

# Optimising Performance by Implementing Migrating SAP S/4HANA in the Cloud

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# Migrating to SAP S/4HANA is Challenging

## ▶ ALIGNMENT

Need to gain alignment between business and IT stakeholders to prioritize our transformation.

## ▶ 2025 READINESS

Support for Business Suite will discontinue by 2025. After that, however, SAP expects everyone to be on SAP HANA .

## ▶ MULTIPLE APPS

Several SAP and non-SAP applications need to remain close together.

## ▶ MIGRATION ISSUES

We need to migrate to cloud while upgrading to SAP S/4HANA but lack the necessary skills.

## ▶ MULTICLOUD USE CASES

We find multicloud use cases more complex than single cloud so need to stick with one vendor.

## ▶ DATA GROWTH

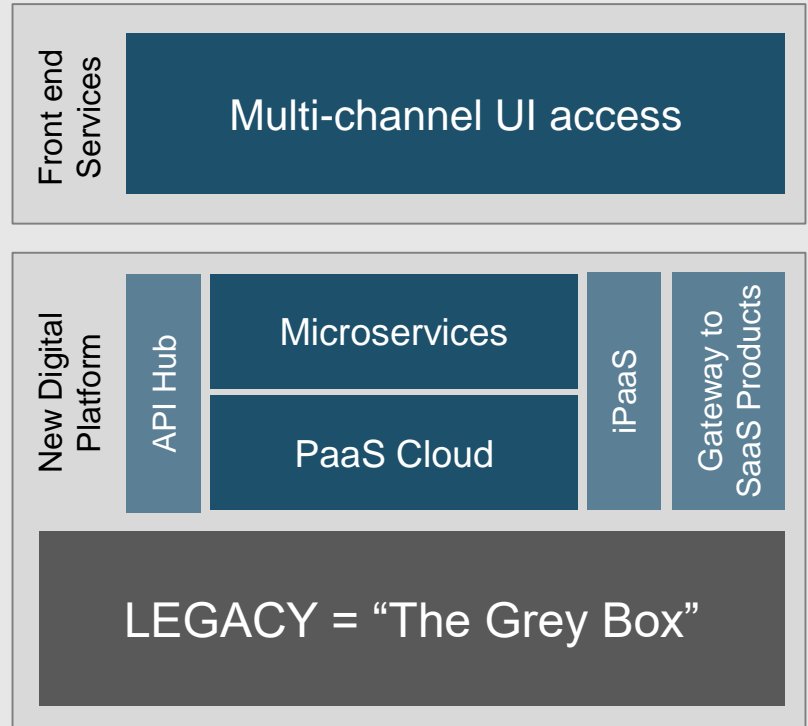
Growth is increasing the complexity and difficulty of managing our applications.



# “The Grey Box” as a Key Enabler

Many cloud initiatives do not touch the organizations legacy systems

- Move to SaaS
- Rewrite as **microservices** on PaaS
- **Refactor** by putting a front-end and enabling multi-channel access
- Powered by an API hub & integration platform (**iPaaS**)
- **Strategy** for legacy systems:
  - Do not touch
  - Decommission
- **Legacy systems** represent the majority of the IT **budget and efforts**, and support core business processes

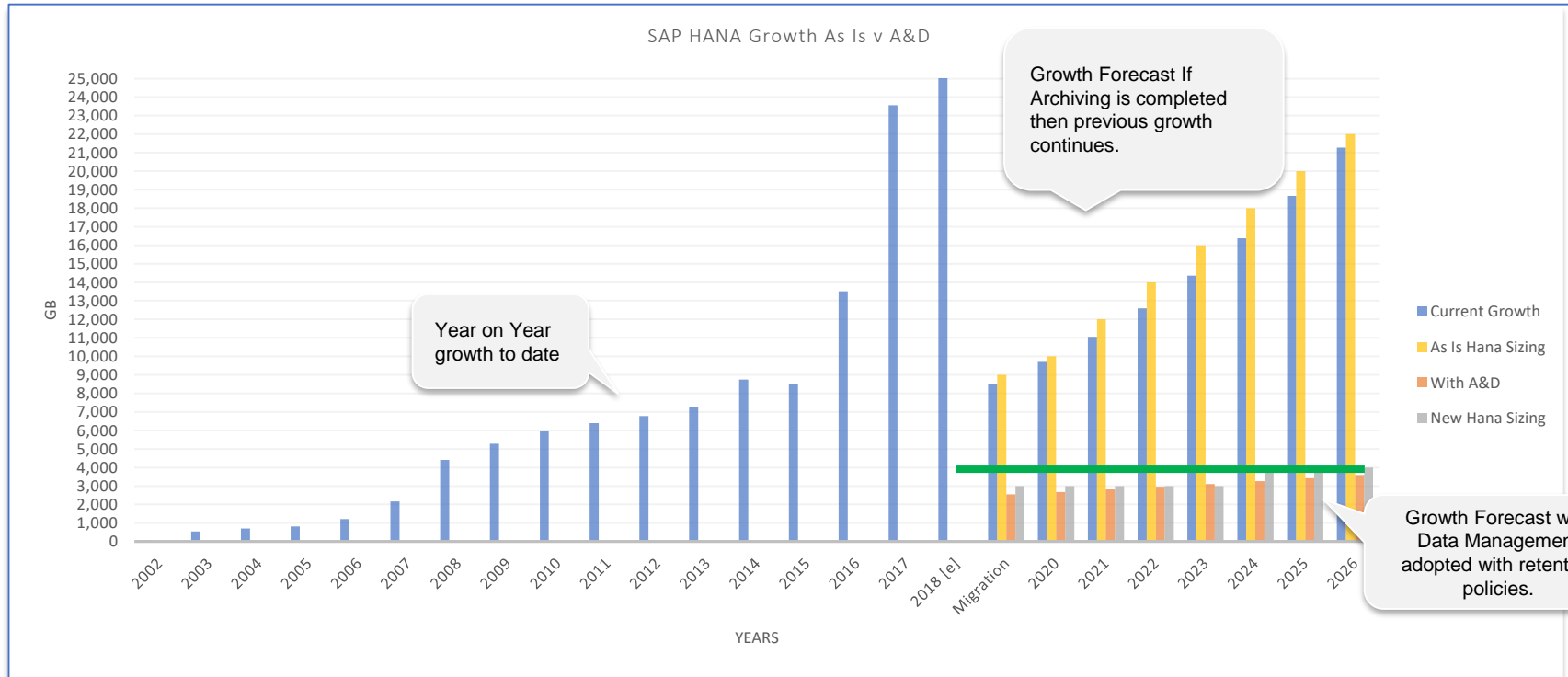


# Rightsizing SAP S/4HANA

- Reduce initial size SAP HANA
- Onboard and Migrate faster
- Optimise performance
- Manage your data for growth
- Realize ongoing savings
- Protect RTO/RPO and other response times
- Use retention policies



# SAP Archiving Advantages



# Other Considerations

- HA & DR
- Backup & Recovery
- Performance Guarantees
- Availability Guarantees
- Management Services
- Migration & Onboarding
- Security and Compliance
- Experienced Partner



# One Hand to Shake

- A Dell Technologies business
- 100% focused on the enterprise
- 100% focused on cloud
- Global Operations with offices and infrastructure in North America, EMEA and APJ

- 1<sup>st</sup> to run production SAP customer in a multi-tenant cloud
- 1<sup>st</sup> to run production SAP ECC on SAP HANA in the cloud
- 250+ SAP customers to date
- 2500+ SAP migration to date



DELLEMC

Pivotal

RSA

SecureWorks

virtustream

vmware

The VMware logo graphic, which consists of a series of vertical bars of varying heights in red and black, resembling a stylized bar chart or a signal waveform.

# Typical SAP S/4 Deployment Options

## System Conversion



Legacy ERP

SAP S/4HANA

- Convert legacy ERP into SAP S/4
- Often IT-led

## Re-Implementation



Legacy ERP

SAP S/4HANA

- Transform business processes
- Often Business-led

## Consolidation



Multiple  
Legacy ERP's

SAP  
S/4HANA

- Most complex
- Generally M&A – related





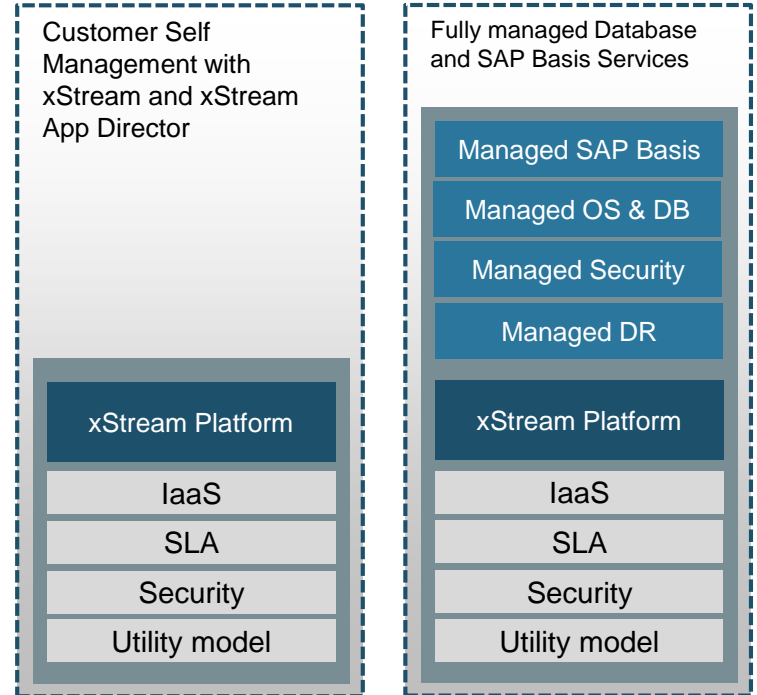
# Industry Leading Migration and Management

## Infrastructure Only

- VEC delivers comprehensive infrastructure and platform services

## Customizable Integrated Management

- White-glove add-on services
- Managed security services, managed disaster recovery services, operating system, database and SAP Basis services

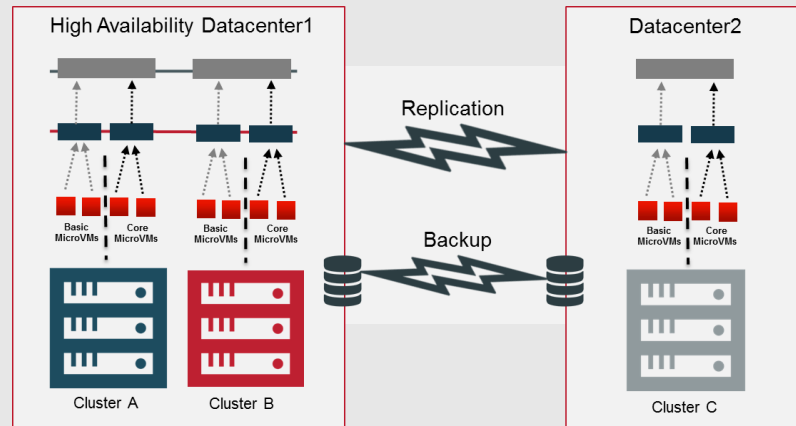


# Availability and Resiliency

## Backed by industry-leading uptime SLAs

- Up to **Five 9's** availability for IaaS
- Up to **Three 9's** availability OS/DB/SAP Basis
- Embedded **disaster recovery** protection option through replication of data
- Embedded **backup** and **recovery** options
- Geographically **dispersed** data centers
- Industry-leading **RPO / RTO** capabilities

### Embedded DR on Virtustream Enterprise Cloud



Fortune 20 corporation have successfully completed DR failover/failback testing on Virtustream Enterprise Cloud for 5 SAP apps; met typical RPO/RTO

# How Virtustream Can Enable Your SAP S/4 Journey

Security and  
Compliance



SAP Fiori Anti-Virus  
and Protection

Data  
Optimization



SAP Data  
Management and  
Archiving Services

Data Translation



SAP Data Hub

Code Migration



SAP S/4 HANA Code  
Migration and  
Adaptation Services

“The SAP Partner Excellence Awards are a testament to the amazing work and value that is delivered by our partners day in and day out to ensure our customers are successful. I’m honored to recognize and congratulate Virtustream as the recipient of the SAP North America Partner Excellence Award 2019 for ISV Innovation. We look forward to continuing to work closely together in 2019.” Marc Monday, Vice President, Ecosystem and Channels for SAP North America.



# Florida Crystals: Accelerating to Cloud

- Entire enterprise data center moved to Virtustream
- Two-continent SAP landscape with 1,000s of users
- 80-day migration of >60 SAP instances
- Added disaster recovery capabilities with < 1hr RTO
- App deployment times cut to hours from weeks



**40% lower  
TCO**

**2X application  
performance**





A Dell Technologies Business