

The Microsoft Cloud Advantage

SAP on Azure



The Microsoft Cloud Advantage

The cloud imperative

Today, it isn't a matter of if you're taking SAP to the cloud, it's when. And more importantly, how you're going to make it happen.



The cloud story has progressed from blue-sky thinking, to cutting edge, to mandatory, even for mission-critical applications. That's why today's forward-thinking enterprises are leading the way by moving their SAP workloads to the cloud.

When you take this step, you can easily take advantage of digital transformation. By putting SAP together with, other data streams, advanced analytics, and machine learning, you create a powerful combination that helps:

Engage customers

An SAP environment that's in the cloud can give deeper insights into how customers think, what they do, and why.

Empower employees

If your staff have secure access to SAP apps and data across the enterprise, they can make better decisions.

Optimise operations

A better supply chain and faster setting up of the infrastructure can cut costs.

Transform products

When you can analyse and interpret data more easily, you're able to make timely changes to their products and services.

About Claranet

Quick facts:

- Founded in 1996
- “Next Generation” IT managed services provider
- 425 M€ annualised revenues (120 M€ in Portugal)
- 6.500 business customers (2.000 in Portugal)
- Operations in 9 countries (PT, UK, ES, FR, DE, NL, IT, BR, USA)
- 2.200 staff (600 in Portugal)
- 24 offices (3 in Portugal)
- 43 datacenters in Europe (3 in Portugal)



The Microsoft Cloud Advantage

Migrating SAP workloads to Azure with Claranet

Companies have different expectations of what they'll get from business transformation.

Whatever your goals are, we're here to make sure you reach them by moving your SAP systems to the cloud. What's more, we specialise in migrating workloads to Azure. Our team of experts will work with you to build a SAP on Azure solution that makes your systems:

Secure

Azure has more than 25 industry and trust certifications. So, you can be assured that your SAP workloads are running on a secure and reliable platform, which protects your customers' data.

Cost efficient

By moving to Azure, you could reduce your IT infrastructure costs by up to 75%.¹ In addition, Azure's pay-as-you-go service allows you to quickly scale up or down, so you don't have to pay for what you don't use.

Powerful

Azure provides the power you need to run all your SAP applications, including HANA and S/4 workloads, smoothly. It always delivers the best user experience.

Reliable

Azure covers 42 regions. That's the best coverage of any cloud provider. This means there'll be a lower risk of outages for your business. Azure also has lots of disaster recovery features that are built in.

Flexible

With Azure, you can provision your SAP environments whenever you need them, so that new systems can be deployed immediately. Whether you need them for new projects, training or testing purposes, they'll be ready and available in hours, rather than weeks or months.

Productive

Azure is a feature-rich platform. You can use it to link your business apps to all kinds of advanced technology. This will help you keep up to date with new trends in mobility, advanced analytics, IoT, artificial intelligence, and security and identity features.

¹ <https://www.microsoft.com/middleeast/costsaving/>

The Microsoft Cloud Advantage

The **Azure** advantage

When you use Azure, you're taking advantage of a full set of cloud services from Microsoft. This means you can build, test, deploy, and manage applications and services. And, it all happens through a global network of Microsoft-managed data centers.

There are 42 Azure regions worldwide

That's not just more than any other cloud provider – it's actually more than Amazon Web Services and Google combined.

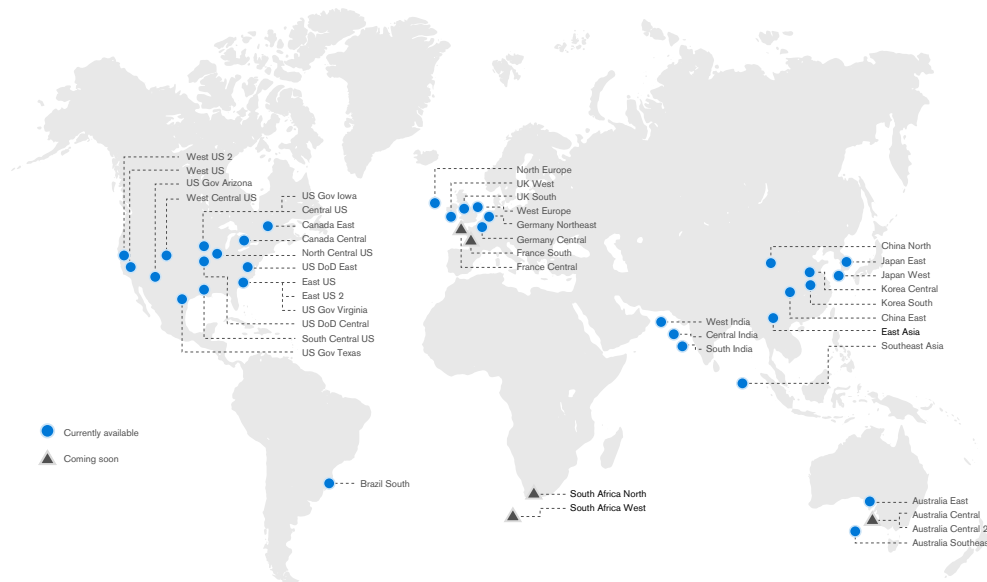
Azure opportunities

Azure is becoming more and more popular. According to Credit Suisse's recent enterprise survey, 40% of respondents said Azure was their preferred cloud platform. That's nearly double the number of just six months before.³ It means there are huge opportunities for customers and Microsoft partners alike.

Microsoft is committed to the Azure platform

In 2017 alone, it invested more than \$13B in research and development for Azure. One of the key investments was an 8,000-strong team of researchers. This elite team's main role is to make sure leading-edge AI is built into Azure services.

This elite team's main role is to make sure leading-edge AI is built into Azure services.



Azure is the cloud you can trust

62

... compliance offerings – the largest 62 portfolio in the industry

90%

... of Fortune 500 companies trust their 90% business on the Microsoft cloud

120,000

... new Azure customer subscriptions per month²

The Microsoft Cloud Advantage

The Microsoft and SAP alliance

For more than two decades, customers have been able to enjoy huge benefits, thanks to the way Microsoft and SAP work together.

One reason is, they have so many customers in common. For instance, 90% of Fortune 500 companies trust their business on the Microsoft cloud. Plus, 85% of Fortune 500 companies have SAP systems in place.

It's not just external customers who benefit from the Microsoft and SAP partnership. Their own people benefit as well. Take, for example, Microsoft, where 110,000 of its employees currently use SAP systems. At the same time, Microsoft Office and Azure power SAP's 84,000-strong workforce. It doesn't even stop there. The benefits filter through to customers and partners. They're using the best tried-and-tested offerings on the market.

Choosing Microsoft and SAP can benefit you in other areas as well. They share the largest partner ecosystem in the industry. What's more, Microsoft is investing in putting in-house SAP expertise in place, so that they can give customers the best possible advice. This will help organisations to design and deploy their own workloads.

Stop press:

A trusted path to digital transformation in the cloud.

Microsoft and SAP are committed to making digital transformation and innovation possible for customers. It's no surprise then, that they've announced improved integration in a number of areas. These will provide enterprise customers with a clear road-map. So, it'll be easier for them to drive more business innovation in the cloud – and to do so in total confidence.

SAP HANA Enterprise Cloud on Azure will allow customers to run SAP S/4HANA in a secure, managed cloud. Microsoft and SAP will also run SAP S/4HANA for their internal operations. They'll be documenting these internal projects, and the results will have a major benefit for customers. That's because they'll form the basis for Azure deployment of SAP applications.

Why SAP on Azure?



Azure lets enterprises run the largest SAP HANA workloads (OLTP and OLAP) of any global scale cloud provider.

Choosing to deploy SAP on Azure means you can quickly start taking advantage of your chosen solutions. Azure is the most comprehensive cloud platform around today, which means it can easily accommodate even the largest SAP and SAP HANA workloads.

Cloud scale and agility for SAP estates

If your organisation needs a reliable way of running mission-critical SAP and other workloads, you needn't worry. Azure meets all your scalability, flexibility, and compliance needs. A wide range of SAP applications can run across dev-test and production scenarios: SAP NetWeaver to SAP S4/HANA; Linux to Windows; SAP HANA to SQL Server.

Unparalleled performance for SAP HANA

With SAP HANA on Azure, you can benefit from industry-leading performance. Running on Azure Virtual Machines and purposebuilt hardware specifically tuned for SAP HANA, workloads can grow as your business's needs grow – up to 60TB on multimode configurations. Not only that, you get the best of both worlds. Your organisation has application management and product expertise from SAP. And it has a global, trusted, and intelligent cloud to call on from Microsoft Azure.

The Microsoft Cloud Advantage

Enterprise cloud capability

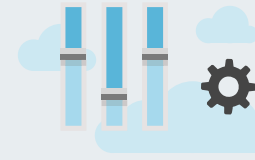
Every organisation needs a robust, resilient, and reliable environment for SAP applications, and other workloads. That's what SAP on Azure brings. It has the broadest global footprint and the largest compliance portfolio. It also comes with enterprise-grade SLAs and world-class support.

Best practice makes perfect migrations

The Claranet team will draw on our vast experience of past projects, validated by partners, to deliver a solution that meets all your business needs. We'll move your SAP systems to the Azure cloud in a fast and secure way. So, there'll be minimal disruption to your operations.

Azure outshines the competition

Organisations all over the world choose Azure over Amazon Web Services (AWS), SAP HANA Enterprise Cloud and private cloud providers such as CenturyLink and Virtustream. This is because Azure delivers:



A cloud solution that's highly scalable and flexible



Productivity gains in every area



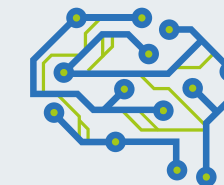
Enterprise-readiness with a robust, integrated surround strategy



Greater coverage: more regions than any other cloud provider



Unmatched hybrid capabilities



The strongest intelligence

It's already happening

All around the world, forward thinking enterprises are moving their SAP workloads to Azure.

Malaysia Airlines
Case Study ▶

Coats & Clark
Case Study ▶

Malaysia Airlines



Malaysia Airlines' SAP deployment was running on IBM hardware.

This hardware was reaching its end-of-life and end-of-support. So, the airline faced the prospect of replacing or updating the system. And that's when its digital transformation strategy was born.

Over a period of just six months, the technology partner of Malaysia Airlines moved the SAP deployment to Azure. During this time, IBM AIX, and DB2 database software was replaced with Windows Server 2016 and SQL Server 2016. And the return on investment was fast. By switching to Azure, the airline reduced its annual costs by around 45 percent.

"With SAP on Azure, we will always have an up-to-date technology platform with resources provided on an on-demand basis. By paying only for what we use, and by expanding and contracting those resources to meet business needs, we manage SAP much more effectively on Azure than we ever did in our own data center."

Tan Kok Meng,
Chief Information Officer

Coats & Clark



The world's leading industrial thread manufacturer has moved to the Microsoft cloud. This has transformed its business for a data-driven age.

For years, Coats & Clark used the Oracle database with its SAP applications. However, to improve SAP performance, it decided to switch to the SAP HANA database, featuring high-performance in-memory technology. Working with two different consulting partners, one of which helped to configure SAP HANA while the other configured the manufacturer's SAP HANA in Azure estate and performed the migration – Coats & Clark moved its complex HANA environment to Azure with no hiccups.

The performance boosts from running SAP on HANA in Azure have been eye-popping. Transactions that previously took 12 hours now take 12 minutes. Reports that previously took 6 hours to produce now take 6 minutes.

“By speeding up SAP, we've been able to speed up the whole business.”

**Richard Cammish,
CIO, Coats & Clark**

Main advantages of SAP on Azure

End to end support

The Claranet team will be your single point of contact throughout your entire cloud journey. We'll manage your move to Azure from planning to migration. But it doesn't stop there. Once your SAP workloads are successfully running on the cloud, we'll continue to manage your systems with a range of proactive and innovative support services.

Scalability and flexibility

Your organisation can benefit from a flexible, integrated platform that's ideal for a fully public or a hybrid cloud solution. In addition, Azure easily scales up or down to meet demand. Plus, there's a unique feature: expandable block storage volumes, which other public cloud vendors don't support.



Productivity

Now you can drive ROI in ways that other public cloud providers can't match. With Microsoft Analytics and Insights for SAP software, businesses can use Microsoft Power BI to visualise and query SAP HANA data. It's also possible to extract data from SAP into Microsoft Azure Machine Learning. Plus, predictive analytics tools are there to provide even deeper business insights.



Security and regulatory compliance

With requirements that constantly change and evolve, compliance can be a problem. However, you needn't worry. Because Microsoft leads the industry in commitment to data protection and privacy, Azure has the most comprehensive compliance coverage of any cloud provider. This makes the move to the cloud possible for all organisations, even those in heavily regulated industries.



Find out how Claranet could help you migrate your SAP workloads to Azure [here](#) ►