Real Talk: Navigating 2023 Economic Headwinds While Providing Value with SAP
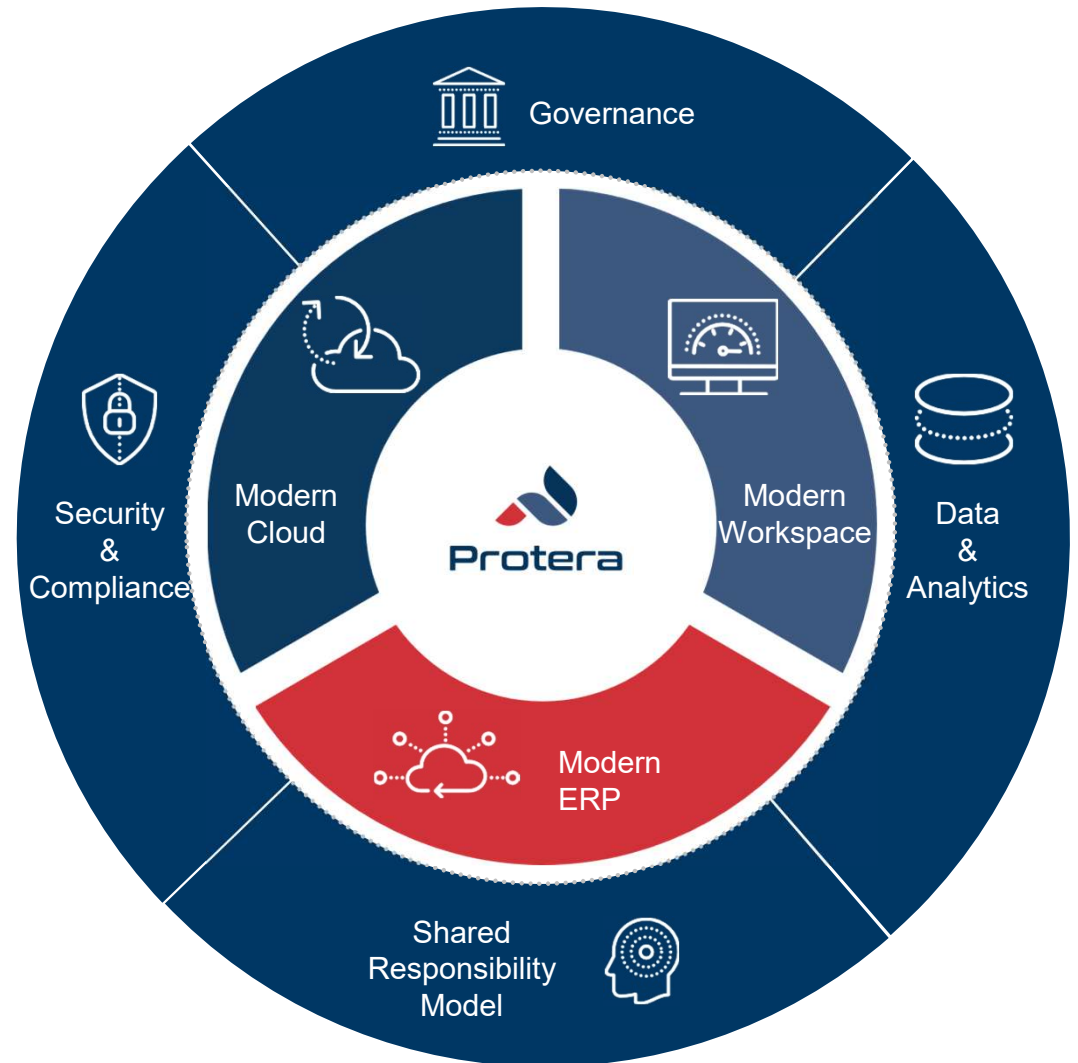
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Who is Protera?

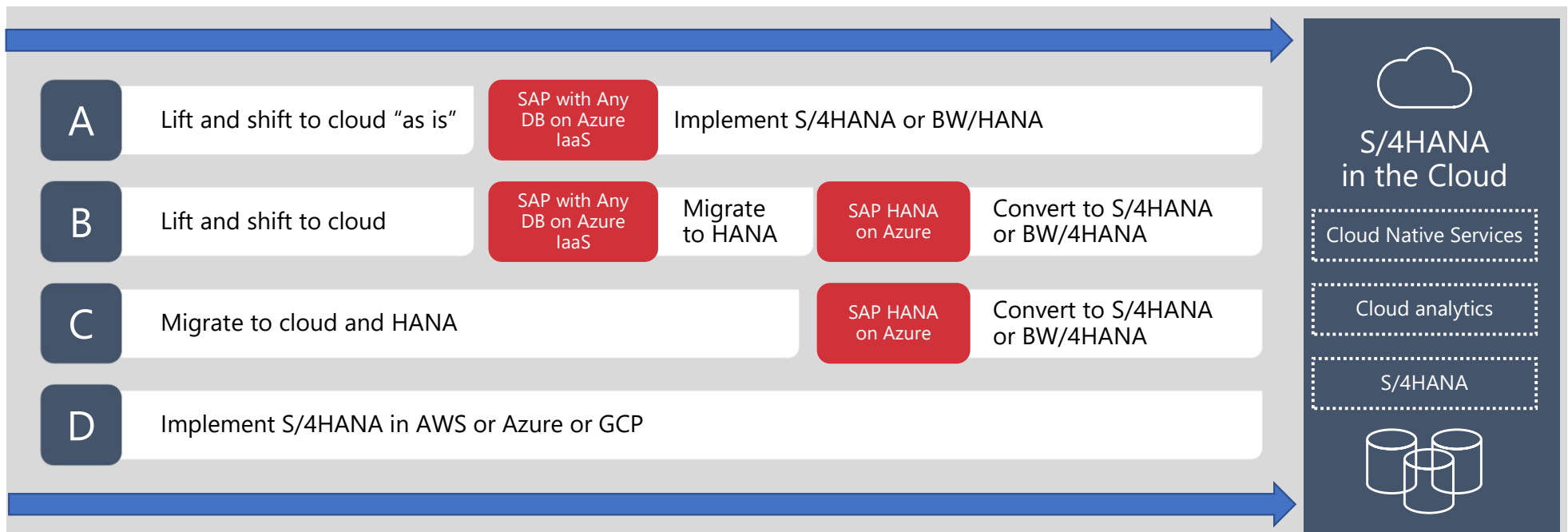We **modernize**, **optimize**, **and transform** enterprise workloads with a **proactive** services and support model

The Cloud Modernization Journey

Migration ≠ Modernization

Migration is the beginning of the journey

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Different paths for moving SAP to the Cloud

Moving your SAP landscape to the Cloud

A	Lift and shift to cloud "as is"	SAP with Any DB on Azure IaaS	Implement S/4HANA or BW/HANA		
B	Lift and shift to cloud	SAP with Any DB on Azure IaaS	Migrate to HANA	SAP HANA on Azure	Convert to S/4HANA or BW/4HANA
C	Migrate to cloud and HANA			SAP HANA on Azure	Convert to S/4HANA or BW/4HANA
D	Implement S/4HANA in AWS or Azure or GCP				

S/4HANA in the Cloud

Cloud Native Services

Cloud analytics
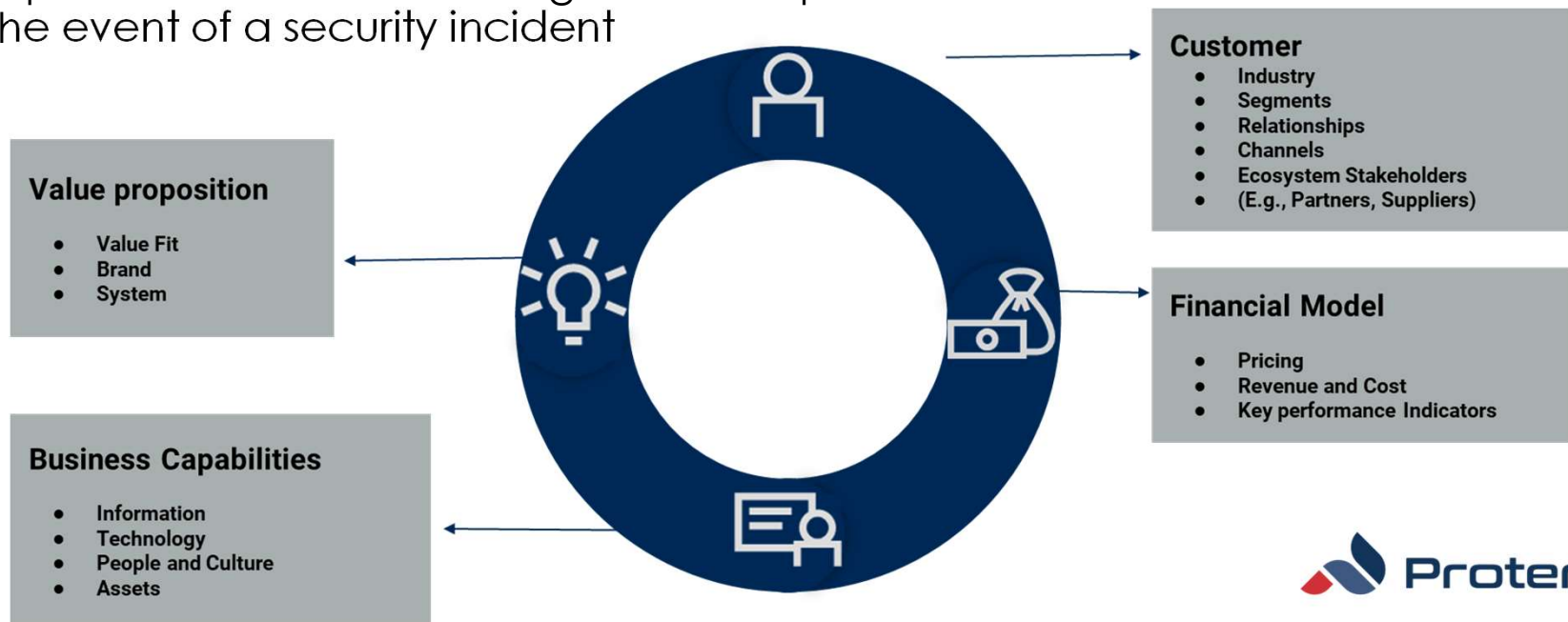
S/4HANA

IT and Business alignment

- IT Business Acumen
- FinOps
- Data Driven
  - Data *organized* is Information
  - Information *understood* is Knowledge
  - Knowledge *applied* is Wisdom
- DevOps

94% of organizations say **more business acumen depth required** for IT managers to successfully navigate changing business models and technology needs.

1 in 5 organizations ranked business acumen as the No. 1 competency for developing versatile IT talent

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IT Business Acumen

- IT moves from supporting the business to **being** the business
- Modern IT management becomes more aligned with driving business outcomes utilizing Cloud, SaaS, and Strategic Service Providers
- Increased importance of understanding risk and impact of business in the event of a security incident

Customer
- Industry
- Segments
- Relationships
- Channels
- Ecosystem Stakeholders
- (E.g., Partners, Suppliers)

Value proposition
- Value Fit
- Brand
- System

Financial Model
- Pricing
- Revenue and Cost
- Key performance Indicators

Business Capabilities
- Information
- Technology
- People and Culture
- Assets

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Example of Cloud Modernization Roadmap

FinOps

Advanced Cost Management

Data Intelligence

Integration with Cloud Native analytics tools

DevSecOps

Continuous integration, continuous development, integrated security

Data Analytics - AI / ML

Modern Workspace

Secure access to data from a hybrid environment

Cloud Migration
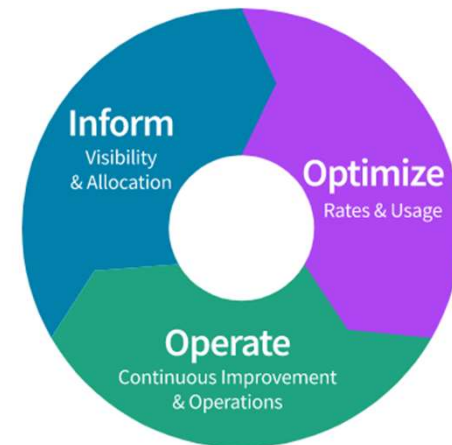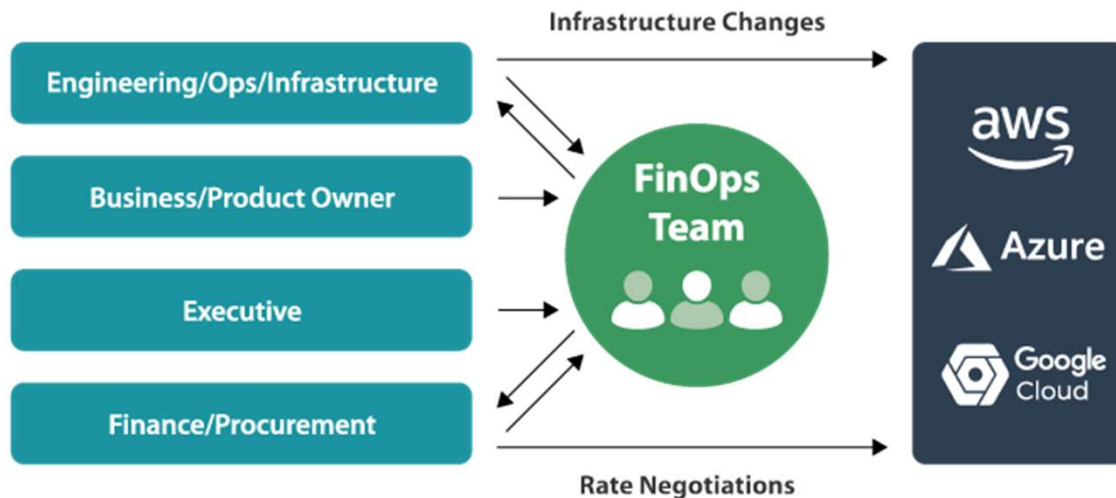
Move IaaS to the cloud

Optimize (IaaS)

Rightsized workloads, reservations, refining operational model

FinOps

- *"FinOps is a portmanteau of "Finance" and "DevOps" stressing the communications and collaboration business and engineering teams."*
- *Another portmanteau Chillax (chill/relax): behave, calm down, or relax*

FinOps is an evolving cloud financial management discipline and cultural practice that enables organizations to get maximum business value by helping engineering, finance, technology and business teams to collaborate on data-driven spending decisions.

Cloud Savings

- Are you moving to the Cloud, or have you moved to the cloud?
  - Will you save money?
- That depends.
  - You must Design to save.
  - You must Manage to save.

Manage your Cloud Spend

- Understand pricing – PayGo versus Savings Plan or Reserved Instances
- Design Matters – Do you need HA
- Watch out for Non-Prod Sprawl
- This is just math – Not advocating for DB choices or Cloud Vendor

Discounts based on commitments – an example

Database	Cloud	Model Number	CPU	RAM	Monthly Price (BYOL, PayGo, 730 Hours)	Monthly Price (BYOL, 3 YR RI)	Storage Pricing PayGo
SQL Server	XXX	YYY	8	32	$ 329.96	$ 125.39	$ 122.88
HANA	XXX	YYY	64	512	$ 3,363.84	$ 1,278.25	$ 245.76

HA or No HA – MBF versus Network Outages

Type	Servers	Storage
SQL Server		
QA, PRD and DR	$ 376.17	$ 368.64
HANA		
QA, PRD and DR	$ 3,834.75	$ 737.28

This is an example I see frequently. HA on Prem and then moving to cloud doing the same. Cloud vendors typically give 99.9 SLA for a single server.

The cost of HA		
Type	Servers	Storage
SQL Server		
QA, PRD and DR	$ 626.95	$ 614.40
HANA		
QA, PRD and DR	$ 6,391.25	$ 1,228.80

Manage Non-Prod Instances

Tier	Purpose
Production	HANA Server 1
Production	HANA Server 2
Production	S/4HANA ERP Application Server
Production	S/4HANA Fiori Application Server
Production	SAP Solution Manager
Quality Assurance	HANA Server 1
Quality Assurance	HANA Server 2
Quality Assurance	S/4HANA ERP Application Server
Quality Assurance	S/4HANA Fiori Application Server
Development	HANA Instance
Development	S/4HANA ERP Application Server
Development	S/4HANA Fiori Application Server
Development	SAP Solution Manager
Project Development	HANA Instance
Project Development	S/4HANA ERP Application Server
Project Testing	HANA Instance
Project Testing	S/4HANA ERP Application Server
Project Testing	S/4HANA Fiori Application Server

The point of this example is that Project related instances should be retired after the project is completed.
This may matter less On Prem, but it does on the Cloud.

Q&A

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Schedule a discovery call with the Protera team

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