



SAP on Cloud | Hyperscale. Hyperspeed. Hypercare.

Revolutionize Your SAP Landscape with Modern Cloud Automation

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We are Lemongrass



Digitally enabled SAP on any Cloud



SAP as Part of a Digital Process

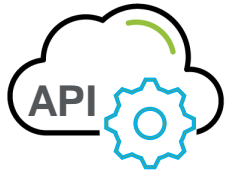
SAP Digital Service Delivery

SAP on Native Hyper-Scale Cloud

Native Cloud Operating Model

SAP Part of Enterprise Data Model

SAP on Cloud Automation



SAP API Engine



Lemongrass Service Portal



Patterns, Architecture, Skills



SAP Data Connector



Lemongrass Cloud Platform (LCP)





1k+

Cloud
Certifications



330+

SAP
Certifications



145+

Other Delivery
Certifications

How We Deliver

Driving a Culture of Innovation



700+

Experts Across the Globe

Product Development
United States, United Kingdom,
Argentina, South Africa, Philippines, India

Offshore Delivery
Mexico, Argentina, South Africa,
Philippines, Malaysia, India

Operating Regions
Americas, EMEA, APAC

220+

SAP Engagements
in 20+ Countries

8k+

SAP Servers
Under Management

750k+

SAP Users
Supported



HM Government
G-Cloud
Supplier

Customers' Views on SAP on Cloud



How to discover and remove barriers?



SAP runs cheaper in its own Data Center?



SAP workloads not Cloudy enough?



Siloed Ops - Not seeing promises?



Appears the same as running on-premises?

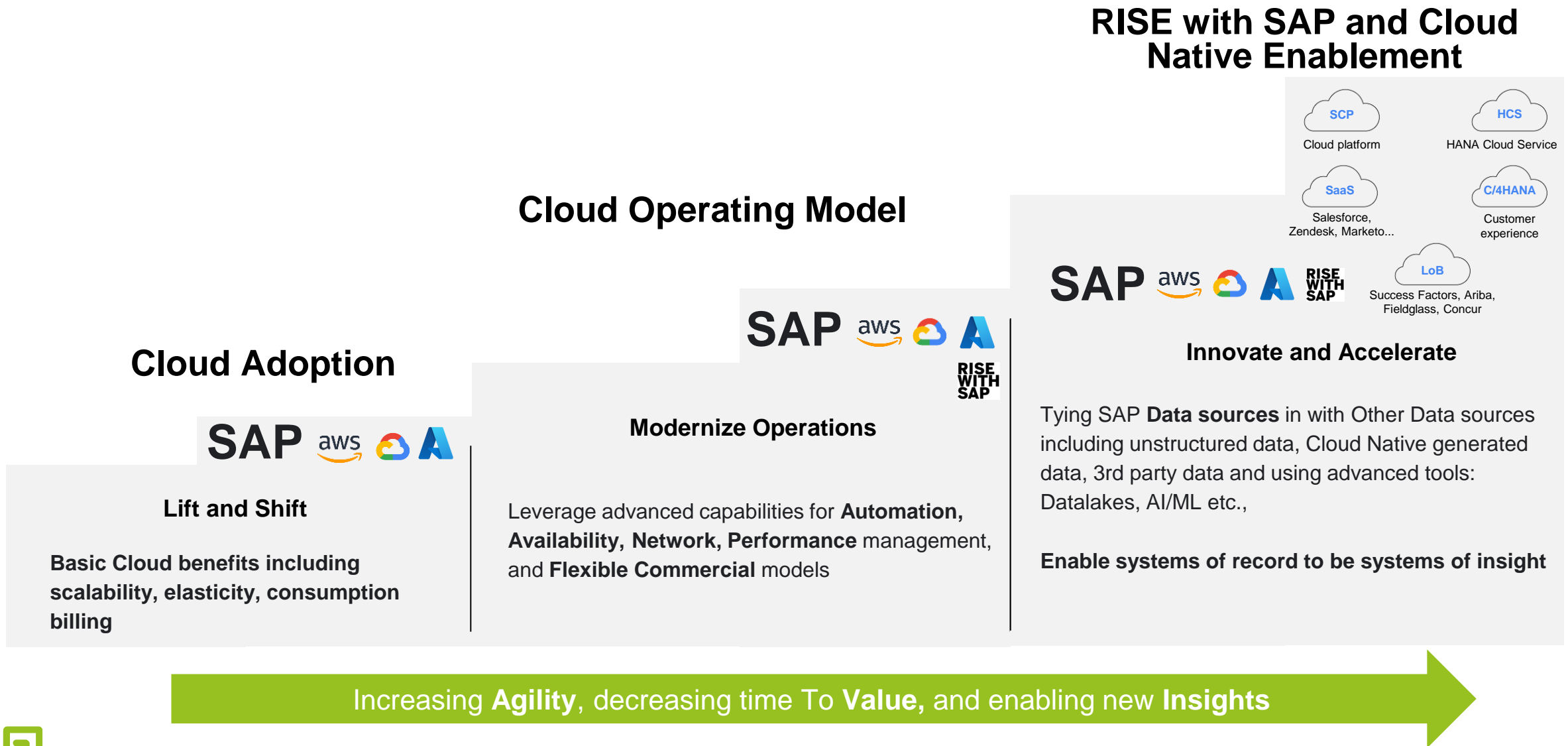


How to leverage native Cloud innovations?

“Customers seem to fully understand and leverage the Cloud only after, they've already moved to it”



Putting the Cloud in SAP



Increasing **Agility**, decreasing time To **Value**, and enabling new **Insights**



SAP Journey to Cloud

Automation delivers the key features of Cloud

What SAP Customers Want

What is available



Innovation

- Express Labs
- S/4 MVP
- Data Integration
- Custom POCs
- Innovation Sessions

RISE
SAP RISE



Agility

- DevOps for SAP
- Digital Catalog

Cloud Platform



Operational Excellence

- Operate**
 - BasisOps
 - SecOps
 - SysOps
 - 0h-Maint.
- Implement**
 - Greenfield
 - Modernize
 - Lift & Shift
 - LCP Migrate

RISE
SAP RISE



Business Case

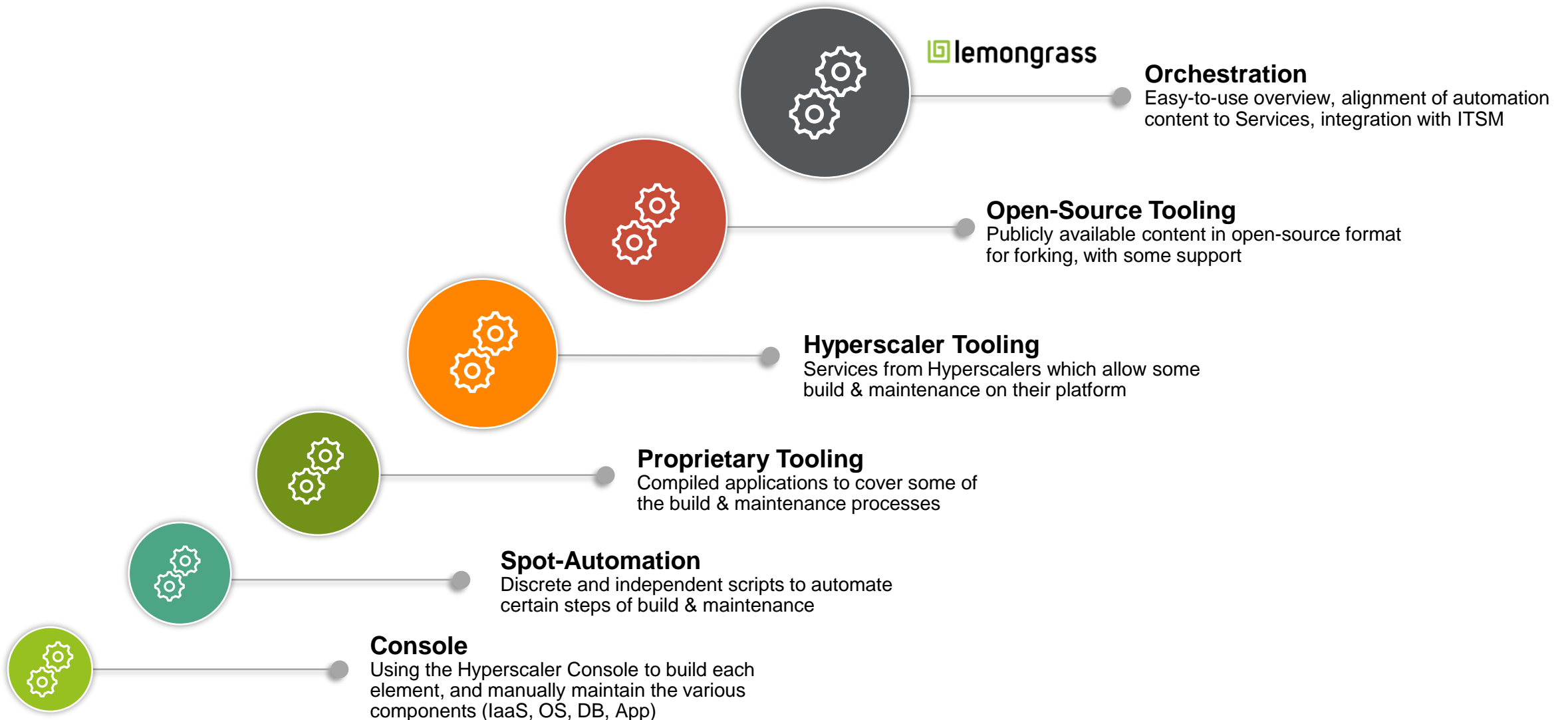
- Migrate Assessment
- Discovery
- FinOps
- Health Assessment
- Business Case

RISE
SAP RISE

Lemongrass Services for RISE | SAP RISE Services

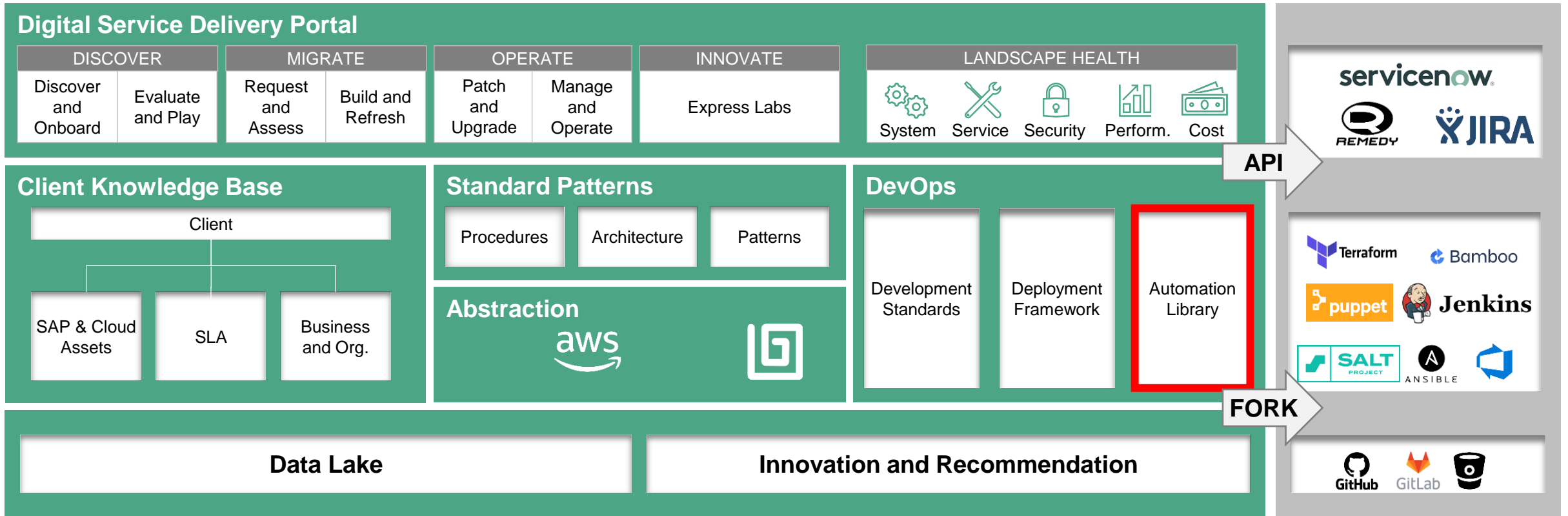


SAP on Cloud Automation Evolution

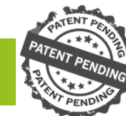


Leveraging High-Levels of Native Automation

Cloud native technology, provides unified Cloud orchestration management, operations and rapid access to new innovations on Cloud with any tool chain

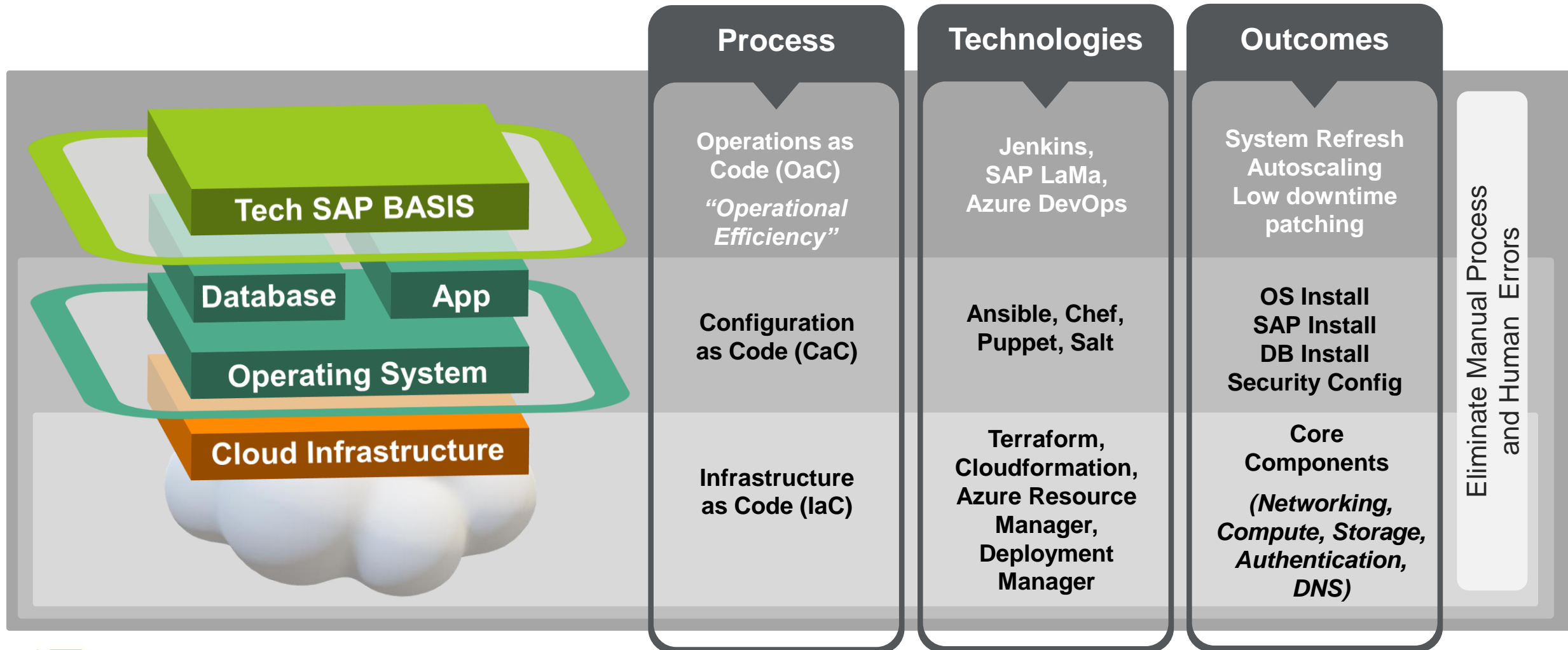


← Lemongrass Native Tool Chain → Client Tool Chain →



Modernize SAP Landscape Operations

Key Technologies



SAP Landscape Automation Capabilities

Automated Server Copy

SAP Aware Start/Stop

Application Server Auto Scale

OSS Note Import

Environment Rebuilds

Automated HANA Patching

Automated Server Resize

Auto DR Failover

Auto OS Patching

Auto DB Patching

Infrastructure as Code

- Automate infrastructure provisioning
- VM deployments
- Storage configuration
- Network configuration

Configuration as Code

- OS parameters
- Auto install of DB
- DB parameters
- SAP application install
- Add-on installs
- Baseline security
- HA configuration
- DB replication
- Non-HANA log shipping

Operations as Code

- Bill of Materials
- Service Contracts
- Operational State
 - Confirm configuration
 - Validate patch levels
- Backup Status

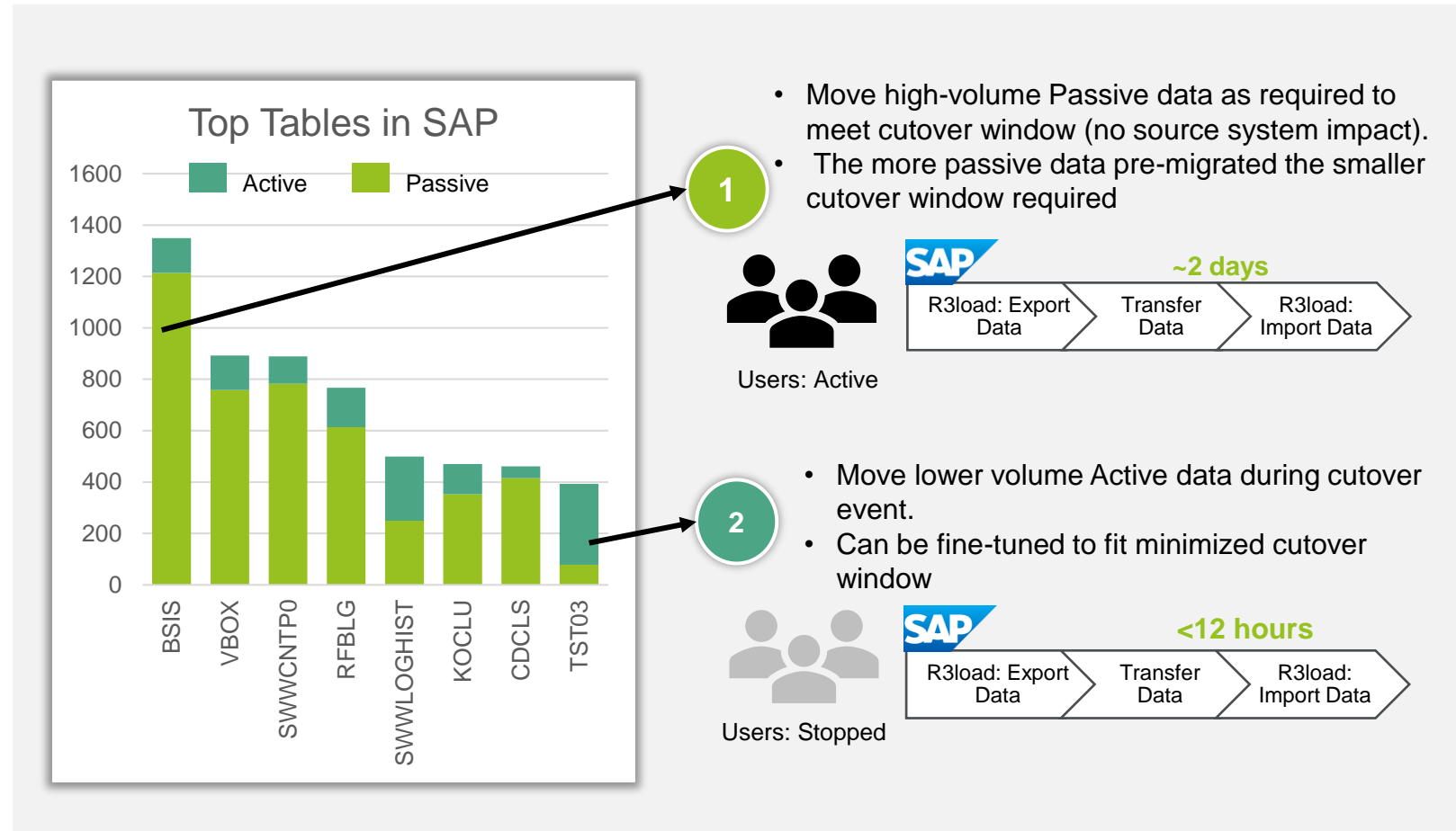


Large Heterogeneous Migrations

A combination of software and services that enables companies to seamlessly migrate double-digit or triple-digit terabyte SAP databases to hyperscale Cloud with guaranteed low downtime



- Incremental approach for large heterogeneous migrations
- Can be combined with upgrade
- Allows removal of technical and/or historical data
- Minimal impact to workloads on production systems
- SAP supported



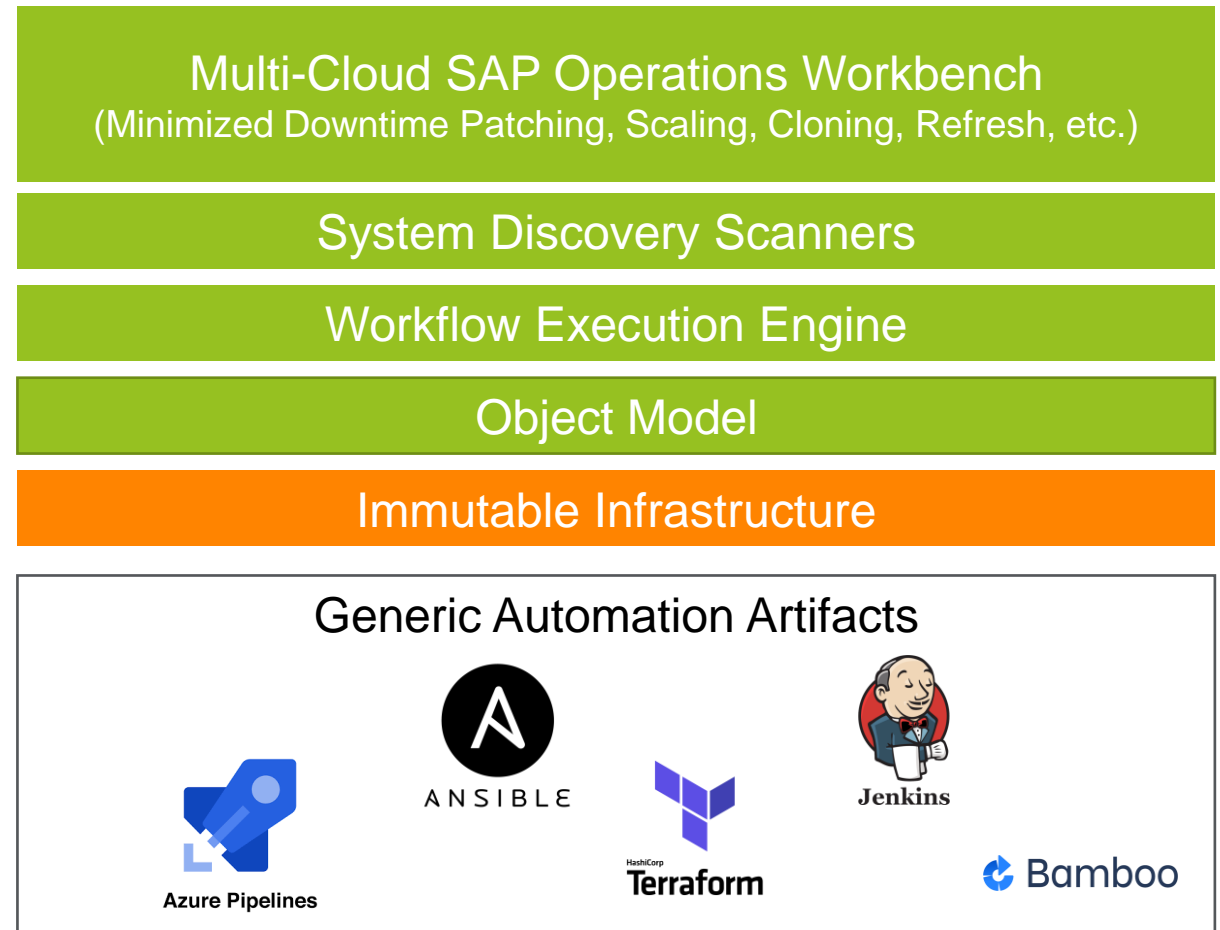
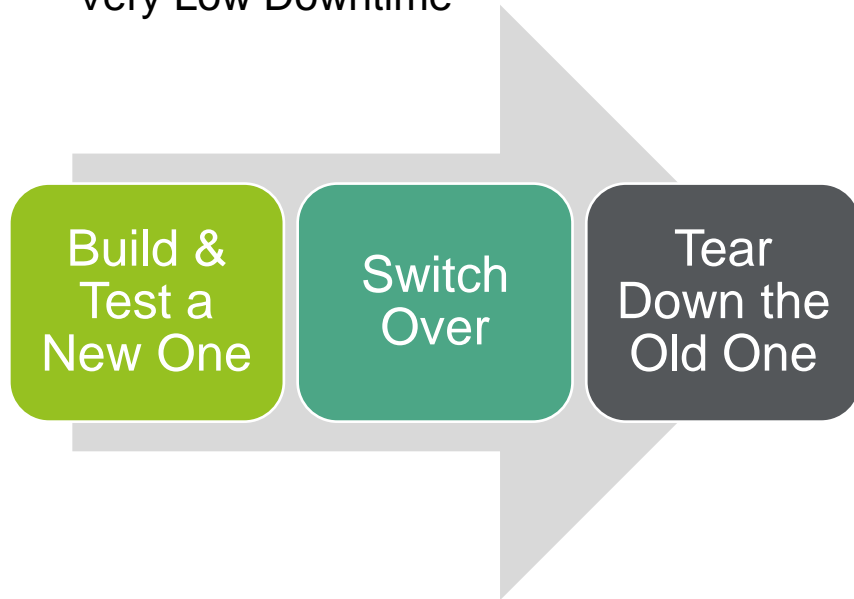
MDO™ (Minimized Downtime Operations) for SAP



Applying the concept of an immutable SAP platform, patent-pending MDO (Minimized Downtime Operations) revolutionizes the customer experience for running SAP in the Cloud.

A solution that allows customers or consultants to trigger, monitor, and schedule significant operations on SAP Systems and the infrastructure on which they reside, with:

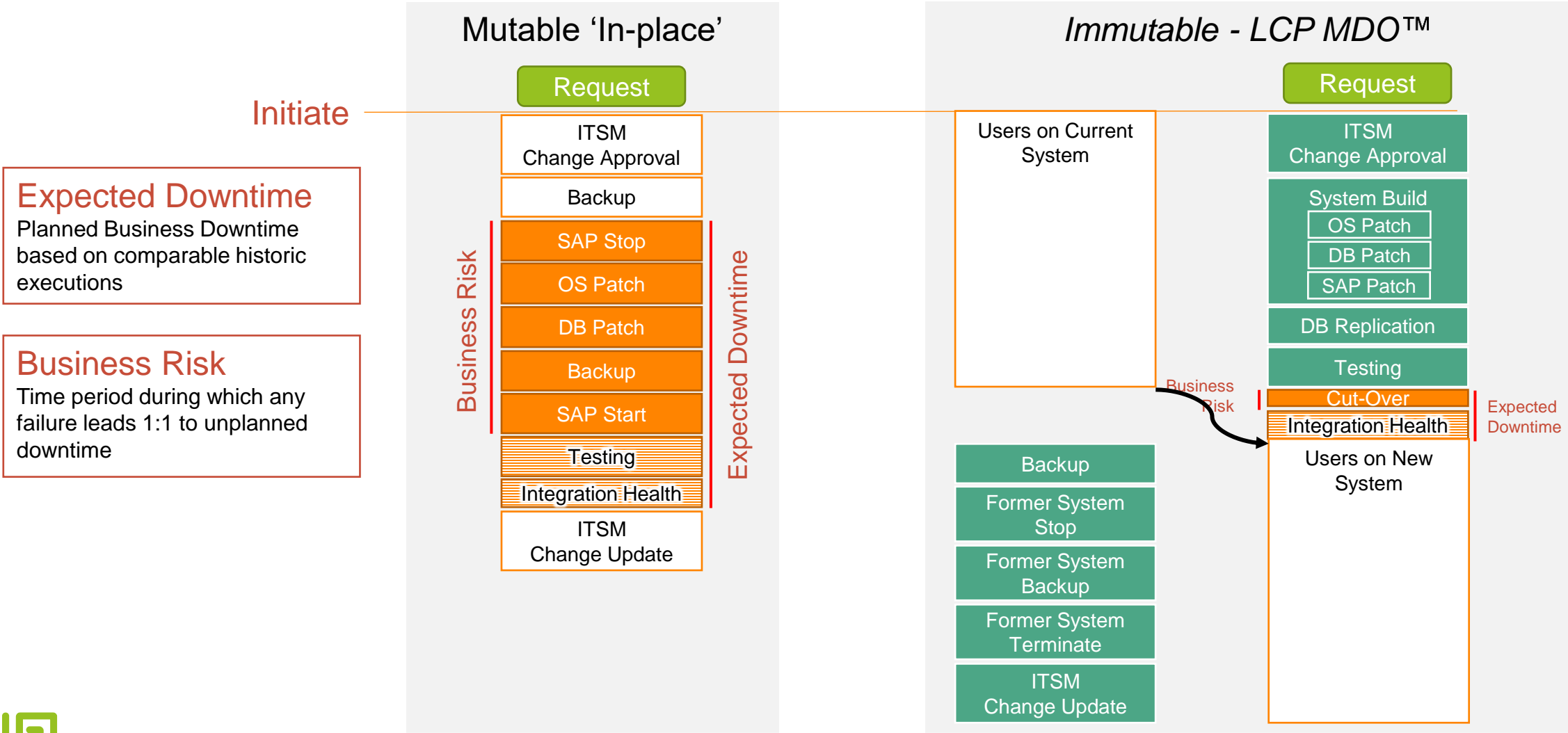
- Very Low Complexity
- Very Low Effort
- Very Low Downtime



Reducing Planned Downtime



Mutable vs Immutable Operations



LCP: Integrated Automation Platform



Customers are in Full Control

- Choice of hyper-scaler, region, and CI/CD pipeline
- Multi-Tenant or Dedicated Clusters

Your Application Your Way

- Generic UI Types that enable rapid deployment
- Low code declarative environment to enable faster customer customization
- Flexible Roles & Permissions Setup

One Application to Integrate Them All

- Integrate Existing Pipelines & Automation
- Discovery of Customer Accounts, Infrastructure, and Applications





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RISE with SAP

Starting the RISE with SAP Journey

Lemongrass is a certified RISE with SAP partner and has developed a suite of advisory services that can help define the best path for your business and Cloud transformation



Things on your mind:

- What ERP solution are you currently running? (ECC, SoH, S/4HANA)
- When are your contracts renewing on existing SAP platforms?
- Should you move to S/4HANA entirely or partially? (when moving to a RISE model)
- Should you do a Greenfield Migration and start fresh? (even if you are an existing SAP client)
- Are you considering a Brownfield migration and move your SAP systems quickly without transforming them?
- What's your target Cloud Operating Model?
- And much more....



Accelerating the Journey to RISE

Barriers to Adoption

- Clients still working on business case for wider S/4HANA approval
- Some industry specific SAP elements not yet ready on S/4HANA
- Dependencies between Non-SAP systems creating complexity in migration
- Long term business transformation with significant cost and timeline
- Clients seeking one Operating Model for RISE, Remnant Systems, and Non-SAP.



Mitigation Approach

- Focus on a 2-Step (SoH) on RISE -> S/4HANA. Simplifying initial migration to years to months.
- Build out parallel tenant to house SAP Remnants
- Leverage rapid migration capabilities to migrate dependent system to adjacent cloud tenant
- Transform through initial RISE migration to expand into a wider S/4HANA transformation
- Wrapper around RISE and integrate RISE reporting through a single pane



RISE-Centric Capabilities

Advise

RISE Journey Planning

S4 Blue Print + CSP Plan + Remnant Plan

S/4HANA and RISE Adoption

Methodology

Cloud Strategy + Path to S/4HANA + API/ BTP Strategy

RISE Method

- Operating Model
- S/4HANA Journey Planning
- Business Case
- Minimal Change Approach

Migrate

Full Scope Migration:

RISE SAP + Non-RISE SAP + Non-SAP

RISE-Aware Method:

- All touchpoints
- Back-to-back
- RISE-certified team

Migrate

Move to SoH RISE + Move to S/4 RISE + Move to Any Cloud

RISE Migrate Wrapper:

- Governance
- Day-to-day Comms
- Trouble-shooting

Operate

Full Scope Operate:

RISE SAP + Non-RISE SAP + Non-SAP

RISE Flex

Operations

RISE Wrapper

RISE Tenant + RISE+ Tenant + RISE Flex

RISE Operate Wrapper:

- Single Pane of Glass
- CAS Services
- Back-to-back ticket mgmt.

Innovate

Leverage RISE with SAP Capabilities:

BTP + Signavio + Joule

Add Cloud-Native Capabilities:

Data + Events & API + AI



Some SAP RISE Client Scenarios



Top Workwear and Uniform Manufacturer

- “RISE in the Corner”
- 90% Cloud Native ECC DB2 on GCP
- 10% RISE S/4HANA for Fire Department Uniforms
 - RISE+ : Basis Services to compliment Operate

Recreational Vehicles Manufacturer

- S/4HANA to S/4HANA Cloud Migration
- S/4HANA on Azure
- Cloud Migration to RISE

Mining Company

- “Complementing Functional Implementation SI”
 - Supporting a Big 4 in a remote area

Food and Beverage Manufacturer

- Early Engagement
 - Advisory Opportunity

Large Technology Company

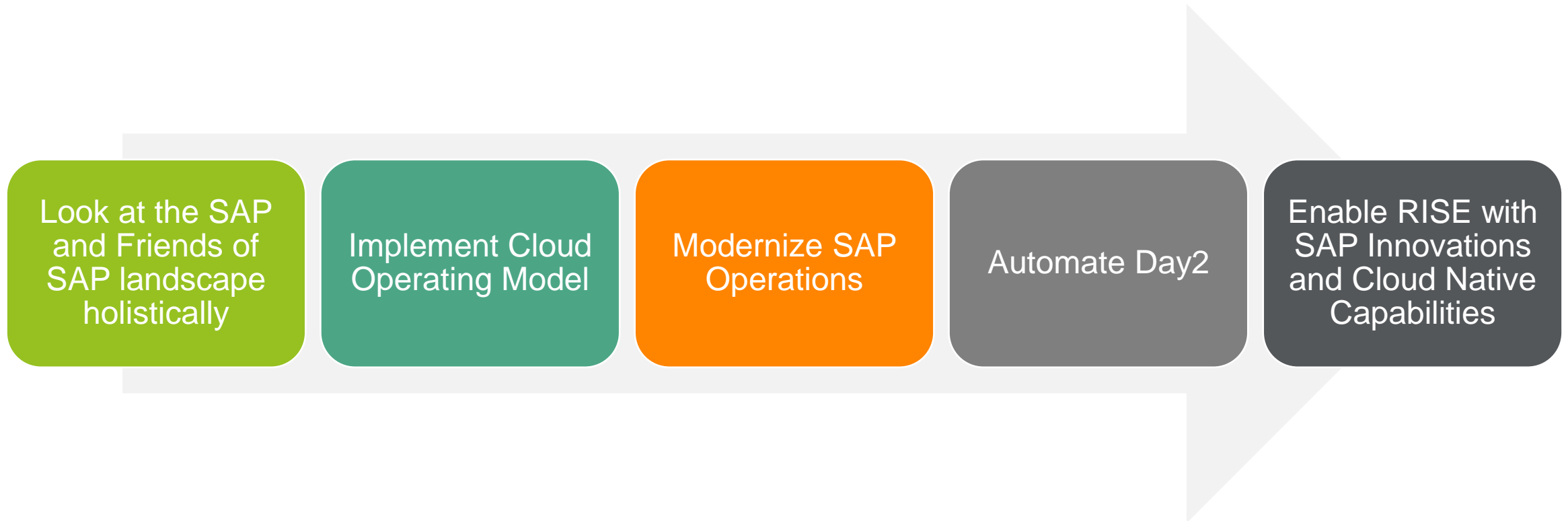
- Moving from Lemongrass to RISE
- SAP RISE team challenged – Extend the timeline
- Keep “friends of SAP”
- Long migration journey – Basis in parallel

Insurance, Financial, Banking, Manufacturing, Retail Conglomerate

- Supported RISE Migration
- Provided Additional SBX/ DEV environments through S/4HANA rollout
- Virtustream Exit -> RISE



Revolutionize SAP Landscape with Cloud Automation





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Q & A

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