

Deloitte.

SAP Cloud Infrastructure Services

Guiding you
through your
cloud journey



Leveraging the cloud for your SAP® environment offers an opportunity to fundamentally transform how your organization operates. If done correctly, a cloud-empowered SAP infrastructure can serve as a strong foundation for your business operations.

Deploying cloud for SAP requires an assertive evaluation of the road ahead. The journey requires the ability to work through numerous offerings and comparisons to design a solution that fits your business and your financial model today and that scales to your future needs. It also requires a deep understanding of your existing platform and the potential integration challenges you may face as you weave together your cloud-based infrastructure architecture for SAP.

The challenges are complex, and they require guidance—in the form of a highly experienced and independent partner who can help you develop a holistic and vendor-agnostic strategy. This partner also should take into consideration the unique circumstances of your business and industry, as well as policy and organizational challenges.

Deloitte can help. We understand how to navigate through business challenges and technical complexities. We know SAP. Through our vast experience in methodology-driven SAP implementations, we also have helped our clients evolve and adopt cloud technologies. Our industry and cloud technology experience offers answers for organizations that want to develop or extend an SAP-focused infrastructure cloud strategy.

Top questions being asked by IT and business leaders considering the SAP cloud journey

How will SAP in cloud significantly reduce my total cost of ownership?

How will it integrate with our existing landscape?

How would security, risk, and regulatory compliance be managed?

Where can I get vendor-agnostic advice?

Who can help me put together all of the pieces, in a holistic manner?

The steps: our process for unlocking the value of the cloud

Deloitte's cloud infrastructure services for SAP guide you through a step-by-step process designed to help you make the most of your investment in your cloud journey. The approach is simple—and focused on a vendor-agnostic approach to the cloud.

The potential of SAP on cloud

Pervasive impact: SAP-focused cloud infrastructure services will continue to have an impact throughout your organization and your partnerships—on business strategy, on IT architecture, on sourcing, and on services delivery.

Transformative power: SAP on cloud has significant potential to transform organizations into nimbler, more flexible, more cost-efficient businesses that can respond swiftly to evolving customer needs, market forces, risks, and operational requirements.

Emerging capabilities: With SAP on cloud, organizations can more easily take advantage of new computing architectures and service offerings delivered through providers and a subscription-based model.

Smart spending: An SAP-centric cloud strategy can help reduce total cost of ownership and can help move an organization from a capital-expense model to more of an operating-expense model. And with SAP on cloud, you stand to get 100 percent of what you pay for. (For example, with on-premise servers, you might be paying 100 percent of the price for something you use at only 60 percent of its capacity.)

1. Cloud Envisioning Workshop

This workshop helps translate jargon surrounding cloud computing into information that is relevant to your organization and its needs. The workshop also outlines trends for cloud adoption, especially for organizations operating in the SAP landscape.

The details: Our Cloud Envisioning Workshop—specifically tailored to your needs and lasting up to four days—takes an end-to-end view to offer an introduction on cloud approaches, technology trends, adoption risks and barriers, migration challenges, and use cases, based on your industry and your business. This workshop brings an “inside out” view to deliver customized breakout sessions with our specialists to discuss your current and future business needs for cloud computing. It encompasses regulatory and security compliance requirements, vendor relationships, technology preferences, business/IT growth models, and financial considerations (e.g. CapEx/OpEx). The subsequent workshop conclusion-and-debrief session summarizes our findings with results and actionable next steps.

The deliverables: A report with key considerations and next-step approaches for your cloud journey, touching on financial, regulatory, security, and technology.



2. Architecture, strategy, and roadmap development

Over four weeks, we work with your organization to assess your current processes and infrastructure and to design your future strategy, architecture, and roadmap for implementing cloud for SAP. This step in the process looks at how your organization leverages existing IT infrastructure investments and emerging technologies such as cloud and SAP HANA® to evaluate applications and data center consolidation opportunities.

The details: This step—which can take four to twelve weeks, depending on the uniqueness of your business and specific challenges—involves a filter approach to help you decide on the type of cloud you need for SAP applications. In Phase 1, we help you assess your current architecture and immediate needs for infrastructure upgrades. In Phase 2, we work with your business and technology leadership to define your filters for cloud and define your “to be” architecture. In Phase 3, we build the migration strategy and roadmap with you, to help you get to the “to be” state.

The deliverables: Business value proposition; immediate and to-be cloud architecture; cloud security, control, governance/risk/compliance guidance; Cloud Technology Assessment report (hybrid vs. private); vendor-specific implementation considerations (if required); TCO model; customized roadmap.



3. Cloud migration

We leverage highly developed migration playbooks to help you quickly realize the shortest path for cloud migration—a path that fits your business-specific challenges and goals. Our migration approach is driven by the objective to minimize the impact to business by providing near-zero downtime migration to a cloud-based platform. We also leverage our related IT life cycle experience to help you further refine your cloud roadmap, ultimately collaborating with you to execute your cloud plans. Our alliances and our deep experience with a variety of platforms enable us to move fast.

The details: Our migration methodology focuses on the concepts of simple, fast, and reliable. Simple: We align the assessment results to serve as a practical roadmap. Our cloud migration playbook provides detailed migration steps and timetables for better advanced planning. We update business cases and conduct pilot migration, documenting the approach and risk mitigation techniques. Faster: We use best-of-breed accelerators for migrating existing applications onto a cloud platform, and we work to optimize the bottom-up migration process to best fit your scenario. Reliable: After guiding you from discovery to the go-live phase, we guide the launch of your cloud applications to provide support, performing post-migration review and technical help.

The deliverables: Refined target cloud architecture; confirmed roadmap and project plan of migration; budget and ROI analysis for your CFO; cutover plan; migration to cloud; decommission plan.



Weaving more value into the steps

Throughout the workshop, during the architecture and migration phases of the cloud journey, Deloitte works with you to address considerations involving governance, security, risk, and compliance—and then we work with you to develop and integrate tailored policies and procedures for your cloud project and your entire organization.





Governance.

We work with you to shape an enhanced governance framework that can help align your cloud activities through solid policies while positioning you for improved regulatory compliance, greater data security, and stronger privacy protection.

The focus: In the governance phase of your cloud journey, we assist your organization with shaping a new governance framework, policies, and roles and responsibilities aligned with cloud services. We also help you refine policies and comply with regulations while working to keep data secure and private.

Security, risk, and compliance.

We collaborate with your organization to establish information-security controls that can help support better risk management and compliance management for your cloud-based activities.

The focus: The challenges of security, risk, and compliance never leave the picture. Neither does Deloitte. We continue to work with you even after you've completed your planned cloud migration—because the cloud journey and the associated challenges never end. Our approach involves ongoing reviews and assessments to examine previous goals and current status through the lens of existing and evolving security, risk, and compliance challenges—and to help create and adjust plans for addressing those challenges. We guide organizations to perform the risk assessments and develop operational processes for managing contractual terms and policies for effective cloud service management.

Why Deloitte?

Deloitte brings a powerful blend of experience, insights, and skills to organizations seeking to understand and solve cloud computing challenges. Here's why you should consider choosing Deloitte to help guide you on your cloud journey. We are:

Comprehensive. We bring a complete approach supplemented by the experience of thousands of Deloitte professionals working across a wide variety of industries and addressing challenges in complex IT environments. As an established leader in enterprise risk, tax, and audit, we bring even more relevant context to the challenges organizations face as they migrate to the cloud—giving us powerful insights at the intersection of business and IT. Our global presence and scale for providing clients with in-depth experience of regulations, compliance requirements, and business operation models uniquely position us in the upper echelon of cloud services for SAP.

Fast. Our detailed cloud computing playbook helps us accelerate your cloud efforts for delivering improvements and savings for your organization. Our Cloud Readiness Framework and the Deloitte Cloud Computing Readiness Map help us rapidly assess your current status and the potential outcomes of an integrated cloud services strategy.

Focused. Deloitte specializes in working with clients to build the business case for cloud, digging deeper to help answer the questions that accelerate your decision-making process. We can help answer questions about maturity of technologies, data, security, total cost of ownership, and a host of other challenges. Deloitte then backs up these answers with hard data as well as relevant insights that come from our experience working globally with cloud technology vendors.

Thorough. Our three-step advisory process for cloud is meticulous. It involves layers of sub-processes and a “funnel” approach that help us assess and prioritize a wide range of requirements—taking into consideration regulatory needs, industry peers, ROI, organizational changes, aging hardware, and partners. Our industry-leading Enterprise Value Delivery (EVD) methodology for cloud computing covers the technology, operating-model, organizational-change, governance, and deployment aspects of SAP cloud applications.

Knowledgeable. We are an undisputed market leader when it comes to cloud knowledge, offering an ensemble of accelerators and subject-matter experts needed for the cloud journey. Our knowledge of SAP and Infrastructure Cloud—and how it can fit within your organization—is profound. Our global services partnership with SAP extends back to 1991. We received the SAP North America Partner Excellence Award 2015 for Cloud Services. In addition, we have developed a strong cloud technology alliance partner and service provider ecosystem to develop a cloud roadmap that best fits your business needs.

Ready. We come to the cloud challenge with solutions and partners—with a deep knowledge of the vendor ecosystems and the ability to craft a tailored solution that fits your needs. Our comprehensive private cloud orchestration solution Cloud ServiceFabric™ facilitates IaaS, providing clients with an opportunity to test-drive a fully functional cloud environment. And we can show you what your cloud future might look like—through industry-specific cloud solution demonstrations by our Solutions Innovation Center.

Ideas to get you started

Organizations considering a deeper journey into cloud computing with SAP can jump-start efforts by doing some of the upfront work. Even if you are not yet ready to advance on your cloud journey, you can begin preparing by taking the following steps.

Assess your IT and processes. Further evaluate and review your infrastructure to determine where you could benefit from cloud services. Knowing what you have and how you are using it will also help determine where a shift to cloud can provide the greatest value for the organization.

Prioritize your business needs. The impact of cloud computing varies depending on the challenge it solves. For example, deploying a cloud solution to solve a seemingly small problem could yield bigger business benefits than deploying cloud to solve a larger problem. Understand the impact, and prioritize accordingly.

Identify the players. Determine who the key stakeholders will be in your cloud journey. Since cloud technology is a “democratizing” force that can allow more people throughout your organization to solve problems rapidly, you may need to think beyond the usual stakeholders and IT leaders.

Let's talk

Getting more out of SAP and cloud computing is a growing priority for organizations today, and Deloitte is working alongside those businesses each day to help make the journey go more smoothly. Getting started with Deloitte's help begins with a conversation. Organization leaders who want to move strategically and deeply into cloud computing can contact us to get that conversation started.

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