

quazure

an evolution in business

Introducing SAP on Azure

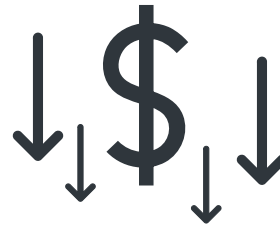
an evolution in business





SAP ECC End of Life

Support ends 2027
All enhancements on S/4HANA
400 ECC customers across Africa



Costly SAP Migrations

SAP Migrations can be
Complex & Costly.

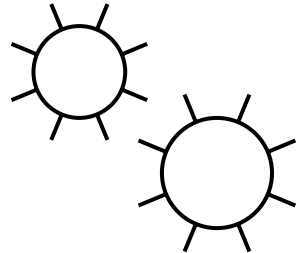


Focus on what you do best

ME/UME/LE's are moving away from using own resources for – hosting & securing their ERP & data management systems

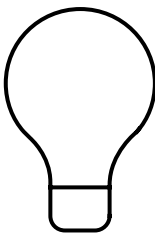
Pressures of governance (POPI & GDPR)

Limited availability of qualified resources and experts will be a key factor in the following years



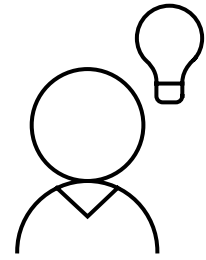
Manual/slow processes

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



Employees



Customers



Products

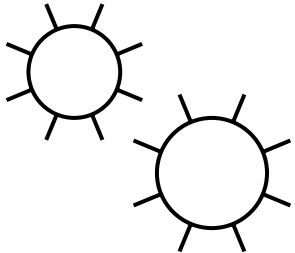


Operations

According to Gartner, two-thirds of all business leaders believe that their companies must pick up the pace of digitalization to remain competitive.*

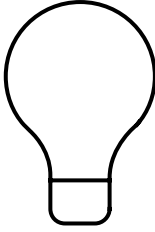
A new digital core powered by SAP HANA® – in the cloud can power better business processes, innovation and insights

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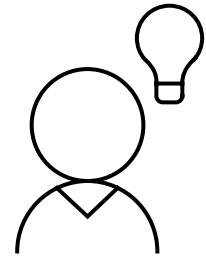
Faster, simpler Processes

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 Degrees Insight

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

Advantages of Public Cloud vs On-Premise for SAP quazure



- **Scalability**
Workloads grow as quickly as demand requires without delay and can shrink or end-of-life without the worry of hardware lock-in.
- **Speed of provisioning**
Since infrastructure is in place and operational, provisioning time is vastly reduced.
- **Partner and services ecosystem**
Whole ecosystems of vendors offering technology and services are available.
- **Built-in tooling**
Robust tools for implementing and managing workstreams reduce management overhead for IT teams.
- **Pay for use**
Only pay for the capacity you actually use, delivering budget efficiency and flexibility to respond to changing competitive and market conditions.

The Embrace Initiative

A strategic alliance between SAP and Microsoft to simplify and accelerate a customer's journey to SAP S/4HANA on Microsoft Azure.



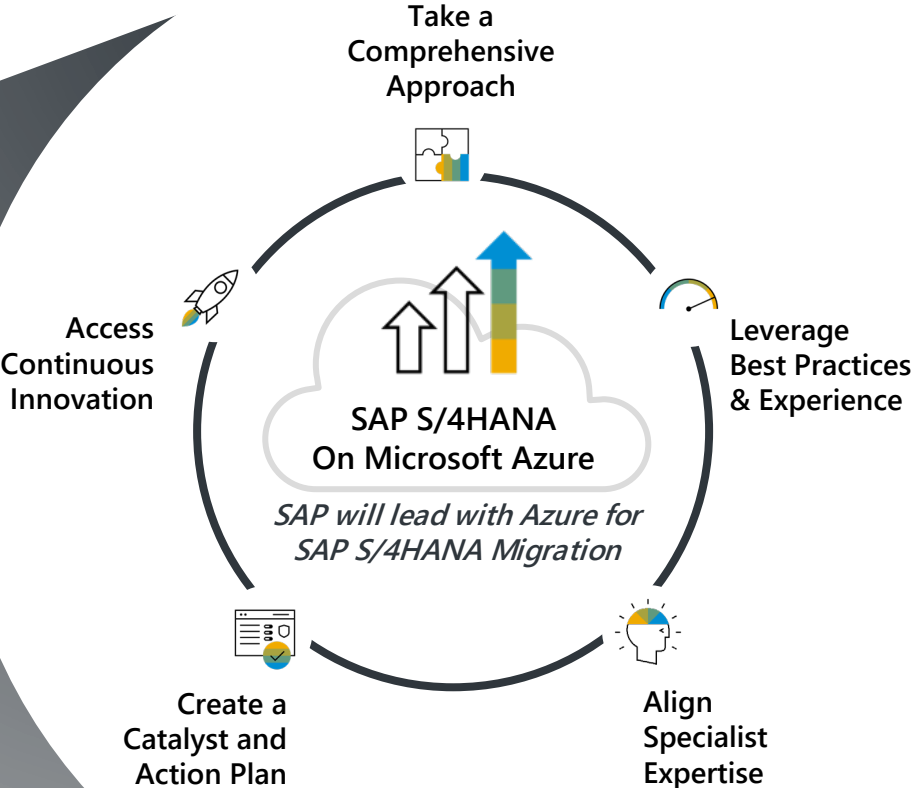
Foundations,
Investments, &
Services



Simplify
Move with confidence, reducing complexity and mitigating risk

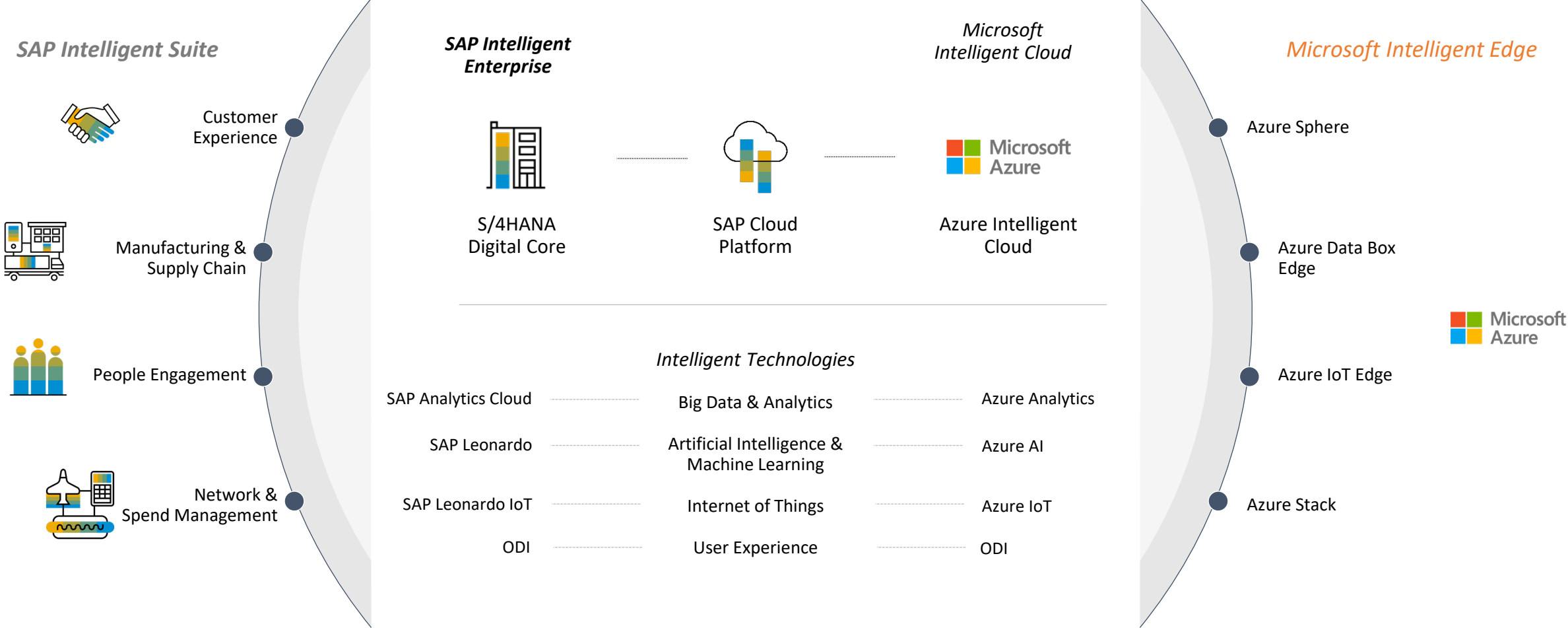
Accelerate
Become an agile, efficient, digital enterprise on Microsoft Azure, with a cloud platform optimized for SAP solutions

Innovate
Transform and evolve your business with continuous innovation to create new opportunities and drive growth



How SAP Move drives a joint solution on Azure?

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Why Azure for SAP Workloads?

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Deep partnership and unique offering from SAP and Microsoft

25+ year partnership

SAP is running 17 internal systems on Azure including S/4HANA for concur business unit; **Microsoft runs SAP and S/4HANA** for central finance

Get the best of both worlds from SAP and Microsoft with **Joint reference architecture, design sessions and integrated offerings**

Joint co-innovation across infrastructure, IoT, AI and SaaS



Most powerful and scalable cloud for SAP HANA

Up to 6 TB SAP HANA certified VMs available worldwide, more regions than any public cloud, with plans to launch 12 TB VMs

Largest SAP HANA workloads (up to 24TB of RAM) of any hyperscale public cloud provider, bigger than AWS, plans to launch largest Intel Optane bare metal instances up to 15 TB

Scaling out to **60 TB RAM** with TDI and up to **120TB with TDIv5**



Enterprise-proven + most secure

Largest compliance portfolio—90+ compliance offerings including tools for GDPR

Best platform for digital transformation—take advantage of high-level services like IoT, data, ML, and Power BI for insights

Broad database support: As you prepare for HANA, you can bring in your existing applications using Oracle or SQL Server



Right-Sizing

- Right-sizing lowers up-front system cost
- Use SAP Quick Sizer or Reference Sizing to determine initial system size
- Shorten your sizing horizon – size for 6 months instead of multiple years
- Resist the simple lift and shift, instead rationalize systems and system sizes
- Azure allows easy upsizing later
- IT cultural shift toward Infrastructure On Demand mentality



Tight-Sizing

- Tight-sizing for close correlation of system sizes with service demands
- Most system processing demands are predictable (Quarter-end, Year-end etc.)
- Azure allows quick upsizing
- Ongoing cost monitoring and control
- IT cultural shift



Snoozing

- Ability to “snooze” systems during periods of non-use
- Focus on sandbox, development and test systems
- Use PowerShell to Snooze and Un-snooze
- Provide simple self-service tools

Conversion vs Greenfield: The seven “guiding” questions

Questions influencing the choice of the transition scenario to SAP S/4HANA

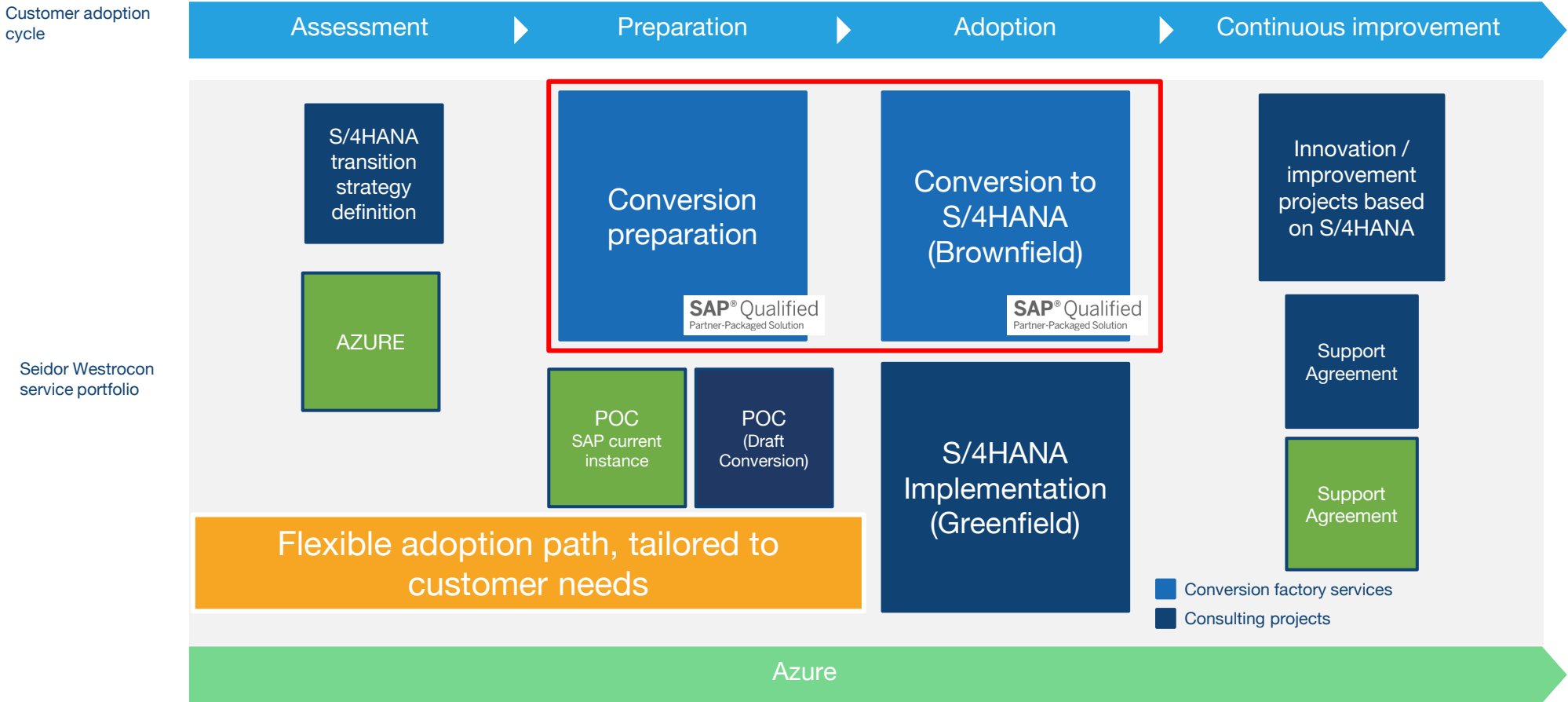
As answer to questions, position green marker in the fitting column (1-5)

	1	2	3	4	5	
New Implementation	1	Can you move to SAP S/4HANA in a one-step procedure?				
		R/3 4.x	<ECC 6.x	Non-Unicode		>=ECC 6.0X
	2	Do your current business processes support long-term strategy of the company?				
		Redesign of core business processes				Current Processes are a good long term fit
	3	Can you adopt the Best Practices to modernize Core Business Process? Or are you planning to take over existing custom applications?				
		Model Company / Back to Standard	Redevelop Custom Applications			Take over custom
	4	Is Landscape consolidation a key value driver for S/4 adoption?				
	4+ systems to consolidate		3	2	No Consolidation 1:1	
5	Do you require previous transactional data available in S/4?					
	No				Yes	
6	Technical / IT funded project or Business funded project					
	Business				IT	
7	Number of interfaces to other systems (Non-SAP and SAP)					
	few/little complexity				Many/high complexity	

System Conversion

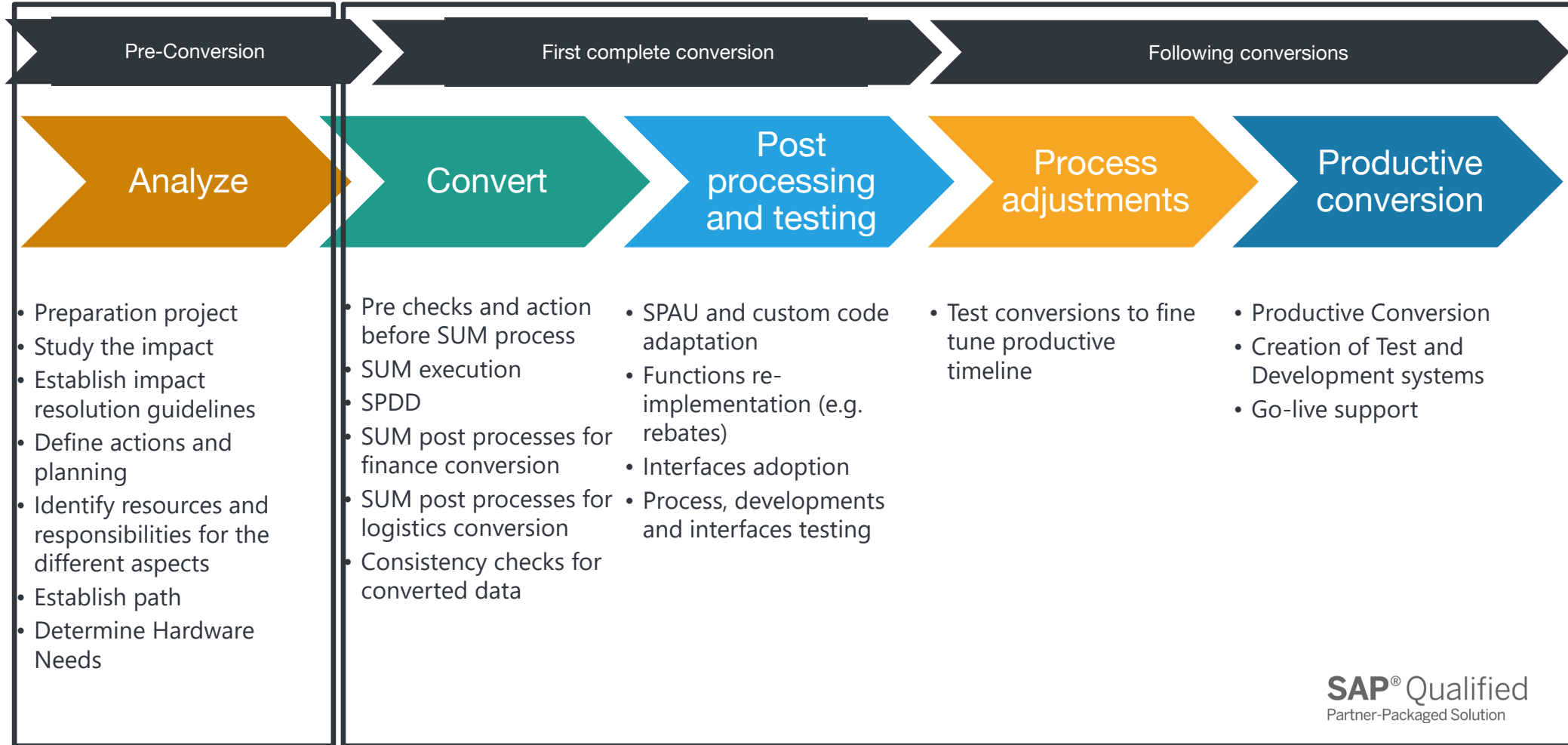
Planning & Migrating to Azure

Provides a predictive and methodical approach for migrating to S/4 Hana hosted on Azure Cloud



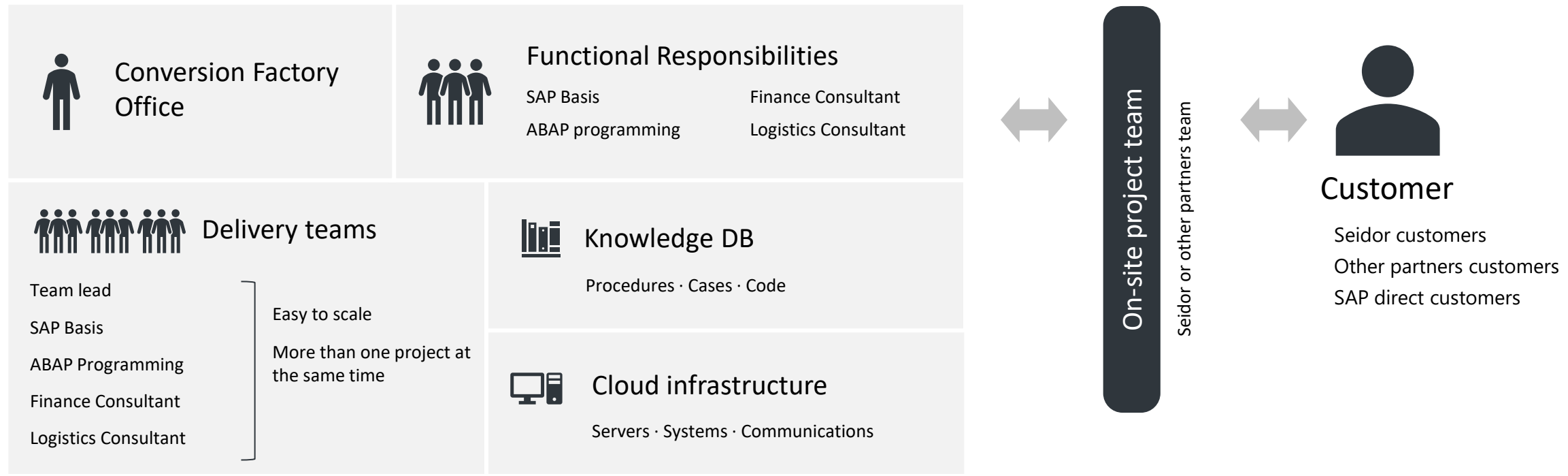
Preparation and Conversion

Let'S4 Plan (planning) & Travel (conversion)



S/4 HANA Conversion Factory - How it's organised?

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Specialist support from the SAP consulting team

united VARs S/4HANA Conversion Factory Network

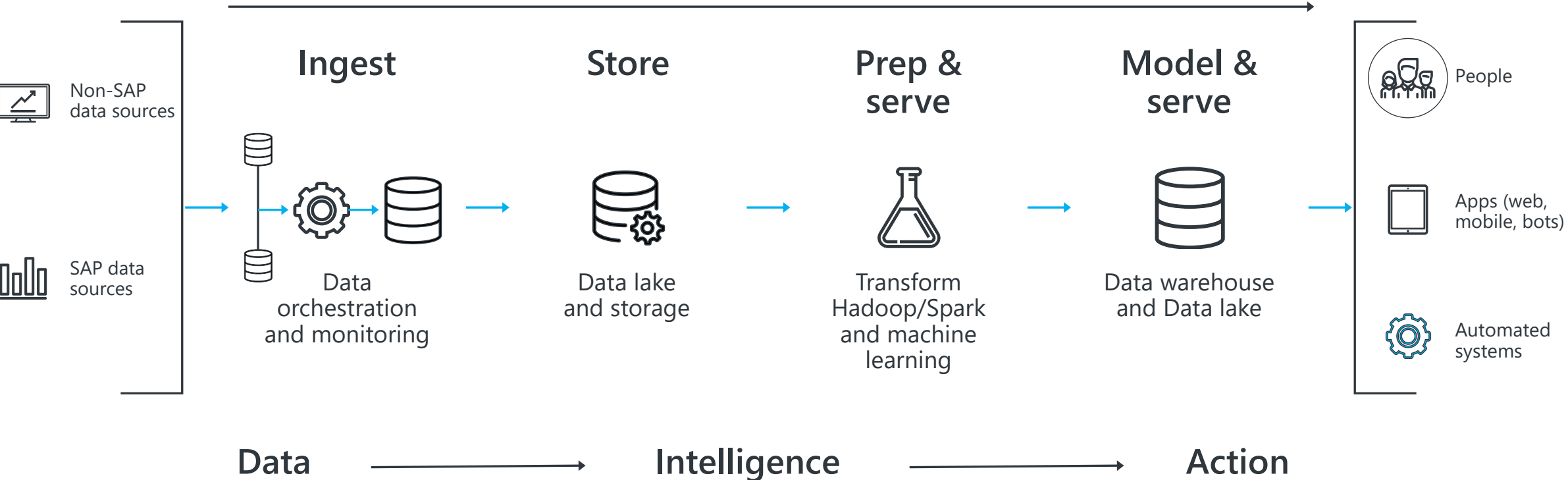
- Competence center at EMEA level
- Fully dedicated team
- Near shore / off-shore services

Turn your SAP Data into Actionable Insights

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Azure Data Factory

Can help with data movement to or from SAP applications into other Azure services



Planning - S/4HANA conversion analysis			
	S size	M size	L size
Number of users (up to)	50	200	500
Functional Scope	FI, CO, MM, SD	FI, CO, MM, SD, PP, CS, QM, PS, QM, PM, WM, HR	FI, CO, MM, SD, PP, CS, QM, PS, QM, PM, WM, HR
Number of add-ons (up to)	1	2	3
Number of integration with other SAP systems (up to)	1	3	5
Number of custom objects (up to)	500	1.500	3.000
Training workshops	3	3	3
Duration (weeks)	4	8	12
Price – fixed cost (ZAR)	140 000 ZAR	350 000 ZAR	630 000 ZAR

Pricing - S4 Services 2/3

Planning - Conversion draft

	S size	M size	L size
ECC system	ECC 6.0 EhP 4 or later, unicode	ECC 6.0 EhP 4 or later, unicode	ECC 6.0 EhP 4 or later, unicode
Database	Any DB, up to 500 Gb	Any DB, up to 1 Tb	Any DB, up to 2 Tb
Cloud infrastructure included ⁽¹⁾	si	si	si
Conversion cycles	1	1	1
Standard SAP Fiori apps	5	5	5
Custom code adaptation	no	no	no
Integration with other systems (SAP or non-SAP)	no	no	no
Duration (weeks) ⁽²⁾	10	10	12
Price (ZAR)	336 000 ZAR	406 000 ZAR	546 000 ZAR
Discount Let'S/4 Plan - S/4HANA conversion analysis	-112 000 ZAR	- 84 000 ZAR	-56 000 ZAR

⁽¹⁾ dedicated cloud infrastructure, 0,5Tb / 1Tb / 2Tb for S / M / L sizes, MS Windows / Linux OS and SAP ASE / MS SQL Server DB

⁽²⁾ 8 weeks infrastructure renting for all sizes

Pricing - S4 Services 3/3

	Migration		
	S size	M size	L size
Prerequisite	Let'S/4 Plan - S/4HANA conversion analysis	Let'S/4 Plan - S/4HANA conversion analysis	Let'S/4 Plan - S/4HANA conversion analysis
Number of users (up to)	50	200	500
Functional Scope	FI, CO, MM, SD	FI, CO, MM, SD, PP, CS, QM, PS, QM, PM, WM, HR	FI, CO, MM, SD, PP, CS, QM, PS, QM, PM, WM, HR
Number of add-ons (up to)	1	2	3
Number of integration with other SAP systems (up to)	1	3	5
Number of custom objects (up to)	500	1.500	3.000
SAP systems	Development and Production	Development and Production	Development, Quality and Production
Conversion cycles (up to)	3	3	3
Standard SAP Fiori / Embedded analytics apps	30	40	50
Test support (man/days)	15	30	60
Go-live suport (man/days)	10	25	40
Duration (weeks)	16	24	32
Price (ZAR)	1 680 000 ZAR	3 500 000 ZAR	5 320 000 ZAR
Discount Let'S/4 Plan - S/4HANA draft conversion	-56 000 ZAR	-84 000 ZAR	-112 000 ZAR

1) **Cloud Readiness Assessment**

- Azure for SAP: opportunities, strategy & current SAP certification status
- Analysis of current SAP landscape
- Requirements for SAP on Azure: Azure site recovery, availability & disaster recovery, RTO & RPO, regulatory & legal requirements
- S/4 HANA Readiness Check

2) **Design & Sizing of SAP Infrastructure**

- Detailed SAP (S/4HANA) architecture design
- Migration method (to SAP S/4HANA) and plan
- Backup strategy
- Business case & cost estimation

3) **Pilot of SAP on Azure**

- Define scope & goals of pilot
- Provisioning of infrastructure
- Execution of pilot migration
- Execution of tests

Our Joint Value Proposition

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4) **Migration to Microsoft Azure**

- Create a detailed migration plan
- Provisioning of infrastructure
- Execution of migration
- System integration
- Setup of high-availability & disaster recovery
- Implementation of backup strategy
- Execution of Tests

5) **Managed Services & Operations**


















- Operation, maintenance & support
- Combined offerings: different service packages, service levels & support models
- Fixed-cost approach



- **Highly Qualified and Relevant Experience**
 - XContent | Microsoft Gold Partner / Westrocon Seidor | SAP Platinum Partner
- **Global Delivery Possible**
 - Westrocon Seidor is part of the Seidor Group, as well as a member of the united VARs
- **Natural Integration and Collaboration with Microsoft Products (O365)**
 - S4 Hana & Azure Platform
- **GDPR | POPI Governance**
 - Largest Compliance Portfolio with Azure
- **Azure Provides Local and Multiple Data Centers**
- **Single Point of Contact**
 - Westrocon Seidor will provide the 1st line support to end customers through a 24 x 7 support desk
- **Proven Methodology**
 - Migrations from SAP ECC to S4 HANA

Migration Success Stories

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Let'S/4 Plan Conversion Analysis 				
				
		Let'S/4 Plan Draft Conversion 		
Let'S/4 Travel Conversion 				

SAP on Azure Customers

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RETAIL, FOOD,
AND CPG



AUTO,
CHEMICALS, AND
MANUFACTURING



MINING,
OIL, AND GAS



ENERGY, PHARMA,
SERVICES, AND
MULTI-SECTOR



XCONTENT[®]

seidor
westrocon

Why You Should Act Now

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Save costs by moving your legacy SAP landscapes to Azure immediately



Migrate to HANA now with BYOL on Azure IaaS with our Microsoft ecosystem and benefit from microservices and Azure



Innovate with Azure Data Analytics, IOT and AI services with combined data from SAP and non-SAP sources



Seidor in the Market

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Multinational IT
Integrator.
35 years of
experience



+4,700
professionals
(2019)



62 offices
32 countries
5 continents



+\$468 million
in turnover
(2019)



+8,500
clients

- Architect & Design – Hybrid, Security, Existing Infrastructure
- IAAS – VNET, VM's, WAN I/F
- PAAS – SQL on Azure, SAP on Azure, Sage on Azure
- SAAS – Websites, AppService
- Security – Sentinel, SIEM Solutions
- Azure Cost Management
- Data Services – Synapse, BI, Common Data Service
- Connected Business – Machine Learning, AI, Predictive Analytics, IoT, RPA
- Devops – Visual Studio, TFS, Container Services
- SAP on Azure (Migration, Deployment, 24 x 7 Support)



Modernise your SAP Environments

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SAP NetWeaver applications certified on Azure Infrastructure for production and non-production

Dev/Test.
Demo and
Training

Disaster
Recovery

Archiving

Production

Advanced
Analytics on
SAP Data

40-75%
TCO savings for
dev/test

Provisioning in
minutes, not
weeks/months

60%
less storage costs
for archiving data

Use Azure ML, Power BI
to drive insights and
intelligent actions from
existing data

Azure VM | Availability & Recoverability

Industry-only

Industry-leading high availability SLA

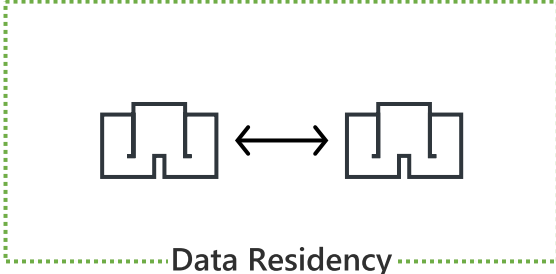
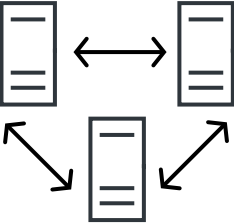
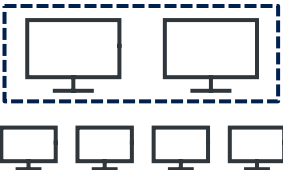
Industry-leading broadest choice of Data Residency

VM SLA
99.9%

VM SLA
99.95%

VM SLA
99.99%

Regions
54



Single VM

Protection with Premium Storage

- Ideal for Dev/Test and Sandbox
- Cost conscious non business-critical systems

Availability Sets

Protection against failures within datacenters

- AV Sets for apps servers
- DB replication with HA in region and AZ for Database

Availability Zones

Protection from entire datacenter failures

- AV Sets for apps servers
- DB replication across AZs with HA for Database

Region Pairs

Protection from disaster with Data Residency compliance

- Azure Site Recovery for app servers
- Asynchronous DB replication from primary to DR site

Azure Security & Management

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Built-in Azure services options to keep your Azure and hybrid resources secure and well-managed



NEW

Governance

Proactively apply policies and optimize cloud spend



Security

Industry leading Security with Advanced Threat Protection



Resiliency

High availability and protection for VMs, apps and data



Monitoring

Deep operational insights with rich intelligence



Automate

Powerful scripting, configuration and update management

Simplify Security Management with Azure Services

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Identity & access management

Azure Active Directory

Multi-Factor Authentication

Role Based Access Control

Azure Active Directory (Identity Protection)



Data protection

Encryption (Disks, Storage, SQL)

Azure Key Vault

Confidential Computing



Network security

VNET, VPN, NSG

Application Gateway (WAF), Azure Firewall

DDoS Protection Standard

ExpressRoute



Threat protection

Microsoft Antimalware for Azure



Security management

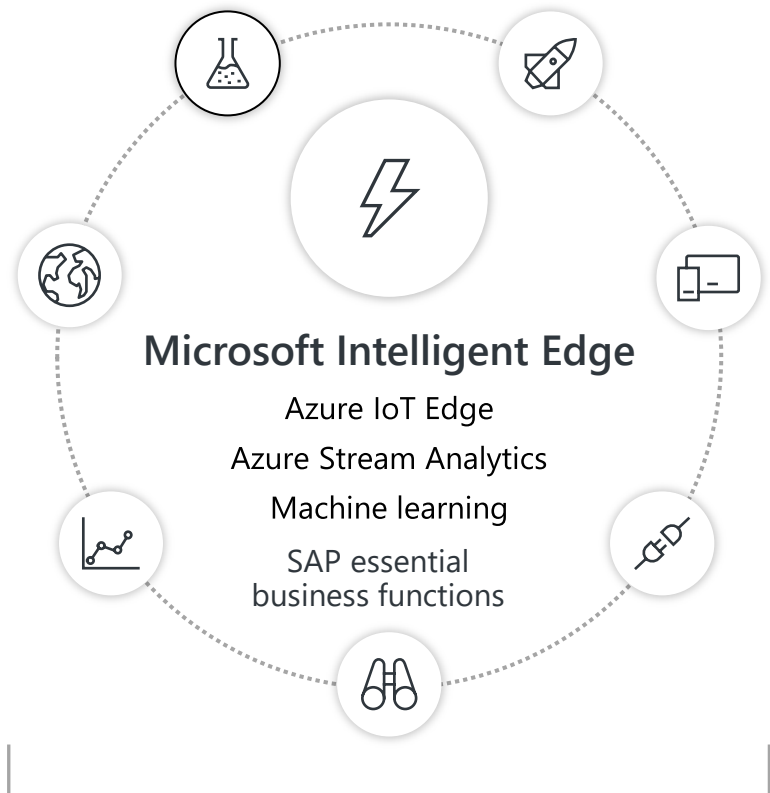
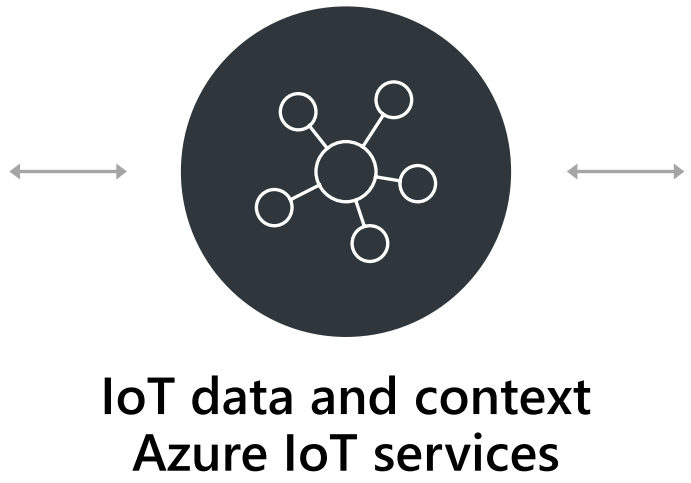
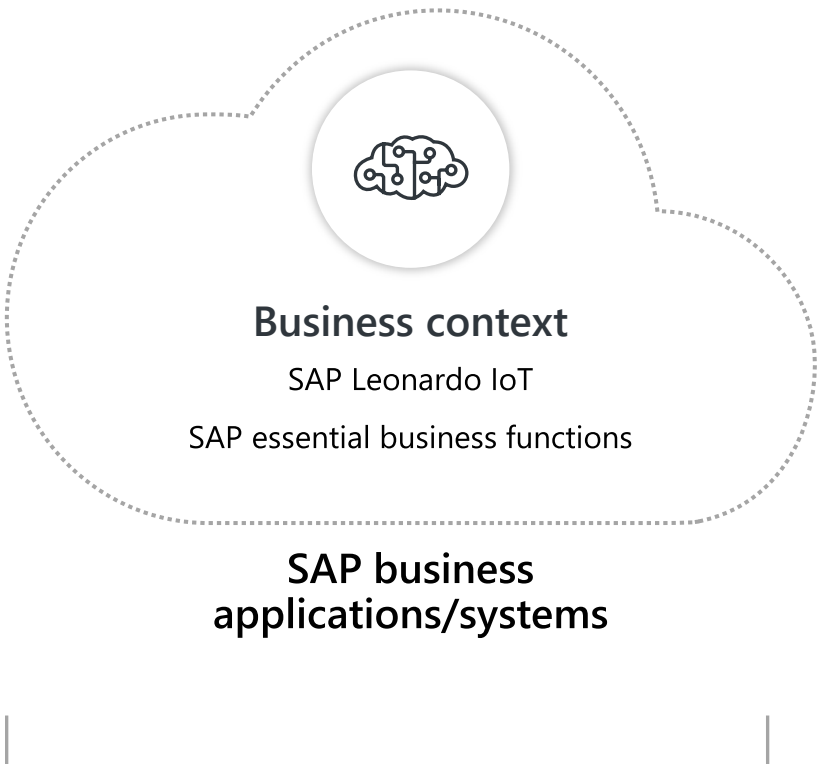
Azure Security Center

Azure Log Analytics

+ Partner solutions

Microsoft/SAP Expanded Partnership to IoT

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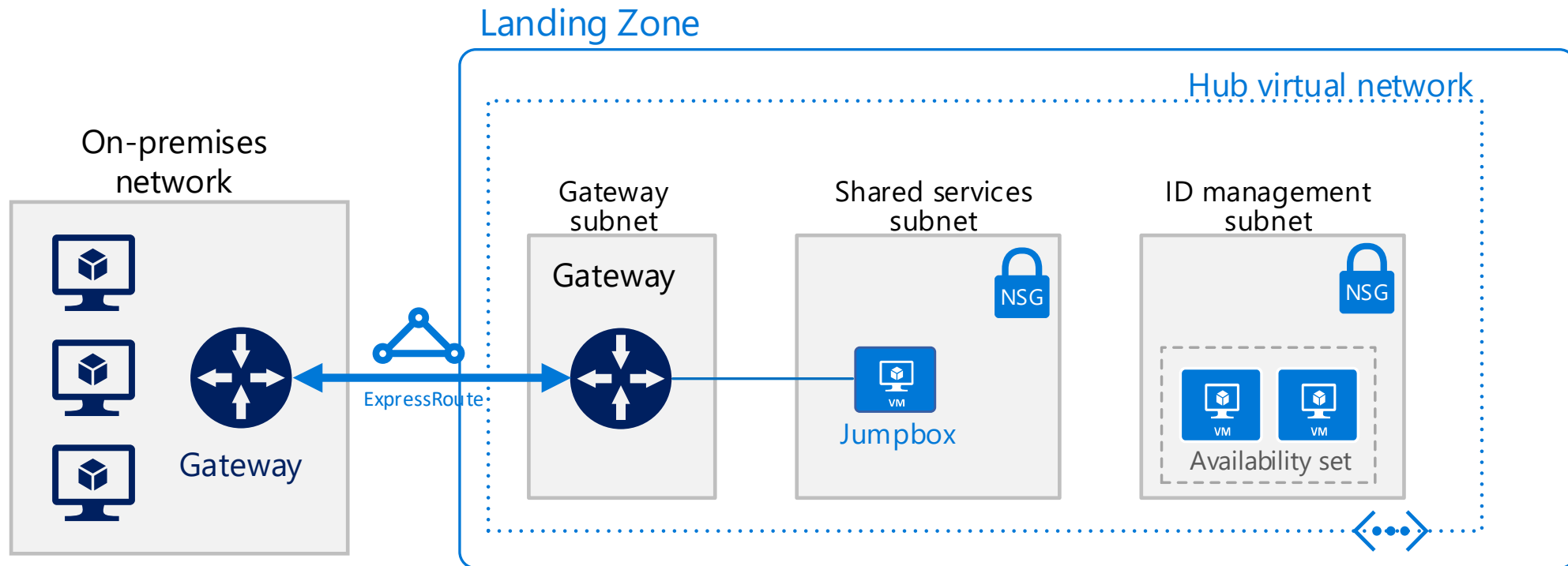
Speed to value
Integrated solutions across SAP business services and Microsoft IoT Services

Speed to innovation
Rapid co-innovation around unique solutions that span the enterprise.

Production Landing Zone Environments

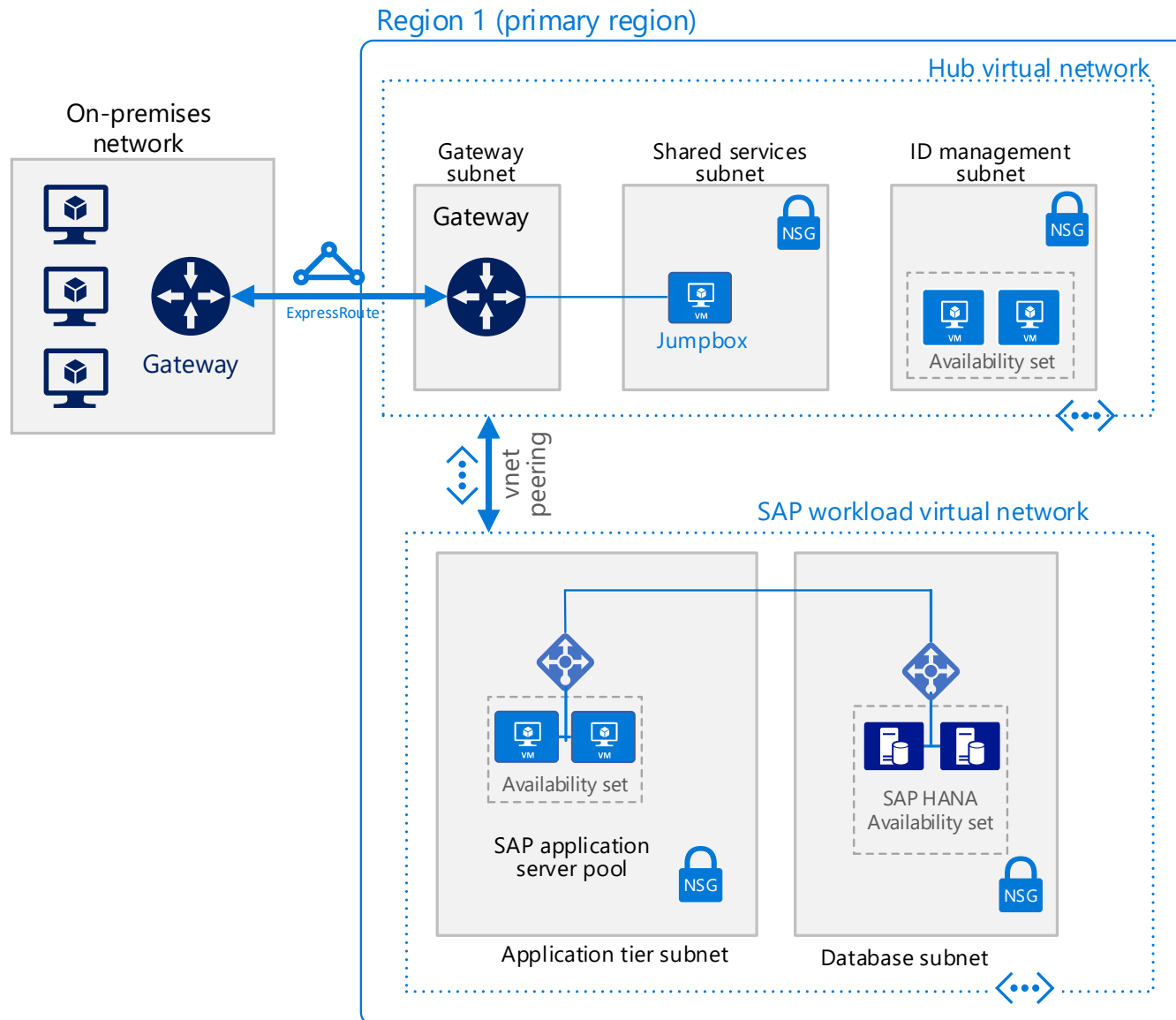
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Used by all non-DR environments in primary Azure region.



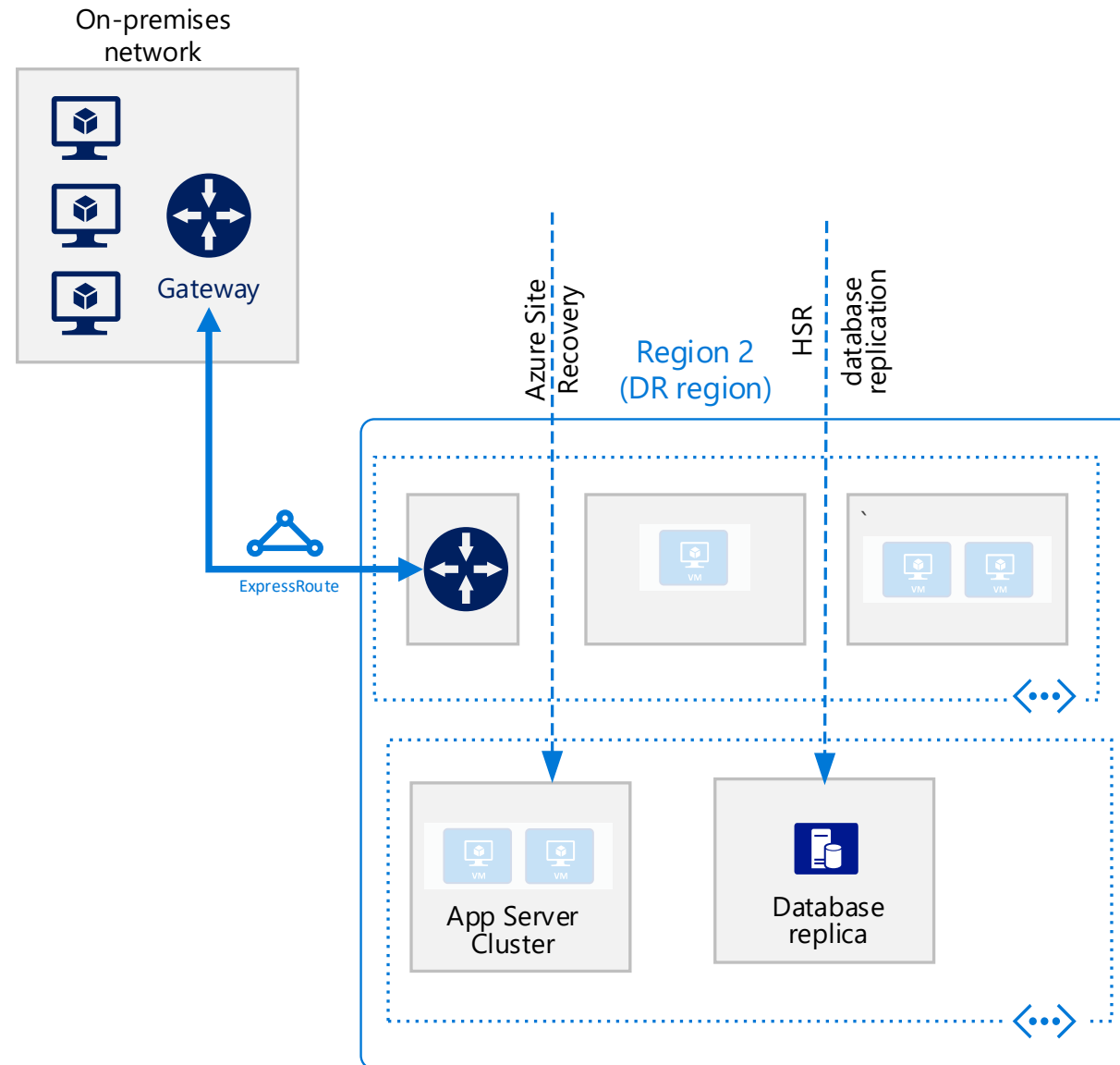
Production HA Environment – East US 2

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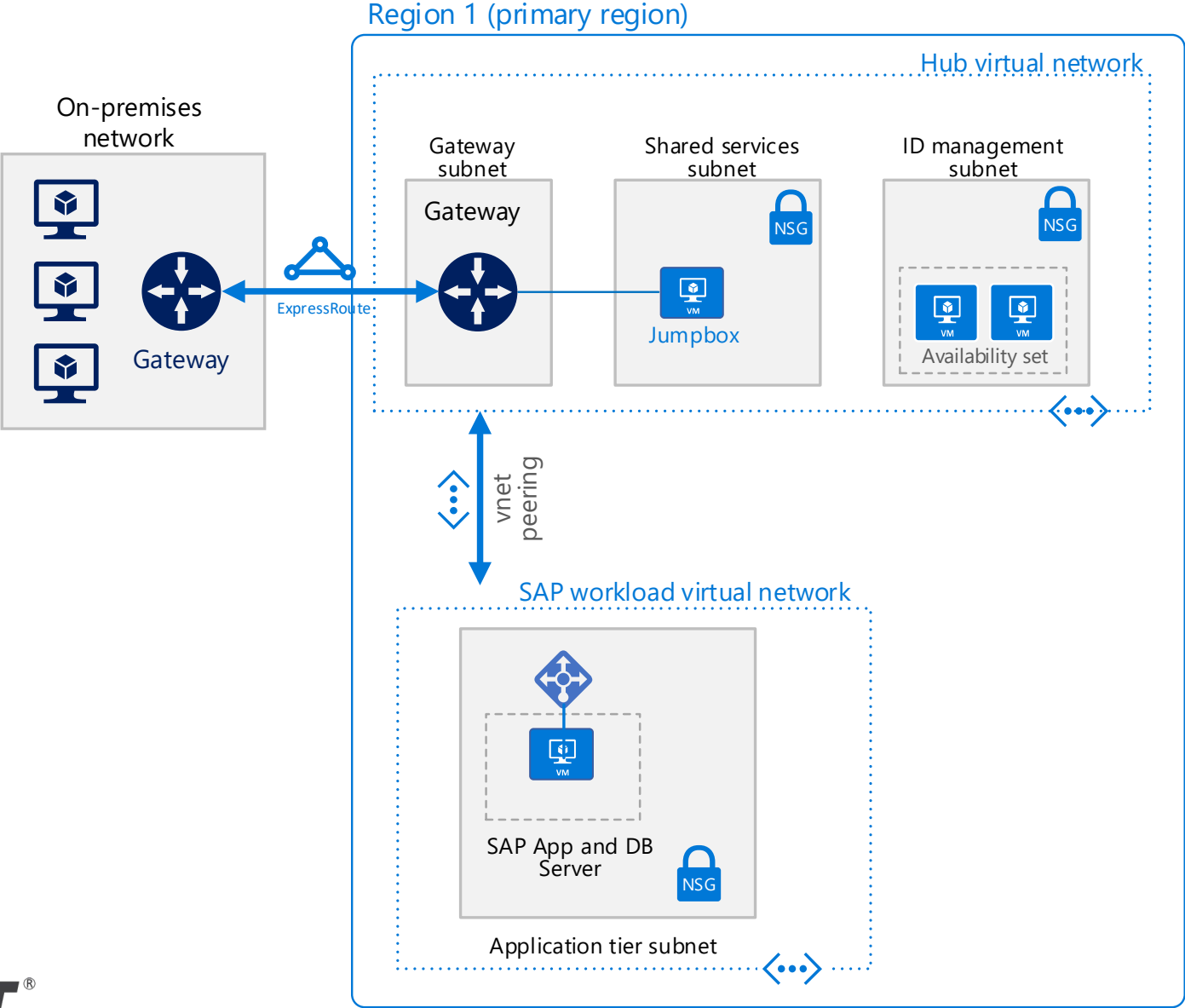


Production DR Environment

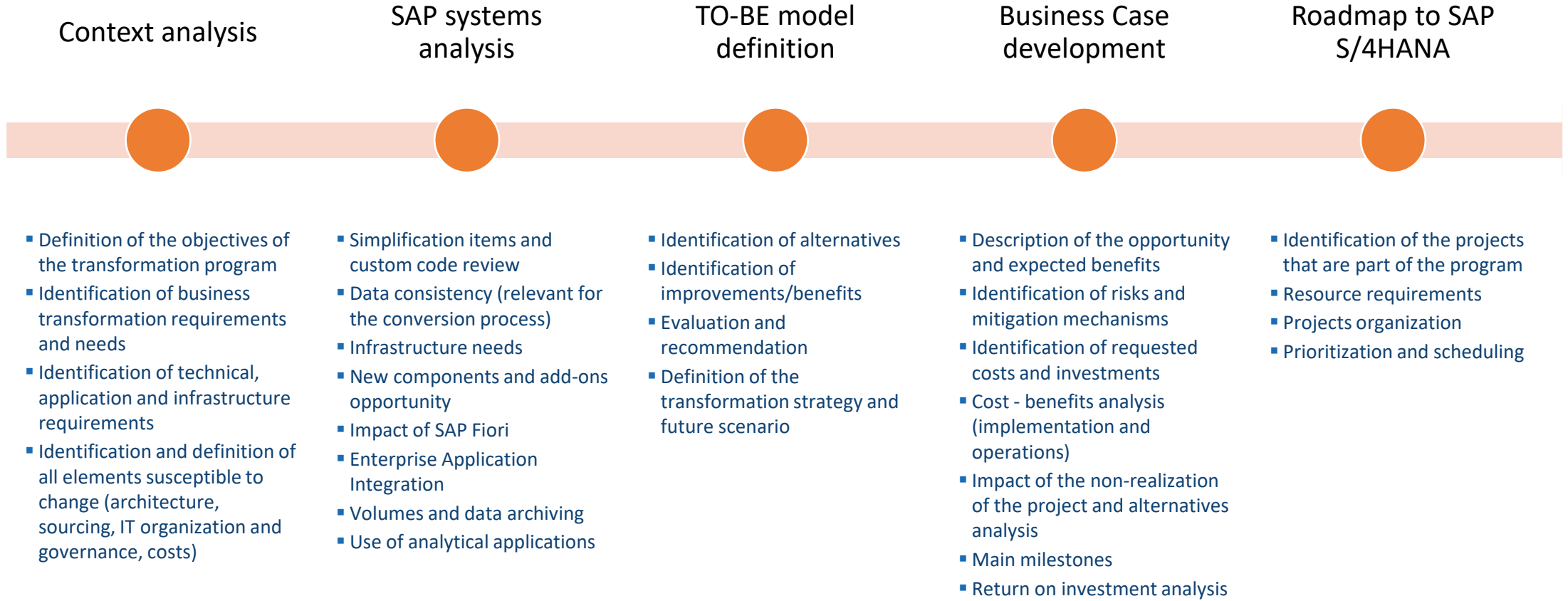
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QA/Dev & Test Environments – East US 2



S/4 HANA Transition Strategy



Simplification items	Custom code	Data consistency	Infrastructure and tech requirements	Knowledge transfer
<ul style="list-style-type: none">▪ OSS notes installation for Simplification Item Check (SIC) execution▪ SIC execution▪ Analysis of the points appearing in the Relevancy and Consistency Check▪ Review of points that impact processes▪ Review of changing functionality▪ Review of the functionality to be reimplemented	<ul style="list-style-type: none">▪ DEV client connection to an external system for code check (ATC)▪ PRD client connection to a Solman system for code usage analysis▪ ABAP Test Cockpit: HANA & S/4HANA code compatibility analysis▪ Custom code usage analysis (CCLM)	<ul style="list-style-type: none">▪ Installation and execution of reports foreseen in the pre-check phase of the conversion	<ul style="list-style-type: none">▪ Identification of infrastructure needs and prerequisites for conversion	<p>3 Workshops including training on the most important simplification points:</p> <ul style="list-style-type: none">▪ Data model▪ Functional changes▪ Technology

+ Preparation and presentation of the report with the results of the analysis

SAP® Qualified
Partner-Packaged Solution

Introduction

- Introduction to S/4HANA
- Customer SAP systems landscape definition

Diagnostics

- Simplification items impact
- Custom code impact and corrective actions definition
- Data consistency log and diagnostics
- Infrastructure and technical requirements
- Executive summary

Roadmap

- Conversion organization
- Calendar proposal
- Efforts estimation



S/4HANA Preparation

Conversion analysis. Final report

