



# SAP on Azure Enablement

Monday, Sep 28, 2020

APAC, Singapore

Module One – Week Two

Day 1 – Monday, Sep 28, 2020

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# SAP on Azure Partner Enablement

Module One – Week Two

Day 1 - SAP on Azure Sales Fundamentals



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Cloud Solution Architect– SAP on Azure

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# Agenda

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Objectives

Interview

SAP on Azure Sales Pitch

# Session Objectives

## SAP on Azure Sales Fundamentals



### Qualify Opportunities

Identify and Qualify SAP on Azure Opportunity

Discussion



### Understand Sales Pitch

Understand end-to-end SAP on Azure sales pitch.

Give then this small/med/lrg



### Microsoft and Partners Collaboration

Understand how Microsoft sellers can help

JV



### Sales readiness

Train internal sales teams

# Session Objectives

## SAP on Azure Sales Fundamentals



### Qualify Opportunities

Identify and Qualify SAP on Azure Opportunity



### Understand Sales Pitch

Understand end-to-end SAP on Azure sales pitch.



### Microsoft and Partners Collaboration

Understand how Microsoft sellers can help



### Sales readiness

Train internal sales teams

# Q1 Establish the outcomes for the customer

Take a different starting position, make the first few minutes about the customer.

Ask open questions, this is hard out of the box in this session.

## Q2 Think about CAT

What are your objectives for the engagement with the customer?  
So I think about CAT when I first and subsequently meet customers.

C – Credibility

A - Affinity

T – Trust

So how to approach this, advice I give is treat these engagements like a job interview, because this is the core of what you are trying to achieve "Would this company hire ME" ME being not just me as a person but the company I represent.

Achieve all 3 is not easy, which is why this is tied to Q1, establish what the customers

Q3



Q4

Q5

Q6

Q7

Q8

Q9

Q10

Q11



Q12

**Q13**

Q14

**Q15**

# Customer Presentation

# SAP on Azure: The Trusted Path to Enterprise- Ready Innovation in the Cloud

# Today's agenda

1

## Benefits of replatforming SAP to public cloud

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### Learning Objective

How replatforming SAP applications to public cloud benefits the enterprise

2

## Azure as the best public cloud for SAP

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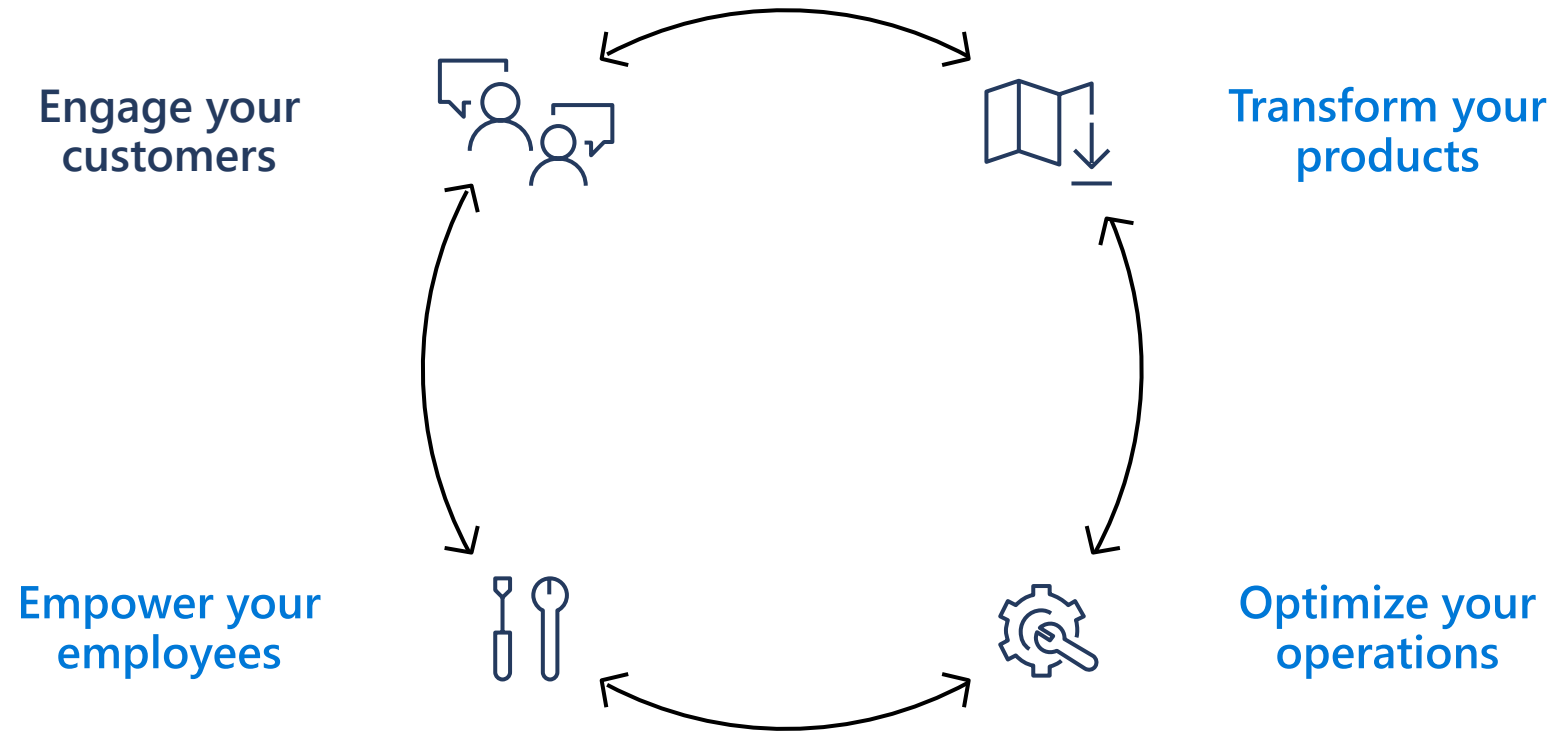
### Learning Objective

Advantages of choosing Azure as a cloud platform and Microsoft as your partner for SAP applications

# Benefits of replatforming SAP to public cloud



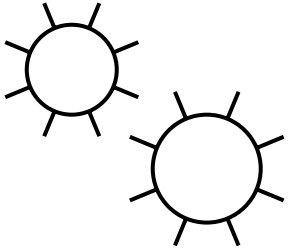
# Digital transformation



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.

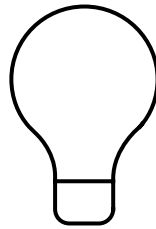
# The challenge



## Manual/slow processes

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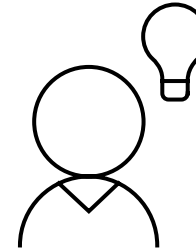
Key business processes are batch processed, manual tasks that are expensive and slow down functions across the business



## Slow innovation

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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

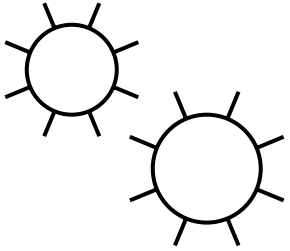


## Poor insight

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

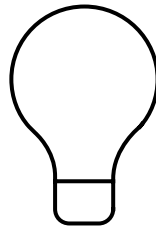
# SAP in the cloud can power better business processes, innovation and insights



## Faster, simpler processes

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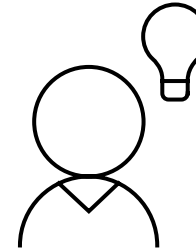
Azure offers a high-performance infrastructure for SAP



## Accelerated innovation

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



## 360 insight

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

# Advantages of public cloud over traditional on-premises architecture for SAP



## 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

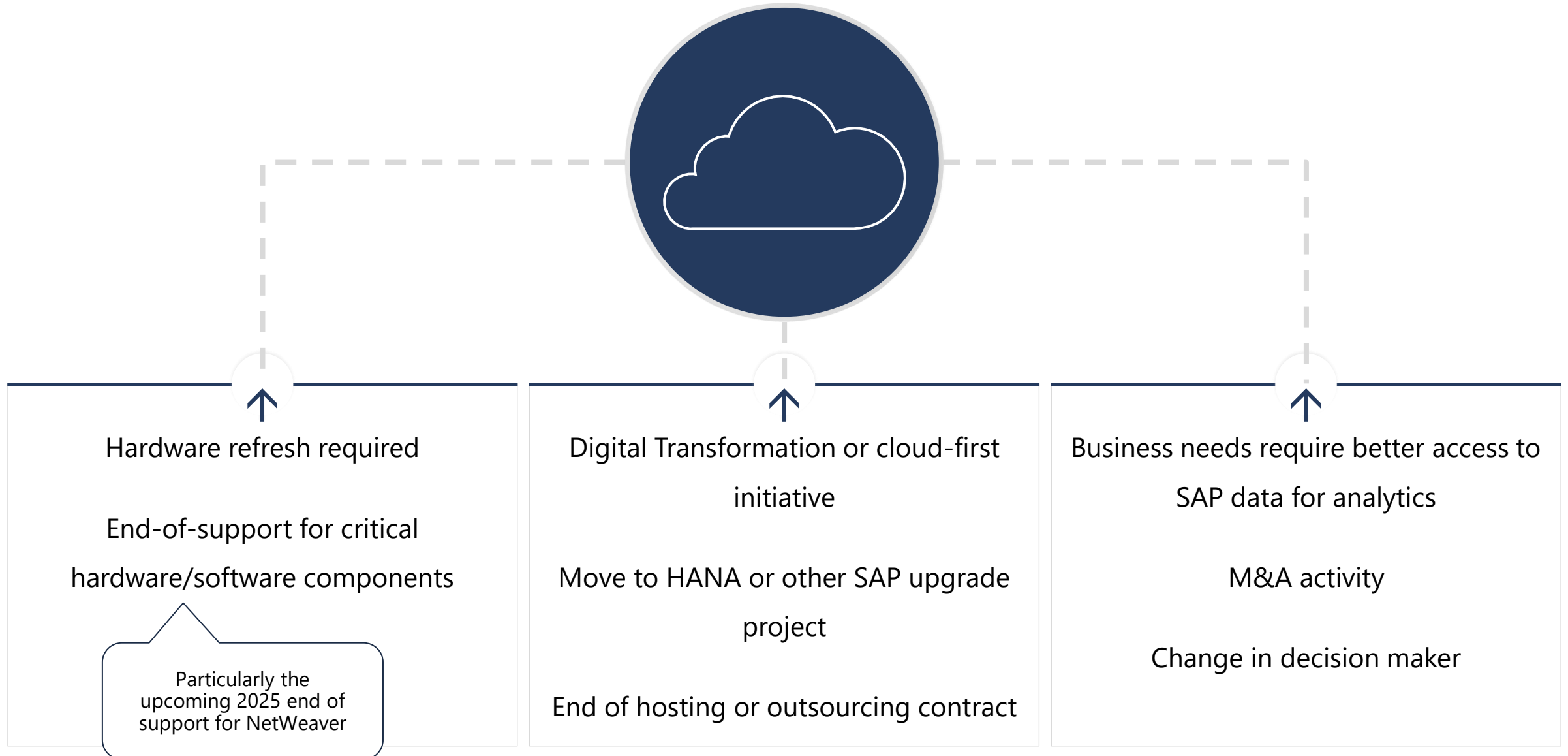
Robust tools for implementing and managing workstreams reduce management overhead for IT teams.



## Pay for use

Only pay for the capacity you actually use, delivering budget efficiency and flexibility to respond to changing competitive and market conditions.

# Opportunities for moving SAP to public cloud



# Microsoft Azure: The best cloud platform for SAP

# Azure is the best platform for running SAP in the cloud



## Hybrid cloud

The only public cloud that offers on-premises instances for true same-platform support in a hybrid cloud environment.



## Data privacy

Microsoft spends more than \$1 billion annually on cloud security. With more than 70 compliance certifications, Microsoft has the most certifications for SAP of any public cloud provider.



## Reliability

Highest industry uptime Service Level Agreements, with 99.99% uptime SLAs for OLAP and OLTP. Includes integrated disaster recovery as part of all service packages and offers easy, economical storage options.



## Analytics

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



## Capacity

With the largest SAP-certified instances on public cloud (up to 60 TB), Azure offers the most headroom of any cloud provider.



## Global presence and support

High-speed connectivity in 50 regions and availability in 140 countries with more than 1500 peering points for express routing, more than any other public cloud provider. Microsoft has offices and personnel in every global market and understands the needs of local business.

# Reliable, high capacity SAP infrastructure on Azure

## On-demand infrastructure

E-series VMs  
for dev/test  
and PoC

**Up to 0.5 TB RAM**  
Globally available

M-series  
VMs for most  
implementations

**192 GB to 12 TB RAM**  
SAP HANA certified for production

## Purpose-built infrastructure

SAP HANA  
Large Instances  
for extreme  
scale and  
performance

**0.7 TB to 24 TB RAM**  
SAP HANA certified for production



# More compliance offerings 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

# SAP HANA on Azure Region Availability

(\*) DS v3 and ES v3 are available in all regions.



50-region network with high-speed connectivity  
1,500+ peering points for express routing



- GS-series
- M-series
- HANA LARGE INSTANCES

- Generally available
- Launching in CY18
- Launching in CY19

# Microsoft and SAP: The best business partnership for ERP on public cloud

# Microsoft is the best business partner to run your SAP applications on public cloud



## Deep relationship with the enterprise

Microsoft understands the enterprise's needs and provides the most complete and expert advice and service to public cloud clients.



## Full-stack Microsoft technology support

Native support for AD seamlessly ties into desktop and O365 identity and access with no development required.

Microsoft is the partner of choice for the enterprise



## Accomplished partnership between SAP and Microsoft

Microsoft and SAP have a 20+ year relationship including use of each others' platforms and co-located engineering resources.



## Maturity of SAP on Azure use and implementations

40+ countries in production. 17 SAP applications on Azure. 200+ SIs.

Microsoft has the strongest partnership among public cloud providers with SAP

# SAP and Microsoft – strong partners for your future

The trusted, optimized, seamless enterprise-ready cloud partnership



## Trusted

20+ year alliance partnering together for the benefit of our mutual customers

Microsoft runs SAP and S/4HANA

SAP runs internal S/4HANA on Azure

## Seamless

Co-located engineering resources & aligned sales and marketing teams provide a seamless customer experience

## Optimized

Unique capabilities, roadmap, and experience to support SAP HANA & enterprise workloads from on-premises and Azure

**“We are taking our partnership to the next level... Together, we will help companies win the customer-driven growth revolution...”**

—Bill McDermott, CEO of SAP

**“Building on our longtime partnership, Microsoft and SAP are harnessing each other’s products to not only power our own organizations, but to empower our enterprise customers to run their most mission-critical applications and workloads with SAP S/4HANA on Azure.”**

—Satya Nadella, CEO of Microsoft

# SAP on Azure customers

## Retail, food, & CPG



## Manufacturing, mining, and oil & gas



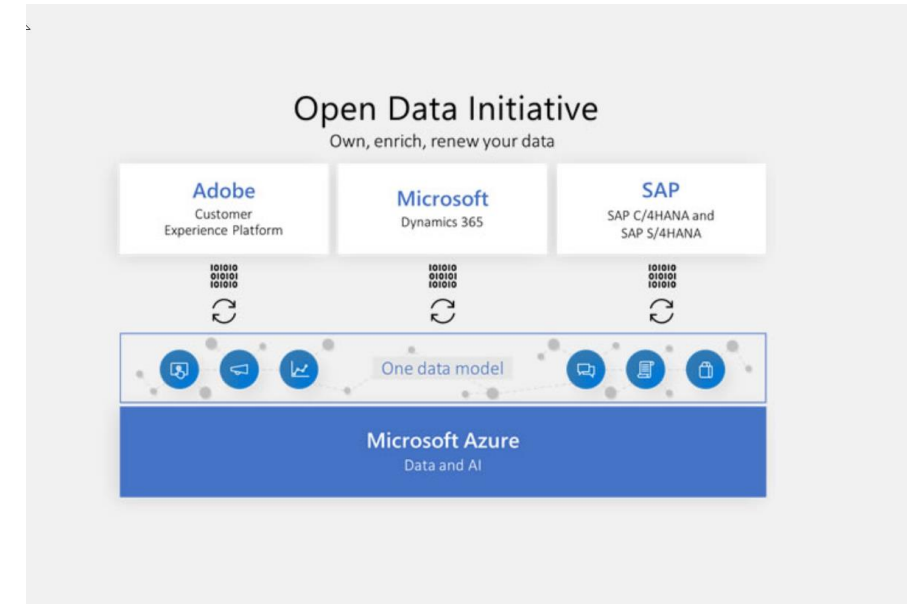
## Utility, pharma, services, and multi-sector



SAP on Azure in Production in More than 40 Countries



# Open Data Initiative announced to empower a new generation of customer experiences

- “Adobe, Microsoft and SAP are partnering to reimagine the customer experience management category. Together we will give enterprises the ability to harness and action massive volumes of customer data to deliver personalized, real-time customer experiences at scale.”
  - *Shantanu Narayen, CEO of Adobe*
- “Together with Adobe and SAP we are taking a first, critical step to helping companies achieve a level of customer and business understanding that has never before been possible. Organizations everywhere have a massive opportunity to build AI-powered digital feedback loops for predictive power, automated workflows and, ultimately, improved business outcomes.”
  - *Satya Nadella, CEO of Microsoft*
- “Microsoft, Adobe and SAP understand the customer experience is no longer a sales management conversation. CEOs are breaking down the silos of the status quo so they can get all people inside their companies focused on serving people outside their companies. With the Open Data Initiative, we will help businesses run with a true single view of the customer.”
  - *Bill McDermott, CEO of SAP*





# SAP on Azure maturity

Hyperscale Cloud				Enterprise DNA			Purpose-Built for SAP				
42	Global Regions	33k Miles	Active Fiber	1989	SAP Relationship	17	Enterprise Apps SAP runs on Azure	20/60 TB	SAP Certified	2 Prong	Pioneers of Virtual & Bare Metal
\$1 B	Spent on Security Annually			50TB	Microsoft SAP estate in Azure	220+ SIs	WW focused on SAP on Azure	30-70%	Cost Savings	HA+DR+Backup Integrated	
8k+	ISP Sessions	71 Compliance Certifications		SCP and HEC on Azure				Secs	Full 60TB backup	99.99 % SLA	OLAP &OLTP
>100k Cores	Elasticity	>4K	Ready Market Place Offerings	82%	License mobility and HUB Savings	Joint Support with SAP		192GB -24TB	Widest range	26 Sizes/22 Regions	For every purpose

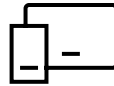


# Microsoft runs SAP on Azure

Completed 50TB data migration to Azure in Feb 2018



Deliver reliant and agile ERP platform



Enable modern experiences



Provide real-time processes

**16TB**

Highly compressed database

**300K**

Monitored batch jobs/month

**4M**

Dialog steps/day

**110K**

Internal users  
(Mostly Indirect  
Access to SAP)

**6K**

Named user accounts

**99.998%**

Raw SQL/Win  
uptime



**0.4**

Seconds user  
response time



**170M**

Transaction steps/month

**5-7 % yearly**

Incident ticket reduction

**2X**

System growth  
in past 2 years

**≈600**

Servers

**250TB**

Compression  
storage savings

**2X**

Transaction volume over 18–24  
months

**96%**

Non-SAPGUI users



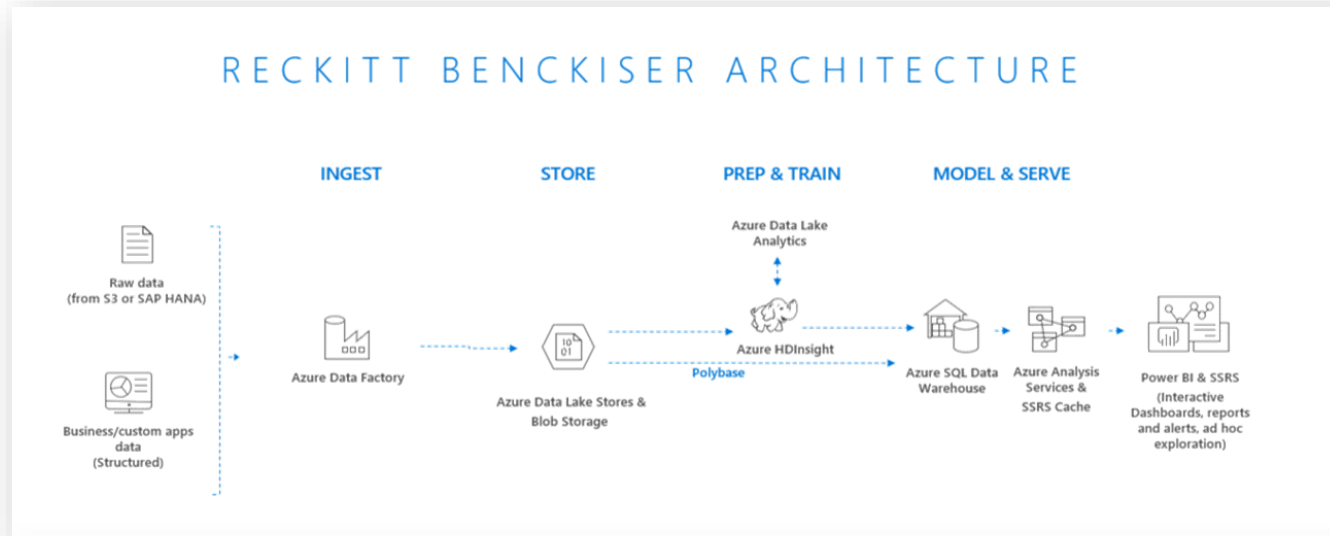
# Thank you

# Appendix A: Case studies

# A note on case studies

The following case studies are included as examples of how the SAP on Azure story can be told. We encourage partners to include their own case studies in this presentation if available.

# Business insights with SAP and non-SAP data on Azure



"We delivered a simple Power BI solution to our salespeople that they view on their smartphones. Because we can now integrate point-of-sale data, sell-out data, and other third-party data, we can determine which SKUs are not selling in each store each week."

—Wilmer Peres  
Information Services Director  
Big Data and Analytics  
Reckitt Benckiser



# Accelerating IT transformation with SAP on Azure

## Organization size

6000+ employees

## Revenues

14.6B USD

## SAP landscape

1.4 TB ECC Database and 1.2TB of SAP BW

6800 named users and 1200 daily active users

OpenText Archive Server, IBM Sterling B2B Integrator

## Business need

Datacenter exits, increased performance, M&A integrations

Modern data warehousing and reporting

## Microsoft services

SAP on Azure, ExpressRoute, Application Gateway, Site Recovery, PowerBI

## Business results

Vacated 18 datacenters and reduced operating costs by 30%

Scale up to meet peak demand and scale down upon completion



"Moving SAP infrastructure from a traditional outsourced hosting model to an Azure model managed by internal IT resources reduced our costs by 30 percent. The 16-month payback and 117 percent internal rate of return prove that migrating SAP to Azure was the right decision."

— Lorin Phillips

Director of Hosting and Network Delivery



# Accelerating time to value with SAP on Azure

## RioTinto

- Organization size: 55,000 employees
- Revenues: 33.7B USD
- SAP landscape
  - 24 SAP applications
  - 2 environments with 8TB and 7.5TB database
  - 35 TB of data
  - IBM DB2 to SQL Server
- Business need
  - Respond to market conditions—pricing volatility in commodities
  - Business agility for proof of concept and innovation
- Microsoft services
  - Azure VMs, Premium Storage, Azure Backup, Office 365
- Business results
  - Vacated four datacenters and reduced operating costs by 30%
  - Foundation for supply chain productivity with IOT



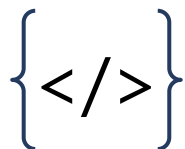
# Appendix B:

# Technical detail slides



# Robust cost-effective infrastructure for SAP NetWeaver

SAP Business Suite on any DB (Oracle, IBM DB2, SAP ASE, SQL Server), and all SAP NetWeaver based applications are certified for production.



Dev, test & training

40–75%

TCO cost savings for dev/test



Disaster recovery as a service

Minutes

Provisioning in minutes, not weeks/months



Backup and archiving

60%

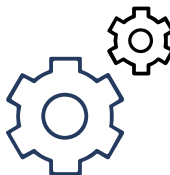
less storage costs for archiving data



Cost effective

40%

less for Windows Server VM vs. other cloud options



Production

54

Regions available with 99.95% SLA

# SAP HANA Infrastructure on Azure

## On-demand infrastructure

E-series VMs for dev/test & PoC

M-series VMs for most implementations

**Up to 0.5 TB RAM**

Globally available

**192 GB to 4.0 TB RAM**

SAP HANA Certified for production

## Purpose-built infrastructure

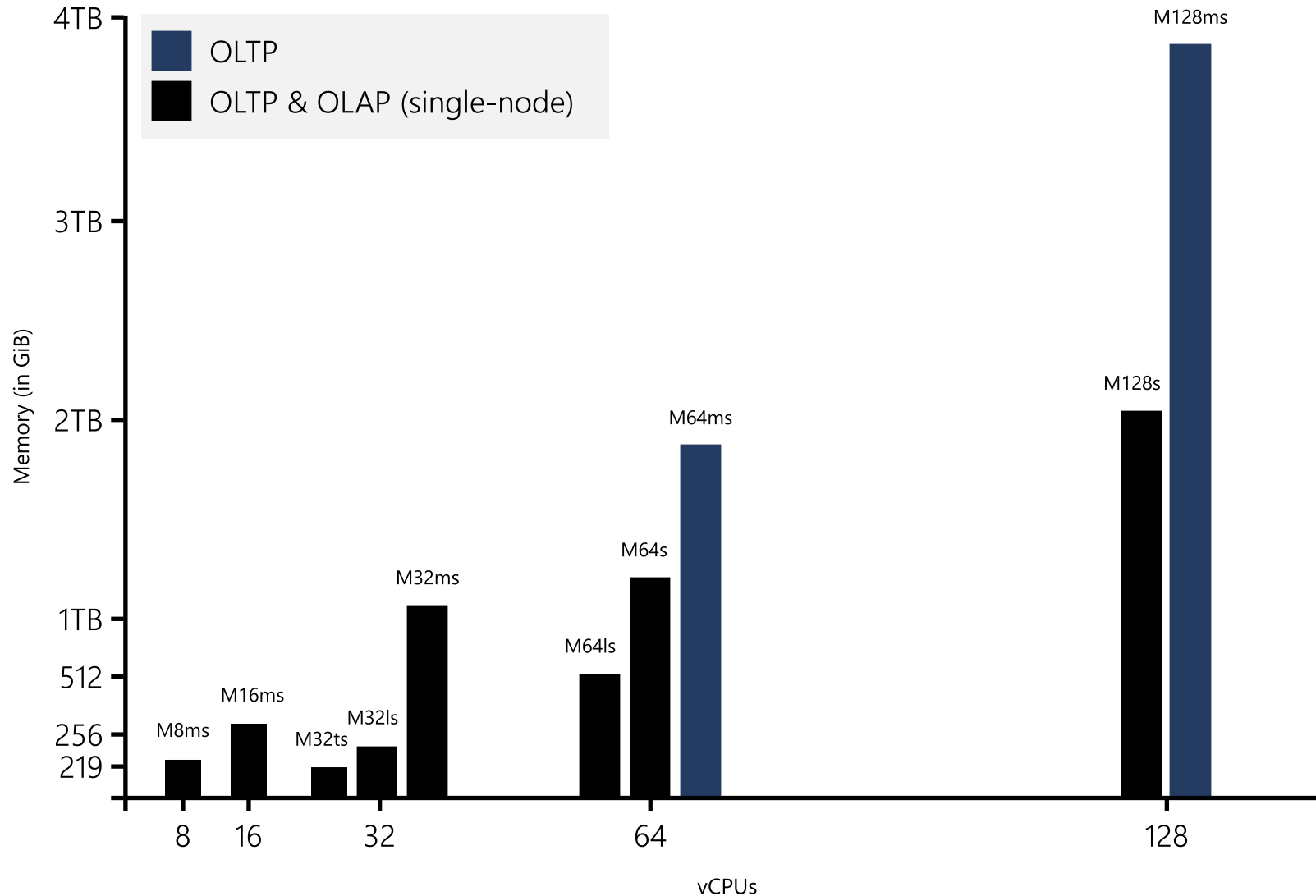


SAP HANA Large Instances for extreme scale & performance

**0.7 TB to 24 TB RAM**

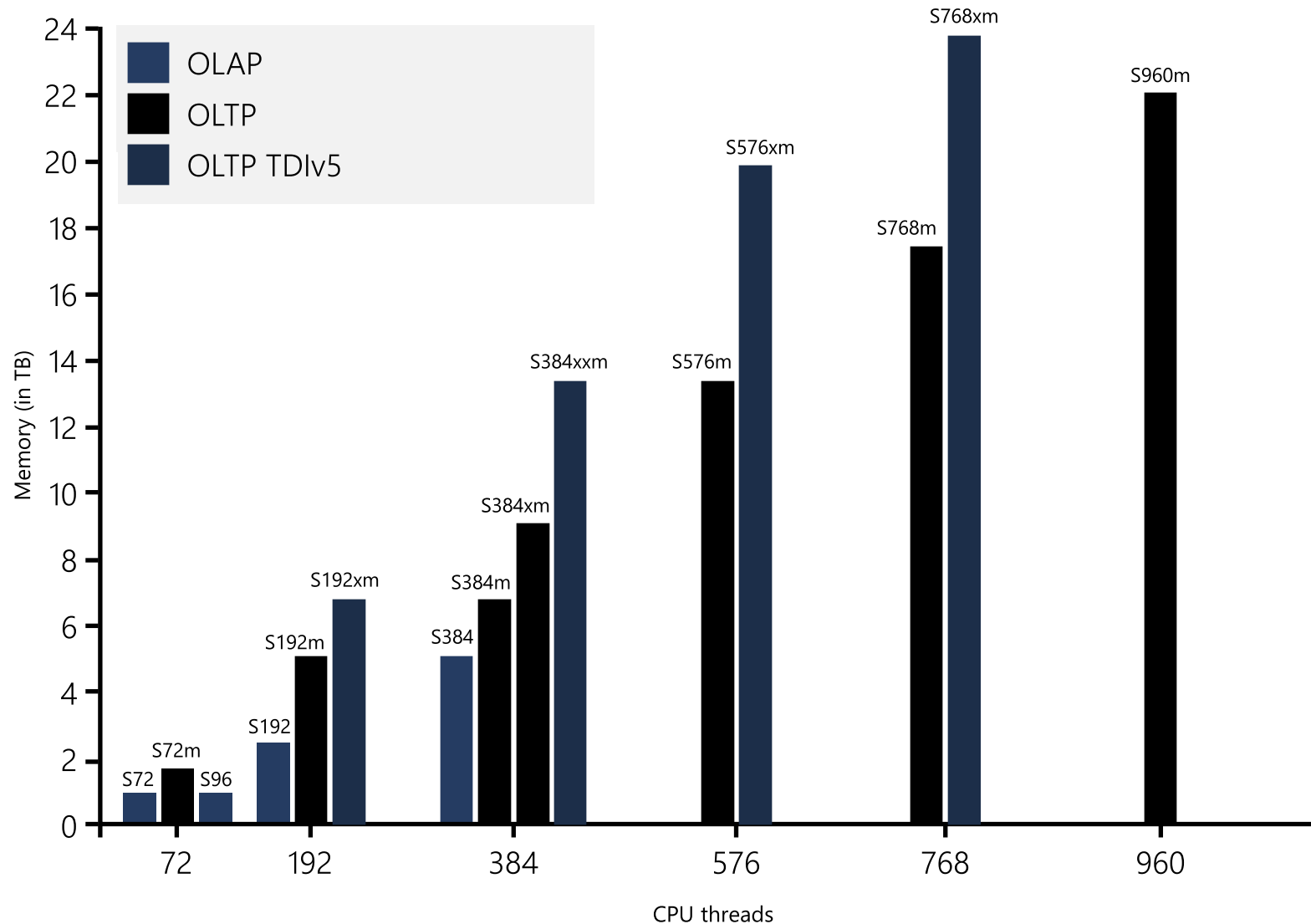
SAP HANA certified for production

# On-demand infrastructure for SAP HANA



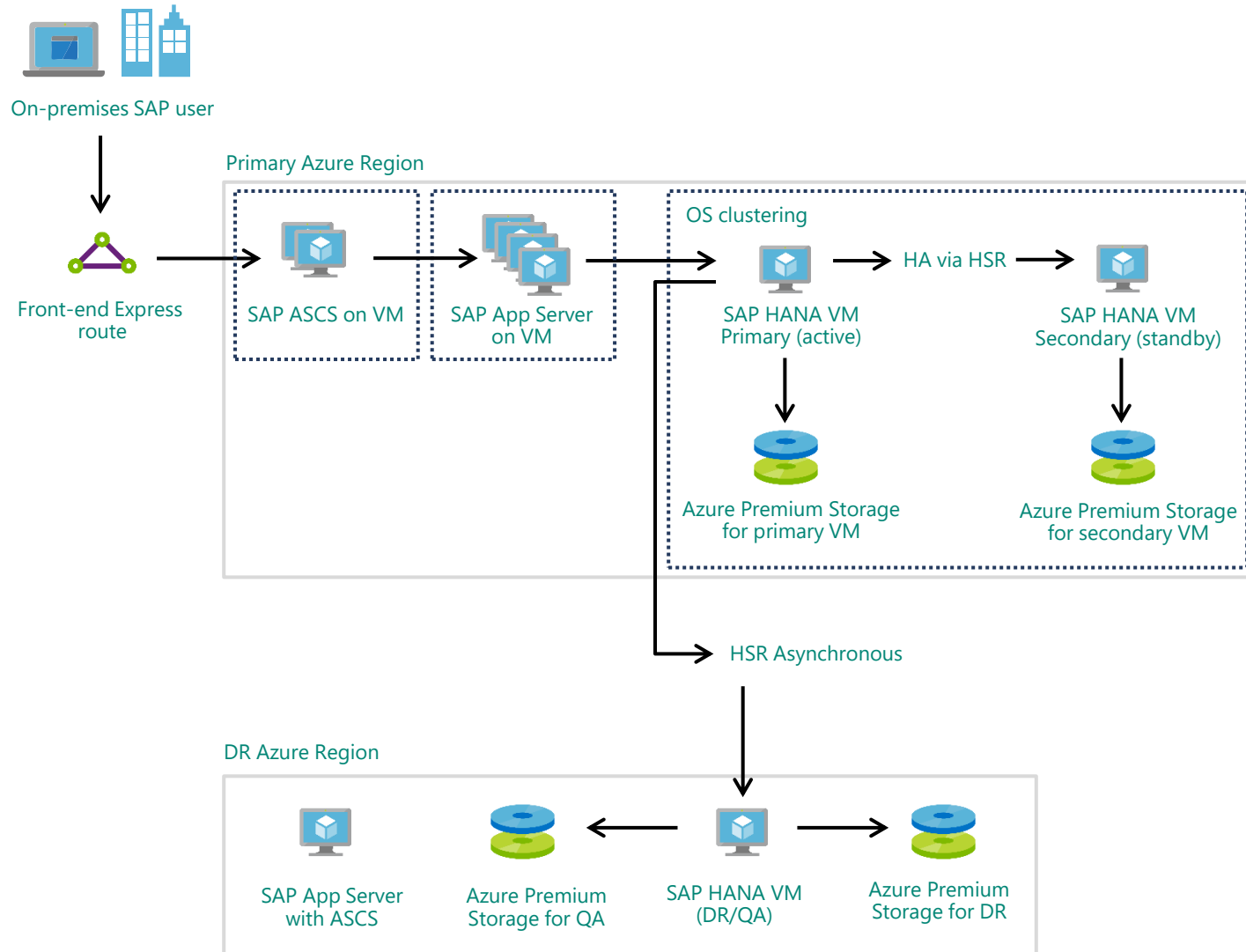
- Hyper-threaded VMs
- Intel® Xeon® E7-8890 v3 processor
- DDR4 memory
- <1ms latency for storage writes
- Flexible CPU to memory options
- Available in 10 regions today and 12 more launching by end of 2018
- On demand pricing
- 82% savings with 3-year reserved VM instances
- Deployment in minutes with automation templates

# Purpose-built infrastructure for SAP HANA



- SAP HANA TDI configuration
- Intel® Xeon® processor E7-8890 v4
- Persistent NFS storage
- Scale-up to 24TB and scale-out to 60TB
- Built-in online backup in seconds with snapshots
- Available in 8 regions in US, EU, AU, and JP
- TDIv5 SKUs allow lower price/TB scaling
- 99.99% SLA for HA Pair

# SAP HANA on Azure VM architecture



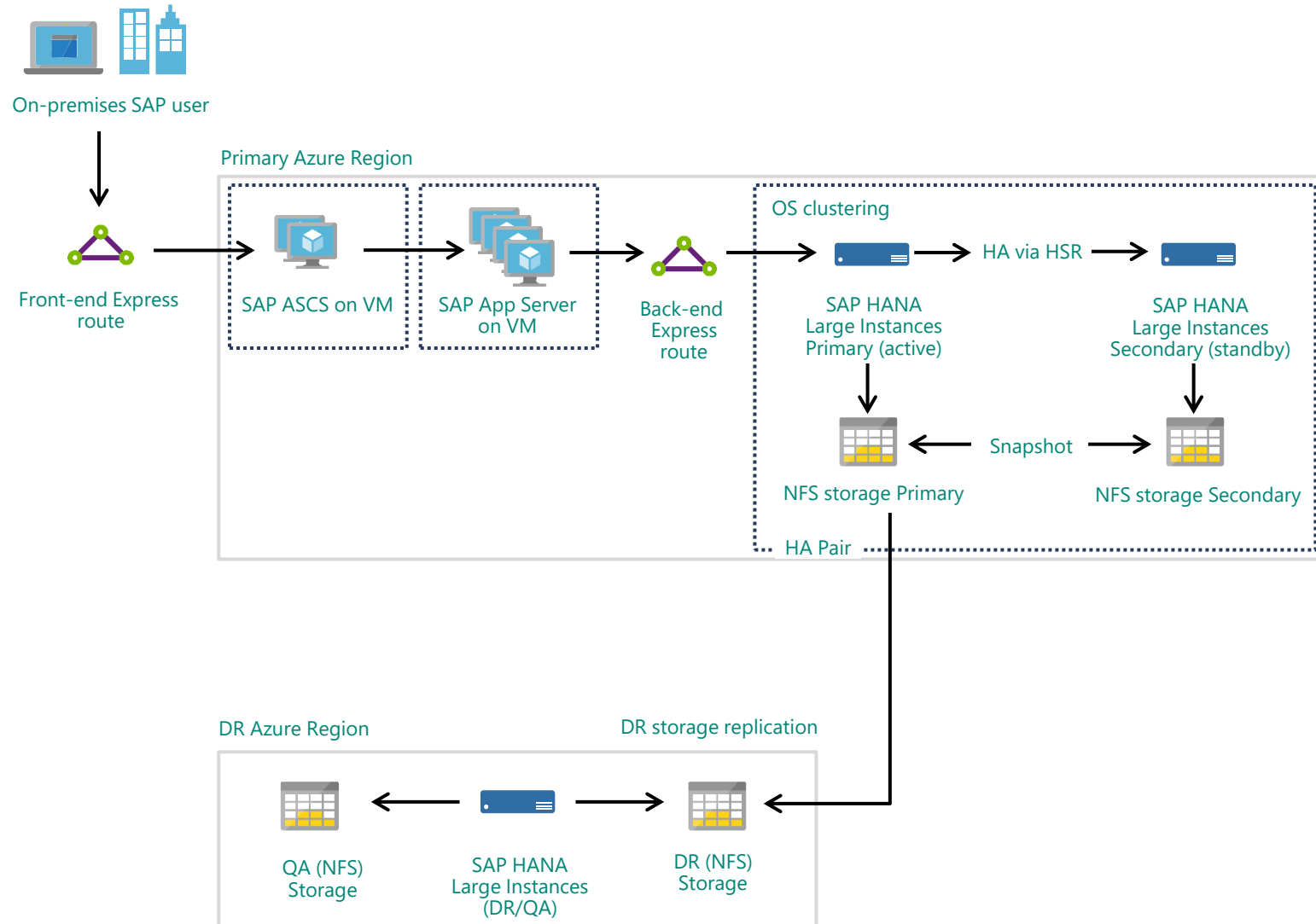
HANA on M-series VMs can be made highly available with OS clustering such as Fencing and Stonith on SUSE or RedHat

App Server VMs are made highly available with Azure VM availability set

M-series VMs offer Write Accelerator for high performance

HANA System Replication (asynchronous) enables DR configurations

# SAP HANA on Azure HANA large instance architecture



HANA on HLIs can be made highly available with OS clustering such as Fencing and Stonith on SUSE and data replication via HSR

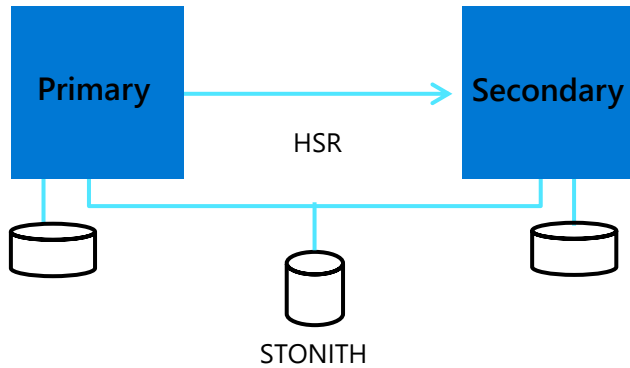
App Server VMs are made highly available with Azure VM availability set

HANA Large instances offer high performance NFS storage with <1ms write latency

HLIs are connected with a 40GB network

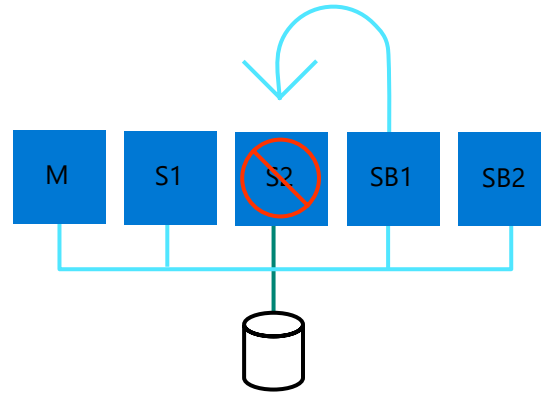
Storage snapshot replication offers built-in disaster recovery

# Only enterprise-grade SAP HANA environment in public cloud



**OLTP – Scale up to 24 TB Up to 20 TB certified with 99.99% SLA**

HA with automatic failover

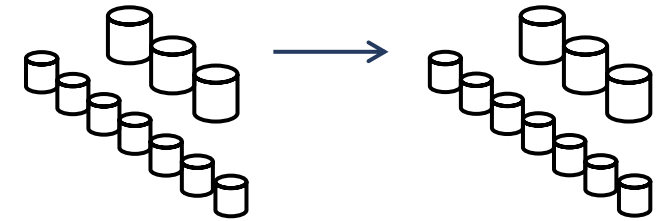


**OLAP - Up to 60 TB certified with 99.99% SLAs**

N+M scale out for cost effectiveness

Automatic host failover

Single node SLAs



**Integrated backup and disaster recovery**

Live, consistent, full snapshots in seconds

Scheduled - Every 8 hours, daily, weekly

Point in time recovery

Mirrored snapshots at a paired datacenter located >500 Kms away

# Most number of HANA certifications in the public cloud

**Search Results** as of 2018-09-05

IaaS configurations for OLAP, OLTP and SAP Business One.

20 platforms found. [Compare](#)

Microsoft Azure  
[clear selection](#)

Vendor	Instance Type	RAM	Clustering	Scenarios / Limitations	
Microsoft Azure	DS14v2	112 GB		SLES 11 SP4, SAP Business One	✓
Microsoft Azure	GS5	448 GB		OLAP	✓
Microsoft Azure	M128ms	up to 3800 GB		OLAP/OLTP, RHEL 7.3 for SAP Solutions, RHEL	✓
Microsoft Azure	M128s	2 TB	Yes	SLES 12 SP3, RHEL 7.4 for SAP Solutions, RHEL	✓
Microsoft Azure	M32ls	256 GB		OLAP/OLTP, RHEL 7.4 for SAP Solutions, SLES	✓
Microsoft Azure	M32ts	192 GB		OLAP/OLTP, RHEL 7.4 for SAP Solutions, SLES	✓
Microsoft Azure	M64ls	512 GB		OLAP/OLTP, RHEL 7.4 for SAP Solutions, SLES	✓
Microsoft Azure	M64ms	1792 GB		SLES 12 SP3, RHEL 7.4 for SAP Solutions, RHEL	✓
Microsoft Azure	M64s	1 TB		SLES 12 SP3, RHEL 7.4 for SAP Solutions, RHEL	✓
Microsoft Azure	S144	1.5 TB	Yes	OLAP/OLTP, RHEL 7.2 for SAP Solutions, RHEL	✓
Microsoft Azure	S144m	3 TB		OLTP, RHEL 7.2 for SAP Solutions, RHEL 7.3 for	✓
Microsoft Azure	S192	2 TB	Yes	RHEL 7.3 for SAP Solutions, RHEL 7.2 for	✓
Microsoft Azure	S192m	4 TB		OLTP, RHEL 7.2 for SAP Solutions, RHEL 7.3 for	✓
Microsoft Azure	S384	4 TB	Yes	RHEL 7.3 for SAP Solutions, SLES 12 SP1,	✓
Microsoft Azure	S384xm	8 TB	Yes	OLTP + OLAP (restricted), RHEL 7.2	✓
Microsoft Azure	S576	12 TB		SLES 12 SP2, SLES 12 SP1, RHEL 7.3 for SAP	✓
Microsoft Azure	S72	768 GB		RHEL 7.2 for SAP Solutions, OLAP/OLTP,	✓
Microsoft Azure	S72m	1.5 TB		OLTP, RHEL 7.2 for SAP Solutions, RHEL 7.3 for	✓
Microsoft Azure	S768m	16 TB		RHEL 7.2 for SAP Solutions, OLTP, RHEL	✓
Microsoft Azure	S960m	20 TB		RHEL 7.2 for SAP Solutions, OLTP, RHEL	✓

Azure: 20 certifications from 112 GB to 20 TB

**Search Results** as of 2018-10-05

IaaS configurations for OLAP, OLTP and SAP Business One.

For further information see also [Home](#) -> tab: Details.

\* In addition to certified operation system version the customer can choose for Linux product flavors as supported by IaaS platform vendor.

15 platforms found. [Compare](#)

Amazon Web Services  
[clear selection](#)

Vendor	Instance Type	RAM	Clustering	Scenarios / Limitations	
Amazon Web Services	c3.8xlarge	60 GB		SLES* 11 SP4, SAP Business One	✓
Amazon Web Services	cr1.8xlarge	244 GB		OLAP/OLTP	✓
Amazon Web Services	m4.10xlarge	160 GB		SAP Business One, SLES* 11 SP4	✓
Amazon Web Services	m4.16xlarge	256 GB		SAP Business One, SLES* 11 SP4	✓
Amazon Web Services	r3.8xlarge	244 GB	Yes	OLAP/OLTP	✓
Amazon Web Services	r3.8xlarge	244 GB		SLES* 11 SP4, SAP Business One	✓
Amazon Web Services	r4.16xlarge	488 GB		RHEL* 7.2 for SAP Solutions, RHEL* 7.3 for	✓
Amazon Web Services	r4.8xlarge	244 GB		OLAP/OLTP, RHEL* 7.2 for SAP Solutions,	✓
Amazon Web Services	u-12tb1.metal	12 TB		SLES* 12 SP3, RHEL* 7.5 for SAP Solutions,	✓
Amazon Web Services	u-6tb1.metal	6 TB		SLES* 12 SP3, RHEL* 7.5 for SAP Solutions,	✓
Amazon Web Services	u-9tb1.metal	9 TB		OLTP, RHEL* 7.4 for SAP Solutions, RHEL* 7.5 for	✓
Amazon Web Services	x1.16xlarge	976 GB		SLES* 11 SP4, SAP Business One	✓
Amazon Web Services	x1.16xlarge	976 GB	Yes	RHEL* 6.7 for SAP HANA, RHEL* 7.2 for	✓
Amazon Web Services	x1.32xlarge	1952 GB	Yes	RHEL* 6.7 for SAP HANA, RHEL* 7.3 for	✓
Amazon Web Services	x1e.32xlarge	up to 4 TB		RHEL* 7.2 for SAP Solutions, RHEL* 7.3 for	✓

AWS: 15 certifications from 60 GB to 12 TB

**Search Results** as of 2018-09-05

IaaS configurations for OLAP, OLTP and SAP Business One.

7 platforms found. [Compare](#)

Google Cloud Platform  
[clear selection](#)

Vendor	Instance Type	RAM	Clustering	Scenarios / Limitations	
Google Cloud Platform	n1-highmem-32	208 GB	Yes	RHEL 7.4 for SAP Solutions, SLES 11 SP4,	✓
Google Cloud Platform	n1-highmem-32	208 GB		SAP Business One, SLES 11 SP4	✓
Google Cloud Platform	n1-highmem-64	416 GB	Yes	OLAP/OLTP, RHEL 7.3 for SAP Solutions, RHEL	✓
Google Cloud Platform	n1-highmem-64	416 GB		SLES 11 SP4, SAP Business One	✓
Google Cloud Platform	n1-highmem-96	624 GB	Yes	OLAP/OLTP, RHEL 7.3 for SAP Solutions, RHEL	✓
Google Cloud Platform	n1-megamem-96	1.4 TB	Yes	RHEL 7.4 for SAP Solutions, RHEL 7.3 for	✓
Google Cloud Platform	n1-ultramem-160	up to 4 TB		SLES 12 SP1, RHEL 7.4 for SAP Solutions,	✓

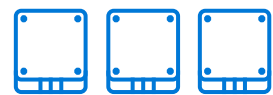
GCP: 7 certifications from 208 GB to 4 TB



# Disk storage for SAP HANA

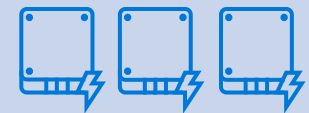


Standard HDD



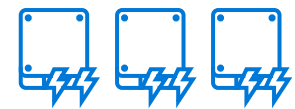
Standard SSD

Certified for  
SAP HANA



Premium SSD

NEW! Public  
Preview



Ultra SSD

Size	32 GiB - 32TiB	128 GiB -32TiB	32 GiB - 32TiB	4 GiB - 64TiB
IOPS	500 - 2,000	500 - 2,000	120 - 20,000	100 – 80,000
Bandwidth	60 - 500 MBps	60 - 500 MBps	25 MBps - 750 MBps	1 MBps - 2,000 MBps

# SAP cloud platform on Azure



- Develop SAP applications on SAP Cloud Platform running on Azure
- Co-locate your applications and ERP data for low latency
- Unified cloud for your SAP infrastructure and development
- Several enterprise customers run Pivotal Cloud Foundry on Azure: Ford, Manulife, Merrill Corporation
- Leverage Azure PaaS services for containers and Kubernetes
- Get started now!

# Program Structure

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## 9 Week To Launch

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On-boarding, Self Study and Weekly Hands-on trainings al with office hours

Deep dive workshop to cover the detailed technical topics.

Go To Market readiness such as Calculations, Pricing, Solutions offerings and migration methodologies

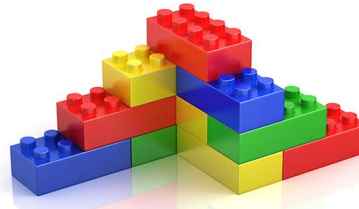
### Module One

Beginner



### Module Two

Deep dive



### Module Three

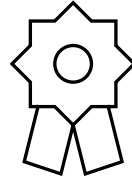
Ready to launch



# Program Outcome

## Certifications attained

Partner technical team is certified for AZ-120 certification

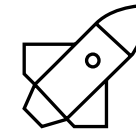
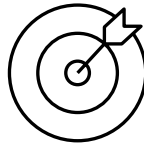


## Build Skills

Partner is built with SAP on Azure skill needed to Migrate, Modernize and Manage SAP on Azure

## Customer Pipeline

Built SAP on Azure projects pipeline & complete projects

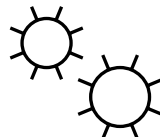


## Go To Market Ready

Equipped with GTM sales strategy, migration methodologies and solution offerings.

## Enable for other Programs

Enable partners for other SAP on Azure programs such as Embrace



## Co-Sell Ready for SAP on Azure

Partner is eventually prepared for SAP on Azure Co-sell program

Q&A

# Reach out to the team



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# SAP on Azure Enablement

Next Session – Azure Fundamentals

Tomorrow - Tuesday, Sep 22, 2020, 10am SGT

