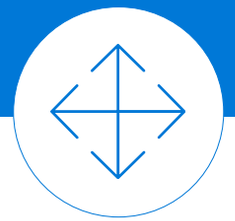
Microsoft & SAP
EMBRACE
Innovation and collaboration for customer success

Charles Arizmendi
Azure Business Lead
Microsoft Latin America

Microsoft | SAP

The Worlds of Cloud and Mission-Critical Applications are Merging

Enterprises are past the tipping point of mainstream cloud adoption



By 2021 enterprise cloud spending will exceed $530b, and 90% will use multiple cloud services and platforms

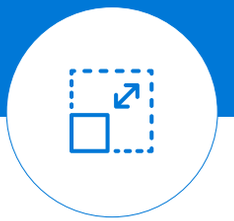
– 2018 IDC Prediction

The enduring value of cloud transformation is business value, not IT cost

The cloud is becoming enterprises' most critical and dependable source of sustained technology innovations

– Frank Gens, IDC

Transformation requires an integrated approach to cloud and application landscapes



While ~75% report a working hybrid cloud policy and strategy…more than 50% of these enterprise IT operations lack the full range of skills and capabilities to operate mission critical applications in the cloud

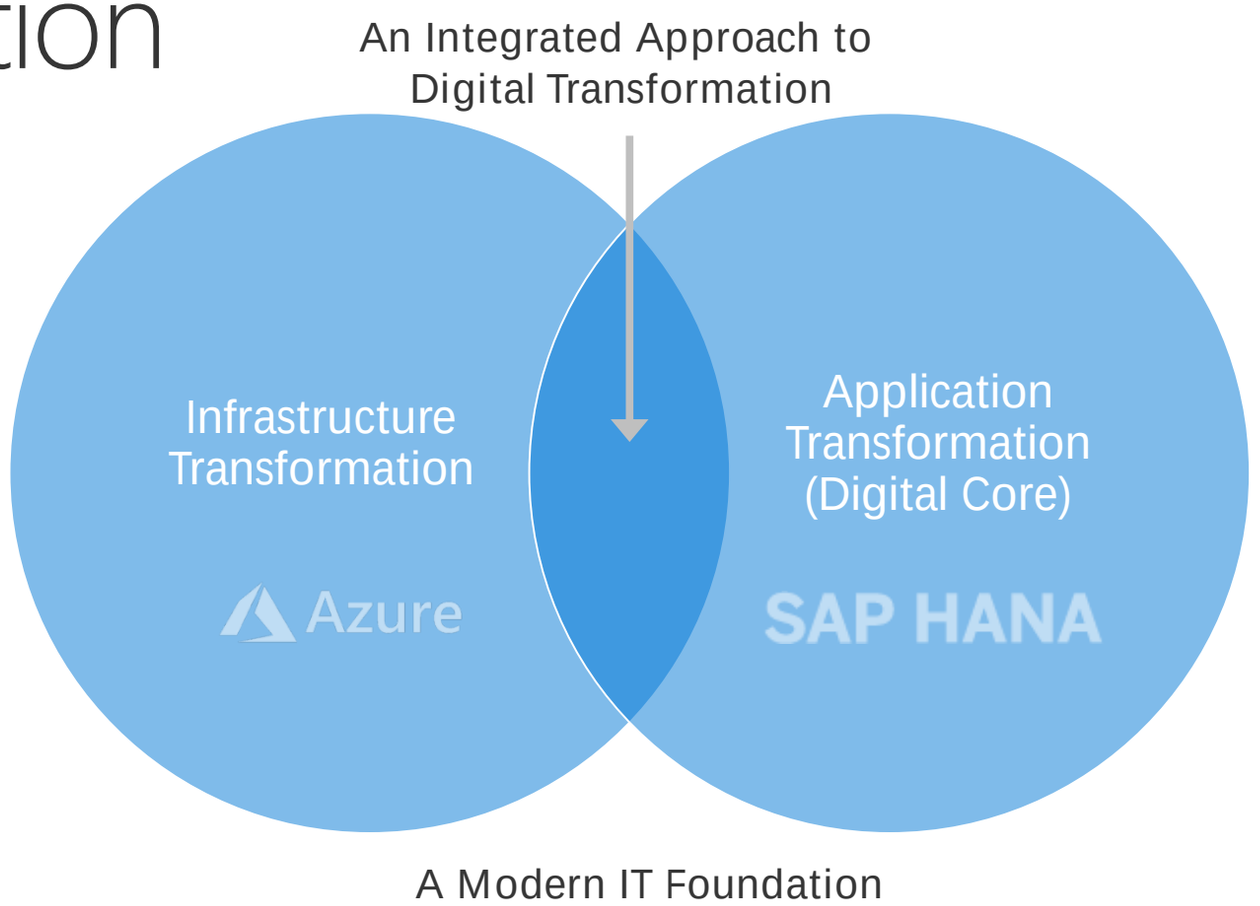
– IDC 2017

Microsoft | SAP

Digital Transformation Requires a Modern IT Foundation

Digital Transformation Activities:

- Consolidate infrastructure in the public cloud for cost, agility, flexibility, scalability
- Modernize with a digital core to protect revenue streams and identify new markets; respond to unfamiliar competitors with agility; increase speed of action and real-time decision making
- Best-run businesses align infrastructure and application transformations in concert



By 2020, 60% of enterprises will be implementing a new IT foundation enabling the rapid creation of digital products, services, and experiences, while at the same time aggressively modernizing the internal intelligent core. – 2018 IDC Prediction

Microsoft | SAP

25+ years of partnership & co-innovation with SAP

Integrated enterprise-class support

Co-located innovation by design

1989 — 1993 — 1997 — 2001 — 2005 — 2009 — 2013 — 2018

- 1993: Technology agreement
- 1995: Microsoft becomes SAP customer
- 1996: SAP R/3 on SQL Server and Windows NT
- 2001: SAP .NET connector
- 2005: SAP is SQL Server 2005 launch partner
- 2009: Office announced as native SAP UI
- 2013: Azure certified for Netweaver
- 2018: Azure certified for SAP HANA

Latest SAP & Microsoft Co-Innovation Announcements

[Microsoft and SAP join forces to give customers a trusted path to digital transformation in the cloud](#)

Nov 2017

Announced integrated offerings and a clear road map + HEC on Azure

SAP will move its key internal business critical systems to Azure

Microsoft will deploy SAP S/4HANA® on Azure

[Microsoft Completing SAP onto Azure Migration for All SAP Workloads](#)

Feb 2018

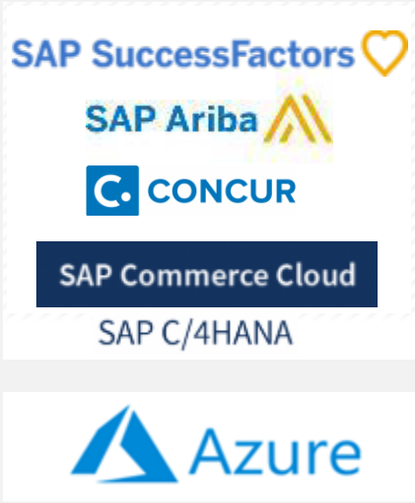
Largest SAP deployed on public cloud

Microsoft is in top 1% of SAP customer-base (50TB ERP; 110K users; number of SAP components)

SAP S4/HANA greenfield deployment commenced in Aug 2018

[SAP SaaS Solutions Ported to Azure Including 1st Component of the New C/4HANA Product Suite](#)

June 2018

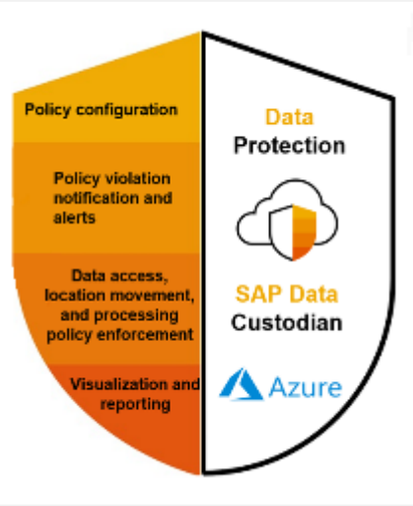


SAP has ported all their SaaS offerings to Azure including Successfactors, Ariba, Concur, SCP

C/4HANA SAP Commerce Cloud (re-architected hybris) was released in June 2018 only on Azure

[SAP at Microsoft Ignite: Announcing SAP Data Custodian for Azure](#)

Sep 2018



Complements Azure data security with policy-driven SAP Data Protection

Provides customers end-to-end visibility of their SAP data & easy to use set of data governance controls

[Adobe, Microsoft and SAP announce the Open Data Initiative](#)

Sep 2018

Empowering a New Generation of Customer Experiences

Help customers connect data across their organizations, find powerful insights and deliver intelligent services with AI

Coca-Cola · Costco Wholesale · Daimler · Accenture · Columbia · Mars · AGL · MMG · Caltex · Rio Tinto

[SAP on Azure Customer Case Studies Showcased at Microsoft Ignite](#) Sep 2018

Cloud Solutions on Azure today

SAP SuccessFactors

"SAP SuccessFactors is the fastest growing core HR solution, and offers an unmatched depth and breadth across the entire HCM suite, of any vendor in the industry. We've seen exponential growth in the past two years, with 42 million users now benefiting from our market-leading solutions. In selecting Azure, we will be able to expand our reach even further, with the reliability that is required of these mission-critical applications, and continue to innovate and enhance services to meet client needs across additional environments."

SAP Ariba

"SAP Ariba is currently utilizing Azure and is exploring further use within its procurement applications. Together, SAP and Microsoft will help companies make the most of running SAP applications in the cloud"

CONCUR

"SAP announced it would be moving over a dozen of its business critical systems to Azure, such as the SAP S/4Hana system supporting Concur - a leading provider of integrated travel and expense management solutions, owned by SAP"

SAP C/4HANA

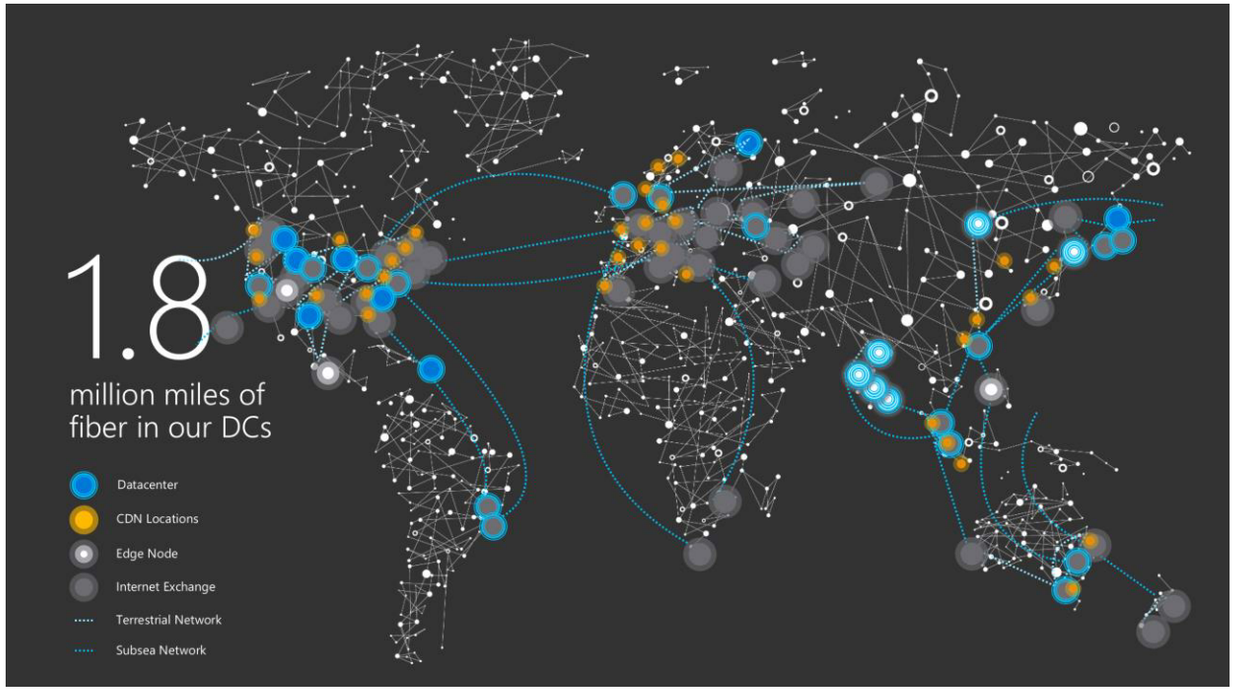
Customer Experience Suite

SAP Hybris is now SAP Customer Experience, is represented as a product suite called SAP C/4HANA, SAP 4th generation CRM. Within this unified suite, we have also simplified the former SAP Hybris product offerings and acquired companies into:
SAP Commerce Cloud: Evolved from Hybris' flagship on-premise offering to its recent launch on Microsoft Azure – ONLY!
SAP Marketing Cloud: Now integrates to SAP Commerce Cloud and is open to partnerships

SAP Cloud Platform

SAP Cloud Platform is available on Azure

50
Azure regions
More than any other cloud provider -
Top 3 networks in the world
2.5x AWS, 7x Google DC Regions
RECENTLY LAUNCHED:
US Gov:
US Gov Texas and US Gov Arizona
NEWLY ANNOUNCED:
France: France Central and France South
Africa: South Africa North and South Africa West

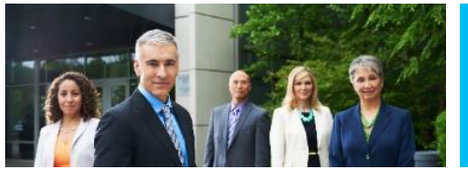

1.8
million miles of fiber in our DCs
Datacenter
CDN Locations
Edge Node
Internet Exchange
Terrestrial Network
Subsea Network

GE Healthcare
Walmart
3M
SAMSUNG
TOYOTA
Rockwell Automation
Johnson Controls
McKESSON
Lufthansa
CAT
HEINEKEN
mazda
SKANSKA
Ford
ROLLS ROYCE
xerox
Honeywell
Schlumberger
EY
CBC & Radio-Canada
Alaska
ThyssenKrupp
FUJITSU
TEMENOS
Wellmark. BlueCross BlueShield
esri
HarperCollins
>90%
of Fortune 500 use Microsoft Cloud

MSFT's SAP ERP By The Numbers

We know SAP, because we run SAP

Deliver Reliant & Agile ERP Platform	Enable Modern Experiences	Provide Real Time Processes

17TB Highly compressed database	Uncompressed size ≈55TB	**9M** Up to Dialog Steps/Day	**300K** Monitored Batch Jobs/Month	**300M** Up to Transaction steps/Month
SAP Surround Strategy	**110K** Internal Users (Mostly Indirect Access to SAP)	**8K** Named User Accounts	**96%** Non-SAPGUI users	Major First & Best Program
	0.4 Seconds user response time	Business Process Expertise		**99.998 %** Raw SQL/Win Uptime
2x System growth in past 2 years	**2x** Transaction volume ever 18-24 months	**≈600** Servers (98% virtual)	**250TB** Compression Storage Savings	**5-7% yearly** Incident Ticket Reduction

High Quality Enterprise Service Offerings via SAP

Native backup and Telemetry for HANA | Migration automation tools | PowerBI on HANA DB | Red Hat / SuSe = High Availability

SAP on Azure customers

Retail, food, & CPG

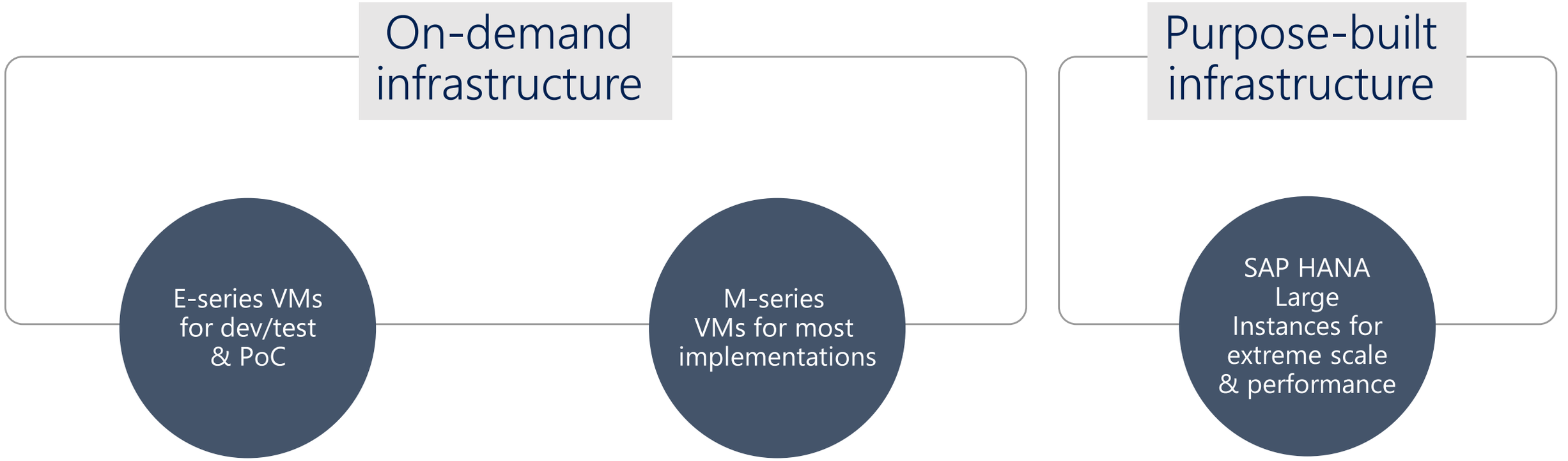
Manufacturing, mining, and oil & gas

Utility, pharma, services, and multi-sector

© Microsoft Corporation

Microsoft | SAP

SAP HANA Infrastructure on Azure



Microsoft | SAP

More certifications than any cloud provider

GLOBAL

- ISO 27001
- ISO 27018
- ISO 27017
- ISO 22301
- SOC 1 Type 2
- SOC 2 Type 2
- SOC 3
- CSA STAR self-assessment
- CSA STAR certification
- CSA STAR attestation

INDUSTRY

- PCI DSS level 1
- CDSA
- MPAA
- FACT UK
- Shared assessments
- FISC Japan
- HIPAA / HITECH Act
- HITRUST
- GxP 21 CFR Part 11
- MARS-E
- IG Toolkit UK
- FERPA
- GLBA
- FFIEC

REGIONAL

- Argentina PDPA
- EU model clauses
- UK G-Cloud
- China DJCP
- China GB 18030
- China TRUCS
- Singapore MTCS
- Australia IRAP/CCSL
- New Zealand GCIO
- Japan my number act
- ENISA IAF
- Japan CS mark gold
- Spain ENS
- Spain DPA
- India MeitY
- Canada privacy laws
- Privacy shield
- Germany IT Grundschutz workbook

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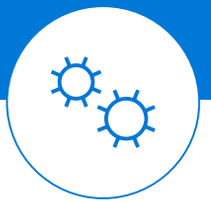
SAP and Microsoft: The Trusted, Optimized, Seamless Enterprise-Ready Cloud Partnership

Trusted
partnership & cloud solutions

SAP and Microsoft deliver the combined power and long-standing experience of SAP and Microsoft to run SAP HANA

Proven, enterprise cloud with a trusted roadmap

Optimized
for SAP HANA & enterprise



Azure offers the flexibility of on-demand and purpose-built instances that are certified to run with SAP HANA

Secure, compliant, global cloud for all enterprise workloads

Seamless
customer experience

SAP and Microsoft's combined cloud offerings are aligned across engineering, go to market, and support

Seamless experience across the customer lifecycle

Microsoft | SAP

Gracias! Thank You!

Microsoft

Empower every person and every organization on the planet to achieve more

Help the world run better and improve people's lives

Charles Arizmendi

Director Product Manager
Microsoft Azure Latin America