



**STIHL®**

## Speed up your business with SAP HANA

SAP BW on HANA Implementation at  
ANDREAS STIHL & Co. KG



*"With Camelot ITLab we had a very experienced project partner with in-depth knowledge of In-Memory technologies."*

Eckhard Heim  
Head of IT-BASIS technology, STIHL

# Why implementing SAP BW on HANA

Figure 1:  
Frequently cited  
reasons for  
migration to  
SAP BW on HANA



Low performance and long waiting times hinder the work of departments



Substantial duration of transformation processes and loading processes



Redundant data management and inflexible data modelling



Expenses for administration of BW systems and databases increase continuously

## SAP BW on HANA

SAP HANA is an In-Memory technology of SAP with focus on high performance. It is distributed as a combined package of hardware and software (appliance). SAP HANA can lead to significant performance improvements, which were unthinkable in the past. SAP BW on HANA unites the functionalities of SAP BW with the performance advantages of SAP HANA. This scenario enables the processing and analysis of big data at high speed with no need for pre-aggregation of data.

## Implementation at STIHL

The execution of a Proof of Concept was the first step towards SAP BW on HANA. The main target was the application of commonly known advantages of HANA (see Figure 1) to the specific situation at STIHL. The results of the PoC have impressively shown the enormous performance improvements. It turned out that another PoC based on SSD disks was no real alternative to SAP HANA for STIHL. These results led to the decision to implement SAP BW on HANA for the productive system at STIHL with Camelot ITLab as project partner.

Within only three months, experts from STIHL and Camelot succeeded in migrating the complex multi-stage BW system landscape to SAP HANA. Beginning with the migration and testing of the development system, the quality system and the production system followed.

In order to keep the hardware and license costs as low as possible, numerous clean-up and housekeeping activities have been conducted in advance. To gain an even higher performance, multiple InfoProviders have been converted to SAP HANA optimized InfoCubes.



*“The Proof of Concept with Camelot had convinced us of the great advantages of SAP HANA. Very fast analyses can now be performed almost independently of the data volume.”*

Josef Knittelfelder  
IT-Organization, STIHL



## Advantages

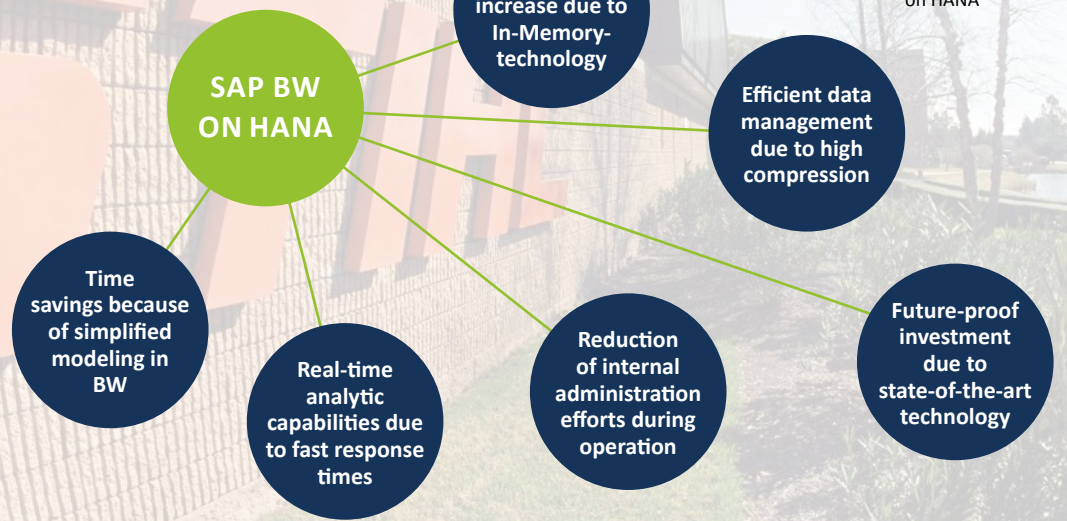


Figure 2:  
Advantages of  
running SAP BW  
on HANA

## Results

Today, the stunning results of the PoC are fully reached in productive operation. Huge performance increases are experienced in all areas of applications, especially at the execution of reports and analyses. The sales planning analyses as well as the CO-PA reporting system had performance increases up to a factor of 30. In total numbers this means a decrease of time for the execution of some reports from over one minute down to two seconds.

Significant time savings could also be reached in the further update during BW loading processes. In the area of CO-PA, loading times of process chains could be reduced by 40%. The performance gain was mainly achieved by the omission of aggregates, indices as well as database statistics.

The execution of selective deletions was partly accelerated by a factor of 20. SAP BW on HANA now enables the execution of analyses at rapid speed. This acceleration provides fast and flexible reporting, especially with regards to increasing data volumes.



**-40%**  
Loading times

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## About

### ANDREAS STIHL AG & Co.KG

The STIHL Group develops, manufactures and distributes power tools for professional forestry and agriculture as well as for garden and landscape maintenance, the construction sector and the demanding private user. STIHL distributes its products through its network of 40,000 Approved Dealers in over 160 countries. The Group has 34 sales and marketing subsidiaries of its own as well as more than 120 importers. STIHL has consistently been the world's top-selling chain saw brand since 1971. The company was founded in 1926 and is located in Waiblingen, near Stuttgart. STIHL had 12,388 employees in 2012 and achieved a revenue of EUR 2.78 billion.

[www.stihl.de](http://www.stihl.de)

### Camelot ITLab GmbH

Camelot ITLab is the leading SAP consultancy for digital Value Chain Management. With more than 20 years of consulting experience we lead our customers in their digital transformation.

Camelot ITLab is a member of the international Camelot Group with 1,700 employees worldwide. Camelot stands for customer orientation, innovations, highest quality and feasible end-to-end solutions.

[www.camelot-itlab.com](http://www.camelot-itlab.com)

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