Wie Sie Ihre SAP-Modernisierung erfolgreich und risikofrei umsetzen – Entwickeln Sie die richtige Strategie

Carla Arend
Cloud Research Europe

Your Speakers today

Carla Arend
Senior Program Director,
Lead Analyst, Cloud in
Europe, IDC

Anja Doods
Sales Engineer, Colt
Technology Services

Tanja Scheller
Director IBM SAP
International
Competence Center,
IBM Deutschland

Agenda

1. Introduction
- What are the critical steps in a successful SAP transformation
How effective resource planning can accelerate your SAP transformation by 30% whilst reducing the risk of business disruption
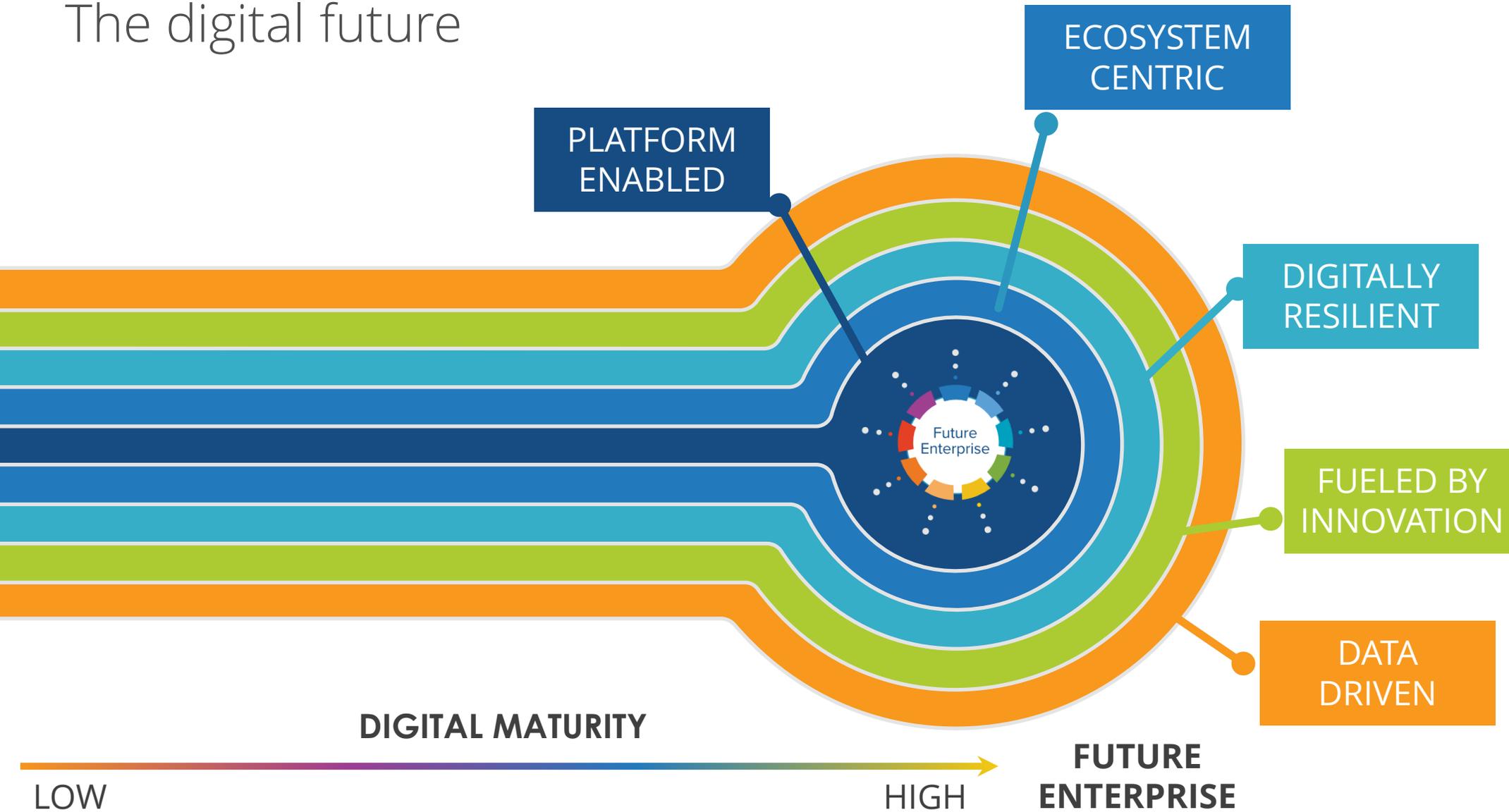**- Why your network is a critical success factor**
How a flexible and on-demand network can shave up to 90 day off your project timelines and ensure application performance
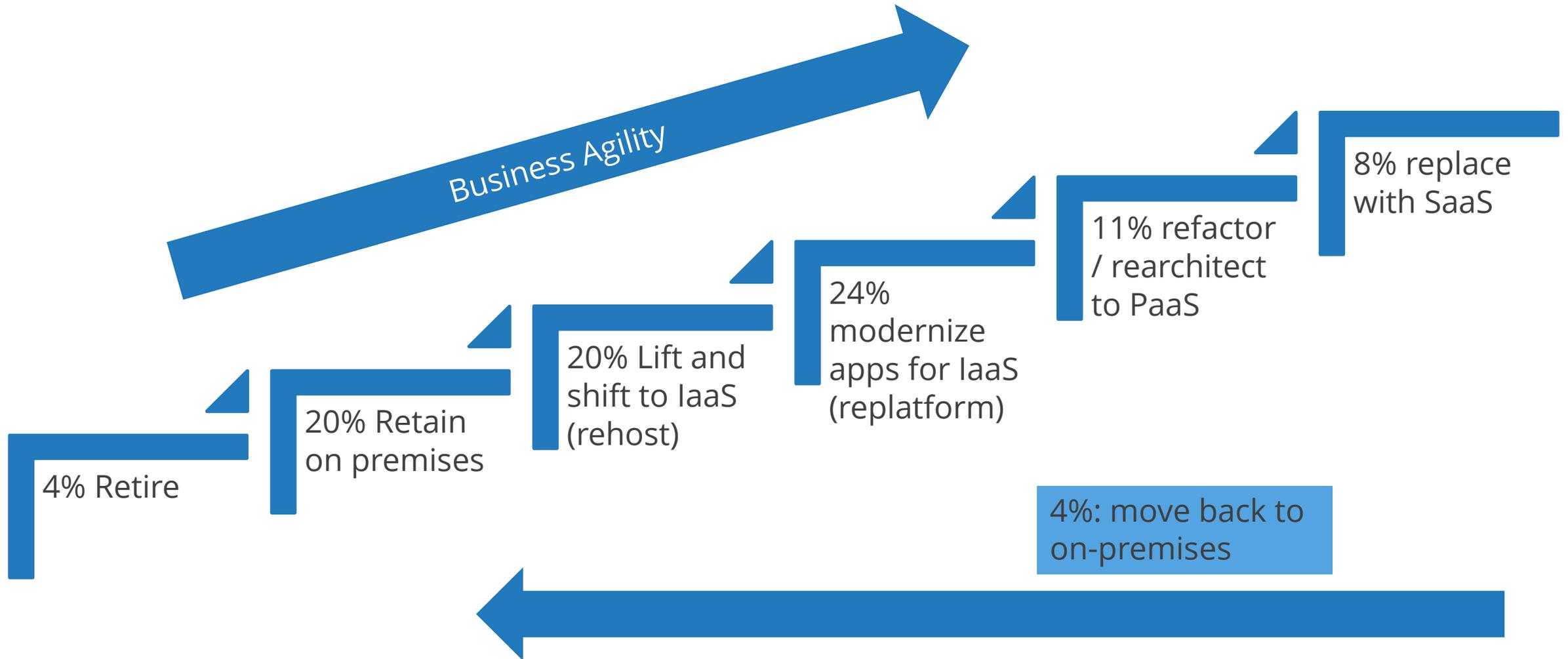**- Why the Colt IBM partnership can accelerate and deliver your SAP transformation on budget and on-time**
Hear why Colt and IBM's industry leading joint approach will take cost and time out of your modernization journey

The digital future

PLATFORM ENABLED

ECOSYSTEM CENTRIC

DIGITALLY RESILIENT

FUELED BY INNOVATION

DATA DRIVEN

Future Enterprise

DIGITAL MATURITY

LOW

HIGH

FUTURE ENTERPRISE

Cloud Migration Strategies for Business Applications (ERP, CRM, etc)

Business Agility

4% Retire

20% Retain on premises

20% Lift and shift to IaaS (rehost)

24% modernize apps for IaaS (replatform)

11% refactor / rearchitect to PaaS

8% replace with SaaS

4%: move back to on-premises

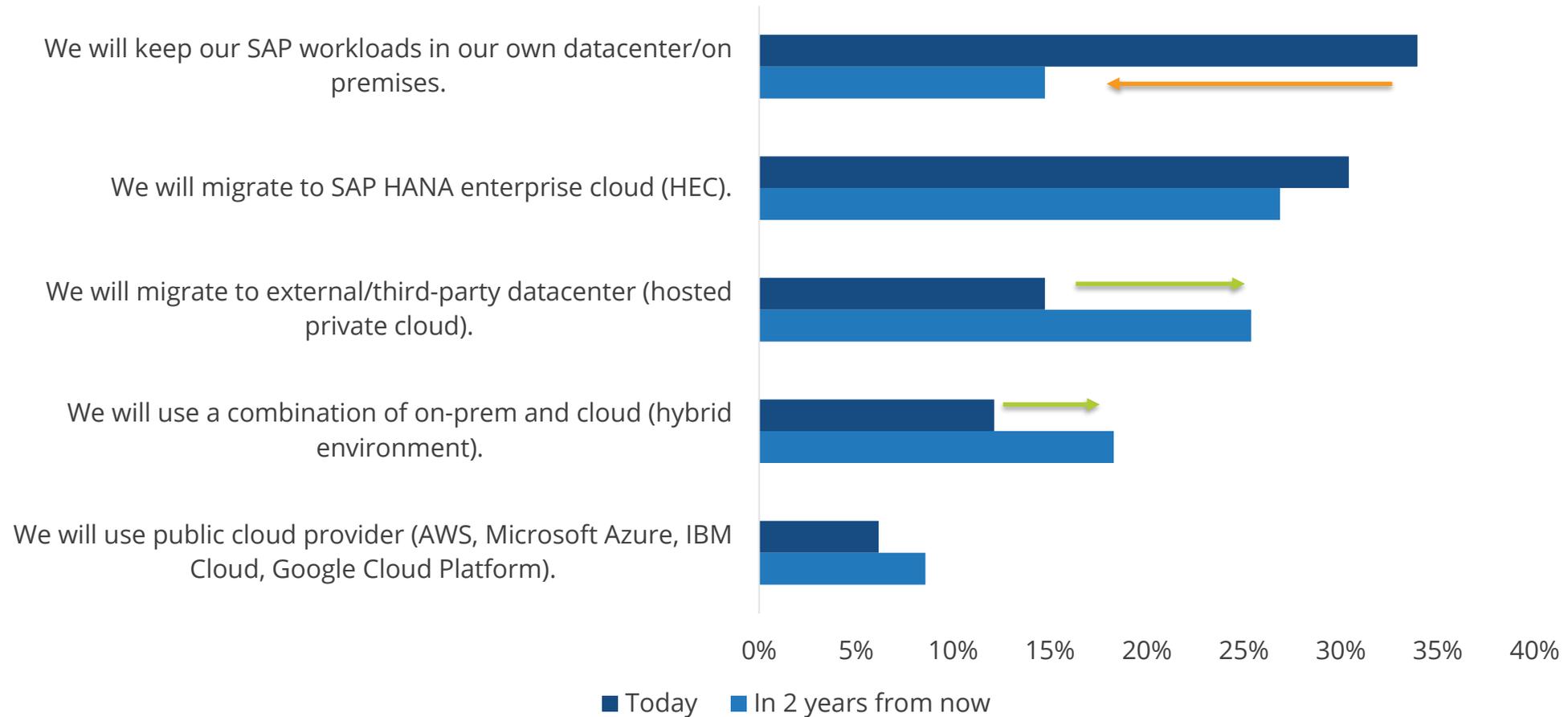**What are the critical steps in a successful SAP transformation?**

Critical Steps in SAP Transformation

Choose your SAP modernization strategy

Choose your cloud migration strategy

Big changes in where SAP workloads will run

Today ■ In 2 years from now

SAP end-customer engagements require numerous Business and IT components for the delivery of a successful final outcome. IBM and Colt both provide a complementary cross-section of these services.

SAP Solution Components

Multi-Supplier Approach to SAP

Each SAP Solution Component can be provided by one or more Suppliers

Examples

- **SAP Software** can be provided by SAP or via IBM as a re-seller or leased via a Partner Managed Cloud arrangement
- **SD-WAN** can be provided by Colt
- The Implementation Service can be provided by IBM SAP Services
- The **Commercial Model** & funding approach can be direct with each Supplier or rolled into an overarching single-supplier model
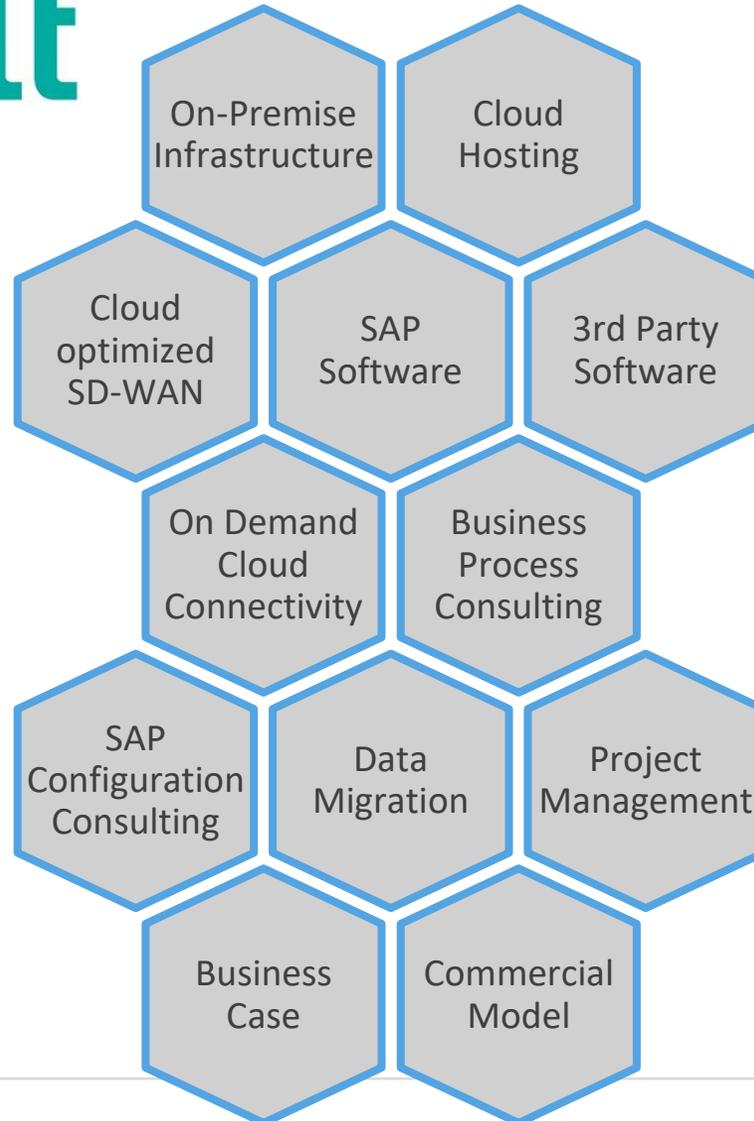
IBM SAP IMPACT Solution

IBM Services provides a wide range of SAP Implementation project accelerators to fast-track project delivery – typically saving 30%

- Pre-configured SAP software
- Business process flows tailored by industry vertical
- Pre-delivered data migration and testing routines
- Training videos in both demo & end-use practice modes
- End-user / role security profiles
- Cognitive Tie-ins

SAP Solution Components (hexagons): On-Premise Infrastructure, Cloud Hosting, Cloud optimized SD-WAN, SAP Software, 3rd Party Software, On Demand Cloud Connectivity, Business Process Consulting, SAP Configuration Consulting, Data Migration, Project Management, Business Case, Commercial Model

Migration challenges for Enterprises

1

The RISK to migration is high

Moving data and applications is seen as an inherently risky exercise by enterprise stakeholders.

The potential disruption of operations and the perceived increased data & security risk during migrations is of particular concern.

2

The COMPLEXITY of operations during migrations is increased

During migrations Enterprises will need to redesign and rebuild processes to support their new Cloud landscape, often having to manage across hybrid & multi-Cloud environments for new and legacy applications.

3

Initial upfront COST for migration act as a barrier

Unless a clear ROI calculation can be provided to decisions makers, Enterprises often use the initial cost of the "ticket to play" as a reason to pause or stop Cloud migrations projects.

CLOUD PLATFORM

INFRASTRUCTURE

NETWORK

While the trend and shift to the Cloud is undeniable, there are important challenges for Enterprises undertaking a migration which can **increase the time taken to deliver return on their investment**

Enterprises are seeking partners who can solve the fundamental technology challenges inherent in migration projects to **accelerate time to value**

Colt and IBM have the ability to offer Enterprise the **technology tools, agility and flexibility** they require to make a successful transition of their SAP workloads to the Cloud

IDC

Why your network is a critical success factor?

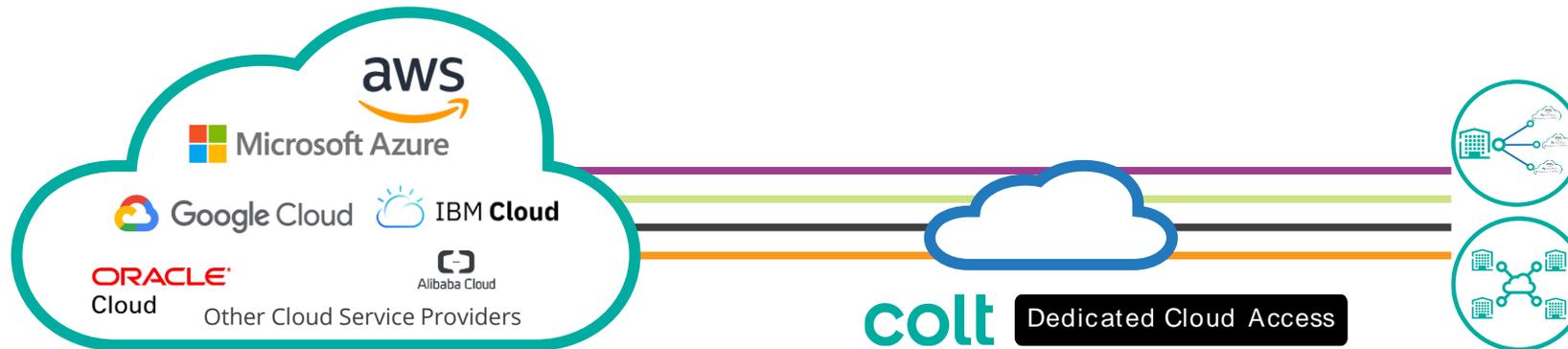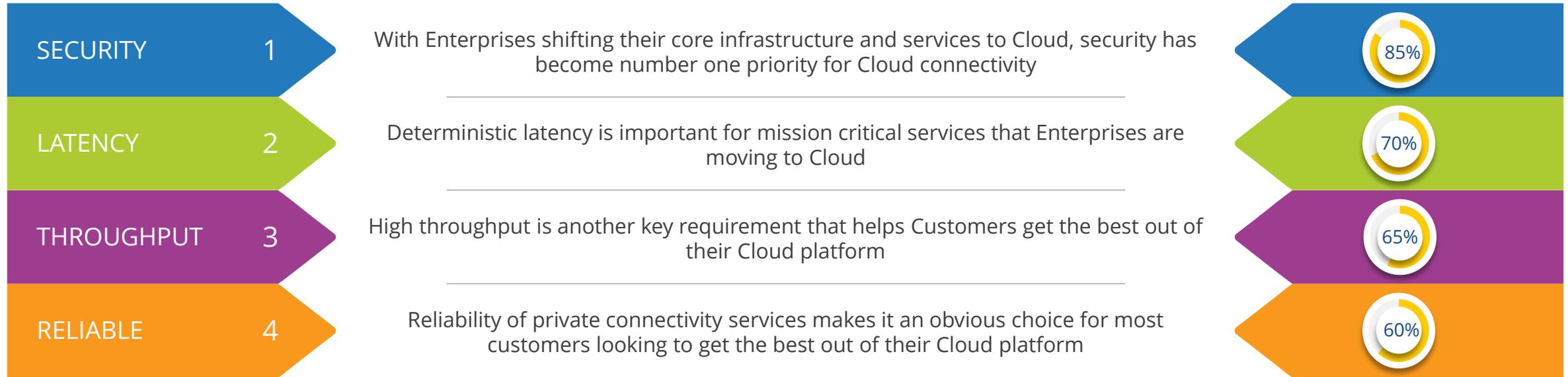# Areas for Cloud optimization

23% Security Operations Center (SOC)

22% Application & Infrastructure performance mgt

19% Network Operations Center (NOC)

IDC

Cloud Connectivity Requirements

Customers want a more secure and reliable cloud networking experience – the public internet does not always provide this

SECURITY	**1**	With Enterprises shifting their core infrastructure and services to Cloud, security has become number one priority for Cloud connectivity
LATENCY	**2**	Deterministic latency is important for mission critical services that Enterprises are moving to Cloud
THROUGHPUT	**3**	High throughput is another key requirement that helps Customers get the best out of their Cloud platform
RELIABLE	**4**	Reliability of private connectivity services makes it an obvious choice for most customers looking to get the best out of their Cloud platform

85%

70%

65%

60%

aws

Microsoft Azure

Google Cloud   IBM **Cloud**

ORACLE Cloud   Alibaba Cloud

Other Cloud Service Providers

colt   Dedicated Cloud Access

Cloud On Demand connectivity services

Cloud experience

Traditional telco experience

+

=

Delayed Time to Value (TtV)
- Delivery in weeks (+45 days)
- Steep bandwidth vs cost curve

Elastic, real time delivery

Inflexible, manual configuration
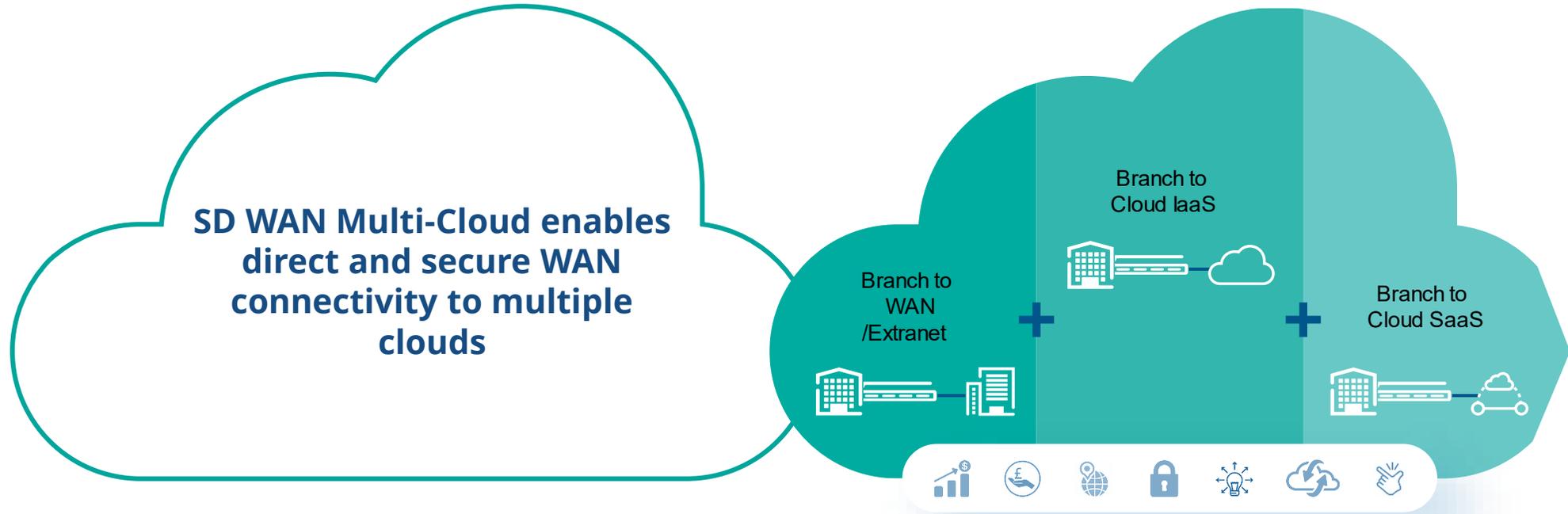
Cloud experience

Colt On Demand Experience

+

=
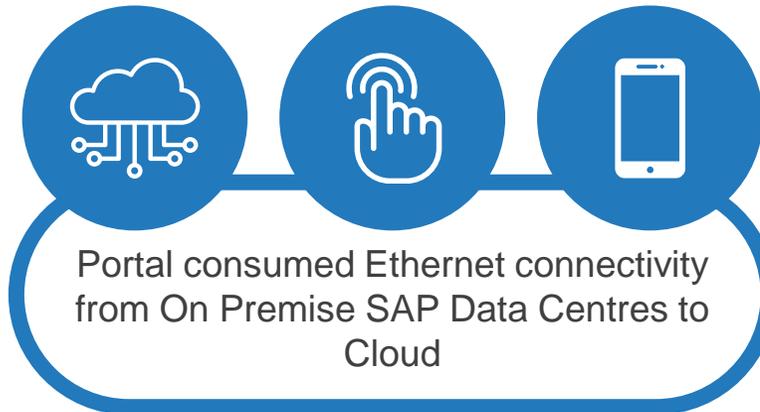
Accelerated Time to Value (Ttv)
- Near real time delivery
- Transformed SAP On Premise to Cloud, network connectivity

Elastic, real time delivery

Portal consumed Ethernet connectivity from On Premise SAP Data Centres to Cloud

IDC

Importance of SD WAN Multi-Cloud to SAP Cloud Deployments

SD WAN Multi-Cloud enables direct and secure WAN connectivity to multiple clouds

Branch to Cloud IaaS

Branch to WAN /Extranet

Branch to Cloud SaaS

Direct and secure Branch to Multi-Cloud connectivity centrally managed via Colt SD WAN portal
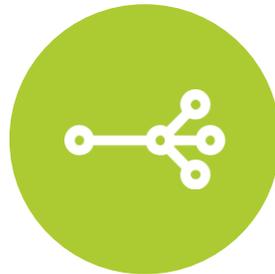
SD WAN powered Dynamic path selection with SLA

Common policy management for branch, SD WAN fabric & Multi-cloud

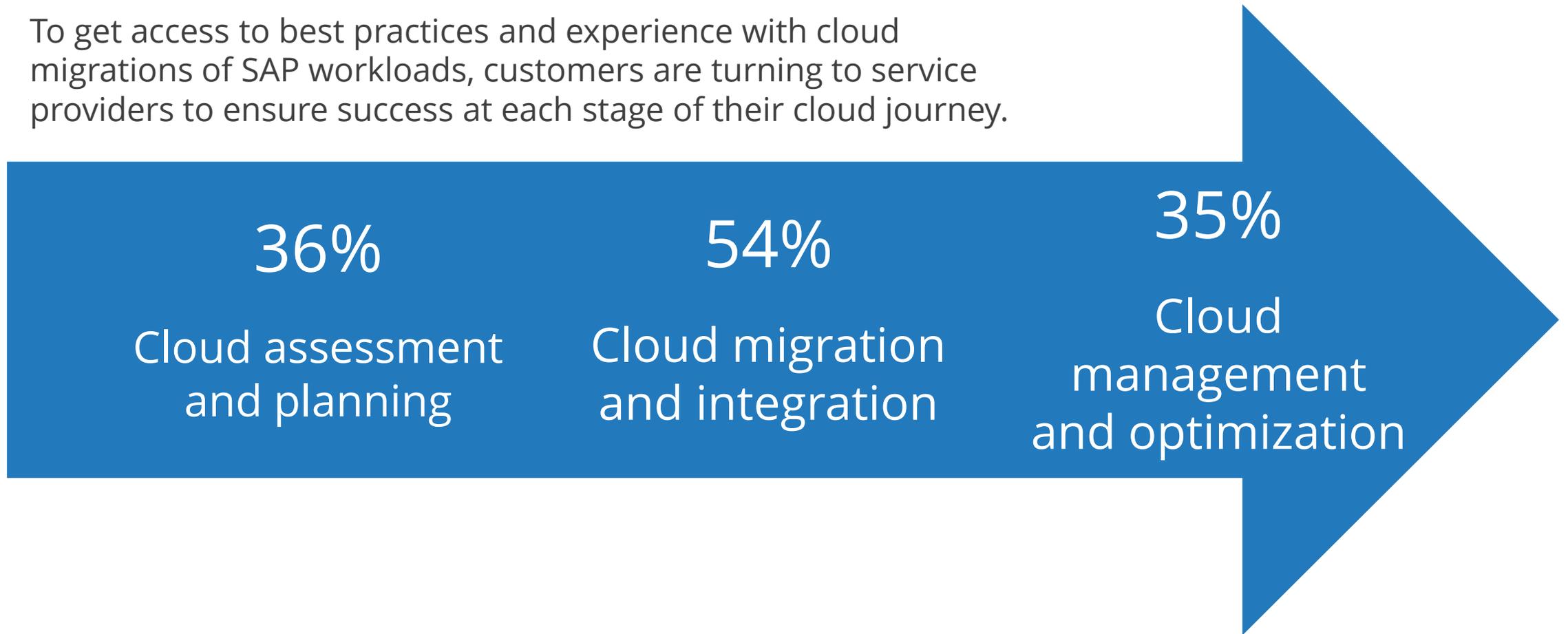Performance visibility across WAN and Cloud powered by SD WAN analytics

Cloud to Cloud connectivity without network backhaul

Why the Colt IBM partnership can accelerate and deliver your SAP transformation on budget and on-time?
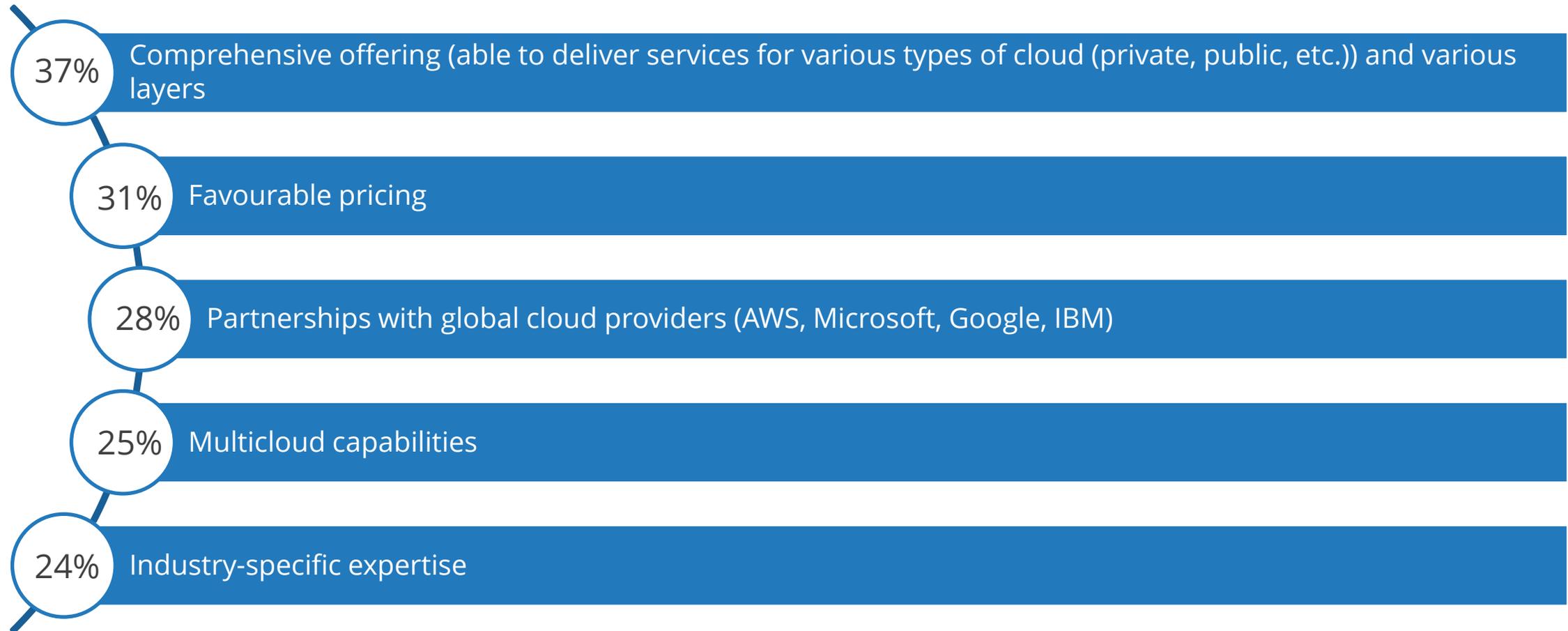
Partners are important to ensure success along the Cloud journey

To get access to best practices and experience with cloud migrations of SAP workloads, customers are turning to service providers to ensure success at each stage of their cloud journey.

36%
Cloud assessment and planning

54%
Cloud migration and integration

35%
Cloud management and optimization

Key criteria for choosing the right partner for the cloud journey

37% Comprehensive offering (able to deliver services for various types of cloud (private, public, etc.)) and various layers

31% Favourable pricing

28% Partnerships with global cloud providers (AWS, Microsoft, Google, IBM)

25% Multicloud capabilities

24% Industry-specific expertise
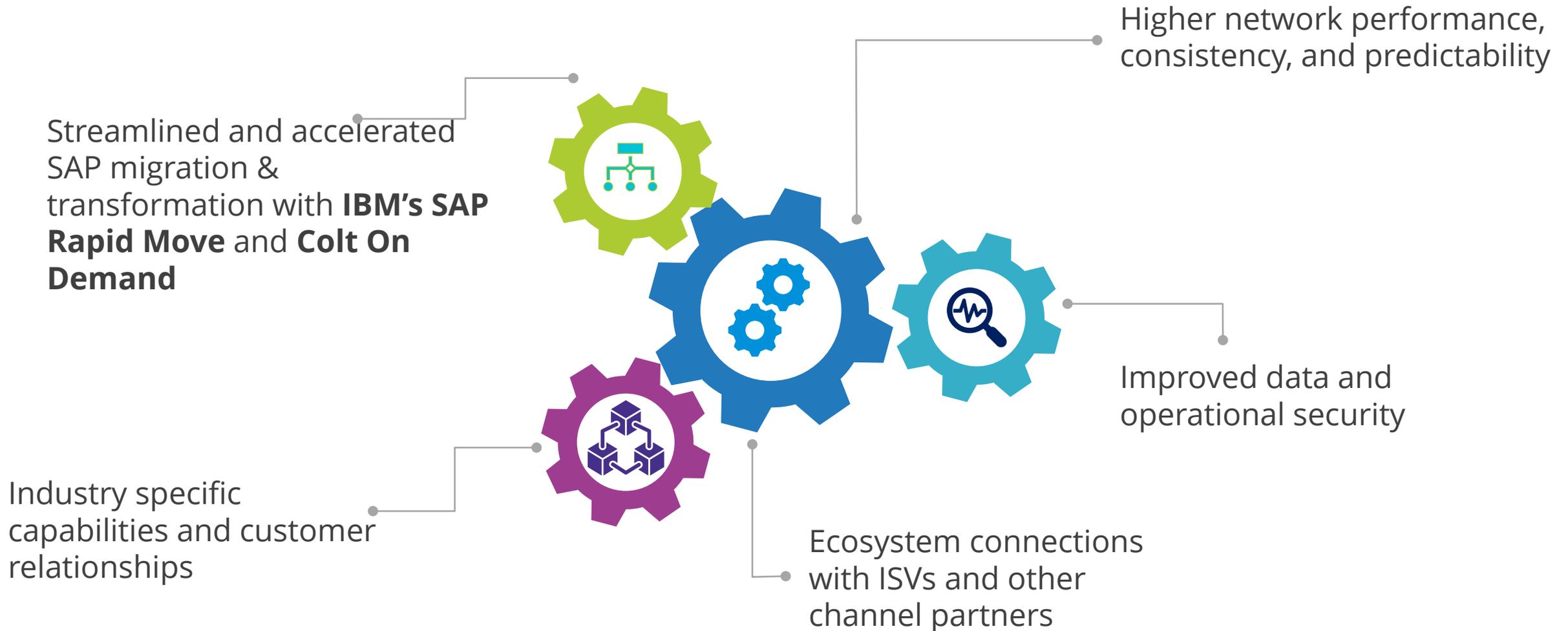
Our way to combine both approaches: IBM Rapid Move

Combine the benefits of brownfield and greenfield implementation for your individual scope!

Technological renewal ← - - - - - - - - - - - - → **Process improvement & Innovation**

Brownfield

Technical conversion of the existing system

| ECC | → | S/4HANA |
| Any DB | → | HANA |

IBM Rapid Move

Greenfield

Setup of new SAP S/4HANA system

| ECC | | S/4HANA |
| Any DB | | HANA |

Data migration

Conversion of ECC Empty Shell as base to the agile process improvement enabled by a selective data migration

| ECC | → | ECC Shell | → | S/4HANA Shell | S/4HANA Shell | S/4HANA |
| DB | → | DB | → | HANA | HANA | HANA |

Data migration

Why IBM & Colt for SAP S/4HANA

Connectivity is an integral part of any SAP transformation

Higher network performance, consistency, and predictability

Streamlined and accelerated SAP migration & transformation with **IBM's SAP Rapid Move** and **Colt On Demand**

Improved data and operational security

Industry specific capabilities and customer relationships

Ecosystem connections with ISVs and other channel partners

Recommendations

Consider and plan early in terms of what your network connectivity architecture will need to transform to in order to derive the optimal ROI and end-user application performance from a major move to cloud

Planning your cloud strategy as part of your SAP modernization strategy is a critical step

Partners are important to ensure success along the Cloud journey. To get access to best practices and experience with SAP Transformations underpinned by cloud migrations of SAP workloads, consider IBM and Colt to ensure success at each stage of their cloud journey.

THANK YOU!

Carla Arend

Senior Program Director,
Lead Analyst, Cloud in
Europe, IDC

carend@idc.com

Anja Doods

Sales Engineer,
Colt Technology
Services

anja.doods@colt.net

Tanja Scheller

Director IBM SAP International
Competence Center,
IBM Deutschland

tanja.scheller@de.ibm.com

IDC   colt   IBM®