About Approyo

- Certified SAP Cloud
- Enterprise Ready
- Scalable and Reliable
- Global Team of SAP Experts
- Flexible Pricing Options
- Simple Cloud Migration
- Quick Implementation
- Dependable Support
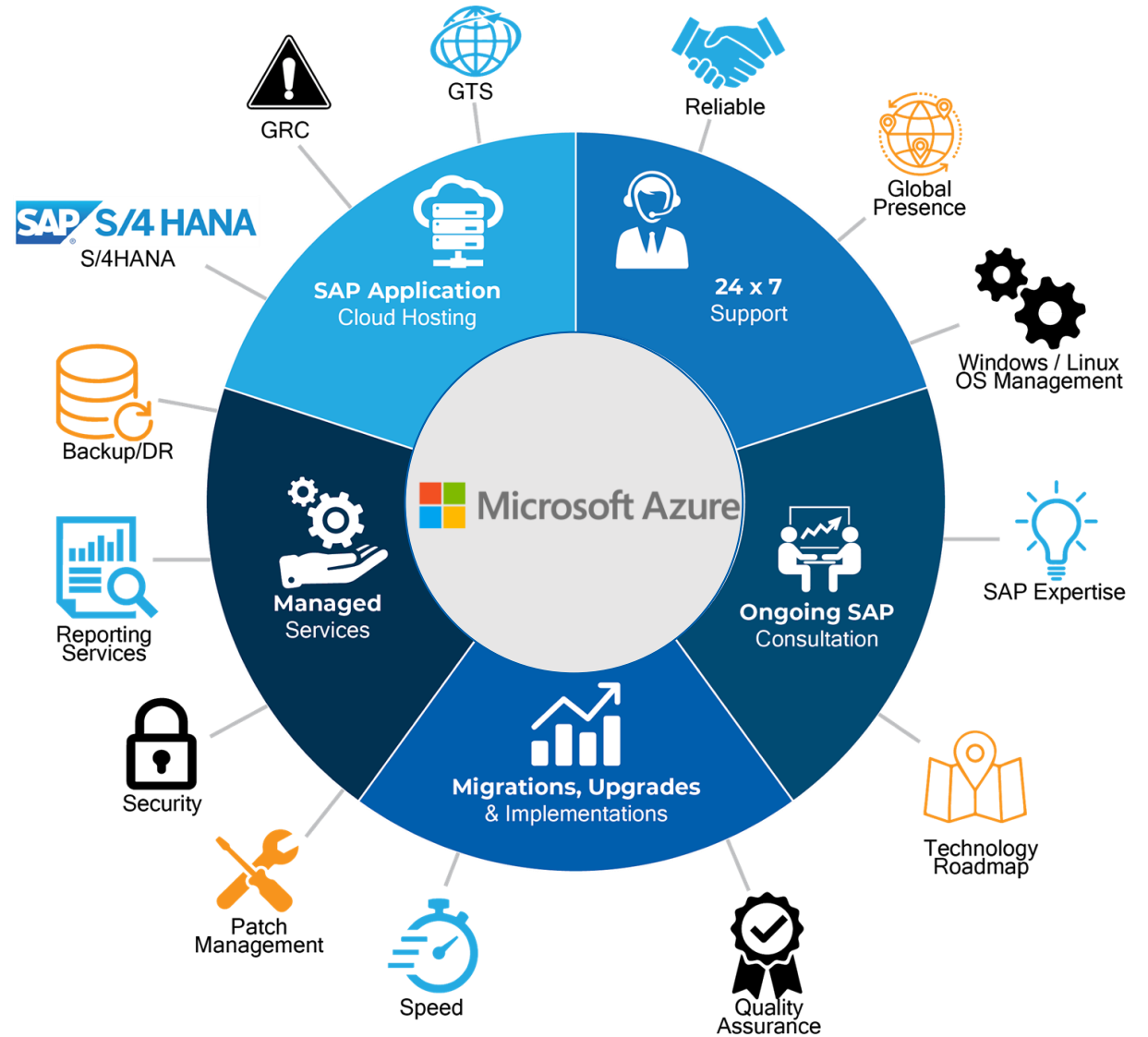
About atmosera

- 25 years in business, headquartered in Portland, OR

- 200+ customers across the globe

- Microsoft Gold-level Tier-1 managed partner and Azure Expert MSP certified

- Infrastructure assessment, planning and migration to Azure, private and hybrid cloud

We can help with the following managed services

- PaaS and IaaS

- Compliance – HIPAA / HITECH, PCI DSS, IRS 1075, SOC 1 and SOC 2, Type II

- Security – InfoSec, Secure Networks, Backup and Disaster Recovery (DR)

- Applications – Office 365, Skype for Business, Microsoft Databases

Gold
Microsoft Partner
Microsoft
Azure Expert MSP

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Embrace
Deep partnership and unique offering from SAP and Microsoft

- SAP and Microsoft have been partners for more than 25 years
- Simplified move from on-premise editions of SAP ERP to SAP S/4HANA
- Collaborative support models
- Jointly developed digital transformation journeys and reference architectures

Atmosera | Approyo Partnership

Digital Transformation
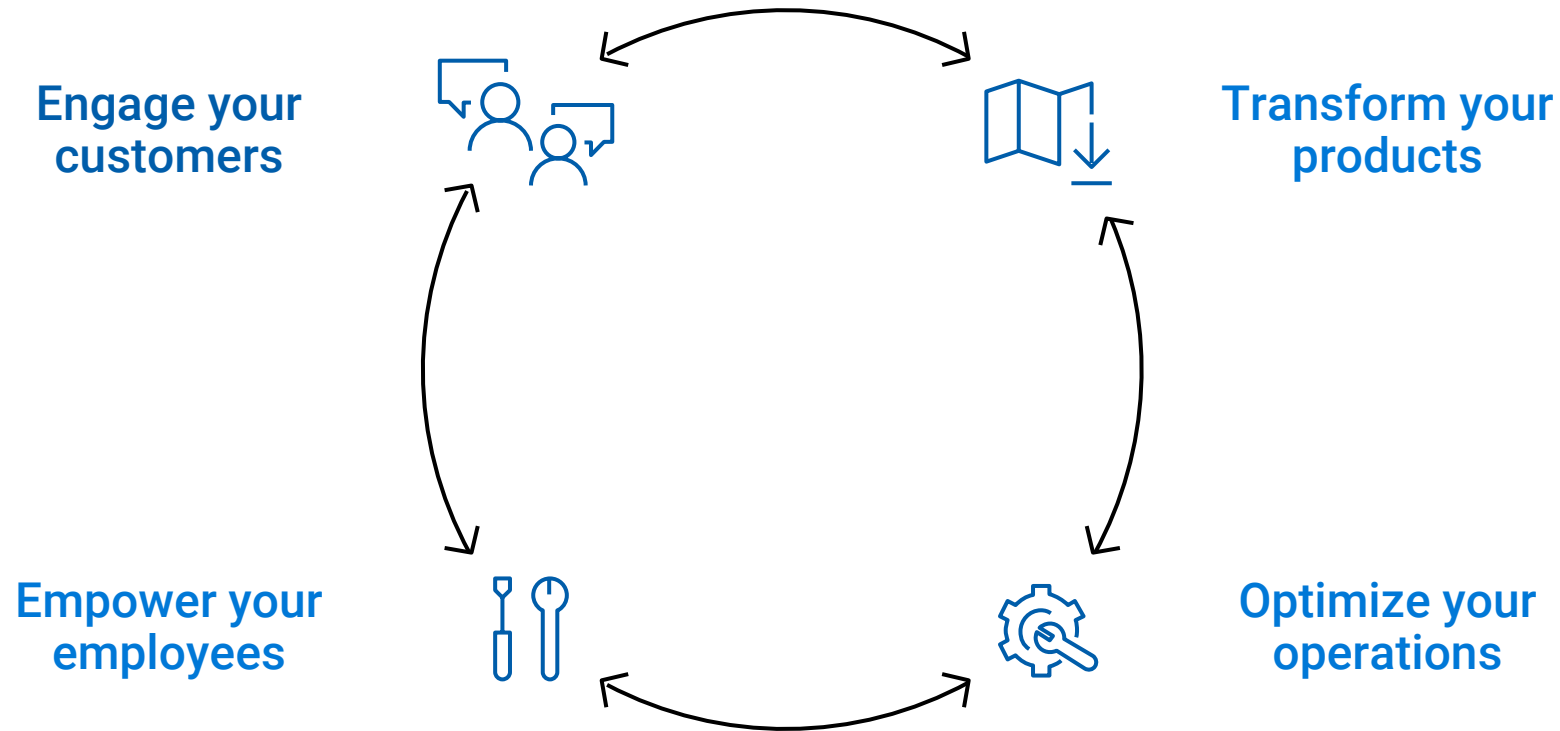
Engage your customers

Transform your products

Empower your employees

Optimize your operations
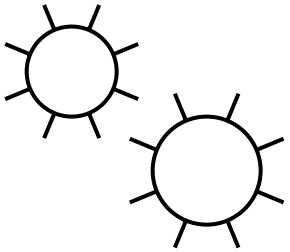
According to Gartner, two-thirds of all business leaders believe that their companies must pick up the pace of digitalization to remain competitive.*
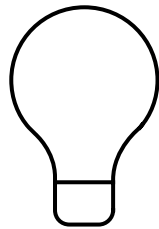
* Gartner, Smarter with Gartner, Embrace the Urgency of Digital Transformation, Oct. 30, 2017.

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Existing SAP environments can't keep up

Manual/slow processes

Key business processes are batch processed, manual tasks that are expensive and slow down functions across the business

Slow innovation

The business is slow to innovate given the time it takes to experiment, set-up and tear down IT infrastructure resulting in long time to value
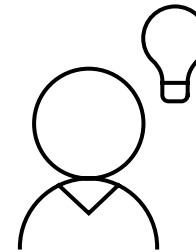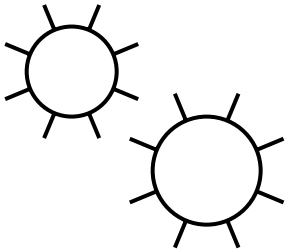
Poor insight

Data lives in silos, moves slowly, and is not properly combined with non-SAP data to drive better decision making

A new digital core powered by SAP HANA®
in the cloud can power better business processes, innovation and insights

Faster, simpler processes

SAP HANA's in-memory technology speeds up business process transactions and Azure offers a high performance infrastructure for SAP HANA
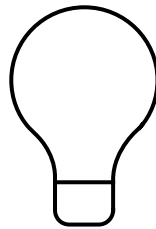
Accelerated innovation

Accelerate innovation by removing barriers and time to set up systems, enabling fast experimentation –accelerating the build, measure and learn cycle
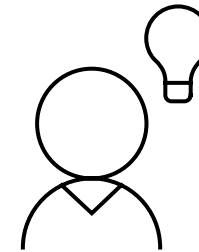
360 insight

Generate compelling insights by aggregating SAP and non-SAP data to provide a 360° view of markets, transactions and customers

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Intelligence to transform data to insights

Non-SAP data sources

SAP data sources

Sensors & devices

Combine relevant data

Visualize

Analyze

People

Apps

Automated systems

Web

Mobile

Bots

Data ⟶ **Intelligence** ⟶ Action

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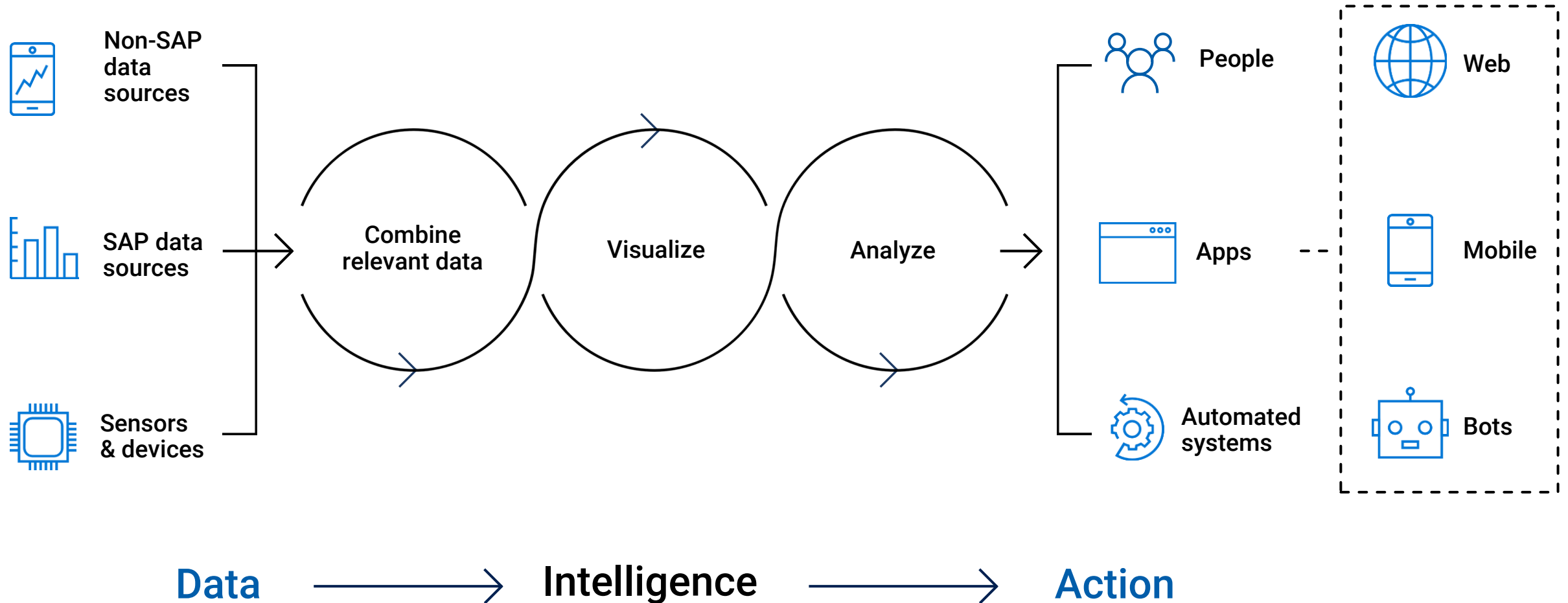
SAP Made Simple

Predefined images	SAP at Scale	Integration

• SUSE
   • 12sp5
   • 15spx
• RHEL
   • 7.x
   • 8.x
	• Scale-up to 24TB
	• Scale-out to 60TB
		• SAP Cloud Platform
		• Microsoft 365
		• Power BI
		• Azure
		• Backups
		• Security Center
		• Data Lake
		• ML / AI

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Embrace Journey

Implementation

- Complete HW and SW installation
- Transition to Operations Workshop
- Accelerated Support Workshop

Technical Architecture and Infrastructure Planning Service

- Defined project scope
- S/4 Readiness Check

Migration/Deployment Plan

- Cloud Integration Workshop
- Hybrid Solution Operations Workshop

Evaluation of Market Approved Journey - Key Areas & Scope

- Structure workstream definition
- Platform design support

Technical Architecture Design

- Target Architecture Workshop

"Embrace"

Cloud   Hybrid   On-Premise

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Migration is not just a technical migration

SAP on Azure simplifies many of the ERP business processes

Customers need to evaluate and understand the impact of current ERP processes changes in S/4HANA

Decide on system conversion vs. a greenfield approach

System conversion to S/4HANA

Review SAP simplification item catalog that describes changes in S/4HANA that could have an impact on older SAP ERP

Check for 3rd party applications certification for S/4HANA

Prerequisites for conversion

Upgrade to ECC 6.0 EHP7

Unicode compliance

Minimizes impact to End users

Evaluate Fiori UI and Apps

Greenfield implementation of S/4HANA

Take a fresh start approach to refresh legacy customizations

Start with some key business processes first to pilot

Moving from Non SAP ERP or other legacy systems

Requires training end users with new processes

Platform for future modernizations with S/4HANA roadmap

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Use Cases

SAP on Azure Success Stories

Beyond ERP | Industry & horizontal focus

Industry Solutions

Consumer Goods/Retail
Connected Supplier
Trade Promotion Management
Sku cannibalization
Price Volume Mix

Manufacturing
Remote Monitoring
Preventive Maintenance
IoT – Field monitoring & Service

Healthcare, Utilities, & Fin-serv in roadmap

Horizontal Solutions

Connected Supply Chain

Business Insights (AI/ML/Big Data)
Profitability
Customer Churn
Risk Management
Social Integration
Self-Service Insights

Omni Channel Integration (Adobe & SAP C4)

SAP Enterprise Information Management (OpenText on Azure)

Transforming MAD (Merger, Acquisition, & Divestiture) with SAP on Azure

Extend Product Revenue Streams

ML/AI/PowerBI

Big Data (ADLS & Cosmos)

SQL Server PaaS & DW

SCP/Leonardo

IoT

Containers, Kubernetes (AKS), & Cloud Foundry

Blockchain

Mobile for SAP

Azure Stack (Extend Data to SAP)

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SAP on Azure customers

Retail, food, & CPG

ACCO BRANDS
adveo
ARCACONTINENTAL
Coca-Cola
Zespri
Columbia
CO OP
COSTCO WHOLESALE
DFA Dairy Farmers of America
E&J. Gallo Winery
Penti
MARS
GEA Group
TATE & LYLE

Manufacturing, mining, and oil & gas

Bekaert Textiles Group WORLD WIDE
CALTEX
PACT GROUP
CNBM
Chesapeake ENERGY
devon
COATS
GUYANA GOLDFIELDS INC.
GRISARD
MMG
ORYX GTL
SCT GROUP
Mosaic
Rockwell Automation
RioTinto

Utility, pharma, services, and multi-sector

accenture
ATENTO
agl
brillio
Alvogen
Alegri
kordia
BD
CHINT
TOYO GOSEI
LTL Pharma
malaysia airlines
SANKO
Washington Gas A WGL Company
RIZOBACTER
pactera

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