![Protera logo]

Real Talk: Navigating 2023 Economic Headwinds While Providing Value with SAP
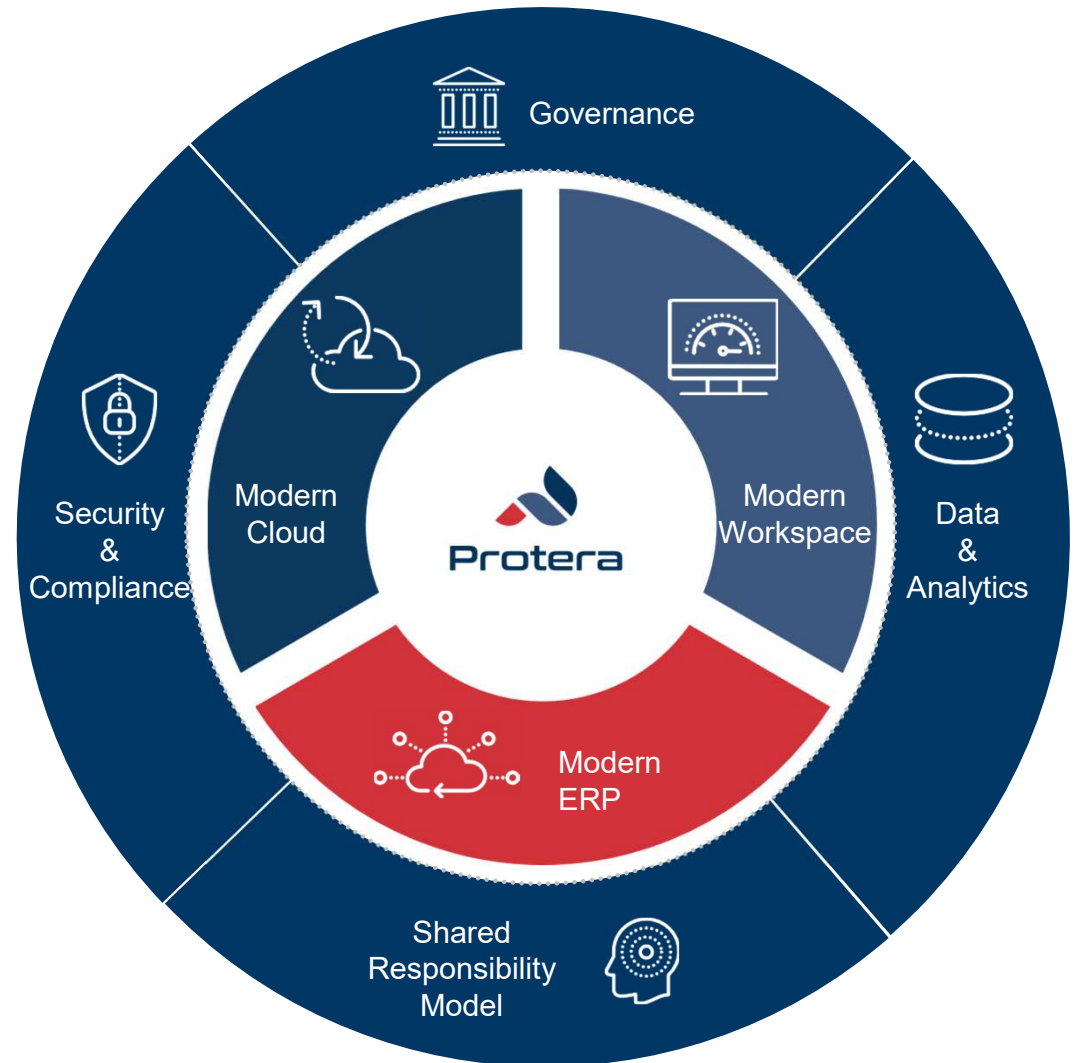
Rick Concepcion
Senior Solution Architect, Protera

Who is Protera?

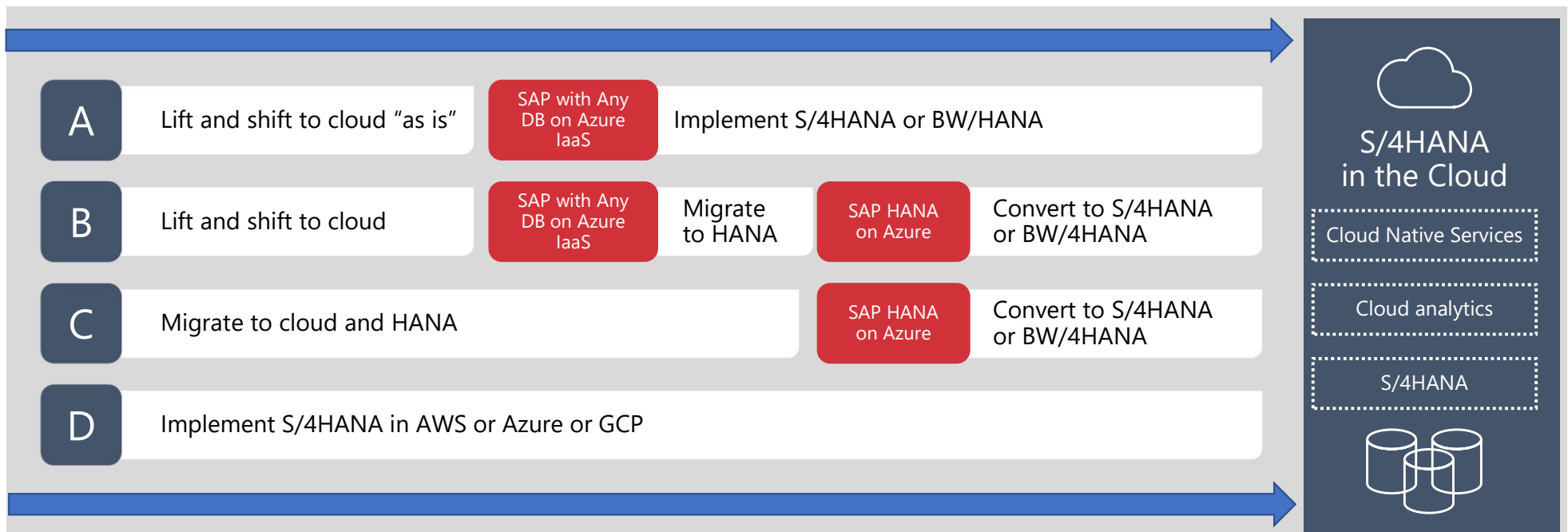We **modernize**, **optimize**, **and transform** enterprise workloads with a **proactive** services and support model

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

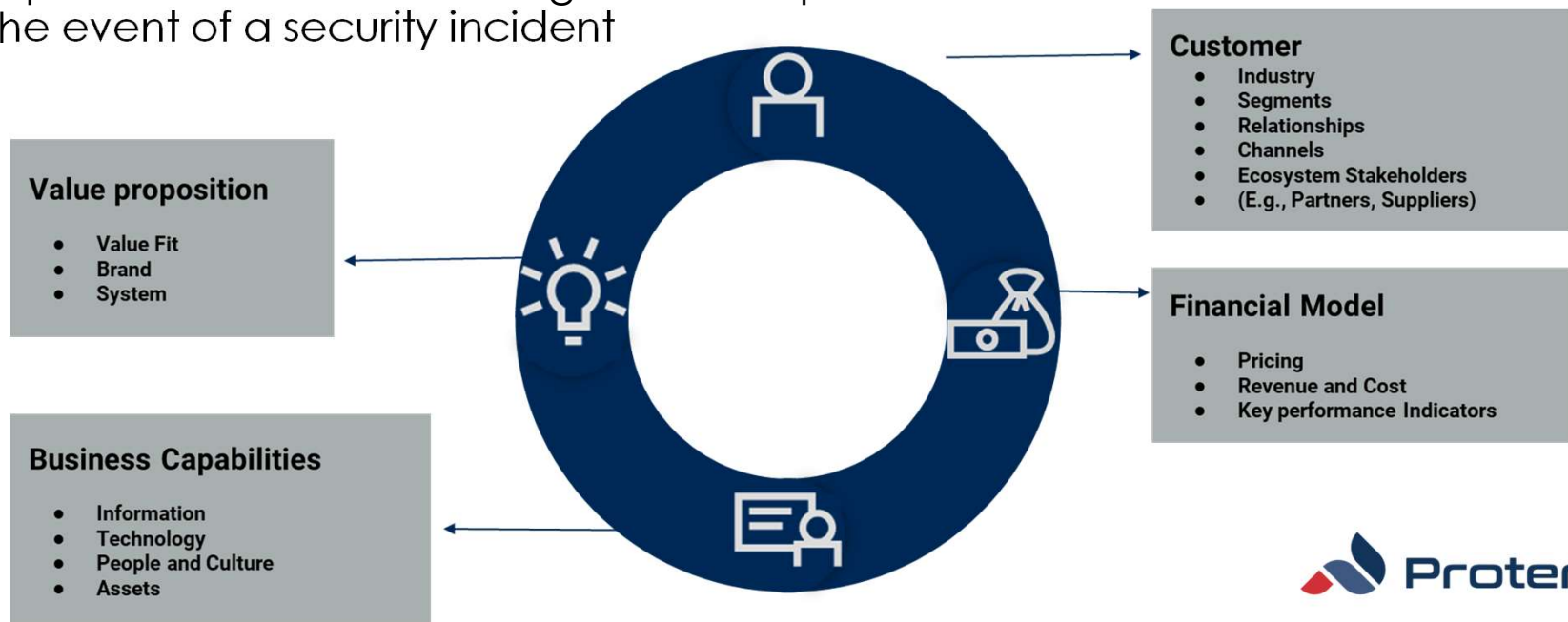# IT and Business alignment

- 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

Data Intelligence

Integration with Cloud Native analytics tools

FinOps

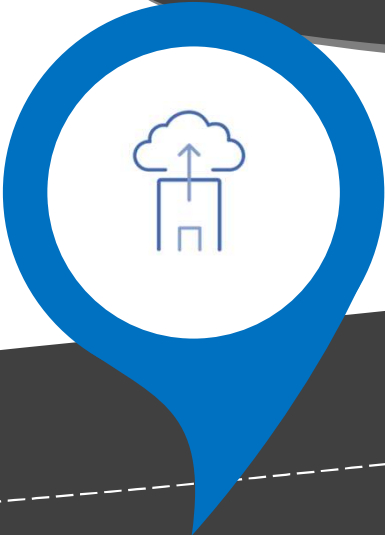*Advanced Cost Management*

DevSecOps

Continuous integration, continuous development, integrated security
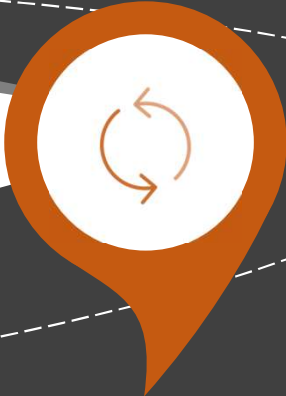
Data Analytics - AI / ML

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.
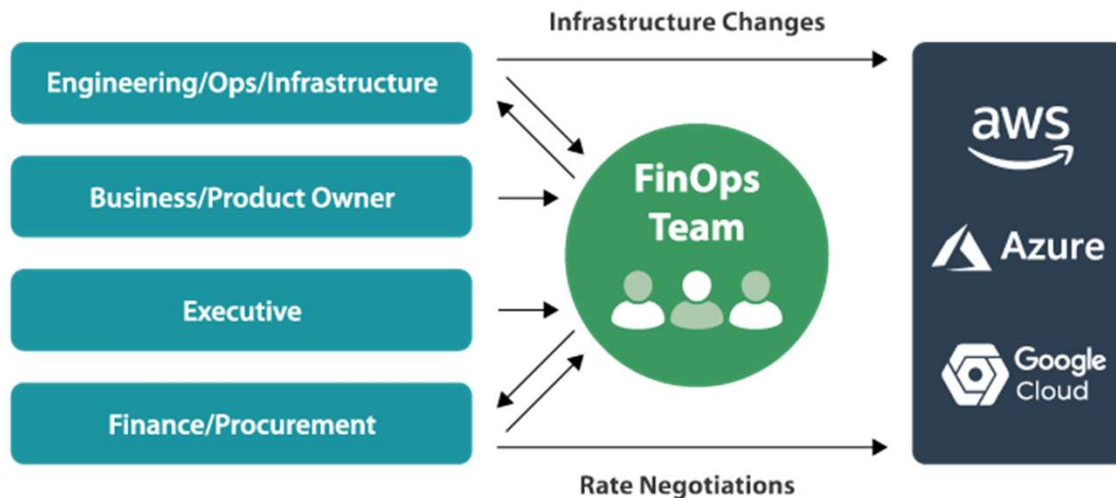
Availability	EBS Cost	Instance Cost	Estimated Cost	Instance	Pricing Type	O/S	Status	STD RI	CON RI	Savings Plan
us-east-1a	$4.00	$43	$46.66	t3.medium	OnDemand	Windows	running	$26	$28	$28
us-east-1b	$4.00	$43	$46.66	t3.medium	OnDemand	Windows	running	$26	$28	$28
us-east-1a	$0.80	$0	$0.80	t2.large	OnDemand	Linux/UNIX	stopped	$29	$33	$33
us-east-1a	$3.00	$0	$3.00	t2.large	OnDemand	Linux/UNIX	stopped	$29	$33	$33
us-east-1a	$104.00	$1,435	$1,539.39	r5.8xlarge	OnDemand	Linux/UNIX	running	$627	$757	$757
us-east-1a	$277.12	$9,483	$9,760.44	x1.32xlarge	OnDemand	Linux/UNIX	running	$3,087	$3,550	$3,550
us-east-1a	$124.16	$2,871	$2,994.94	r5.16xlarge	OnDemand	Linux/UNIX	running	$1,254	$1,514	$1,514
us-east-1a	$123.20	$137	$259.71	m5.xlarge	OnDemand	Linux/UNIX	running	$60	$70	$70
us-east-1a	$288.00	$358	$646.34	r5.2xlarge	OnDemand	Linux/UNIX	running	$157	$189	$189
us-east-1a	$9.60	$358	$367.94	r5.2xlarge	OnDemand	Linux/UNIX	running	$157	$189	$189
us-east-1a	$9.60	$358	$367.94	r5.2xlarge	OnDemand	Linux/UNIX	running	$157	$189	$189
us-east-1a	$239.52	$358	$597.36	r5.2xlarge	OnDemand	Linux/UNIX	running	$157	$189	$189
us-east-1a	$271.76	$136	$408.08	m5.xlarge	OnDemand	Linux/UNIX	running	$60	$70	$70
		$17,039						$5,826	$6,841	$6,841

Modern Workspace

The future of work is hybrid

**"Location-Centric Design Is a Relic of the Past"** – Gartner, April 2022

Human Centric approach

"Employers who provide a human-centric approach can see reduced workforce fatigue by up to 44%, increased intent to stay by as much as 45% and improved performance by up to 28%.." – Lorem ipsum, April 2022

Modern work in a distributed workplace
Modernization is a people conversation too.

Collaboration Modes
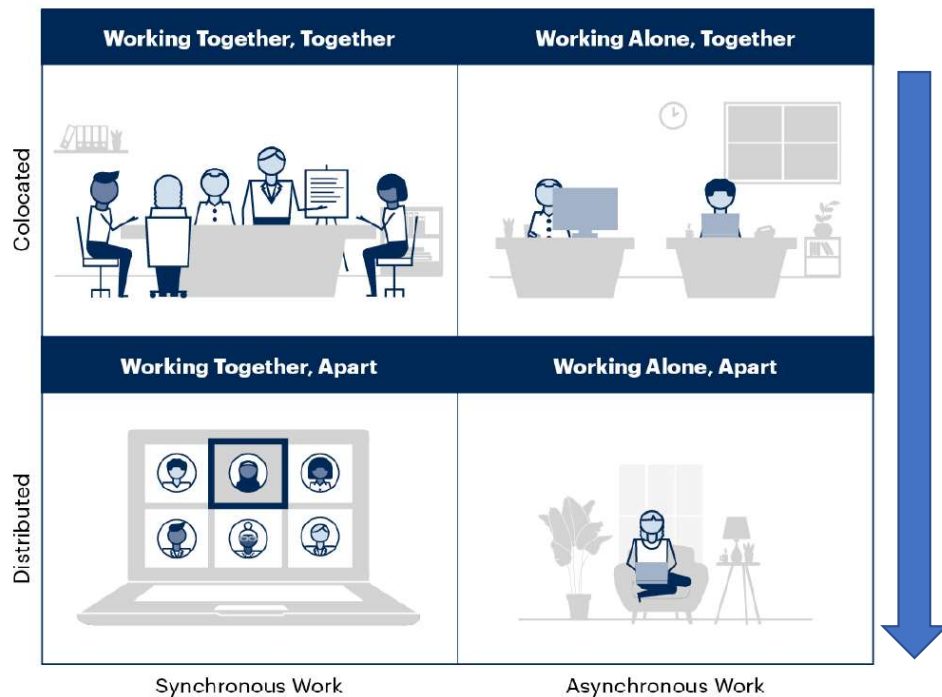
IT Challenges

- Facilitate collaboration and communication

- Provide secure access to corporate data

- Enable a digital workplace for employees to share in successful outcomes

- Be compliant while being flexible with how employees access data

- Create training opportunities, measure employee results and engagement

Data is everything

- Cloud offers the ability to leverage advanced data analytics tools.
- Integrate SAP data with additional data sources to provide decision support
- Evolve data analytics strategy to include AI/ML
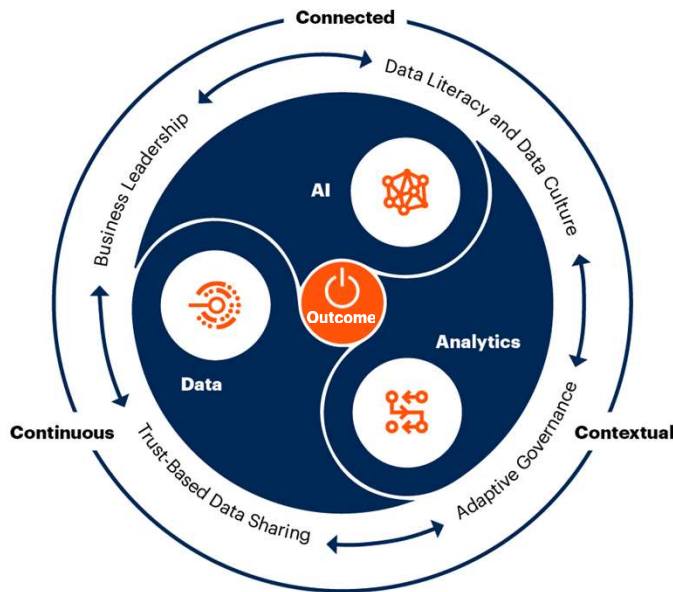
"Through 2025, 80% of organizations seeking to scale digital business will fail because they do not take a modern approach to data and analytics governance." – Gartner 2022

DevOps

DevOps is designed to deliver a high degree of agility while maintaining a high degree of governance

Start small, pick the right projects

"DevOps emphasizes people, culture and collaboration between development, operations and other stakeholders to improve the delivery of customer value."

DevOps Technical Outcomes

- Governance of code
- Rapid deployment cycle
- Security of platform
- High Availability
- Observability – Reduce MTTR