the type of report – customers noted anywhere from 2 to 100 times performance improvement.

25%

Cost effectiveness of Hitachi UCP solution versus the composite’s next closest converged alternative.

1,000

Users in the composite that pull monthly and daily reports.

8

Number of technology vendors invited to showcase their SAP HANA and converged solutions by a large Chinese retail organization interviewed for this case study.

2 TB

Memory option that the composite organization used and modeled costs for.

Disclosures

The reader should be aware of the following:

- This document is an abridged version of a full case study: The Total Economic Impact Of Hitachi Unified Compute Platform For The SAP HANA Platform, February 2015. The document can be found at www.hds.com.
- The study was commissioned by Hitachi and delivered by the Forrester Consulting group.
- Forrester makes no assumptions as to the potential return on investment that other organizations will receive.

Please read the full case study for additional disclosures.

TEI Methodology

Total Economic Impact™ (TEI) is a methodology developed by Forrester Research that enhances a company’s technology decision-making processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders. The TEI methodology consists of four components to evaluate investment value: benefits, costs, risks, and flexibility. (forrester.com/marketing/product/consulting/tei.html)

*Values of costs and benefits are representative of a composite organization constructed from aggregated feedback based on interviews with four Hitachi UCP customers.