**Microsoft - SAP on Azure Landing Page**: [here](https://azure.microsoft.com/en-us/solutions/sap/)

**SAP on Azure Learning Path for Sales, Pre-Sales and Technical Teams is shared in the table below.**

Please note, the learning path is useful for candidates with existing sales and technical skills on SAP solutions, SAP Basis and ABAP. The learning path below will help you to understand Azure concepts, sales pitch, architecture and design for SAP workloads on Azure and operations and optimization of SAP workloads on Azure.

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| **Sales/Pre-Sales**  **Sales**  **(Beginner Level Training)** | **Start with**: [Azure Fundamentals](https://docs.microsoft.com/en-in/learn/paths/azure-fundamentals/) course, if you are **new to Azure**  This course provides basic introductions of Cloud, and various Azure services.   * Learn cloud concepts such as High Availability, Scalability, Elasticity, Agility, Fault Tolerance, and Disaster Recovery * Understand the benefits of cloud computing in Azure and how it can save you time and money * Compare and contrast basic strategies for transitioning to the Azure cloud * Explore the breadth of services available in Azure including compute, network, storage and security   **SAP on Azure** [Playbook](https://partner.microsoft.com/en-us/solutions/intelligent-cloud/assets/collection/sap-on-azure-partner-playbook-start-here#/): **Review and get familiar with the sales pitch on** SAP on Azure with the content provided in the [Playbook](https://partner.microsoft.com/en-us/solutions/intelligent-cloud/assets/collection/sap-on-azure-partner-playbook-start-here#/).  This collection of resources is intended to help partners develop SAP on Azure sales motions and engage with customers. Topics covered include Value Proposition and Differentiation, Engaging with Customers and Best Practices for Solution Deployment. These materials should be leveraged as the first step on a partner’s SAP on Azure Journey.  You will learn:   1. Partner Positioning and Value Proposition for Azure 2. Key Technical Message during an SAP on Azure Technical Pitch 3. SAP on Azure Battle Cards 4. Azure Sales Pitch, Go to Market (GTM) motion and resources 5. Integration SAP Application data with Azure 6. Slide decks for sales, pre-sales positioning |
|  |
| **Sales/ Pre-Sales**  **(Intermediate Level Training)** | [Introduction to Azure for SAP workloads](https://docs.microsoft.com/en-in/learn/modules/introduction-azure-sap-workloads/)  Provides introduction to SAP on Azure, various SKUs, resources that include virtual machines, virtual networks, storage accounts, and Azure AD. These modules will provide the basis for running SAP workloads in Azure.   * Introduction to SAP on Azure * Azure Compute for SAP Workloads * Azure Storage for SAP Workloads * Azure Networking * Azure (Large Instances) for SAP HANA * Identity Services for SAP Workloads |
| **Technical Architects /Delivery/ SMEs**  **(For candidates with beginner to intermediate knowledge on Azure and SAP)** | [SAP certified offerings for Azure](https://docs.microsoft.com/en-in/learn/paths/sap-certified-offerings/)  As an IT Professional experienced in SAP solutions, you need to understand how to leverage Azure resources that include virtual machines, virtual networks, storage accounts, and Azure AD. These modules will provide the basis for running SAP workloads in Azure.   1. Introduction to Azure for SAP Workloads 2. Deploy SAP Certified offerings on Azure 3. Using IaaS Support with Azure for SAP Workloads 4. SAP HANA on Azure Compute, Network and Storage   [SAP on Azure – Intermediate](https://partner.microsoft.com/en-us/asset/collection/sap-on-azure-intermediate#/)  This learning path provides intermediate-level resources on implementing SAP solutions on Azure.   1. SAP HANA Large Instance overview and architecture on Azure 2. SAP HANA on Azure virtual machines 3. SAP NetWeaver on Azure Virtual Machines 4. Azure Active Directory SAP identity integration and single sign on   **Highly Recommended** to complete the [AZ-103](https://docs.microsoft.com/en-us/learn/certifications/exams/az-103) and [AZ-120](https://docs.microsoft.com/en-us/learn/certifications/exams/az-120) Certifications |
| **Technical Architects / Delivery / SMEs**  **(Advanced Level)** | [**Planning Azure for SAP workloads**](https://docs.microsoft.com/en-in/learn/paths/plan-azure-sap-workloads/)  In this learning path, you see how to plan for a deployment of SAP solutions on Azure. You will also consider the preparation required for migrating SAP workloads to Azure.  **Prerequisites**  Prior to taking this course, it is recommended that you have taken the Azure Administrator ([AZ-103](https://docs.microsoft.com/en-us/learn/certifications/exams/az-103)) or Azure Solutions Architect ([AZ-300](https://docs.microsoft.com/en-us/learn/certifications/exams/az-300)) exam, as well as SAP HANA or NetWeaver training.   1. Utilize Azure for SAP Workloads reference architecture 2. Planning for implementing SAP solutions on Azure 3. Prepare to migrate SAP Workloads to Azure   [SAP on Azure Architect Design and Deployment Series (18728)](https://partner.microsoft.com/en-us/asset/collection/sap-on-azure-architect-design-and-deployment-series-18728#/)  (MPN ID Login Required]  In this learning path, you see how to plan for a deployment of SAP solutions on Azure. You will also consider the preparation required for migrating SAP workloads to Azure   1. Introductions and Azure foundations for SAP 2. Azure Core infrastructure for SAP 3. Key design aspects for SAP on Azure 4. Resiliency on Azure 5. SAP deployments on Azure availability Zones 6. SAP automation deployments on VM 7. SAP HANA Large instances 8. SAP data protection – backup 9. Azure NetApp Files for enterprise 10. SAP deployment architecture examples and closing   **Recommended:**  After completing this course, please plan to complete the [AZ-301](https://docs.microsoft.com/en-us/learn/certifications/exams/az-301) and [AZ-120](https://docs.microsoft.com/en-us/learn/certifications/exams/az-120) Certifications |
| **Additional References for Sales, Pre-Sales and Technical Teams** | [**SAP on Azure – Documentation Landing Page**](https://docs.microsoft.com/en-us/azure/virtual-machines/workloads/sap/get-started)  Find information on SAP on Azure value prop, Customer Case Studies, Solutions, SKUs, Pricing etc.  [**Azure Architecture Center**](https://docs.microsoft.com/en-us/azure/architecture/guide/)  Central location for various Azure reference architectures, for applications, data platform, IaaS, PaaS, Networking etc.  [**SAP on Azure – Azure Architecture Center**](https://docs.microsoft.com/en-us/azure/architecture/reference-architectures/sap/hana-large-instances)  Reference architecture and important guidance on SAP on Azure  [**Microsoft Cloud Adoption Framework**](https://docs.microsoft.com/en-us/azure/cloud-adoption-framework/reference/)  The Cloud Adoption Framework is an overarching framework that covers Plan, Ready, and Adopt phases across the Migration and Innovation motivations for cloud adoption, supported by Governance and Operations guidance. |