



SAP on AWS

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

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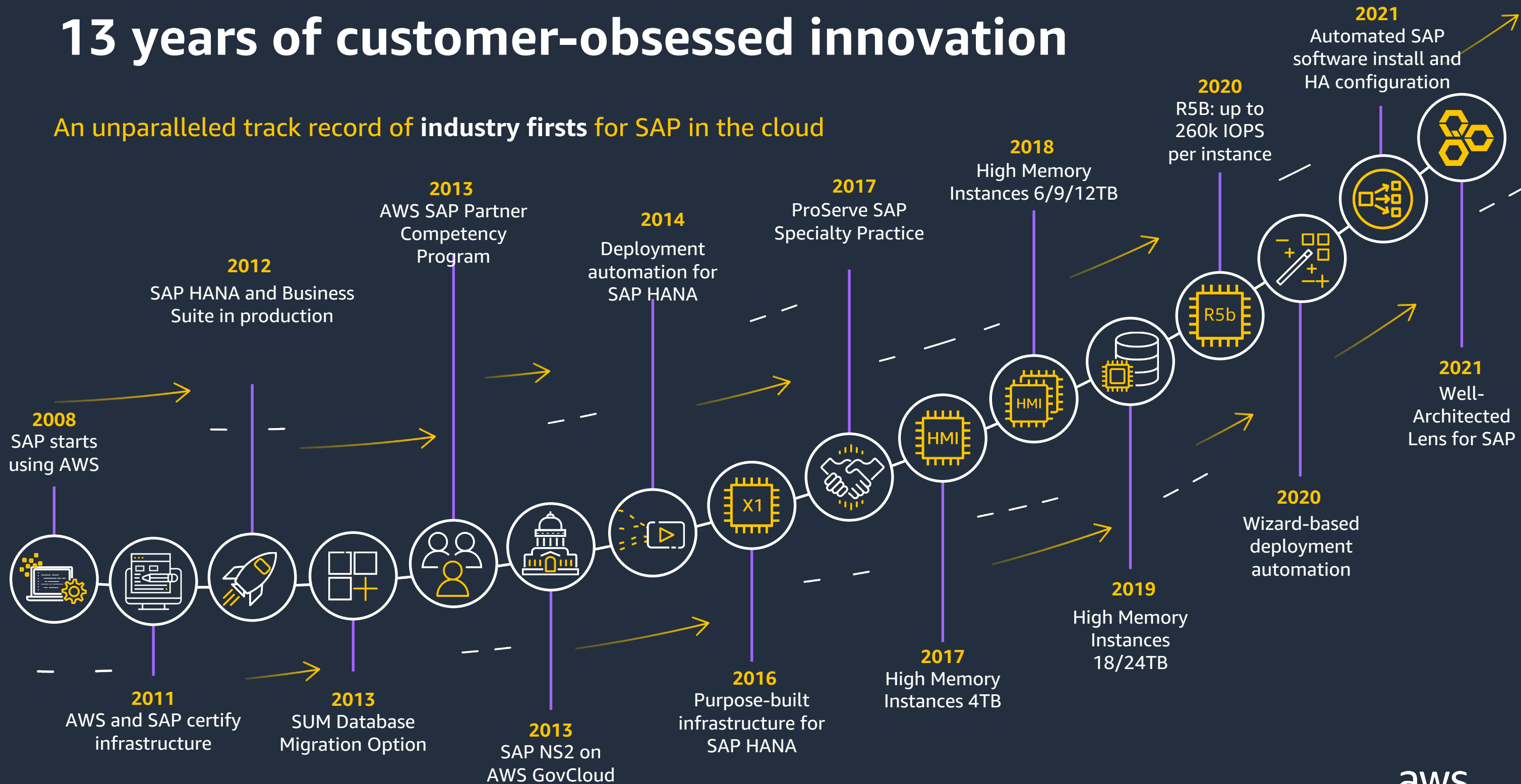
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13 years of customer-obsessed innovation

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



5000+ SAP customers across industries and geos trust AWS

HEALTHCARE & LIFE SCIENCES



ENERGY & NATURAL RESOURCES



RETAIL & CONSUMER GOODS



MEDIA & ENTERTAINMENT



PUBLIC SECTOR & DEFENSE



AUTOMOTIVE & TRANSPORTATION



MANUFACTURING & INDUSTRIAL



AGRICULTURE, CPG, & FOOD/BEV



PROFESSIONAL/ FINANCIAL SERVICES



TECHNOLOGY

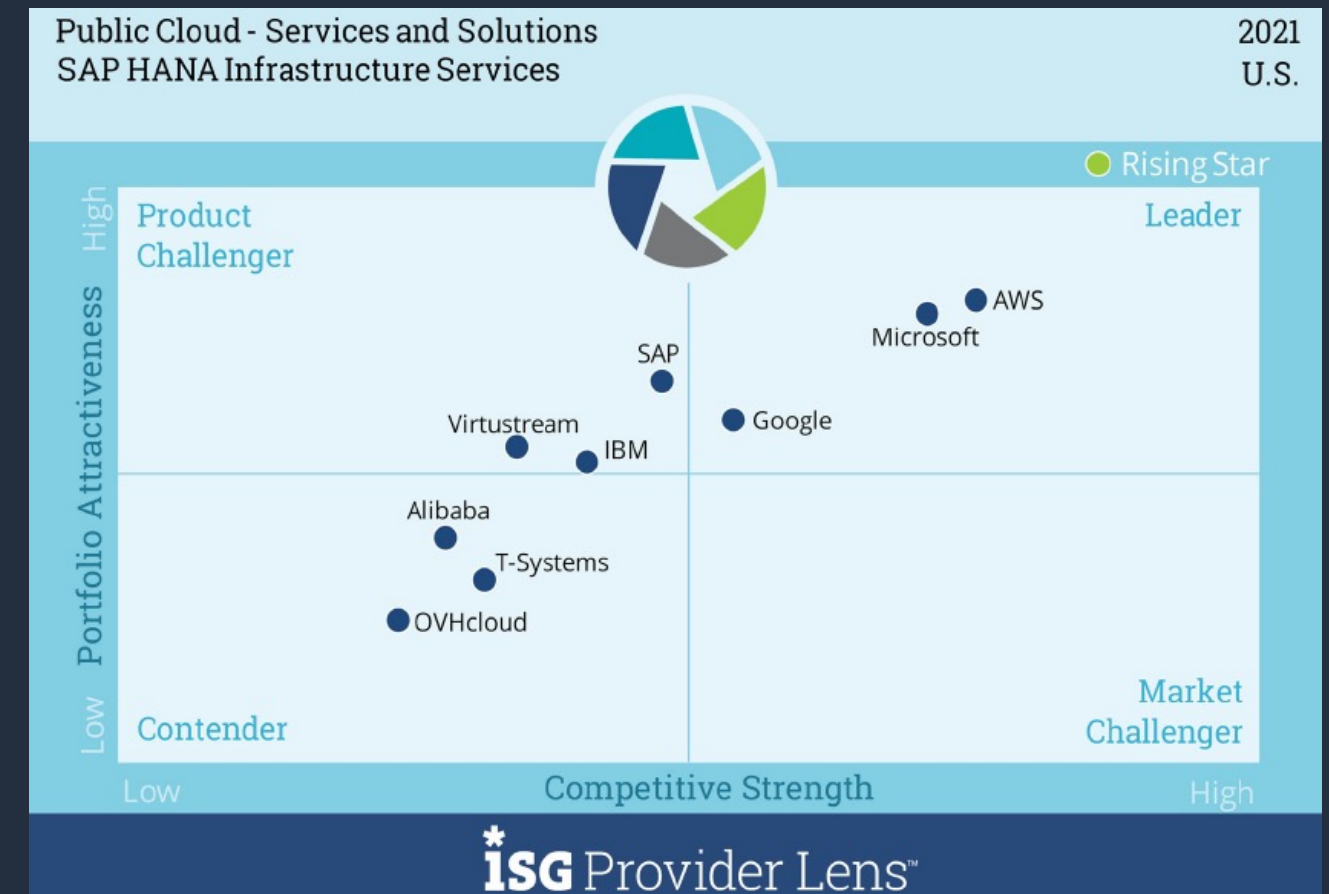


AWS leads HANA Infrastructure Services

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.*”



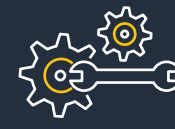
Business Value of Running SAP on AWS



Cost savings (TCO)



Staff productivity



Operational resilience



Business agility

What is it?

Infrastructure cost savings/avoidance from moving to the cloud

Efficiency improvement by function on a task-by-task basis

Benefit of improving SLAs and reducing unplanned outage

Deploying new features/applications faster and reducing errors

Examples

40% reduction in TCO ([Midas Safety](#))

50% reduction of system deployment times ([Haufe Group](#))

Increased uptime to 99.99% for S/4HANA systems ([Mitsui Coal](#))

After migration we now build analytics and new applications ([Caring Pharmacy](#))

KPIs

- IT spend on app per user
- Total IT infrastructure spend

- VM's managed per admin
- TB's managed per admin
- SAP systems managed per admin
- Time to complete system refresh

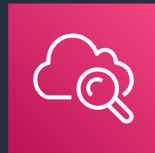
- Application availability
- Total monthly incidents
- Critical (P1/P0) incidents
- Security incidents
- Mean-time-to-resolution (MTTR)
- App resilience rating
- App security rating

- Time to market
- Time to deploy
- Code deployment frequency
- Customer satisfaction
- Employee satisfaction

← Typical focus (TCO) →

← Most compelling cloud benefits (ROI) →

Automation with SAP on AWS



AWS CloudWatch for monitoring SAP



Systems Manager for Automating Maintenance like Patching



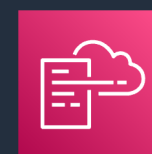
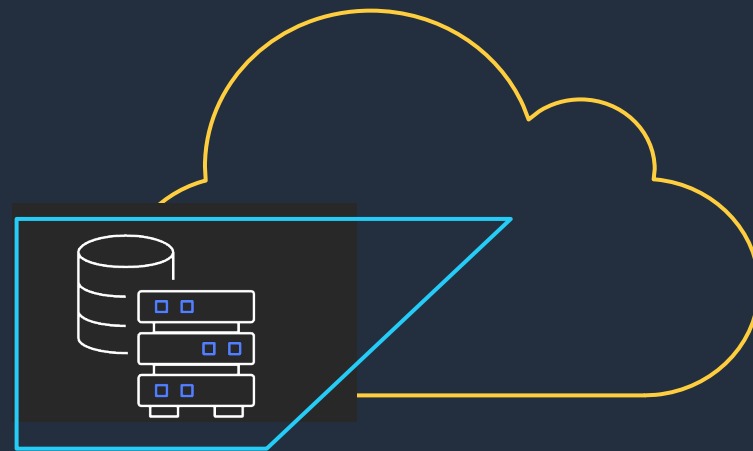
Serverless System Copy for SAP



AWS Config for Auditing SAP Systems & OS Config



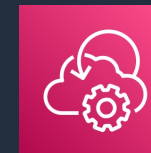
Auto-scaling for SAP



AWS Launch Wizard for Installation



Auto Start-up and Shutdown for SAP (Chatbot)



AWS Backint Agent



AWS Elastic Disaster Recovery



Simple Scheduler for SAP Jobs

Clean core + AWS = Innovation

Enabling the 'data driven enterprise'

↑
**REVENUE
GROWTH**

**OPERATIONAL
OVERHEAD**
↓


Empowered sales teams

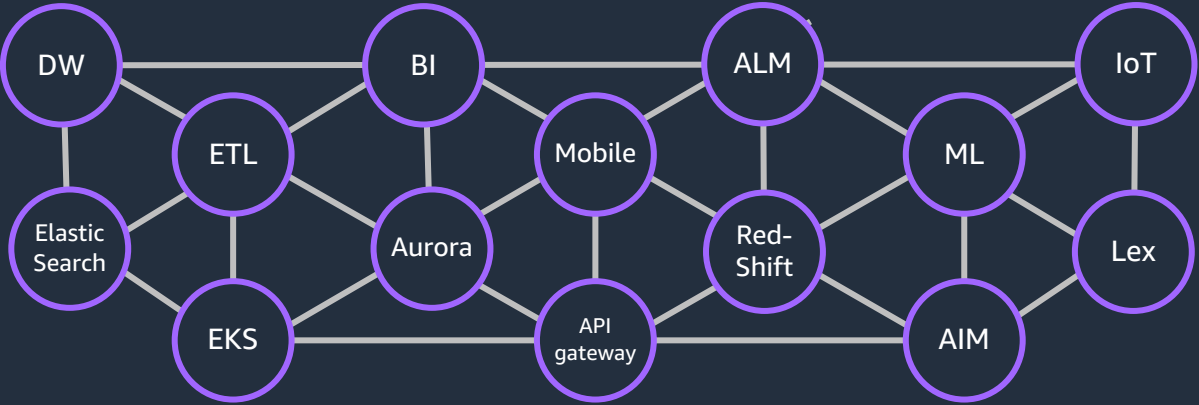

Intelligent decision making


Better relationship with customers


Increased efficiency


Products that get better with time


Data-driven discipline



AWS native SAP Business Technology Platform



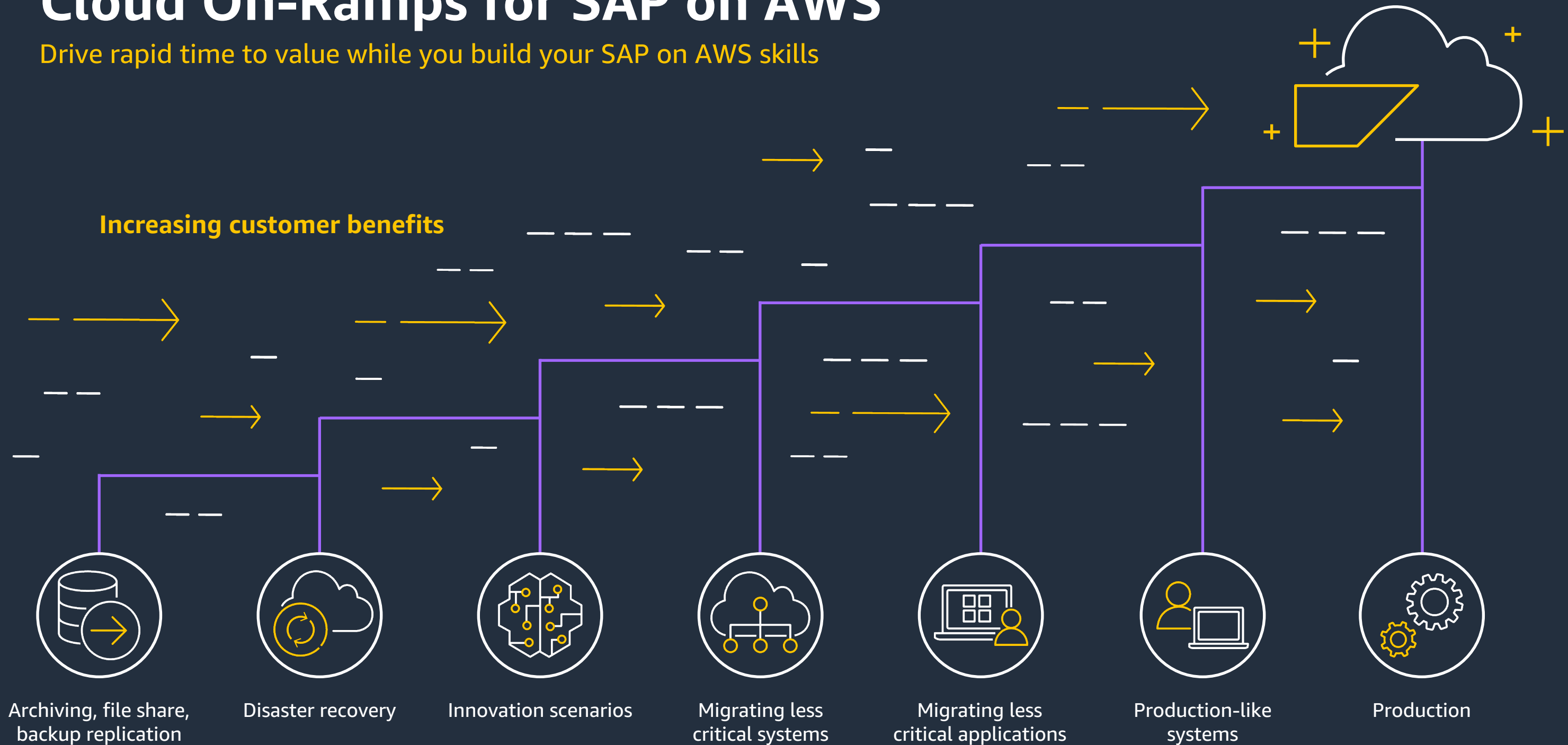
DIFFERENTIATION LAYER
Build to change

APPLICATION LAYER
Build to consume

INFRASTRUCTURE LAYER
Build to last

Cloud On-Ramps for SAP on AWS

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



Why SAP customers choose RISE on AWS



Unmatched experience and Analyst Recognition

- 13+ years partnering with SAP
- 5,000+ SAP customer
- Named as a leader 3 consecutive years by ISG Provider Lens for SAP HANA.



High Availability, Reliability and Performance

- Only AWS offers Recovery Point Objective (RPO) of Zero saving customers costs of data loss

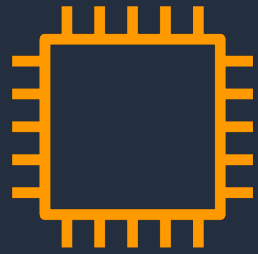


AWS powers SAP's future Innovation

- New SAP Business Technology Platform (BTP) services are released on AWS first¹
- AWS supports the most no. of BTP services and in more regions than competition
- AWS Graviton 3 processors to power SAP HANA Cloud²

1- SAP launched 24 new BTP services between 06/2021-02/2022. 21 are on AWS (only 9 on Azure and 4 on GCP).
2- Announced by Adam Selipsky at re:Invent 2021

Summary of AWS innovations for SAP in 2021 / early 2022



EC2 Instances

New **instances for SAP** including R5b (storage optimized), Virtual High Mem, Intel Ice Lake (M6i, R6i,) AMD Milan (M6a), next gen X1/X1e* etc.)



Amazon EBS

New **storage options for SAP** (e.g. gp3, io2 Block Express, FSx for NetApp ONTAP^)



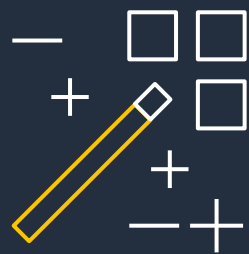
Amazon AppFlow

Native integration of **data from SAP to AWS services**



Amazon CloudWatch Application Insights for SAP HANA

Easily set up observability for SAP HANA to identify and resolve issues faster



AWS Launch Wizard

7 major **additional features** including **DevOps capabilities, HA config, RHEL/SUSE version support, AMS support**



AWS Backint Agent

3 major **enhancements** including **support for S3 Intelligent Tiering**



AWS Well-Architected Lens for SAP

Proven **SAP on AWS best practice guidance** across operational excellence, security, reliability, performance, and cost optimization



AWS Training and Certification

SAP on AWS specialty certification to validate skills in architecting, migrating and managing SAP workloads on AWS

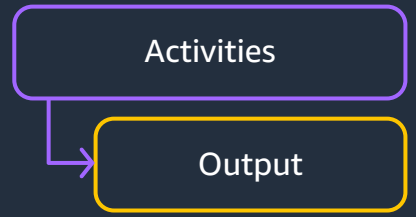
*= December 2021 ^ = Early 2022

John Deere SAP on AWS Cloud Journey

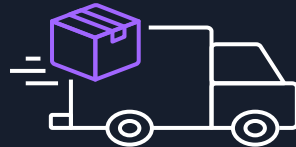


“Faster system provisioning in hours compared to days and weeks on-prem. We went with a mindset of right sizing so that we can scale up and down as needed...There was a substantial cost savings after moving to the cloud and we were able to leverage cloud technologies to accelerate our innovation”- Prasanna Kedilaya, Product Manager, SAP Platform, John Deere

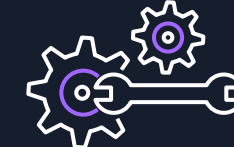
Customer Education Journey



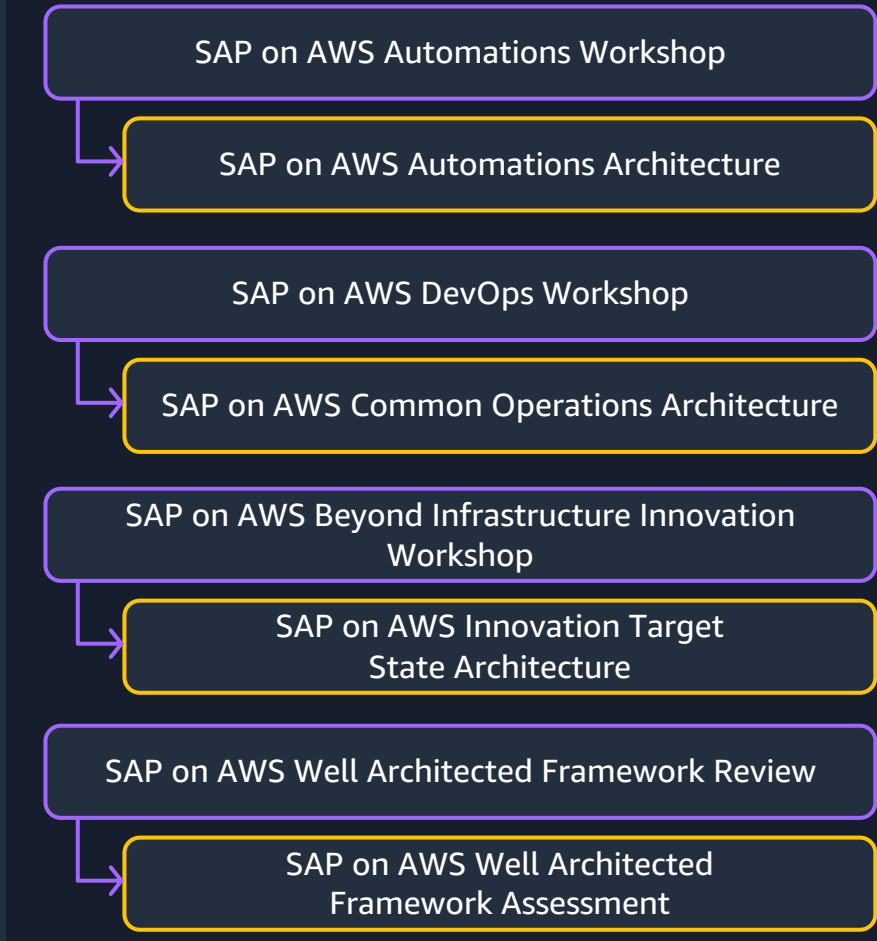
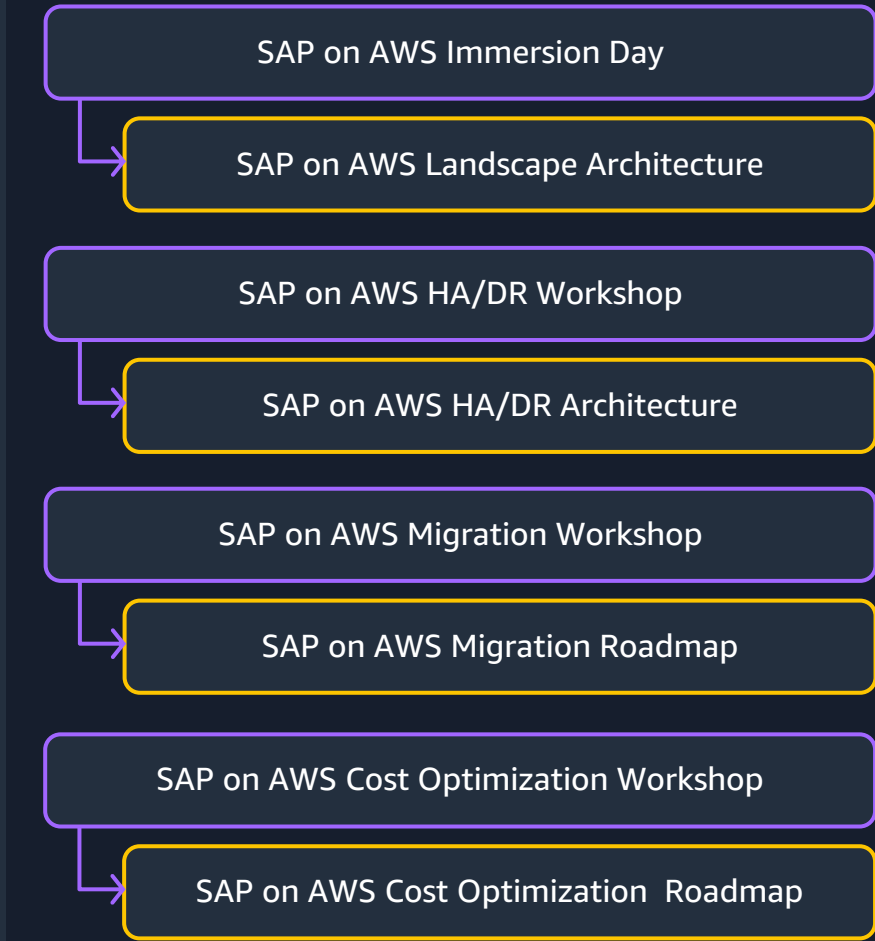
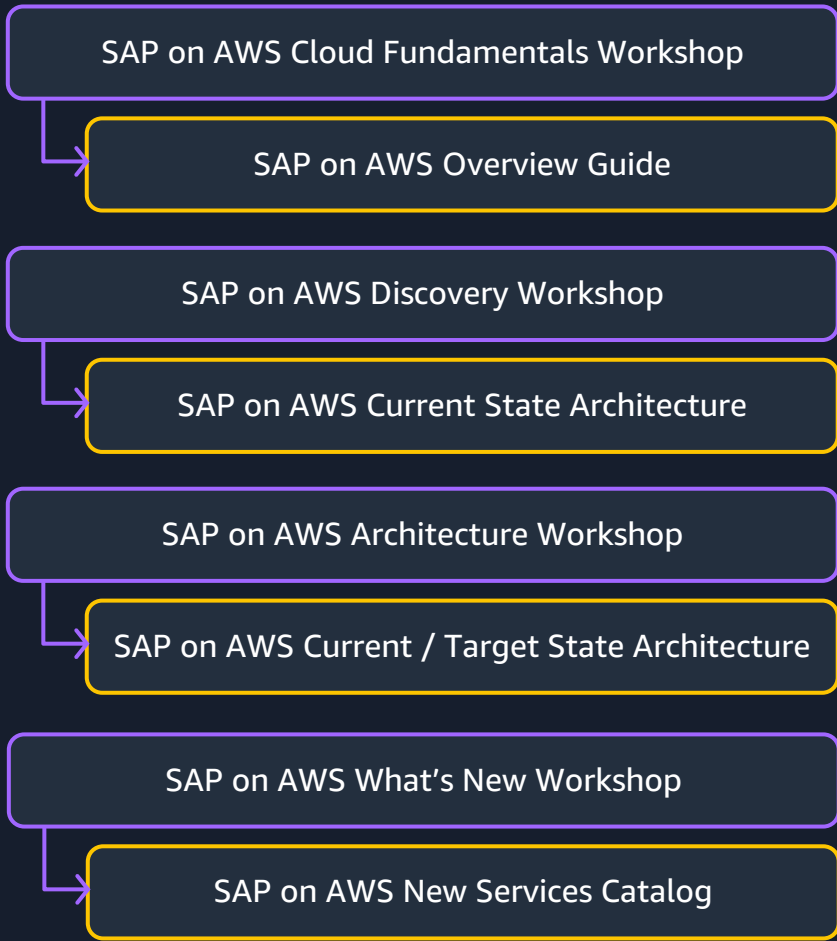
Assess



Mobilize



Migrate and Modernize



Call to Action

- **Discover / Assessment:** AWS-led complimentary workshop to determine business case and migration strategy
- **Proof of Concept (POC):** Contact us for SAP Migration POC.
- AWS have funding programs available to support these PoCs.

Contact Us:

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Thank You