SAP HANA Enterprise Cloud
Power of Real Time Computing with Simplicity of the Cloud

Michael Ovens – HEC Sales MENA

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SAP

Why Companies are moving to
SAP HANA CLOUD SOLUTIONS

Pressure on IT and business to respond and innovate more quickly

Business Change Is Outpacing IT

IT often seen as bottleneck in adapting to changes in business needs and requirements

Simplify While Achieving Agility

An ever increasing need for faster time to value while simplifying the IT landscape
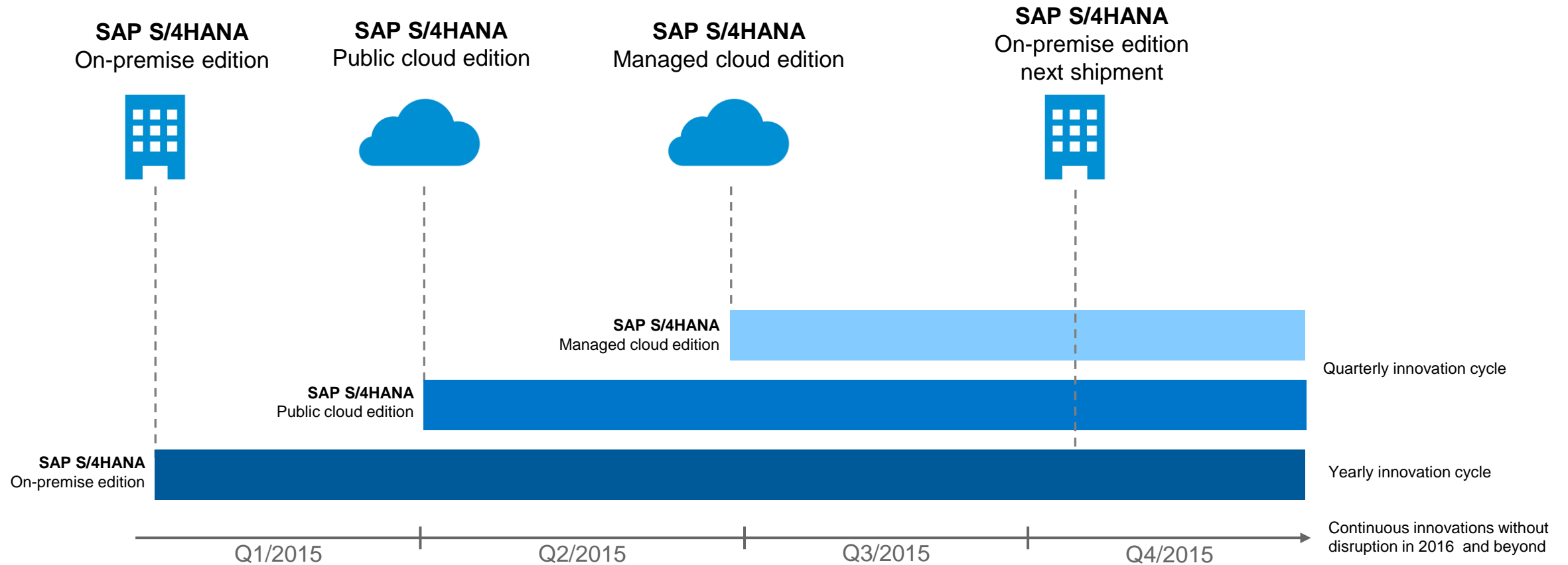
Manage Costs and Raise Productivity

Pressure on IT & business to reduce costs while still achieving business goals

75% of New IT expenditures will be for Cloud or hybrid systems by 2016 (per a recent IDC report)

S/4 HANA Roadmap 2015

SAP S/4HANA
On-premise edition

SAP S/4HANA
Public cloud edition

SAP S/4HANA
Managed cloud edition

SAP S/4HANA
On-premise edition
next shipment

SAP S/4HANA
Managed cloud edition

Quarterly innovation cycle

SAP S/4HANA
Public cloud edition

Yearly innovation cycle

SAP S/4HANA
On-premise edition

Continuous innovations without
disruption in 2016 and beyond

Q1/2015 Q2/2015 Q3/2015 Q4/2015

S4HANA in the HANA Enterprise Cloud

'ON PREMISE' APPLICATIONS / SOLUTIONS			CLOUD APPLICATIONS				
FROM SAP	SAP BUSINESS SUITE	Simple Finance ALL FROM SAP	SAP BW	S-innovation	S-innovation	PEOPLE	CUSTOMER	MONEY	SUPPLIER

Degree of 'Customization'

Degree of 'Standardization'

On Premise	HANA Enterprise Cloud	Private Managed Cloud	Public Cloud (SaaS)
Dedicated to One Customer	Dedicated to One Customer	Dedicated to One Customer	Many Customers (Multi-Tenancy)
Customer has System Governance	Customer has System Governance	SAP has System Governance	SAP has System Governance
Full Customer involvement	Customer involvement is part of the model	Limited Customer involvement	Very limited customer involvement
Services by Customer	Services by SAP and Customer (can be delegated to SAP – AMS*)**	Services by SAP**	Services by SAP**
BYOL	BYOL+Subscription*	Subscription	Subscription
End User Access Web+Traditional	End User Access Web + Traditional	End User Access Web + Traditional	End User Access Web only
Unlimited Scope	Solution Scope	Full Application Scope	Standard Appl. Scope
Highly Flexible (do what you want)	Flexible (configurable + add approved component systems)	Standardized (configurable)	Highly Standardized (pre-configured)
Modifications allowed	Modifications not recommended*	No Modifications allowed	No Modifications allowed
Different Software Release Levels	Different Software Release Levels	Same Release Levels	Same Release Levels

Customer journey to SAP S/4HANA –
3 situations, 3 deployment options

Customer starting point

New customer

SAP Business Suite on anyDB customer

SAP Business Suite powered by SAP HANA customer
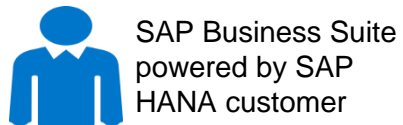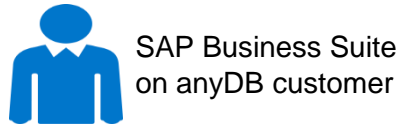
Innovation without disruption

SAP S/4 HANA

Supported by predefined migration, system conversion in the cloud and deployment packages from partners and SAP
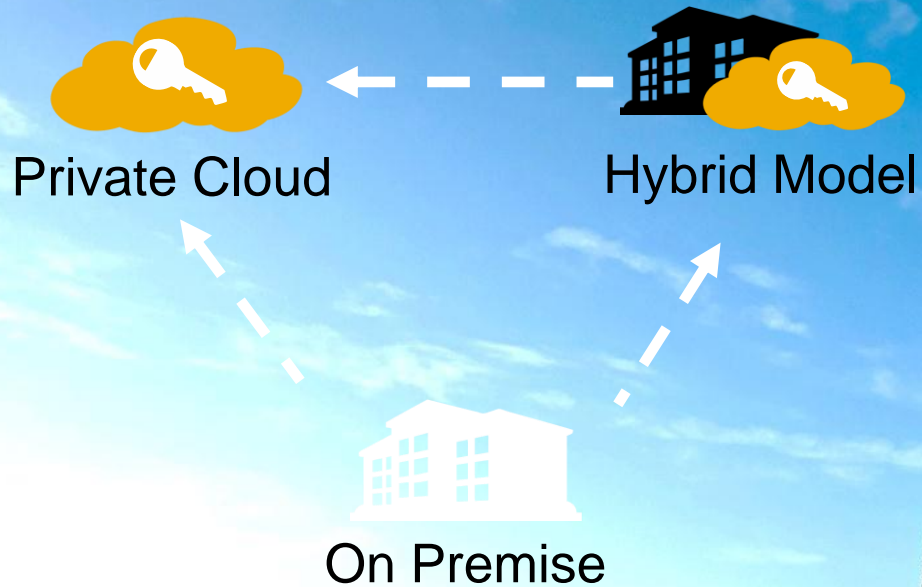
Choice of deployment

On Premise

Hybrid

Cloud

Your Bridge to the Cloud

Private Cloud

Hybrid Model

On Premise

- Get started with SAP HANA right away

- Security measures frequently audited and confirmed through various Certifications & Attestations

- Maintain unique competitiveness in a standardized or customized environment

- Driving innovation at customers own pace

- One partner approach - single support source for entire stack

- SAP Rapid Deployment Solutions and pre-assembly reduce implementation time

- Simplified integration via pre-built connectors

- Access to most current solution portfolio via SAP Application Management Services

Cloud Infrastructure
Giving you peace of mind

Safety and Security

- Advanced IT Security Architecture
- Threat & vulnerability Management
- 24 x 7 Security Monitoring Center
- Physical and network security
- Biometric access control in certain locations
- Fire detection and extinguishing system
- Secure product development lifecycle
- Security measure are audited and confirmed via numerous Certifications

Service Levels

- SAP's SLA covers the **ENTIRE solution stack**: Infrastructure, OS, DB, HANA DB, and Application
- Robust roles and responsibilities matrix for infrastructure activities.
- Dedicated customer engagement manager and dedicated technical landscape owner
- Guaranteed availability   **99.5%**
- Global support   **24 x 7**
- Activity reports, analysis, planning, and remediation coordination

Managed Services

- SAP HANA DB Management – Backups, Upgrades, Monitoring, Restore and Recovery
- Infrastructure Monitoring and Event Detection
- Operating System – Management, Patches, Monitoring

Core Services for SAP HANA Enterprise Cloud

Assure customer success from discovery, advice, preparation, transition to operations

Assessment	Onboarding & Migration	Cloud Infrastructure	Application Management
Assessment on technical aspects for solution in scope with action and transition plan	Prepare the as-is solution and execute the onboarding and migration toward SAP HANA Enterprise Cloud	Provisioning of cloud hosting infrastructure with enterprise-class Service Level Agreements	Provide application incident support and monitoring with agreed Service Level Agreements

Rapid Deployment Solutions available for accelerated deployment

Application Management Services

Maximizing your business value

CERTIFIED

Best-in-Class

Quality: ISO 9001

Security: BS7799 / ISO27001

IT SCM: ISO22301

Service Mgmt: ITIL / ISO 20000

Overall Framework: COBIT, ISACA

IT Service Processing

Lower Costs

- Application Incident Management Services
- Application Change Management
- Implementation of SAP/OSS Notes
- Service Request Fulfillment
- Data Quality Checks / Data Cleansing
- Event Management / Application Monitoring

High End-User Satisfaction

Lower Risk

- Documentation of System Configuration
- Performance Optimization
- Transport Management
- Job Management
- User / Role Management
- Print Management

Offering flexibility and choice

SAP HANA Enterprise Cloud Scenarios

Applications (BYOL)	Application Management Service		Applications (BYOL)			Applications (new purchase) On SAP HANA		
SAP HANA (BYOL)	Managed Service		SAP HANA	Managed Service		SAP Business Suite / SAP BW / Custom Apps	Managed Service	
Infrastructure			Infrastructure			Infrastructure		
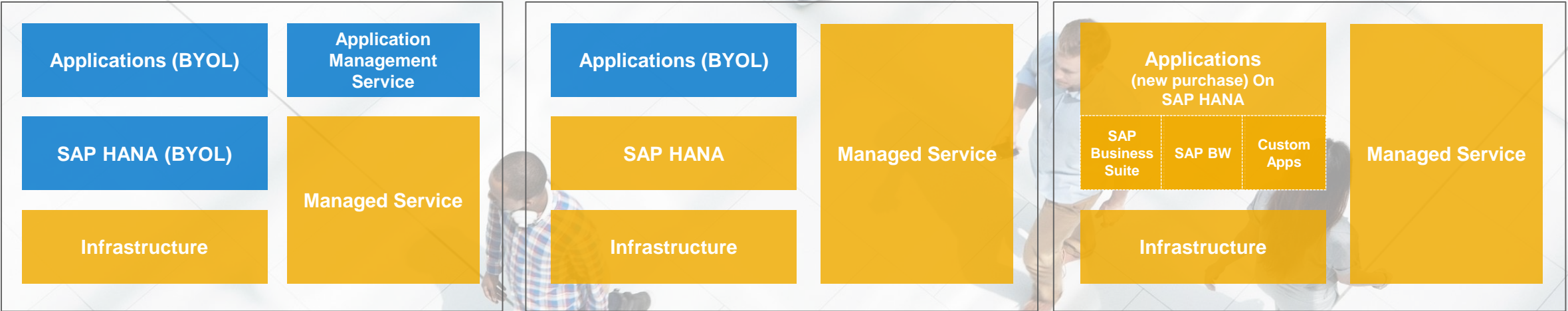
Increasing Subscription Flexibility

■ Perpetual / BYOL (Bring Your Own License)   ■ Subscription

Leveraging SAP HANA Enterprise Cloud during implementation and production
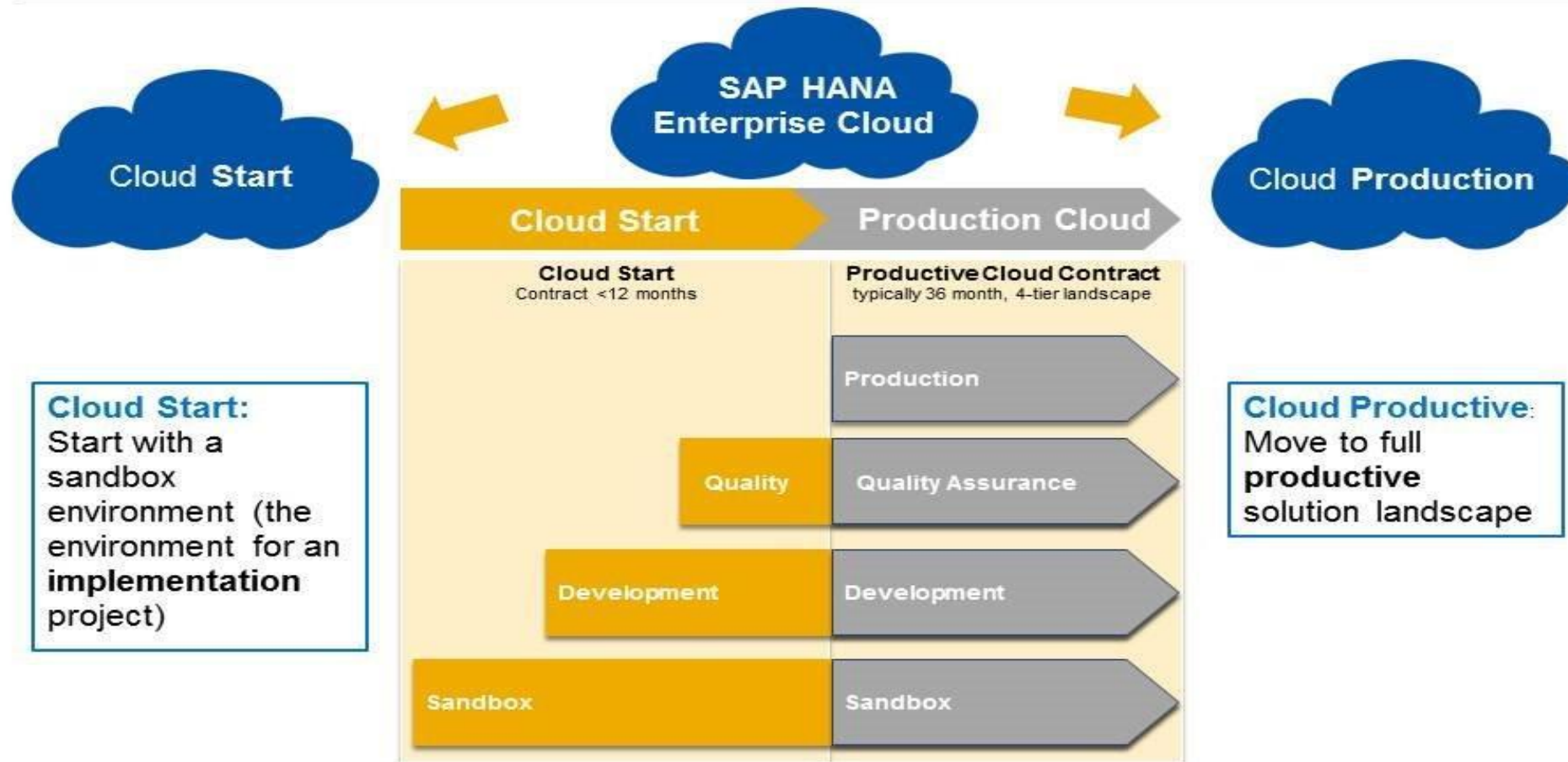
SAP HEC data center locations

Global coverage 2015 **

Canada

US West

US East

Mexico

Brazil

Amsterdam

Germany
(Rot)

Russia

China

*China not covering
other countries*

Japan

Australia
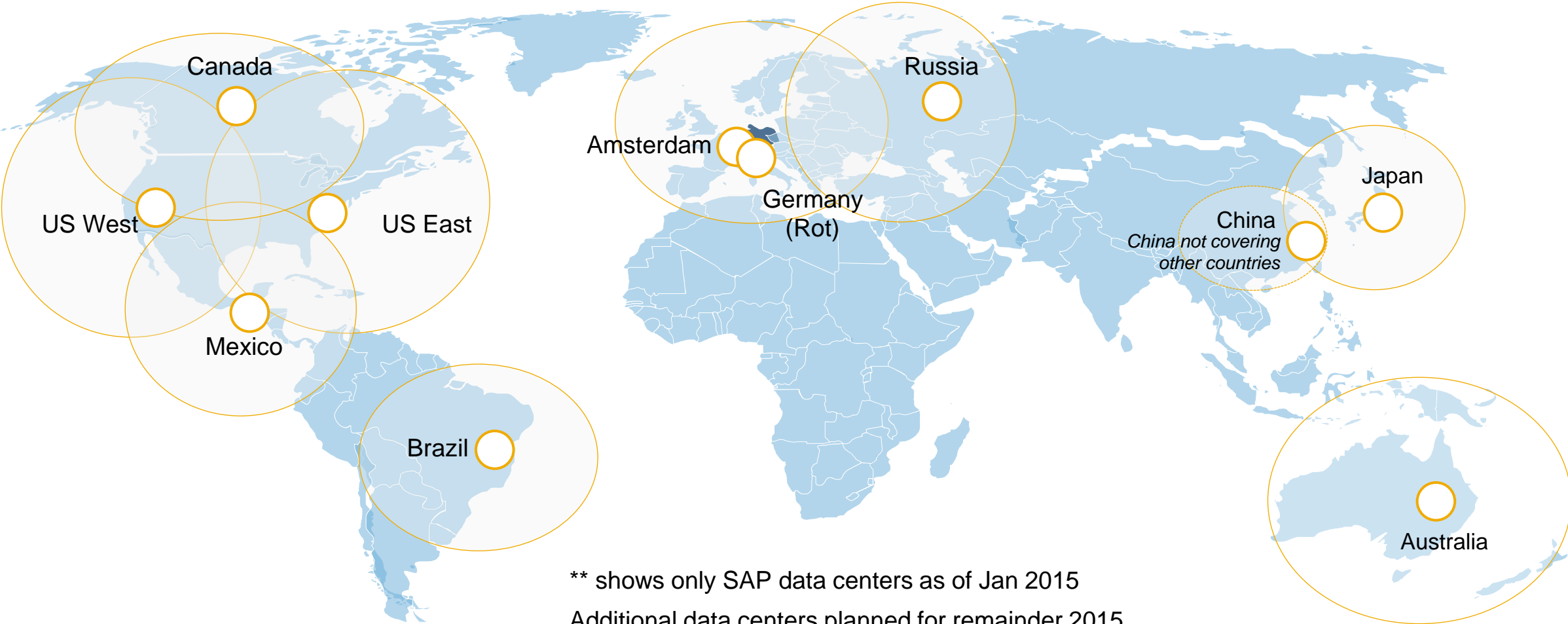
** shows only SAP data centers as of Jan 2015

Additional data centers planned for remainder 2015

SAP HANA Enterprise Cloud

Data Centre information

- Visit www.sapdatacenter.com for a virtual tour of the new SAP Data centers

- Technical, security and operational overview

- Centre SLA Data

- Cloud solution overviews

- SAP uses SAP – our own first customer!

S/4 HANA & SAP HANA Enterprise Cloud
SAP is ready to be your chosen partner as you start your journey

> **Faster Time to Value**

> **Easier Transition**

> **Lower Costs**

> **Lowest Risk**

Thank you

Michael Ovens
HEC Sales MENA
michael.ovens@sap.com
+971 564184724

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