



Reimagine the Possible

with SAP on AWS

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Why SAP customers choose AWS



Unmatched experience and industry leadership



Comprehensive, industry-leading security and compliance



Customer Choice and Flexibility



Proven Cost Savings



200+ cloud services to innovate, modernize, and transform



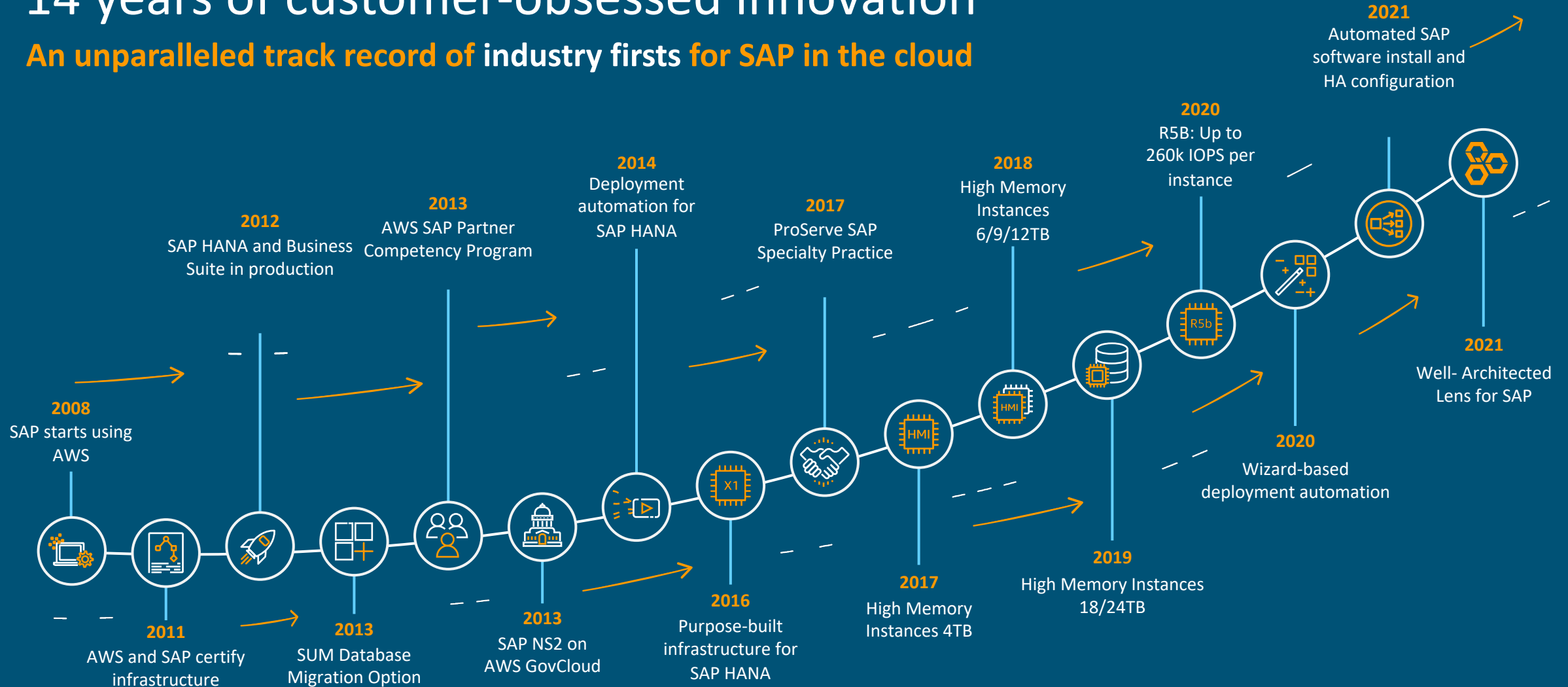
Most Reliable and Extensive Cloud infrastructure



Unmatched Experience and Industry Leadership

14 years of customer-obsessed innovation

An unparalleled track record of industry firsts for SAP in the cloud



5000+ SAP customers across industries and geos trust AWS

<p>HEALTHCARE & LIFE SCIENCES</p>	<p>ENERGY & NATURAL RESOURCES</p>	<p>RETAIL & CONSUMER GOODS</p>	<p>MEDIA & ENTERTAINMENT</p>	<p>PUBLIC SECTOR & DEFENSE</p>
<p>AUTOMOTIVE & TRANSPORTATION</p>	<p>MANUFACTURING & INDUSTRIAL</p>	<p>AGRICULTURE, CPG, & FOOD/BEV</p>	<p>PROFESSIONAL/ FINANCIAL SERVICES</p>	<p>TECHNOLOGY</p>

Figure 1: Magic Quadrant for Cloud Infrastructure and Platform Services



Source: Gartner (July 2021)

Gartner recognizes AWS as Leader for 11th straight year

Positioned highest and furthest in the 2021 Gartner Magic Quadrant for CIPS Leaders quadrant for its ability to execute and completeness of vision

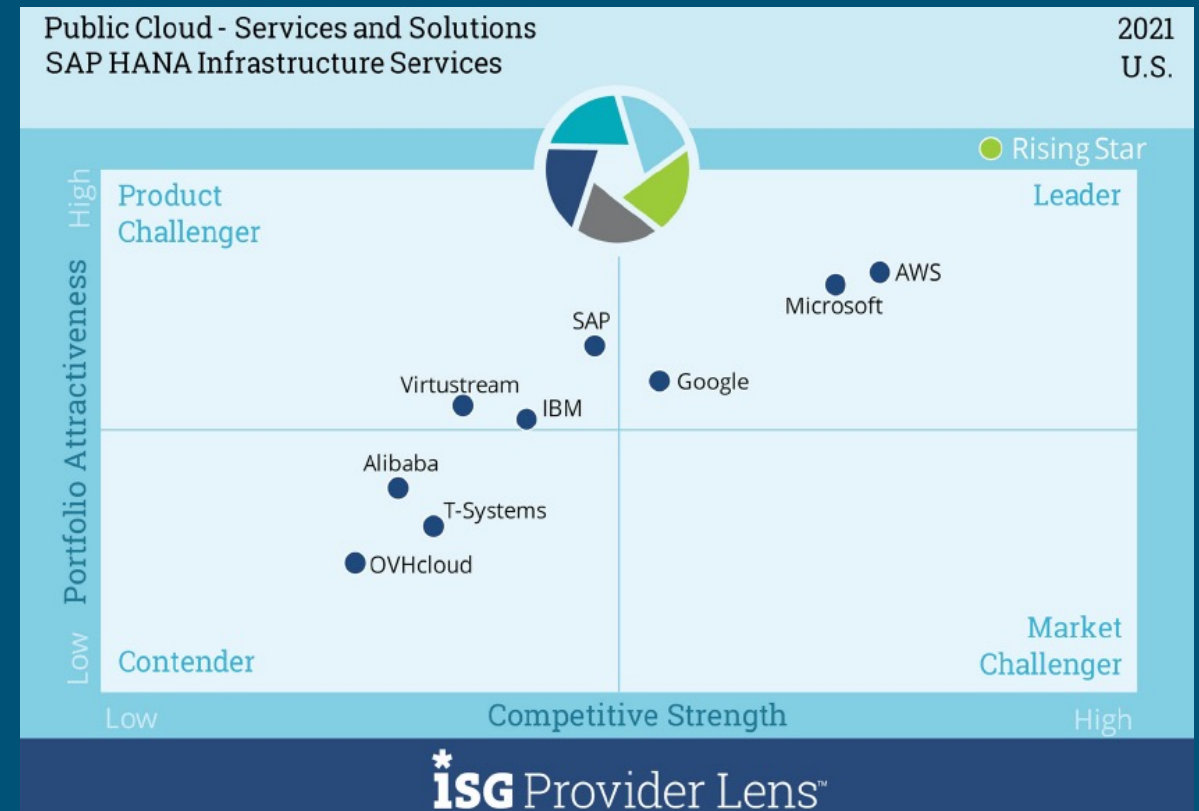
Gartner, Magic Quadrant for Cloud Infrastructure & Platform Services, Raj Bala, Bob Gill, Dennis Smith, Kevin Ji, David Wright, 27 July 2021. Gartner and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from AWS.

AWS leads HANA Infrastructure Services

ISG recognizes AWS as a leader for the fourth consecutive year

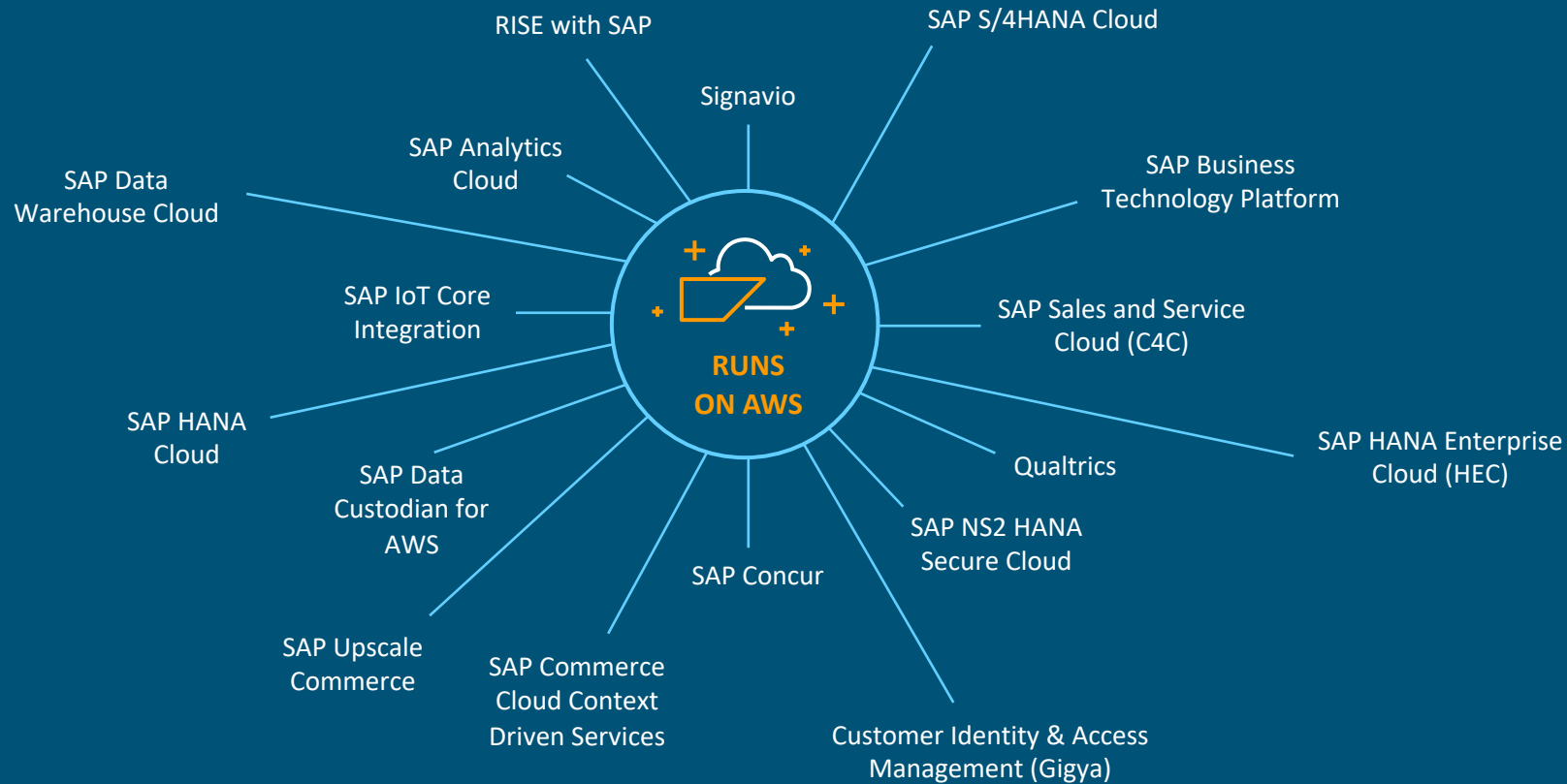
“AWS offers high flexibility and helps customers get the most value out of SAP investments, whether it is lift and shift, modernize or move to S/4HANA. It also offers a secure, reliable and extensive public cloud infrastructure, with more than 200 services to innovate, along with a purpose-built SAP automation tooling.”

“AWS continues to lead the infrastructure services offering market with its wide range of services to host for SAP HANA workloads on its platform.”



SAP's innovation platform of choice

SAP has been **using AWS since 2008** and **runs most of its customer facing offerings on AWS today**



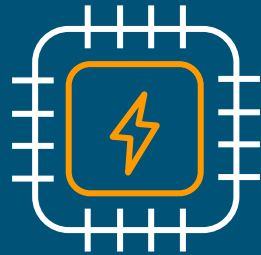


Comprehensive, industry-leading security and compliance

AWS is the leader in cloud security



The only cloud vetted
and accepted as secure
enough for top-secret
workloads



Reduced attack surface
with the AWS Nitro
System



The first cloud SAP
trusted to run NS2



25% more security
features and services
than the next closest
provider*

Inherit global security and compliance controls



The U.S. Navy migrated its largest SAP ERP system to AWS GovCloud

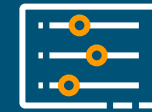
6 U.S. Navy commands, 72,000 users, \$7B worth of parts and goods



Increased data protection



50% reduction in expected migration time



Reporting time reduced from 5 hours to 0.5 hours



Highly scalable infrastructure

“The magnitude of this accomplishment is incredible. The Navy ERP tech refresh is our largest system cloud migration to date and will enhance the performance of our force. I am proud of the team efforts to accomplish this on an accelerated schedule, cutting the projected timeline nearly in half.”

— Richard Spencer

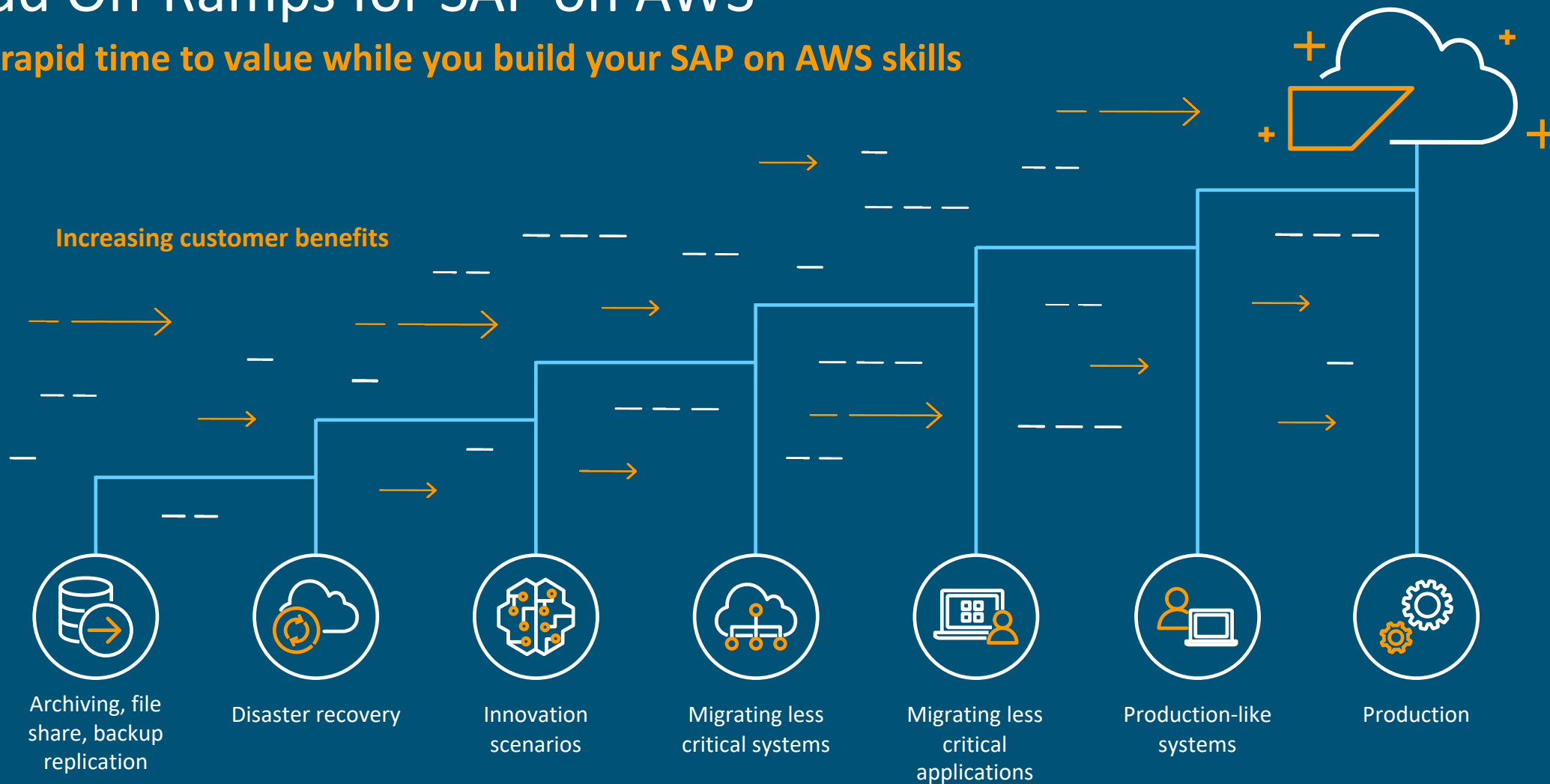
Former Navy Secretary, U.S. Navy



Customer Choice and Flexibility

Cloud On-Ramps for SAP on AWS

Drive rapid time to value while you build your SAP on AWS skills



The platform of **choice and innovation** for SAP customers

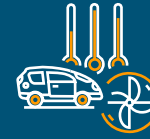
Cloud-enabled initiatives



Exploration



Employee engagement



Connected devices

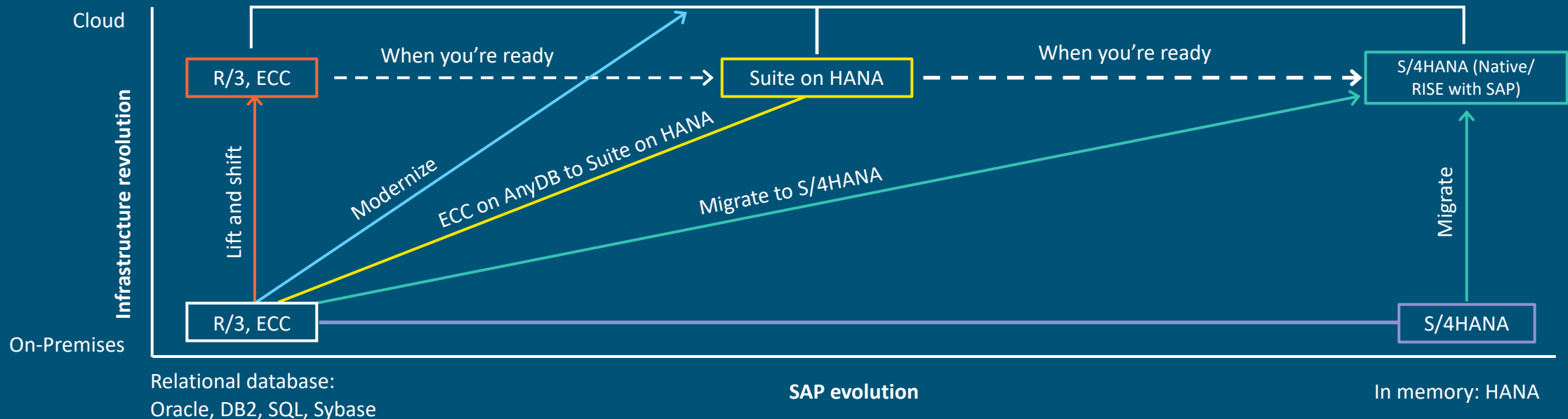


Smart factories



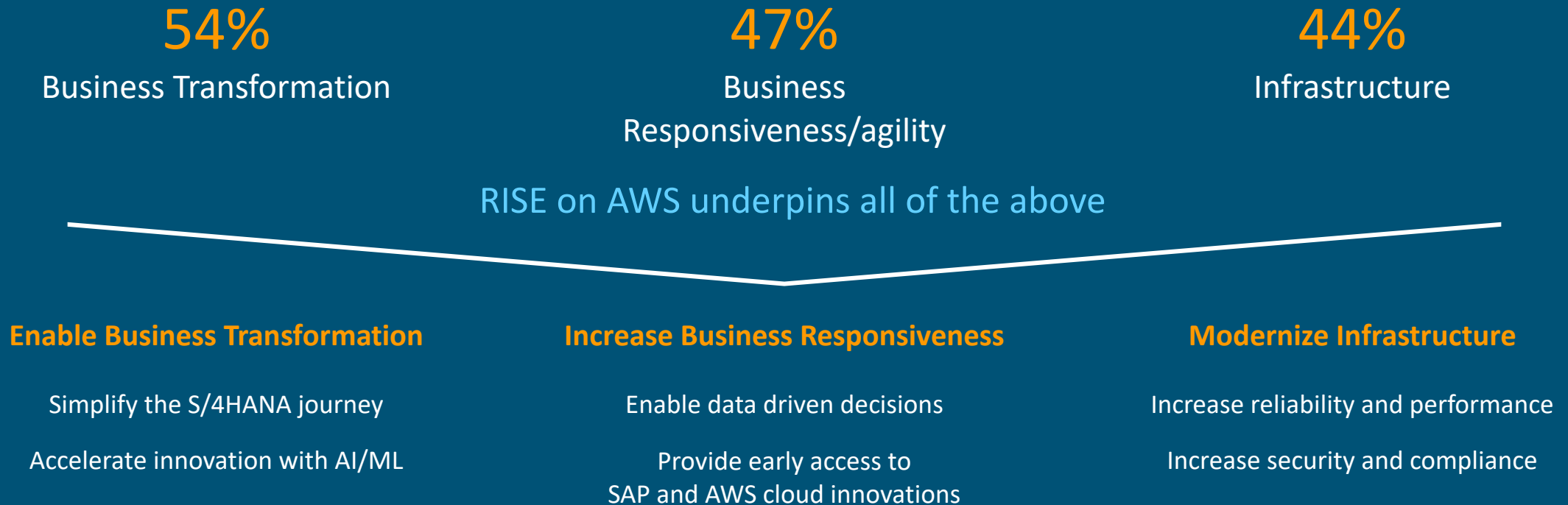
R&D

Innovate, modernize, and transform



“What goals will RISE enable from your strategic initiatives portfolio?”

An SAPInsider survey¹ revealed top 3 goals:



Moderna: relentless innovation with SAP on AWS



“Scaling up with AWS is going to be key for accomplishing our vision – across manufacturing, science, clinical trials, and commercialization. . . Throughout the company we’ll be relying on AWS infrastructure to support us.”

Marcello Damiani
Chief Digital Officer
Moderna Therapeutics

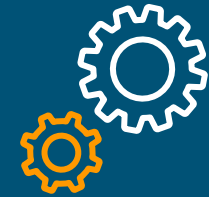
Key capabilities



IoT-enabled
manufacturing
facilities improve
efficiency



Digital manufacturing
model can be copied
to leverage partner
production facilities



Infrastructure as code
and HA architecture
enables rapid
scalability



Proven Cost Savings

Reduce your SAP total cost of ownership



31%

Average infrastructure cost savings for AWS customers¹

FORRESTER

103%

3-year ROI from bringing SAP ECC to AWS²

Key AWS cost advantages



The last infrastructure upgrade you'll ever have to make



Industry-leading automation to reduce labor costs



Programs and migration incentives for SAP customers

¹. *"Fostering Business and Organizational Transformation to Generate Business Value with Amazon Web Services"* (IDC)

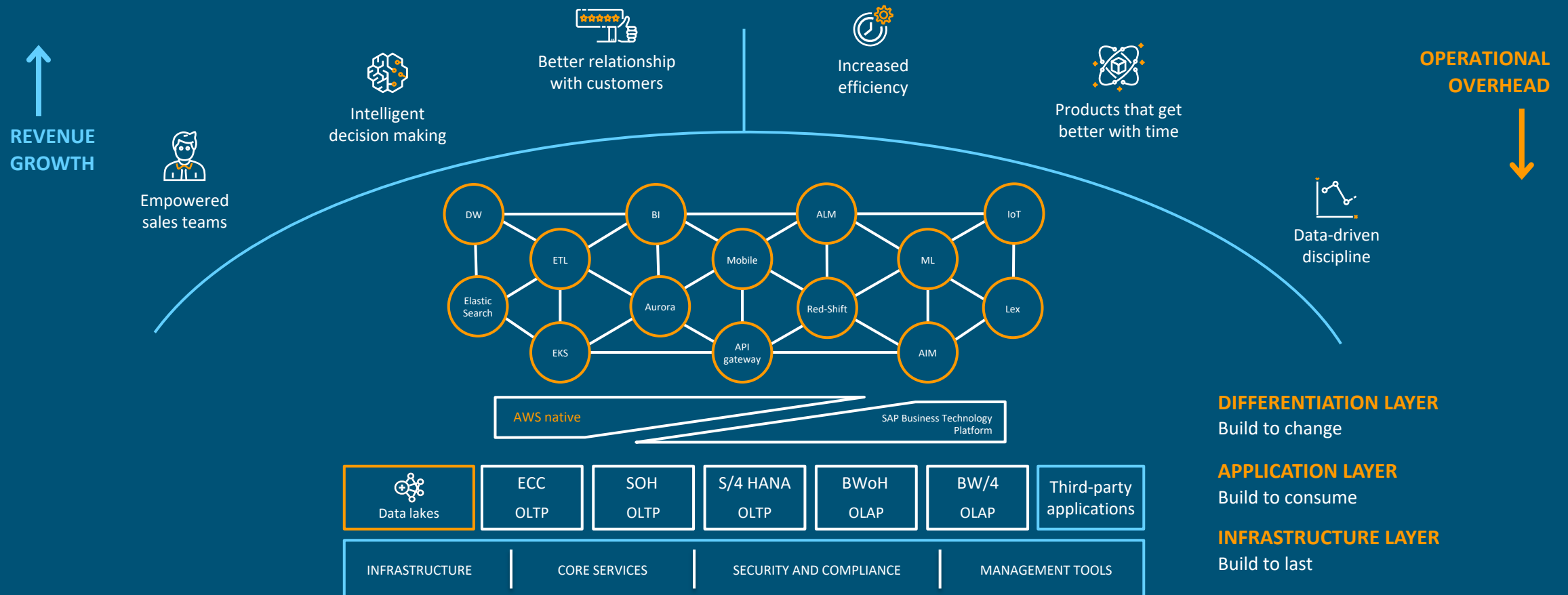
². *"The Total Economic Impact of Migrating SAP ECC to Amazon Web Services"* (Forrester)



World's broadest set of cloud
services to innovate,
modernize, and transform your
business

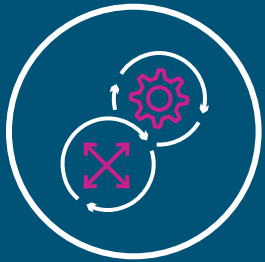
Clean core + AWS = Innovation

Enabling the 'data driven enterprise'



Delivering New Business Insights

Harness the power of SAP on AWS with AWS Analytics



Unleash New Business
Insights with AI & ML



Accelerate from overnight
processing to near real-
time



Build Innovative Solutions and
Experiment with New Business
Models



Simplify regulatory
and Audit Compliance

New Business Insights from Data

Improve financial and operational efficiency



7-Eleven Malaysia was using high cost processing layers to cope with high retail business volumes resulting lack of financial efficiency.

Using AWS analytics services allowed the combination of multiple SAP and Non-SAP data sources to create a single Retail dashboard 'source of truth', **deriving actionable insights and increasing operational efficiency.**

Increase Supply Chain Efficiency



Poor accuracy forecasting inventory requirements accurately due to data silos - inventory, maintenance data, and equipment information.

An AWS Data lake allowed Invista to setup a closed-loop, fully automated stocking process for high-moving spare parts, **reducing inventory cost and increasing supply chain efficiency.**

Detect and Respond to Business Risks



Unplanned equipment outages resulted in costlier repairs and impacts to production for Georgia Pacific.

An advanced AWS-based analytics solution allowed GP to plan equipment downtime to schedule preventive maintenance. **Improved asset utilization and equipment safety** and reduced unscheduled production stoppages allowing GP to respond more effectively to business risks.

Grow New Revenue Streams



Lack of real time visibility into sales trends meant missed business opportunities to sell additional products and services for Sanwa Supply.

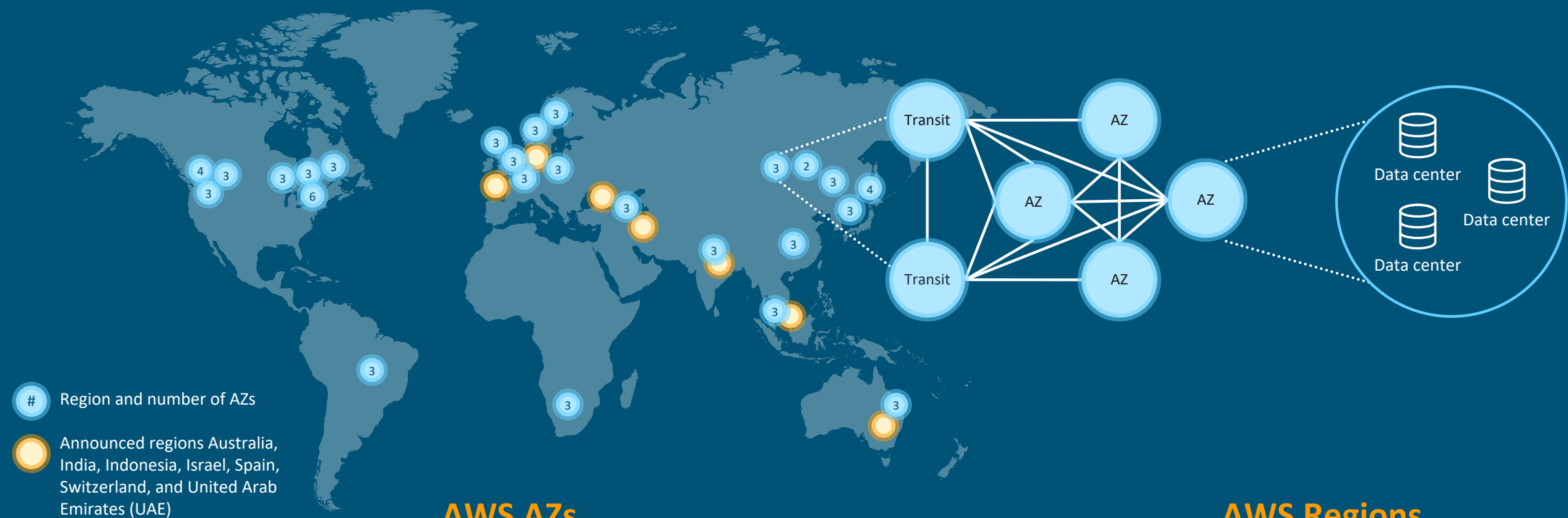
Using AWS to extract data, leveraging Machine Learning outcomes in visualizations provided near real-time business visualization of sales data. This allowed **identification of new opportunities and revenue streams.**



Most reliable, performant,
and extensive cloud
infrastructure

Uncompromising approach to infrastructure design

AWS offers **2x more regions with multiple AZs** than the next closest cloud provider



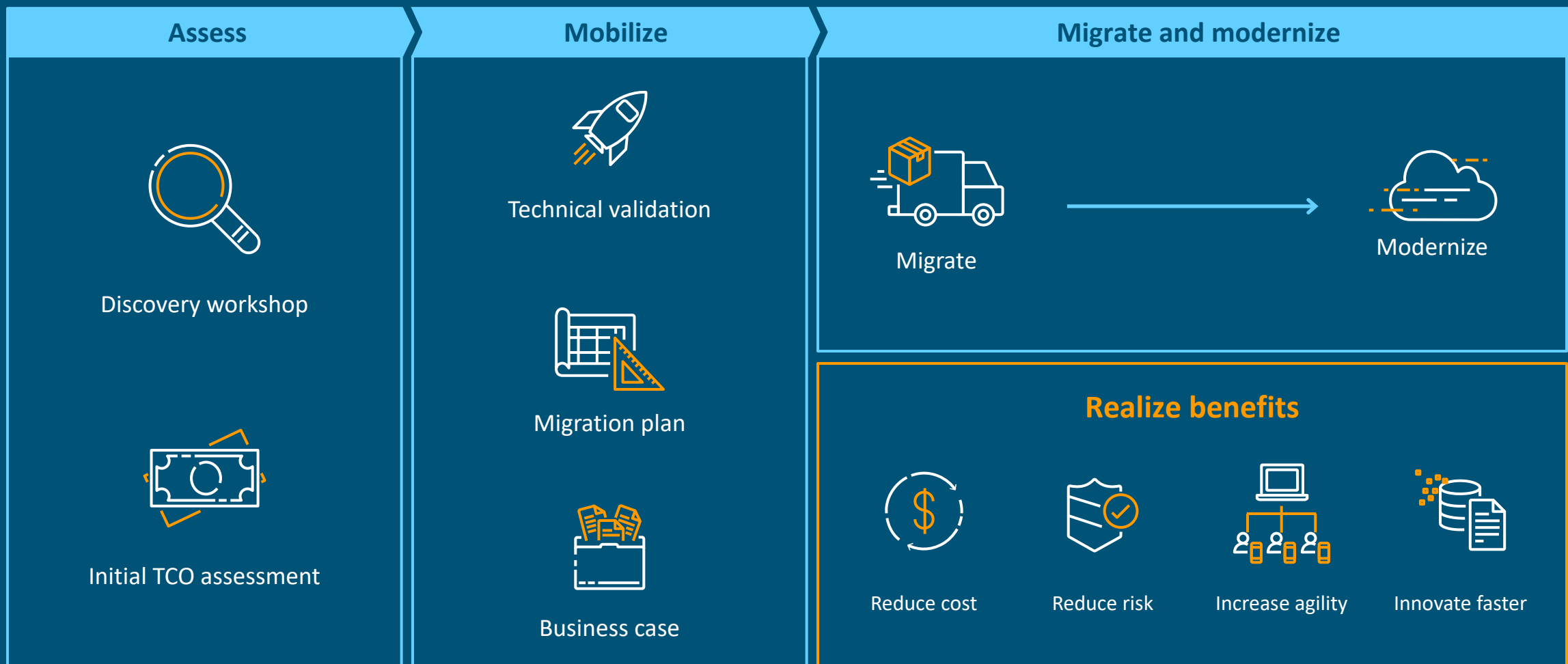
25 Regions | 81 AZs





Starting your SAP on AWS Journey

Proven model for SAP migration and modernization



SAP on AWS partner community

40

Migration acceleration
program for SAP
partners

65

AWS SAP competency
partners



Next steps to start your journey

Work with us



Complementary discovery
workshops



Work with an AWS SAP
Competency Partner



Work with AWS Professional
Services SAP/ ERP Specialty
Practice



Explore the AWS Migration
Acceleration Program

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Explore SAP on AWS

aws.amazon.com/sap

aws.amazon.com/sap/case-studies



Thank you!