HCL

LET'S TALK
APPLICATIONS

ENTERPRISE
RESOURCE
PLANNING

SAP ON
MICROSOFT AZURE

INCREASED AGILITY AT A LOWER COST

'Increased agility at a lower cost' is not typically a phrase that bears scrutiny outside the world of advertising slogans. However following the certification of SAP on the Microsoft Azure platform, there are some great examples where hype has become reality, with some of our customers achieving cost savings of more than 40% compared with private hosting solutions.

Microsoft is investing significantly in building out its Azure public cloud platform; as of early 2015, there were 100 data centers in 19 countries. The Azure platform is growing at 2,000 servers per day – significantly faster than any other major public cloud provider. This is interesting for SAP users for a number of reasons:
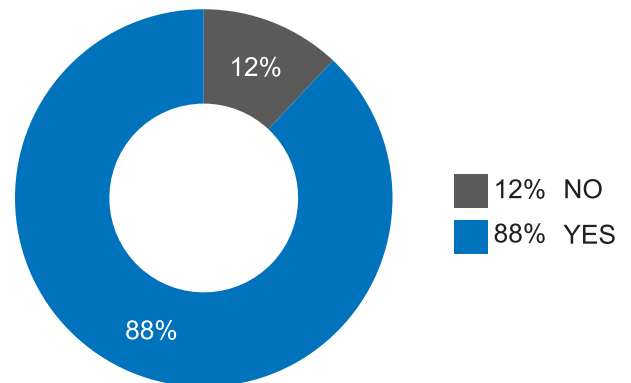
- SAP is certified to run on Azure on a number of databases (SQL Server, Oracle & Sybase ASE) and operating systems (Windows, SUSE Linux)

- With more than 110,000 users globally, Microsoft is one of the largest SAP users, and is committed to migrating large elements of its internal SAP estate to Azure within the next 12 months. This means Microsoft understands how to run SAP and the challenges and opportunities other organizations might encounter when moving their environments to the cloud

- Azure is founded solely on Microsoft solutions, meaning that there is one organization responsible for reliability, performance optimization and support

- Azure offers a range of pre-built services including Active Directory integration, Office 365 integration and mobility. These can be rapidly leveraged to provide a complete systems environment or to extend the scope of SAP surround applications.

WHY SAP IN THE CLOUD IS RELEVANT NOW

- Historically, many organizations have resisted moving SAP workloads to the public cloud. HCL's Future of SAP Cloud research carried out in 2014 analyzed the market and found that cloud computing services will see a significant increase in adoption over the next five years. Key findings include:

- 88% of organizations will adopt a hybrid cloud model within the next 24 months

- 59% of organizations surveyed mentioned business agility and speed as the key business drivers behind their cloud strategy

- 46% of SAP users expect to move SAP workloads to the cloud in the next two years

- 87% acknowledge that IT budgets for traditional systems of record are under pressure.

By implementing a hybrid cloud model where more elastic, non-productive workloads are migrated to Azure and productive instances are retained on-premise or in a hosted environment, organizations can balance the perceived risk of a full cloud deployment against the acknowledged cloud benefits, such as flexibility, agility and lower costs. With SAP customers increasingly looking to reduce their SAP Operations and Maintenance budgets, Azure doesn't just fit the CIO's agenda but also the CFO's.

DO YOU SEE YOUR ORGANISATION ADOPTING A HYBRID MODEL

12%

88%

12% NO
88% YES

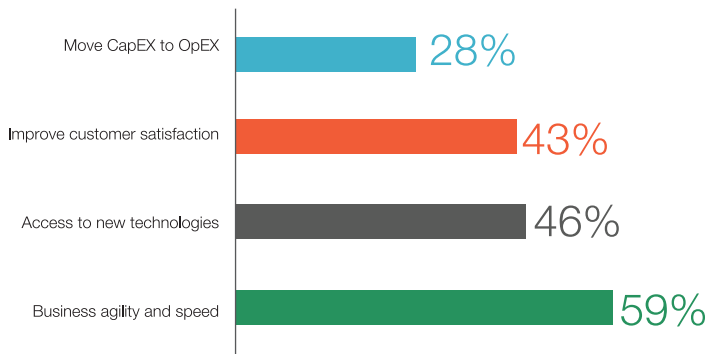Source: HCL's Future of SAP Cloud Research 2014

46%

OF THE SAP LANDSCAPE COULD TO MOVE TO THE CLOUD OVER THE NEXT TWO YEARS

Source: HCL's Future of SAP Cloud Research 2014

WHAT ARE THE MOST IMPORTANT BUSINESS DRIVERS FOR YOUR CLOUD STRATEGY?

Move CapEX to OpEX	28%
Improve customer satisfaction	43%
Access to new technologies	46%
Business agility and speed	59%

HOW HCL CAN HELP

Microsoft Azure offers a reliable and secure cloud infrastructure platform that enables businesses to quickly deploy SAP solutions. As a full service SAP and Microsoft partner, HCL can work with you to develop a roadmap and benefits case that identifies which SAP workloads can be rapidly migrated to Azure to deliver the best outcomes.

With extensive infrastructure expertise, HCL is universally recognized as a leader in remote infrastructure management. As well as identifying on-premise SAP workloads for Azure migration, we have significant experience in migrating non-productive workloads from externally hosted SAP systems and environments to the public cloud without incurring hosting penalties.

Our SAP Azure Center of Excellence comprises a team of highly experienced SAP BASIS and Infrastructure experts who can provide a range of services around the assessment of Azure migration options as well as migration execution and steady state operations. These services include:

- Conducting readiness assessments and planning workshops
- Undertaking security assessments and design
- Migrating on-premise SAP workloads to Microsoft Azure
- Implementing and managing hybrid Azure cloud environments
- Providing SAP application support and maintenance
- Developing SAP surround solutions based on Microsoft technologies.

One of the attractions of Azure is that it is extremely easy to undertake a selective pilot before making a larger commitment. Examples of this componentized approach include:

- Elastic non-production environments (for example sandbox, test, training, operational performance accepting, etc)
- New projects, such as additional development or sandbox environments, to accommodate evolving business requirements rapidly
- Disaster recovery, which by its nature is highly elastic
- Proof of concept environments, which provides organizations with the flexibility to try new ideas without the need for infrastructure provisioning or associated costs
- Production workloads
- SAP surround solution such as business intelligence, Office 365 integration, SharePoint and mobility.

WHY HCL

HCL is widely recognized by industry analysts as one of the leaders, not only for SAP implementation and support, but also in terms of our understanding, championing and execution of cloud-based SAP solutions.

- SAP awarded HCL its MCaaS partner of the year award in 2014
- HCL was recognized as a global SAP leader by IDC in the MarketScape: Worldwide SAP Implementation Services Ecosystem 2014 Vendor Assessment
- HCL was identified as a leader in IDC's Cloud Services 2014 Vendor Analysis.

We have proven experience across all major certified SAP cloud environments, assisting customers with both implementation and support. As such, we are uniquely positioned to advise organizations on the pros and cons of different providers, offering independent and pragmatic advice on which environments best meet their specific requirements.

CASE STUDY

A leading utility company, which delivers natural gas to customers on the US East Coast, needed the flexibility to rapidly provision and elastically scale non-productive SAP environments to support its customer service transformation program. Working with HCL, the company selected the SAP on Azure platform and was able to

provision a complete development environment comprising 40-plus servers in less than one week, all at a cost significantly below that quoted for a private hosting solution.

CUSTOMER TESTIMONIAL

"We required an enterprise application integration services partner who can help us transform our customer information systems and processes. HCL offers an impressive track record of SAP CRM and billing implementations for major utilities as well as a flexible and experienced deployment team to help us meet our goals."

- Nasser Akari – Division Head, Business Transformation Office, Washington Gas

NEXT STEPS

To explore how migrating SAP workloads to Azure could help you, HCL is offering a number of complimentary assessment workshops to the first 10 interested organizations. To learn more, email us at integrated.applications@hcl.com

APPLICATION SUPPORT & MAINTENANCE

BIG DATA & BUSINESS ANALYTICS

BUSINESS ASSURANCE & TESTING

CLOUD, DIGITAL EXPERIENCE & MOBILITY

COLLABORATION, CONTENT & SOCIAL

CUSTOMER RELATIONSHIP MANAGEMENT

DIGITAL SYSTEMS INTEGRATION

E-COMMERCE & OMNI-CHANNEL

ENTERPRISE RESOURCE PLANNING

HUMAN CAPITAL MANAGEMENT

MODERN APPLICATION DEVELOPMENT

PLATFORMS & INTEGRATION

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Relationship ™
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