SAP on Azure

COSMOTE ACCELERATION SOLUTIONS ...MAKING DIGITIZATION SIMPLE

Fit for Future

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Security First

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Smart Cost Management

The flexibility and scalability of cloud solutions means you only pay for the services you use, when you use them - cutting service and energy costs. Spending only what you really need to is good for your pocket, and the environment.

COSMOTE ACCELERATION SOLUTIONS
...MAKING DIGITIZATION SIMPLE

Simply focus

Thanks to cloud solutions our customers save time and money, which can be spent on what they do best, developing their companies. Employees can collaborate with ease wherever they are, whatever time they're online – boosting your business.
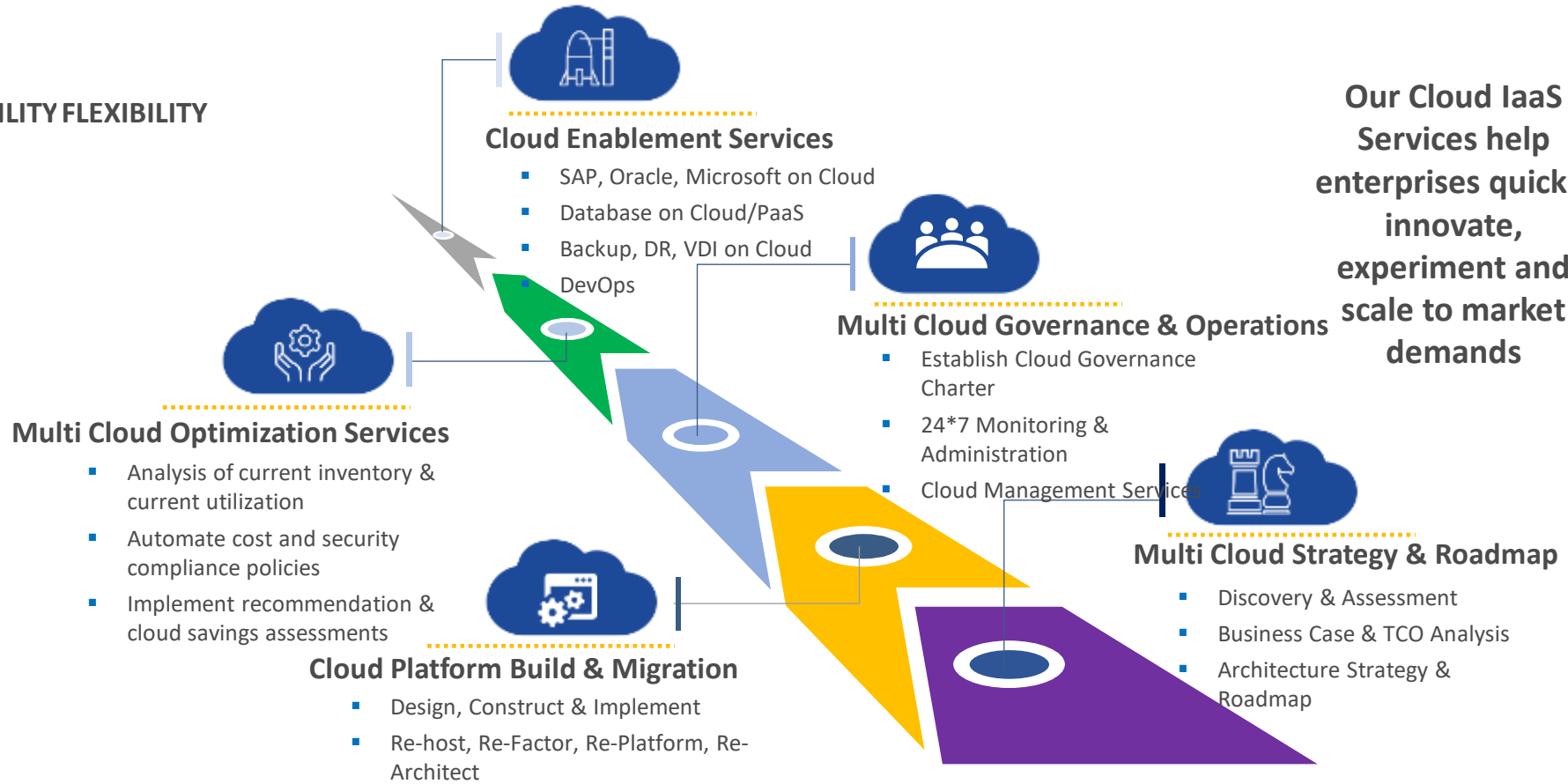
Individual solutions, personal contact

One size doesn't necessarily fit all. Our team offers a range of services from comprehensive consulting and individual advice, selection of the right solution for your needs, to the migration of existing data, setup and support during operations. All from a single point of contact.

HOW DO WE SUPPORT OUR CLIENTS?

AGILITY SCALABILITY FLEXIBILITY

Our Cloud IaaS Services help enterprises quickly innovate, experiment and scale to market demands

Cloud Enablement Services
- SAP, Oracle, Microsoft on Cloud
- Database on Cloud/PaaS
- Backup, DR, VDI on Cloud
- DevOps

Multi Cloud Governance & Operations
- Establish Cloud Governance Charter
- 24*7 Monitoring & Administration
- Cloud Management Services

Multi Cloud Optimization Services
- Analysis of current inventory & current utilization
- Automate cost and security compliance policies
- Implement recommendation & cloud savings assessments

Multi Cloud Strategy & Roadmap
- Discovery & Assessment
- Business Case & TCO Analysis
- Architecture Strategy & Roadmap

Cloud Platform Build & Migration
- Design, Construct & Implement
- Re-host, Re-Factor, Re-Platform, Re-Architect

SOLUTION ACCELERATORS

Cloud rapidAdopt

Cloud migXpress

Cloud brokerage

Cloud x-ray

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SAP ON AZURE
REASON TO CONSIDER
MIGRATION TO THE CLOUD

THE CLOCK SPEED OF BUSINESS IS CHANGING

In this age of digital transformation, enterprises need their IT solutions to be faster, more agile, and smarter.

- 80% of businesses believe that not modernizing IT will hurt growth

- Top cloud migration challenges include the moving of sensitive data (65%), security (59%), compliance challenges (54%). -- Cloud Security Alliance, 2019

- Up to 65 percent of businesses are finding that their legacy systems are inhibiting growth - Cloud Security Alliance, 2019

- 69% of enterprise organizations are currently migrating data for enterprise resource planning (ERP) applications to the cloud. -- Cloud Security Alliance, 2019

MARKET TRENDS BEHIND ERP DEMAND I/II

- Make **user experience** (UX) seamless across channels and platforms. Personalize relentlessly.
- Treat **Cloud as the gateway** to modernization by engineering cloud as part of a larger strategy around digital transformation, cost savings and new business models
- **Treat data as an asset**. Free up the data in your ERP systems and converge different data sources for deeper intelligence.

MARKET TRENDS BEHIND ERP DEMAND II/II

- Partner with technology agnostic cloud captains, not traditional services firms, to **co-create differentiated, reimagined services** delivery models.
- Invest in AI, machine-learning, and analytics to build an **intelligent and automated core** as a core part of your ERP platform. Enable your business to extend at scale and in real-time.

LEGACY SAP SYSTEMS ARE INHIBITING GROWTH

Legacy SAP solutions aren't meeting today's business needs

- With legacy deployments, data in SAP systems is isolated from other business data and systems - users frustrated with too many manual processes

- Difficult, timely and partial integration of multiple legacy systems and data silos driven by geographical expansion or growth

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

- As hardware ages, SAP solutions expand, and data bodies grow, on-premise infrastructure becomes more expensive.

THE SCALE OF OPPORTUNITY
KEY REASONS TO RECONSIDER CURRENT SAP DEPLOYMENT

- Customers usually run **3-15 different SAP products**
- For every product customers have at least **3 systems**: production, test and development
- For some of the main systems, such as SAP ERP, customers have **up to 10 systems**
- Many servers or VMs motivate customers to look for **less expensive infrastructure** opportunities
- Projects often require systems with **a limited life time**
- Projects often require **a short time to deploy systems** - no time for procurement of infrastructure

CHALLENGES OF RUNNING SAP WORKLOADS ON-PREMISES

Business

- Inability to make timely changes to SAP applications based on market conditions
- Controlling costs of development and test environments for SAP applications at on-premises data centres
- Difficulty in planning capacity for new projects
- Reducing capital expenses for the organization

Central IT

- Inability to quickly service SAP application requests from on-premises data centres that have limited capacity
- Finding time to provision production replicas to build and test new SAP functionalities
- Limited resources for backup and archival environments for all SAP workloads

App development

- Delays in getting infrastructure built for developing and testing SAP applications
- Funding expensive central IT cross-charges to support SAP application development and testing
- Need for application teams to understand infrastructure to limit time spent updating applications

SAP ON AZURE
LEVERAGING SAP ON AZURE
FOR BUSINESS TRANSFORMATION

THE MICROSOFT AND SAP STRATEGIC PARTNERSHIP

Trusted partnership

- 25+ year partnership for the benefit of our mutual customers
- Microsoft runs large scale SAP on Azure
- SAP runs 17 internal business landscapes on Azure

Co-innovation by design

- Co-located engineering resources
- SAP Leonardo and Azure IoT, SAP cloud platform on Azure
- SAP SaaS solutions—Data Custodian, Success Factors, commerce cloud run on Azure

Seamless offerings

- SAP HANA enterprise cloud with Azure
- Embrace Collaboration for Migration to S/4HANA
- Joint go to market for seamless customer experience

The trusted partnership for your intelligent enterprise journey

THE EMBRACE INITIATIVE
FOUNDATIONS, INVESTMENTS, & SERVICES

Market Approved Journeys

Jointly created roadmap for SAP S/4HANA and other SAP solutions, by industry

Leveraging specialist expertise and best practices

Reference Architecture

Jointly developed technical blueprint

Incorporates the required SAP and Microsoft Azure technologies to run the customer's applications

The Embrace Initiative

A Catalyst and Actionable Plan

Assessment and discovery bringing together the customer, SAP, Microsoft Azure, and System Integrators, along with a Services Plan for a successful lift and shift to the Intelligent Enterprise

Foundational services delivering continuous innovation on SAP Cloud Platform

Integration and extension of SAP and third-party apps

Embrace Engagement and Services

Optimized Platform

THE POWER OF SAP ON MICROSOFT AZURE I/III

Reliability and Recovery

Azure is supported in 50 regions and 140 countries around the world, and Microsoft guarantees 99.99 percent up-time.

Throughout crisis mitigation, failover and automated recovery plans keep your SAP running

Limitless Capacity

Using the Azure platform, you can increase your data centre capacity to serve new SAP projects and free on-premises capacity.

Largest SAP HANA workloads (up to 20TB of RAM) of any hyperscale public cloud provider

Better Experience With SAP on Azure

Improved speed and agility, scalability, decreased propensity for error, more secure systems

A better experience for both internal and external customers.

THE POWER OF SAP ON MICROSOFT AZURE II/III

A Flexible Way to Manage Costs

Flexible OPEX spending as usage and associated costs can be scaled up or down based on business needs

With SAP on Azure, all costs associated with hosting your own IT infrastructure are transferred to the cloud service provider.

Improved Security

With SAP on Azure, you opt-in to the security engineered into the cloud.

Data protection on Azure starts with identity-based access control and ends with Microsoft's industry-leading encryption protocols.

Enhanced Data Analytics

One of the biggest benefits of migrating your SAP environment to the cloud is the analytic capabilities of Azure

Managers can view real-time reports on consumer sentiment, consumer demand forecasts, product mix optimization, and more

THE POWER OF SAP ON MICROSOFT AZURE III/III

Development and test

You will access quick provisioning of development and test environments with the ability to stop the environments at any time.

Disaster recovery

Automated recovery plans which allows enterprises to fail over their applications or even their entire datacentre within a few minutes to a few hours, instead of weeks or months.

Managed Service providers such as Deutsche Telekom takes it a step further and provide Service Level Agreements (SLAs) to ensure that customers achieve desired RPO/RTO.

Archiving

With the Azure platform, you can archive data as well as other equivalent SAP systems audit-proof without any running costs.

The archived data can always available whenever you need it.

SAP ON AZURE REDUCES TOTAL COST OF OWNERSHIP

40% + Infrastructure Savings

- Azure's SAP-certified on-demand infrastructure can save 40% or more and allows IT to redirect focus to strategic, revenue-generating work instead of maintaining system.

40% - 75% Dev-Test Savings

- Save 40 to 75 percent for dev-test workloads with Azure automation such as DevTest Labs.

- Incur 60% less storage for archiving data.

Up to 82% Hybrid use savings

- Azure Hybrid Use Benefits for SQL Server and Windows Server can save up to 82% when combined with Azure Reserved Instances

Expensive over-capacity becomes a thing of the past, and the scale of cloud drives costs down over time.

SUCCESS STORY: ELKJOP

Project Description

- Provisioning of end-to-end Infra Management and SAP operations
- Data Centre Transformation from the existing model to IaaS based model
- Migration of current workload to IaaS with near zero downtime
- Migration of SAP ECC to HANA platform

Value Delivered

- Reduction of TCO by 30% and improved availability
- compliance associated with IT Infrastructure,
- Achieved 100% software license compliance
- Near Zero downtime migration without business disruption
- Single Window to entire IT Operations

SUMMARY: ADVANTAGES OF MOVING SAP ESTATE FROM ON-PREMISES TO THE PUBLIC CLOUD

Secure and manage..

..the workloads with built in tools reduces management overhead for IT teams while giving us 24/7 reliability and business continuity.

Vastly reduce speed

..in provisioning since public cloud infrastructure is already in place and operational; ready to use when needed

Pay for what you use,

...delivering budget efficiency and flexibility to respond to changing competitive and market conditions.

Reduced TCO

Organizations using the cloud have seen a 73% reduction in data center costs.

Futureproof for S/4HANA

..simplify the business processes, reduce the data footprint, and increase performance with SAP HANA in-memory database.

Improve agility

..by scaling up or down in real-time to support our workloads as quickly as needed without the worry of hardware lock-in.

Access real-time data..

..anytime and anywhere with powerful analytics tools to help turn data into insights faster.

Drive innovation..

..and digital transformation through artificial intelligence. machine learning, and IoT built into cloud services.

COSMOTE
THE RIGHT PARTNER FOR YOU

WHAT MAKES US DIFFERENT

ONE STOP SHOP

- End-to-end service from Infrastructure Platform up to Business Process
- Single vendor for on premise, cloud and hosted DC.

RICH INDUSTRY EXPERIENCE

- Industry and vertical specific solutions (special focus on Engineering, Construction, BFSI and Retail/FMCG)
- Focused Hybrid cloud approach and expertise

TOOLS & ACCELERATORS

- High end tools and framework for best in class service
- Tools advantage - iCloudHub, RapidAdopt, MOSAIC.DS, MOSAIC Assurance suite.

ROBUST PARTNER ECOSYSTEM

- Enables customer to move to the best in class cloud provider seamlessly available at the lowest cost
- Institutional knowledge of public cloud constructs and architecture vs. existing on-premises architecture

TIER 1 CLOUD SERVICE PROVIDER

- MS Cloud Acceleration Center is registered as Tier 1 cloud service provider with Microsoft Azure and has capability to manage end to end customer lifecycle

HYPER-SCALE

- Legacy system upgrade and integration services
- Flexible to support rapidly changing business climate

COST EFFECTIVE

- Need based subscription and pay as you go
- UPM based pricing for managed services

ENTERPRISE-GRADE SERVICE

- Operation Support 24x7
- Industry Leading SLA Guarantee
- Built, deployed and managed secure instances on multi-tenant infrastructure

MIGRATION OF SAP APPLICATIONS TO THE CLOUD WITHIN THE BUDGET & TIMELINES

Migration process services

- A commercial assessment of the migration, infrastructure and services costs associated with the transition
- A technical assessment of current systems and architecture
- A comprehensive proposal for a new SAP deployment or migration strategy
- Personalized SAP on Azure workshops
- Delivery of solution
- Post-delivery support

Next steps

- Offer you with a simple SAP transformation roadmap as well as customized designs that will suit your business needs and budget.
- Provide robust and dependable support for SAP Basis, firewall, OS and network operations, and service delivery management.
- Stipulate a well-defined and detailed roadmap for design, consultation, planning, transformation, implementation and operations for SAP on Azure

SUPPORTED SAP ON AZURE SERVICES AND SCENARIOS

- Azure Infrastructure Design for SAP
- Azure Cloud Security Design
- Azure Hybrid Networking Design
- Azure High Availability Design
- SAP Dev & Test Deployment
- SAP Production Deployment
- SAP on-prem Disaster Recovery
- SAP to Azure Data Migrations
- SAP System Re-platforming
- Modernize SAP in the Cloud.

HOW DO WE MAKE IT A SUCCESS STORY FOR THE CUSTOMER

50+	12000+	8500+	500+	100+
Cloud-engagements	**Server assessments for cloud migration**	**Servers migrated to cloud**	**Certified Associates**	**Cloud-native developments**

Suite of Services

Multi Cloud Strategy & Roadmap	Cloud Platform Build & Migration	Multi Cloud Optimization Services	Cloud Enablement Services	Cloud Enablement Services
• Discovery & Assessment • Business Case & TCO Analysis • Architecture Strategy & Roadmap	• Design, Construct & Implement • Rehost, ReFactor, Retain, Rebuild • Pilot Migrations with pre migration testing	• Analysis of current inventory & current utilization • Automate cost and security compliance policies • Implement recommendation & cloud savings assessments	• Microsoft, SAP, Oracle on Cloud • Database on Cloud/PaaS • Backup, DR, VDI on Cloud • DevOps	• Establish Cloud Governance Charter • 24*7 Monitoring & Administration • Cloud Management Services • Cloud command center

Key Differentiators

Experience of handling large and Complex programs	Extreme Automation through Tools and Accelerators	Cross Industry Expertise
Corporate Relationships /Synergy	Proven Digital Transformation experience	One Stop Shop for all Azure needs

OUR COMPETITITVE ADVANTAGES OVER OTHER PROVIDERS

Guarantee better performance
- End-to-end monitoring and business commitments (SLA's)
- Single point of accountability for network, applications and infrastructure

Deliver returns in quickest time
- Accelerated deployment using tools and frameworks created by experienced professionals
- Fully automated processes for small and semi-automated processes for large businesses

Optimize costs
- Lower costs of total deployment through global delivery processes
- Access to best in-class talent following industry best practices

A trusted Microsoft managed service provider with over 20 years of experience deploying large and complex systems and solutions.

COSMOTE DELIVERS FOR YOU

Agility	Reliability	Accountability	Profitability
Global | Regional | Local	**Experienced**	**Trusted Partner | Advisor**	**Competitive Advantage**
Scalability	Complex projects	End to End provider	Accelerated Time-to-Market
▪ International Expertise	▪ Best-in-class Talents	▪ One stop shop	▪ Accelerated Delivery
▪ Local Support	▪ Best Practices	▪ Lower TCO	▪ Accelerated deployment

Our values. Our commitment. Your Success.

NEXT STEPS
APPLICATION MIGRATION

WITH 85+ COMPLIANCE OFFERINGS FOR SAP, AZURE HAS MORE CERTIFICATIONS THAN ANY OTHER CLOUD PROVIDER

GLOBAL

ISO 27001	ISO 27018	ISO 27017	ISO 22301	SOC 1 Type 2
SOC 2 Type 2	SOC 3	CSA STAR self-assessment	CSA STAR certification	CSA STAR attestation

INDUSTRY

PCI DSS level 1	CDSA	MPAA	FACT UK	Shared assessments	FISC Japan	HIPAA / HITECH Act
HITRUST	GxP 21 CFR Part 11	MARS-E	IG Toolkit UK	FERPA	GLBA	FFIEC

REGIONAL

Argentina PDPA	EU model clauses	UK G-Cloud	China DJCP	China GB 18030	China TRUCS	Singapore MTCS	Australia IRAP/CCSL	New Zealand GCIO
Japan my number act	ENISA IAF	Japan CS mark gold	Spain ENS	Spain DPA	India MeitY	Canada privacy laws	Privacy shield	Germany IT Grundschutz workbook