



Breaking Barriers: Move Enterprise SAP Customers to SAP HANA on AWS in Record Speed

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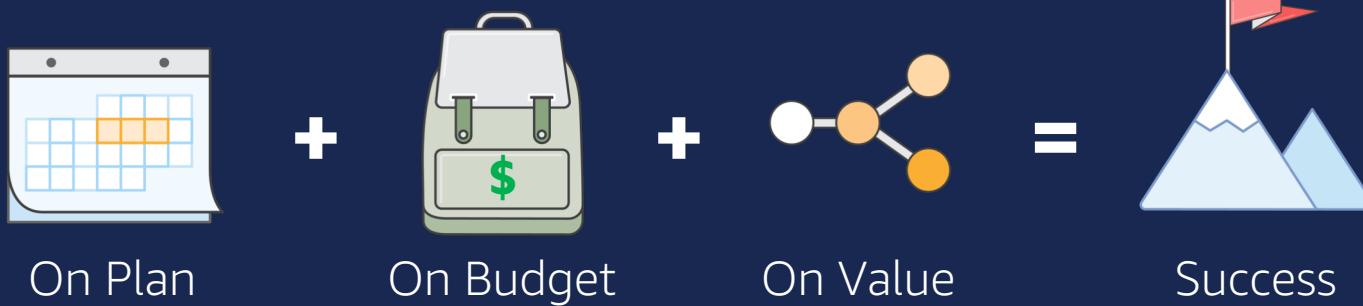
The SAP Challenge

The SAP Journey:

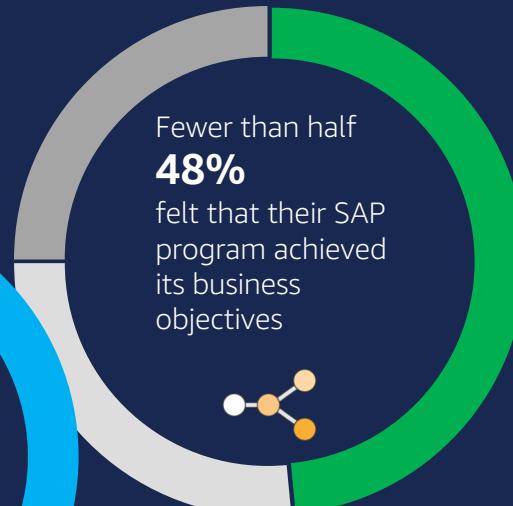
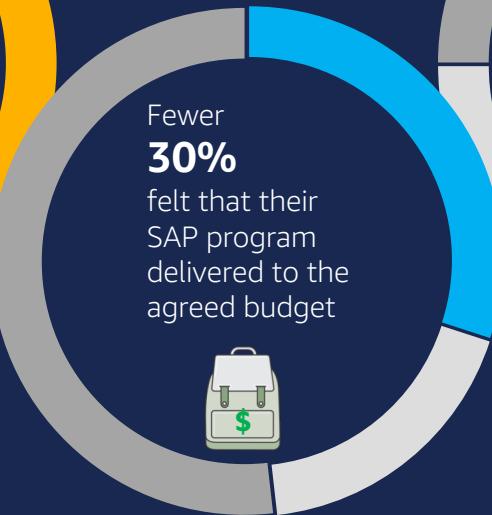
"Despite 20 years of "practice", there is a startling lack of maturity and SAP customers are still having mixed success. Success is a 50-50 gamble."

Dr Derek Prior
Non Executive Director
Resulting, SAP service provider

Key Success levers:



Topline Findings:



Crossing the Chasm by 2025:



Capital Investment

Complex integrated
System Architectures

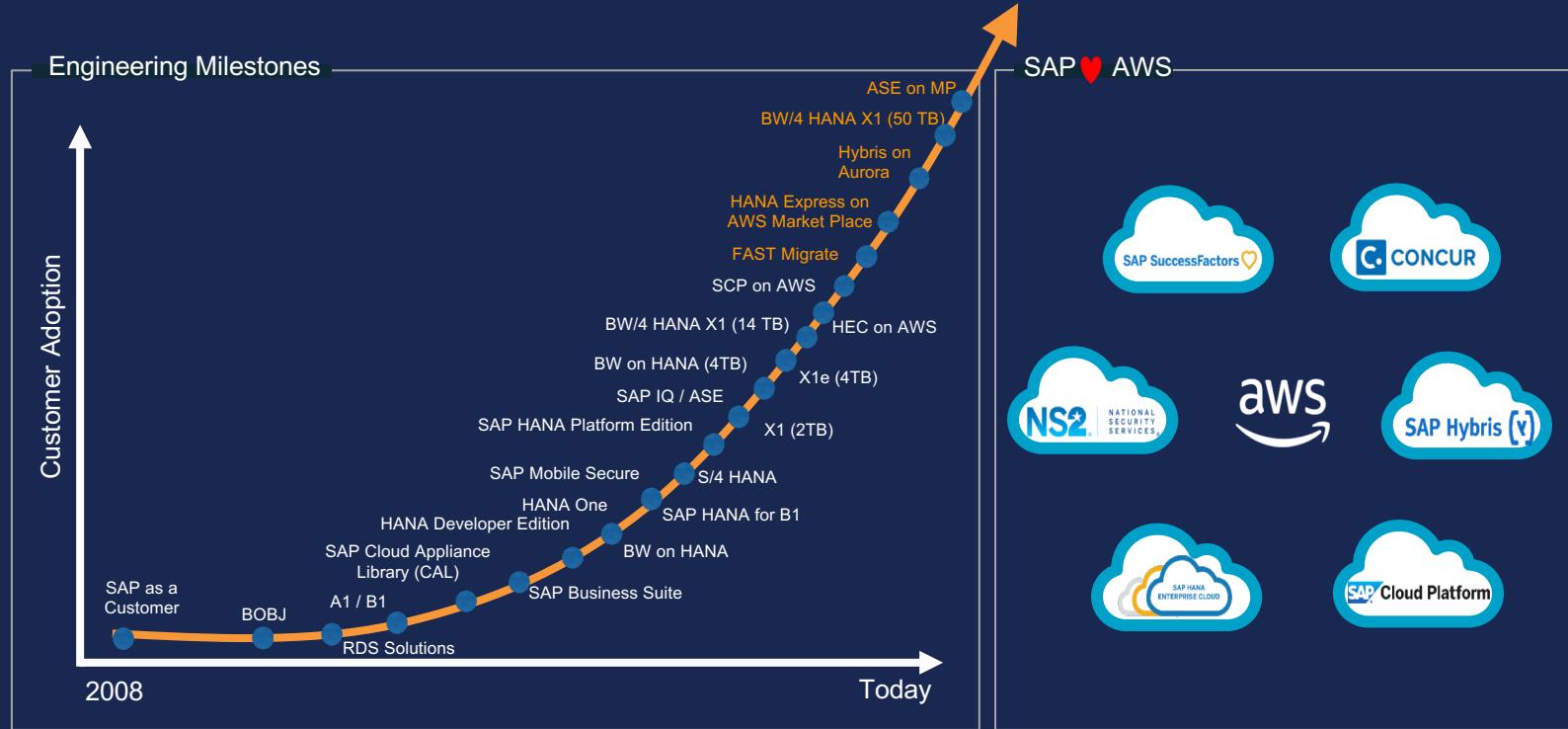
Customized SAP
solutions

Rigid IT backbone
—designed for
dependability



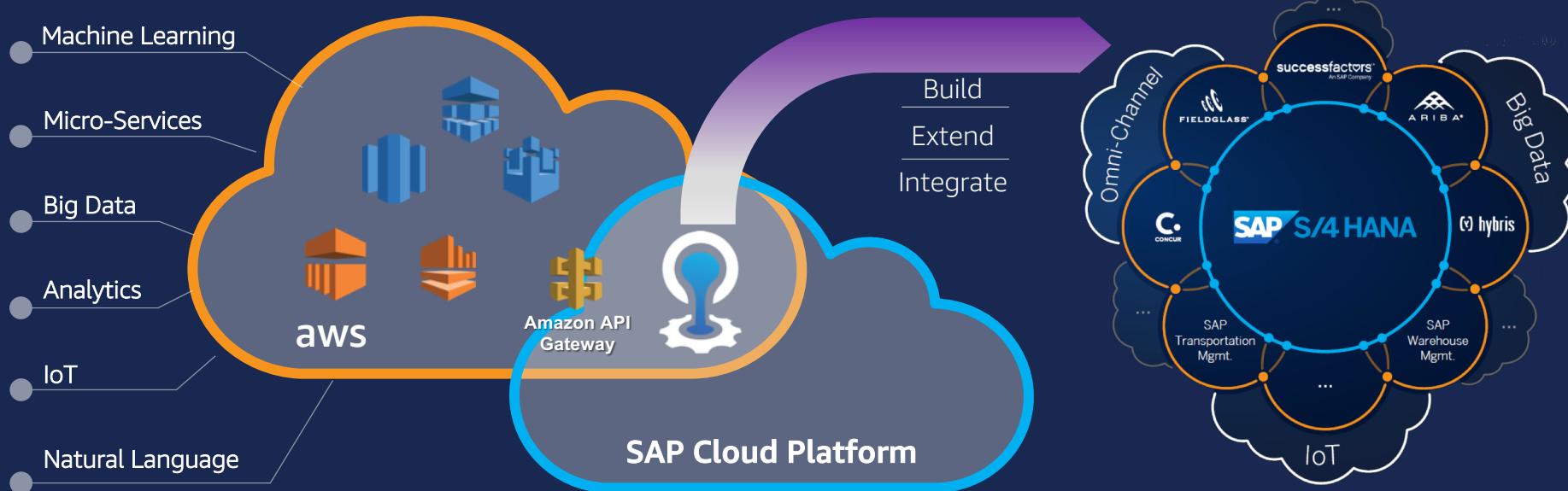
SAP and AWS

The SAP | AWS Alliance



Extend SAP on AWS: Full Interoperability

Achieving the Full potential of Digital Transformation



Source: sap.com/SAP Cloud Platform regions and service portfolio

Customer Momentum

Enterprise



Asia



Americas



Emea



AWS & SAP Partner Ecosystem



GSI
(12)

accenture Capgemini wipro Infosys
DXC.technology Deloitte pwc TATA

SI
(36)

itelligence TIS TIS INTEC Group linKE emongrass Vision33
protera BSG PARTNERS arvato
.MSG systems SNP CompuSoliciones REPLY

MSP
(25)

2ND WATCH protera accenture SAP itelligence
DXC.technology Capgemini Velocity Symmetry

Tech
(8)

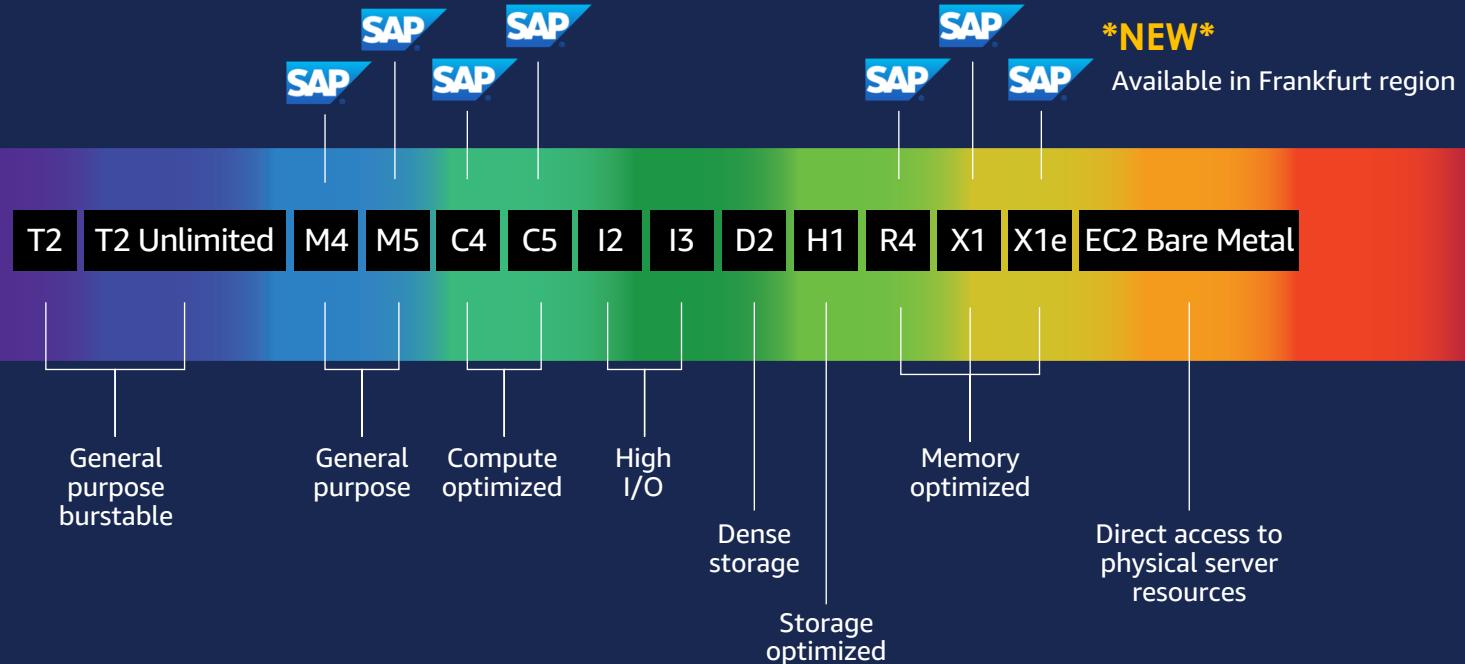
SUSE vmware ATA DATA
intel Microsoft basis smartShift TECHNOLOGIES

Amazon EC2 Instances for SAP HANA

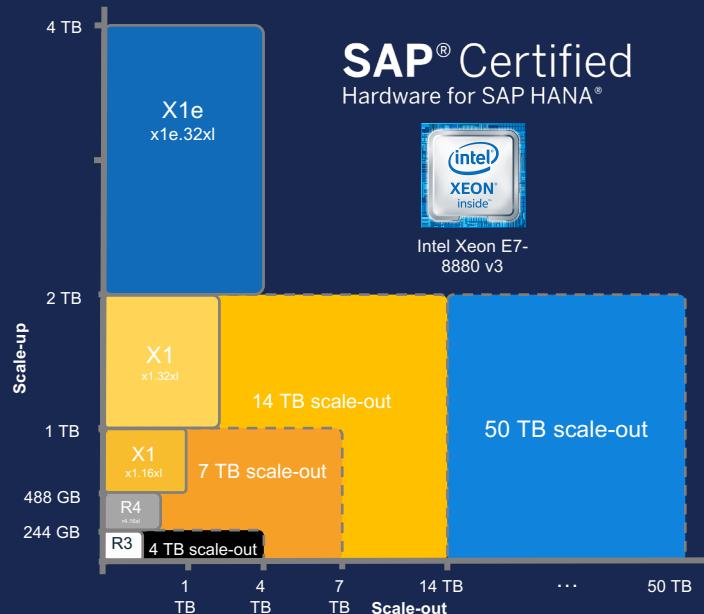
Powered by Intel Xeon Processors



Amazon EC2 Instances



Amazon EC2 HANA Instances



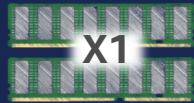
Differentiators:

- Speed
- On-demand, Pay per use
- Flexibility
- Scalability
- Lowest TCO

<https://global.sap.com/community/ebook/2014-09-02-hana-hardware/enEN/iaas.html#>



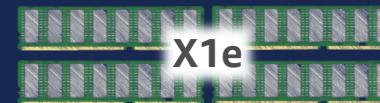
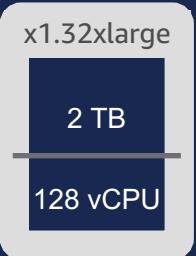
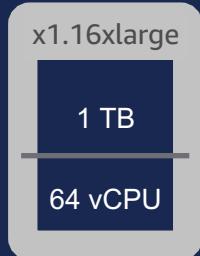
X1 & X1e: Large-Scale Memory Optimized



For large in-memory workloads

16:1 GiB to vCPU ratio

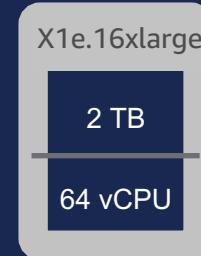
In-memory databases (e.g., SAP HANA), big data processing engines (Apache Spark, Presto), in-memory analytics



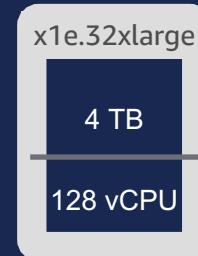
For memory-intensive workloads and very large in-memory workloads

32:1 GiB to vCPU ratio

High-performance databases, large in-memory databases (e.g., SAP HANA), and DB workloads with vCPU based licensing (Oracle, SAP)

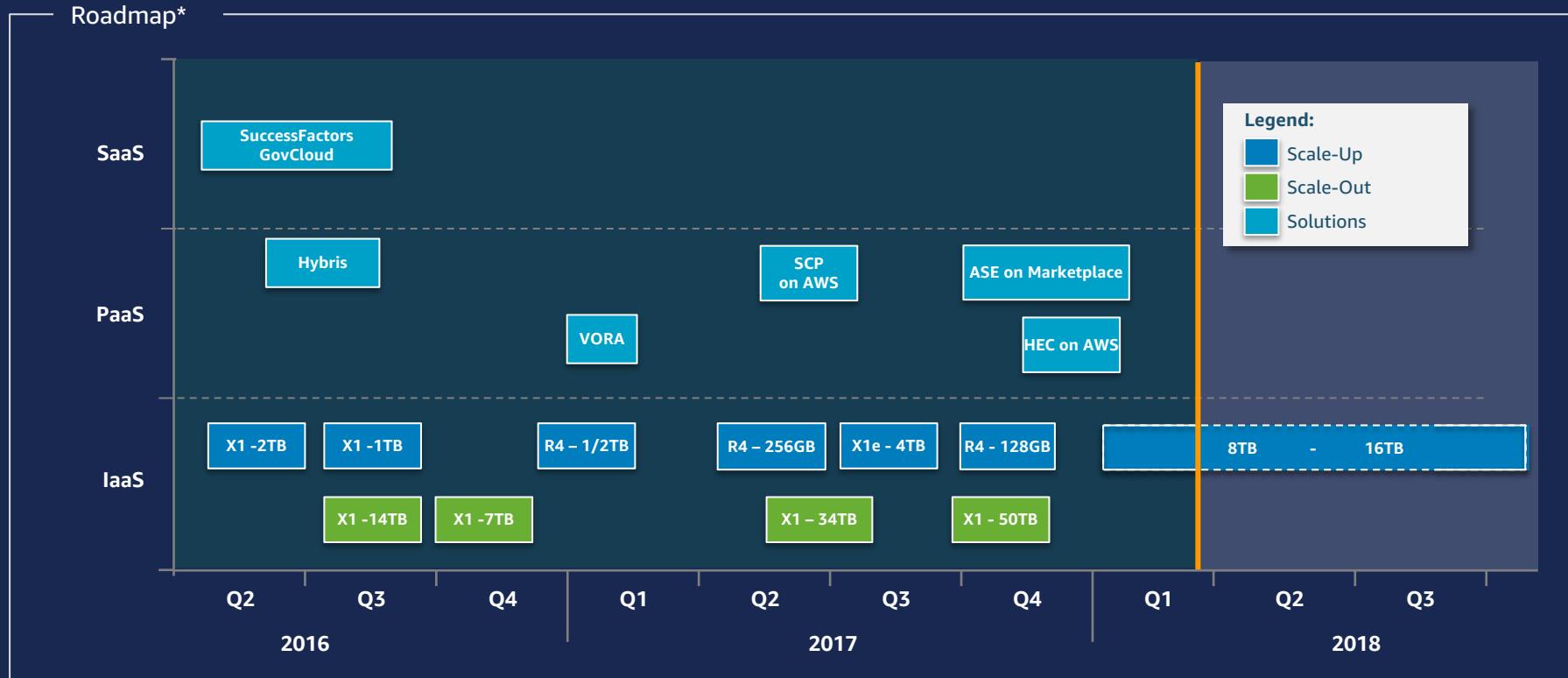


6 sizes
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Powered by Intel Xeon® E7-8880 v3 (w/ Intel AES-NI, Intel TSX)

SAP on AWS - A Long Term Commitment



* Preliminary, subject to change w/o notice

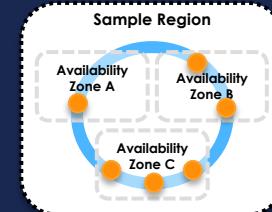
Increasing the Odds: The Unfair Advantage

Resiliency and Security:

Mission Critical Dependability with Public Cloud Attributes



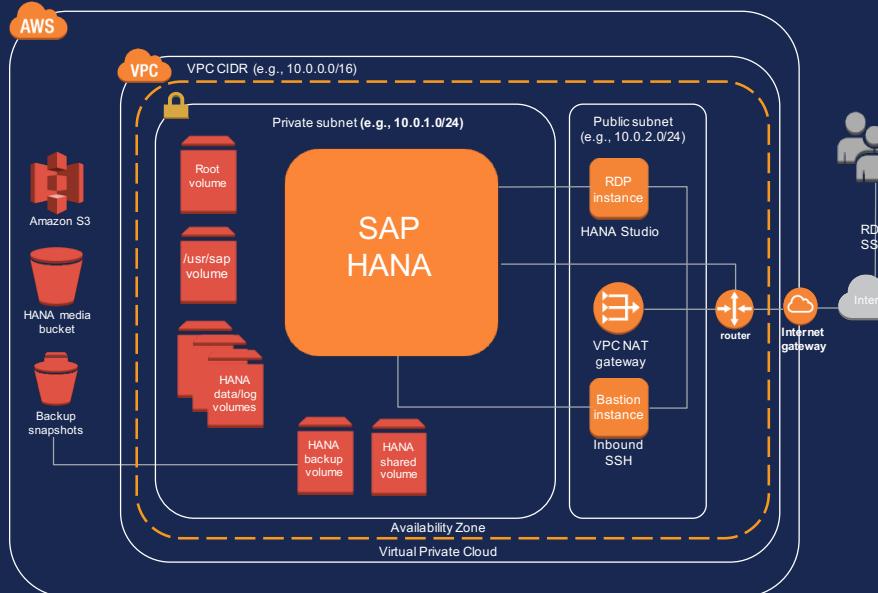
Global Infrastructure:



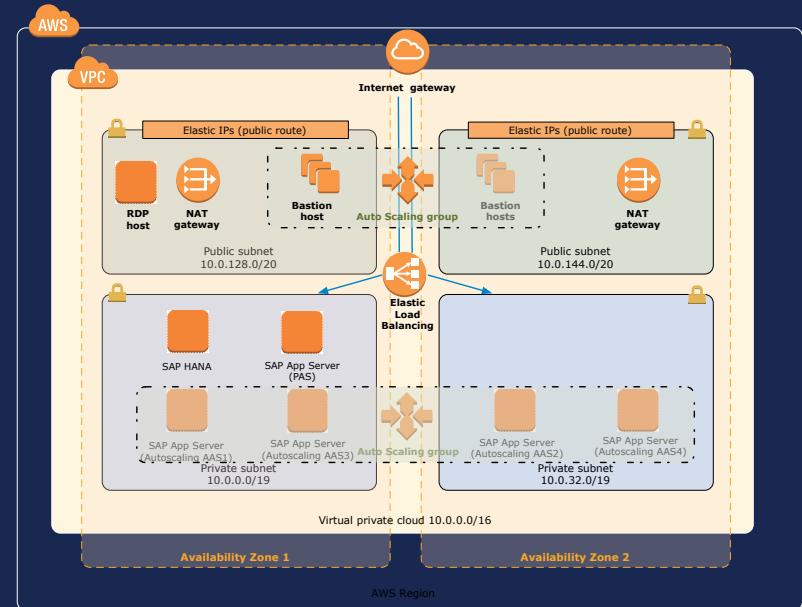
Cost Optimized Recovery:



Speed: AWS Quick Starts for SAP



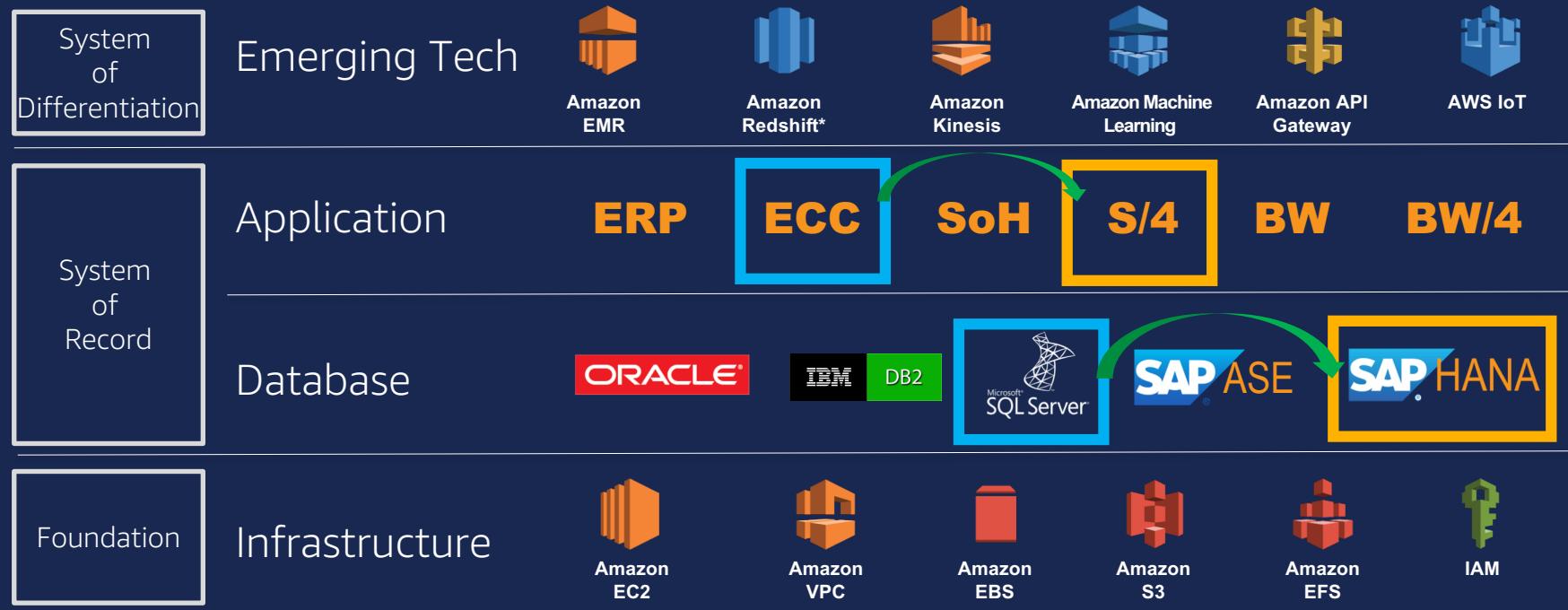
SAP HANA



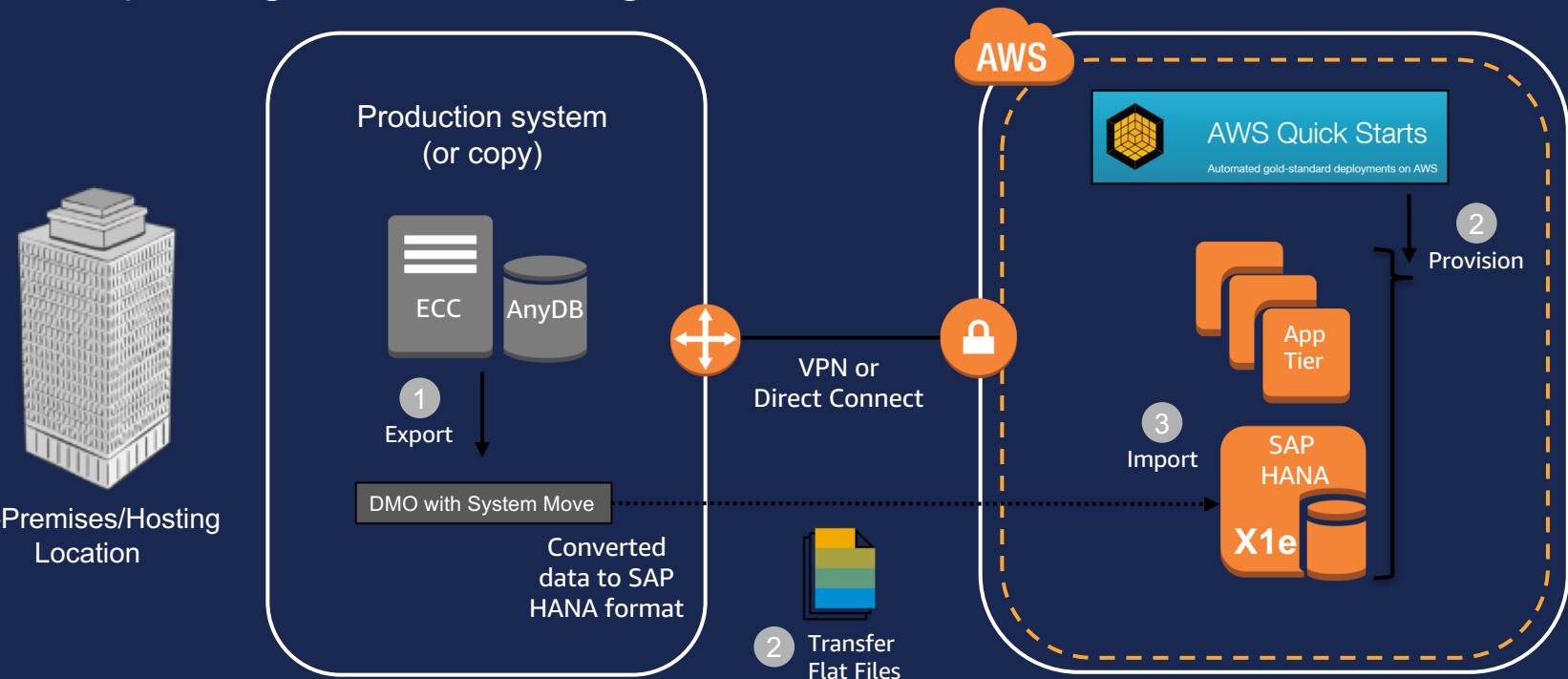
SAP Netweaver

NEW

Flexibility



Agility: SAP Rapid Migration Test Program with AWS (FAST)



<https://aws.amazon.com/sap/fast/>

ZALANDO Customer Case

Lessons Learned

- ✓ Choose the right EC2, network and account setup
- ✓ A cloud migration is a set of many smaller migrations
- ✓ Know your critical dependencies between the systems
- ✓ Involve AWS experts and build core team



Continuous
Innovation



Speed



Agility

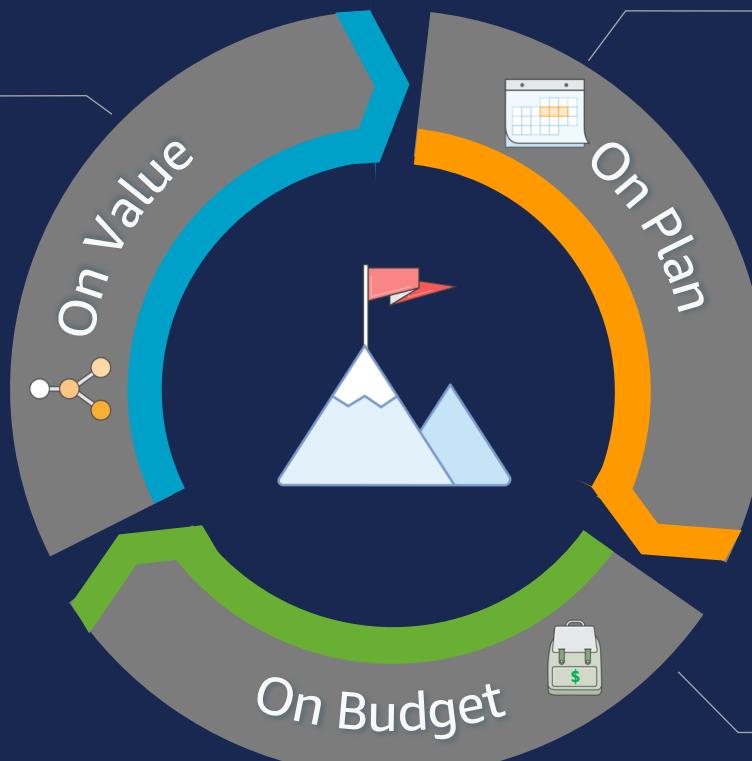
Summary: Secure success with SAP on AWS



Simplify: Clone and upgrade systems with ease

Extend: Leverage Big Data and Emerging technologies like Machine Learning and IoT services instantly

Consume: Leverage AWS Market Place to consume On-Demand SAP and SAP partner solutions



Rapid Provision: Create new HANA systems through AWS Quick Start in <1 hr

Elasticity: Scale-Up or Out your configuration in <1 hour

Scale: Near infinite global scale

Expertise: SAP, AWS and joint partner ecosystem

Cost of Entry: 2TB for 40 hours
~\$700*

Flexible pricing: Achieve up to 72% discount on X1 for 3 year commitments

Learn more:

aws.amazon.com/sap

Questions?:

SAP-AWS@amazon.com

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