

WFTCloud HANA Solutions

Provide Significant IT Savings (w/ OPEX options)



NON Prod BW HANA - **41% COST SAVINGS***

WFTCloud Non-Prod BW on HANA Services

- ✓ WFT provides the converged Infrastructure for Cloud (optional)
- ✓ Fast SAP Systems Provisioning Processes (Minutes, Not Weeks)
- ✓ FREE Certified Migration to WFTCloud
- ✓ Highly Managed Available SLA (99.999%)
- ✓ Fully Cloud Enabled (Elastic and Utility Billing)
- ✓ Disaster Recovery On-Premise or Virtual Private Cloud (RAAS)
- ✓ Complete Low Cost Basis Operations Management Services using WFT Center of Excellence (24x7x365)
- ✓ Utility Billing / Only Pay for What You Use
- ✓ Monthly Recurring OPEX Cost



HANA Hardware & Services	Internal HANA Costs	WFTCloud Costs
SAP Appliance H/W <i>3 x \$130K / 256GB Node</i>	\$390,000.00 <i>"Up-Front" CAPEX (Day 1)</i>	\$9,900 <i>Monthly Charge</i>
Disk Storage <i>6TB@278TB, incl. Bckp</i>	\$1,668.00 <i>Monthly</i>	- <i>included</i>
BW App Server <i>3 x \$750/Node</i>	\$2,250.00 <i>Monthly</i>	- <i>included</i>
Basis Support <i>3 x \$750/Node</i>	\$3,600.00 <i>Monthly</i>	- <i>included</i>
VPN Tunnel to WFTCloud	- <i>Not Required</i>	Est. \$1,000 <i>Monthly</i>
Availability SLA <i>Max. unplanned Outage</i>	Usually nothing Committed	99.50% <i>Max 3.6 hrs / month</i>
Total Costs <i>(*over 3 yrs term)</i>	\$660,648.00 <i>CAPEX + OPEX</i>	99.50% (41% LOWER) <i>OPEX Only</i>