

SAP® on Private and Hybrid Cloud

Guiding you through your cloud journey



The potential of SAP® on cloud

Bringing together the power of SAP® and SAP HANA® with cloud solutions offers a clear path to value for the enterprise.

Transformative power

Become a more flexible, more cost-efficient business that can respond swiftly to evolving customer needs, market forces, risks, and operational requirements

Pervasive impact

See an impact throughout your organization and your partnerships—on business strategy, on IT architecture, on sourcing, and on services delivery

Smart spending

Help reduce total cost of ownership and move your organization from a capital-expense model to more of an operating-expense model—to get 100 percent of what you're paying for

Emerging capabilities

More easily take advantage of new computing architectures and service offerings delivered through providers and a subscription-based model

Key questions

Deploying cloud and leveraging SAP and SAP HANA solutions provides a major opportunity to transform your business and unlock new value for the enterprise. But IT and business leaders must answer a host of questions before embarking on a cloud journey:

- ▶ **How will SAP in cloud significantly reduce my total cost of ownership?**
- ▶ **How can I leverage cloud to accelerate SAP HANA or SAP S/4HANA deployment/migration?**
- ▶ **How would security, risk, and regulatory compliance be managed?**
- ▶ **How will it integrate with our existing landscape?**
- ▶ **Where can I get vendor-agnostic advice?**
- ▶ **Who can help me put together all of the pieces, in a holistic manner?**

The Deloitte approach

At Deloitte, we understand that delivering results with SAP and cloud solutions requires more than tactics. It requires a strategy built around solid capabilities. Here's a look at how Deloitte can help.



Evaluation

We work through numerous offerings and comparisons to design a solution that fits your business model and your financial model today and that scales to your future needs.



Guidance

We serve as a highly experienced and independent partner that can help you develop a holistic and vendor-agnostic strategy.



Experience

Our vast experience in methodology-driven SAP® S/4HANA implementations means we have critical know-how for helping you adopt cloud technologies or take existing capabilities to the next level—to evolve.

Four steps

Our process for unlocking the value of the cloud

Deloitte's end-to-end managed cloud services for SAP and SAP HANA 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.



1

Cloud Envisioning Workshop—essential strategy

We base our workshops on your industry and the needs specific to your business, taking an end-to-end view that addresses:

- Cloud approaches
- Use cases
- Adoption risks and barriers
- Technology trends
- Migration challenges

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:

- Regulatory and security compliance requirements
- Vendor relationships
- Technology preferences
- Business/IT growth models
- Financial considerations (such as CapEx/OpEx)

2

Architecture, roadmap, and plan—building out the strategy

We work with your organization to assess your current processes and infrastructure and to design your future strategy, architecture, and roadmap for implementing or migrating SAP solutions to the cloud.



Analyze

Assess your current architecture and immediate needs for infrastructure upgrades



Define

Define your filters for cloud and define your “to be” architecture



Design

Develop a migration strategy and roadmap

3



Cloud migration

We leverage highly developed migration playbooks to help you quickly realize the shortest path for cloud migration—to fit your business-specific challenges and goals. The objective? To provide near-zero downtime migration and minimize impact to the business. Our IT life cycle experience, our focus on collaboration, our established alliances, and our deep experience with a variety of platforms allow us to help you move fast.



Simple

- We align assessment results to serve as a practical roadmap
- Our cloud migration playbook provides detailed steps and timetables for advanced planning
- We update business cases and conduct pilot migration, documenting the approach and risk mitigation techniques



Fast

- We use best-of-breed accelerators for migrating existing applications
- We employ an optimized bottom-up migration process to best fit your scenario



Reliable

- We guide you from discovery to the go-live phase
- We actively support the launch of your cloud applications, performing post-migration review and providing technical help

4



Managed services

Deloitte's Cloud Managed Services is a subscription delivery of traditional SAP-, SAP HANA-, and SAP S/4HANA-based solutions through a partner's private hosted cloud, in the form of packaged and managed services. Deloitte provides:

- SAP, SAP HANA, and SAP S/4HANA certified hosting environment
- A packaged solution as a service with migration, implementation, application support, and managed services
- End-to-end cloud infrastructure and application services, with 24x7 support
- Preconfigured solutions and services that can be reused or tailored for an industry or application
- Subscription-based end-to-end cloud services

Managed private cloud for SAP and SAP HANA: what's covered

- SAP licenses
- Business process transformation
- Application consulting, development, and integration
- Application maintenance and support
- Application operation—basis
- Database and middleware management
- Server and storage
- Hardware and network



Weaving more value into the steps

Throughout the four steps of the cloud journey, Deloitte works with you to address considerations involving governance, security, risk, compliance, data, and integration, and then we work with you to develop and integrate tailored policies and procedures for your cloud project and your entire organization.



Security, risk, and compliance

Information-security controls that can help support better risk management and compliance management



Data

Impact on data, data protections, and performance



Integration

360-degree integration view of on-premises, hybrid, and private cloud



Deployment

Focus on testing, transition, onboarding, and operations

Why Deloitte?

Deloitte brings a powerful blend of experience, insights, and skills to organizations seeking to understand and solve cloud computing challenges.

Fast. Our detailed cloud computing playbook, Cloud Readiness Framework, and the Deloitte Cloud Computing Readiness Map help us accelerate your cloud journey.

Focused. We can help build the business case for SAP and SAP HANA on cloud, digging deeper to answer critical questions.

Comprehensive. Our approach is supported by the experience of thousands of Deloitte professionals working across a wide variety of industries and addressing challenges in complex IT environments.

Thorough. Our advisory process for cloud and our industry-leading Enterprise Value Delivery (EVD) methodology for cloud computing are meticulous.

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.

Prepared. 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.

Ideas to get you started

Organizations considering a deeper journey into cloud computing with SAP or SAP HANA 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 these steps.



Assess your IT and processes

Further evaluate and review your infrastructure to determine where you could benefit from cloud services.



Prioritize your business needs

Recognize that the impact of cloud computing varies depending on the challenge it solves.



Identify the players

Determine who the key stakeholders will be in your cloud journey.

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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