

How to Educate Yourself About SAP HANA – The Four Point Plan

With general availability now a few months behind us, SAP HANA is starting to heat up, at least in terms of the resources available to explain just what it is and how customers can make use of it.

1

Learn, Try, Implement

A good place to start is SAP's [Experience SAP HANA](#) site, where you'll find resources in three categories (registration is required):

- **Learn:** Here you'll find lots of videos, blog posts and other content to give you a good overview of what HANA can do for your business. The overview video, "[Real, Real-Time Computing with SAP In-Memory Computing Technology](#)," is a good 2-minute presentation that brings home the day-to-day role that HANA can play in a company, helping employees make better decisions faster by giving them access to data in seconds that previously may have taken a week or more to pull together. This is a piece you can show to business executives to help explain what HANA will mean for them.
- **Try:** Here's where you can [play with HANA](#) yourself, running through sample queries against what SAP says is a live database with "millions of records." It's kind of fun and shows the types of complex queries that HANA can handle instantly. Again, this is something that will give executives a good sense for what HANA will mean to them.
- **Implement:** This section is more for the techies who are looking for expert guidance about SAP HANA. You'll find documentation, tutorial videos and more on topics including [SAP NetWeaver BW on HANA](#), [SAP HANA as a Data Mart](#), and [SAP CO-PA Accelerator](#). Note that the "try" demos (CO-PA and e-fashion) are running live in the public cloud ([Amazon in this case](#)).

2

Developer Resources

The SAP HANA Developer page, which was in beta as of this writing, has all kinds of resources, including:

- [A getting started video](#)
- [SAP HANA Database Development Guide \(Beta\)](#)
- [SQL reference guide](#)
- [SQL script guide](#)

Developers can also request access to a [HANA sandbox](#), although access is “by invitation only.” SAP tells us: “initially, the availability of the sandboxes is defined as limited BETA, and therefore by invitation. It is planned to expand the availability in the near future.”

3

HANA Training

Training options for SAP HANA will naturally vary by region. In the U.S., at least, customers have two options for [Introductory Technical Enablement on HANA](#): an online-only and a blended online/hands-on version. The hands-on portion is conducted either virtually or in a classroom.

SAP is also offering classes on the SAP HANA in-memory appliance, including a [2-day classroom version](#) for \$1,300 and an [online version](#) for \$435. In either case, the goal is to provide an overview on HANA product strategy, instruction on how to manage HANA on the customer side, and provide an understanding of HANA from a technical and application perspective.

SAP is also offering a 43-hour, \$500 online course on the [SAP HANA analytic appliance](#) that covers planning and implementation.

4

HANA online InnoJam

If you think you’ve got a good idea for how to put HANA to use, perhaps you’ll want to enter the [SAP HANA InnoJam](#), an online contest. SAP says the first 100 submitters “will play on HANA and get a chance to shine and win big prizes.” It appears some of the deadlines have passed, but as of late October, only 26 ideas had been submitted, so maybe you can still be one of the first 100. At any rate, you may find it useful to check out some of the applications others are thinking about tackling with HANA.