



Protera

Real Talk: Navigating 2023 Economic Headwinds While Providing Value with SAP



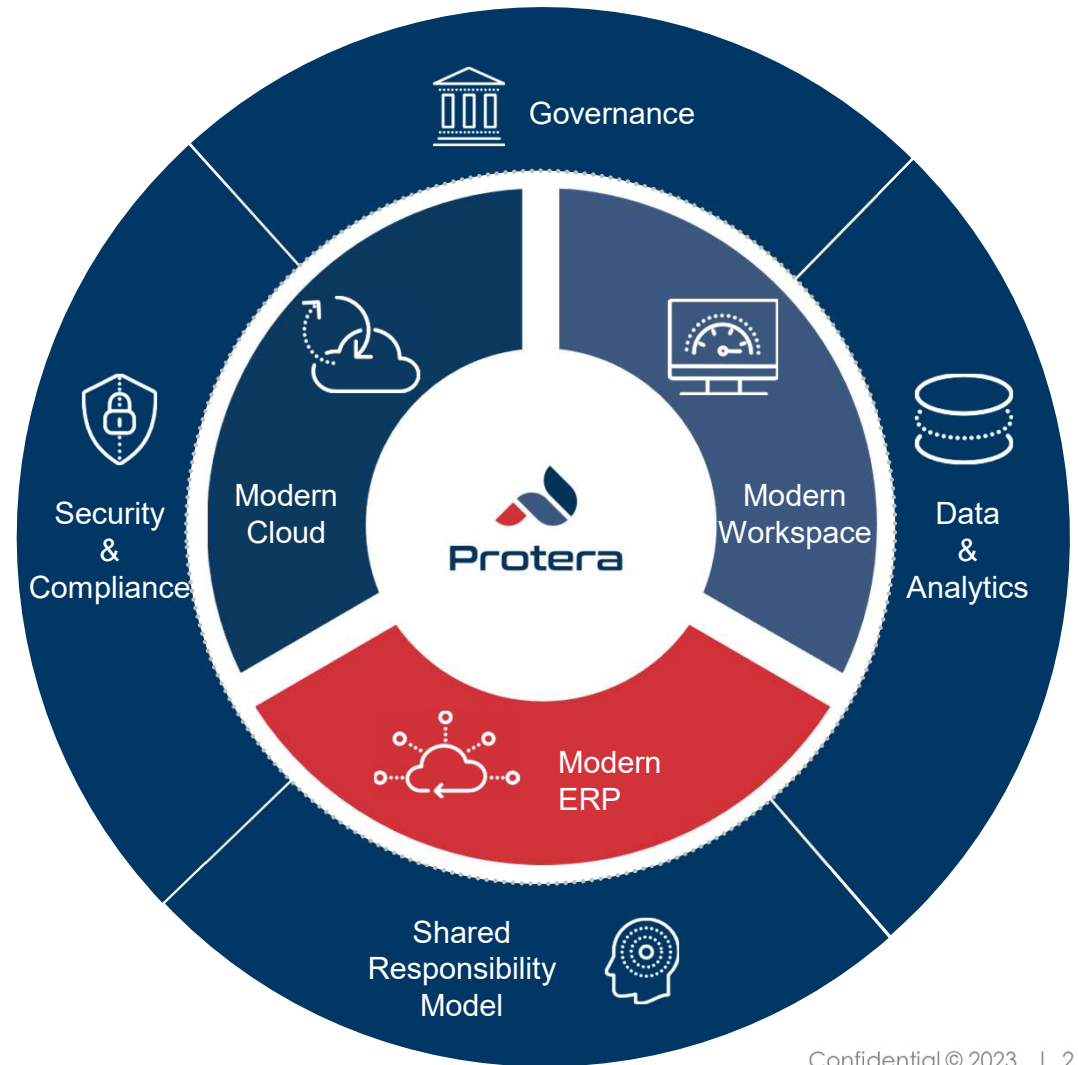
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2023

Who is Protera?

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



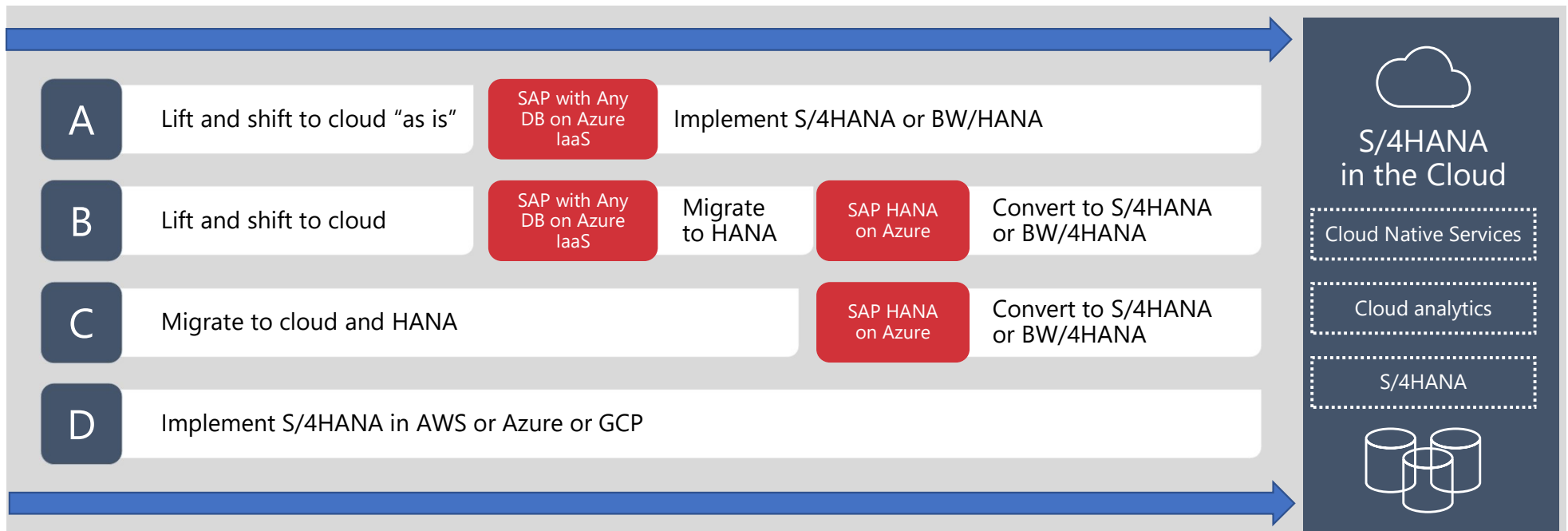
THE CLOUD MODERNIZATION JOURNEY

Migration \neq Modernization

Migration is the beginning of the
journey

Different paths for moving SAP to the Cloud

Moving your SAP landscape to the Cloud



IT AND BUSINESS ALIGNMENT

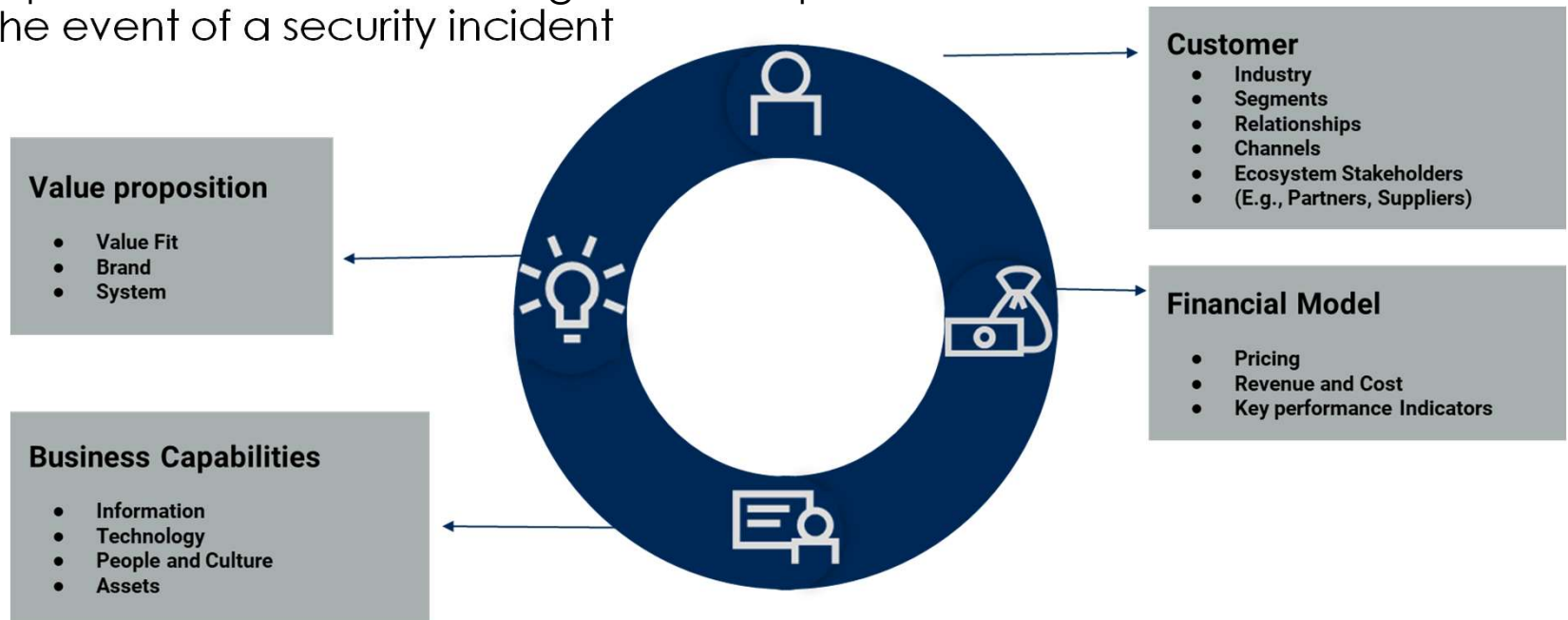
- IT Business Acumen
- FinOps
- Data Driven
- Data *organized* is Information
- Information *understood* is Knowledge
- Knowledge *applied* is Wisdom
- DevOps

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

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



Example of Cloud Modernization Roadmap

Data Intelligence

Integration with Cloud
Native analytics tools



FinOps

Advanced Cost
Management



DevSecOps

Continuous integration,
continuous development,
integrated security



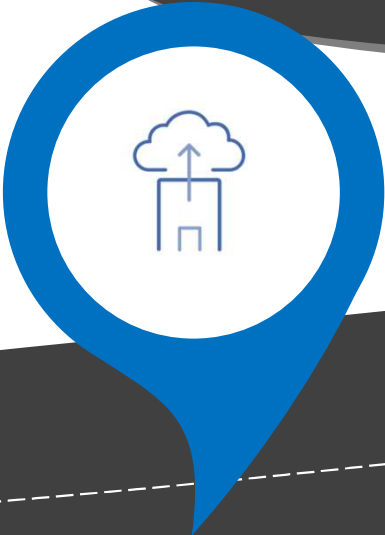
Data Analytics

- AI / ML



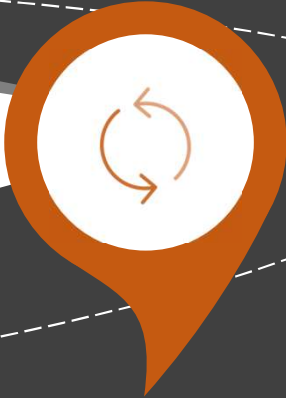
Modern Workspace

Secure access to data from a hybrid
environment



Cloud Migration

Move IaaS to the
cloud



Optimize (IaaS)

Rightsized
workloads,
reservations,
refining operational
model

FinOps Framework

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

Maturity



Crawl Walk Run

Principles

- ▶ Teams need to collaborate
- ▶ Everyone takes ownership for their cloud usage
- ▶ A centralized team drives FinOps
- ▶ Reports should be accessible and timely
- ▶ Decisions are driven by business value of cloud
- ▶ Take advantage of the variable cost model of the cloud

Personas



Phases

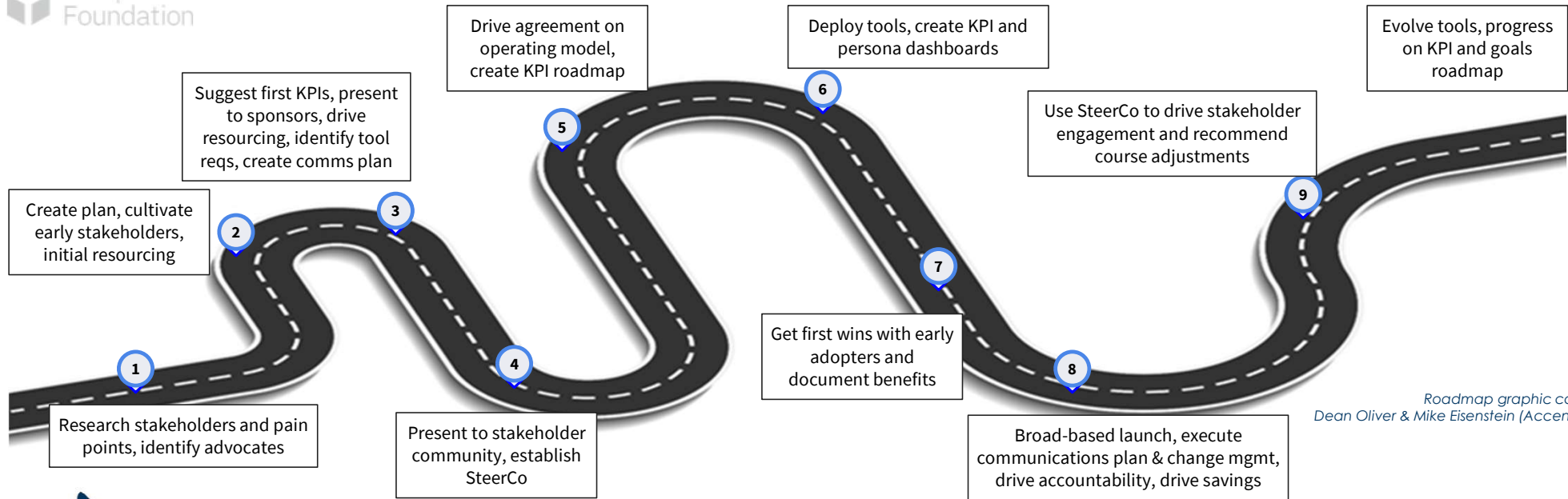


Domains



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ADOPTION ROADMAP FOR THE DRIVER



Roadmap graphic courtesy of Dean Oliver & Mike Eisenstein (Accenture, LLP)



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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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