



Shaping the future of digital enterprise

Adrian Georgescu
National Technology Officer



Digital transformation

Digital transformation


91% of business leaders see Digital Transformation as a way of sparking innovation and **finding efficiencies**

68% say Digital Transformation is **increasing profits**

85% say they must offer digital services or **become irrelevant**

64% say they have less than 4 years to complete a Digital Transformation or they may **go out of business**

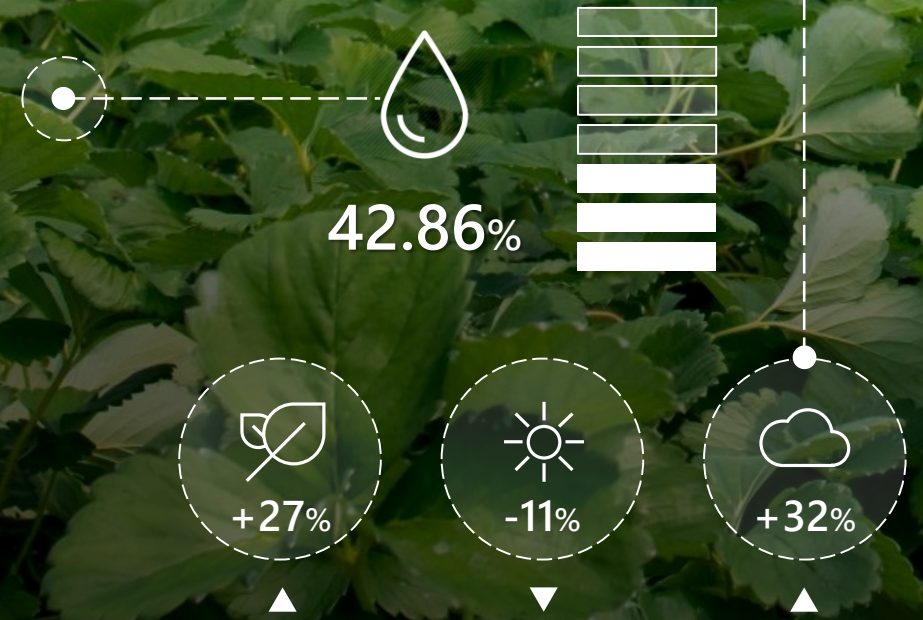




A **journey**, not a master move

Value generation

The purpose of every digital transformation



How can we help **you** achieve more?



An aerial photograph of a wind farm situated on a mountain ridge. The landscape is lush green with a winding dirt road. In the background, a large mountain peak is partially shrouded in mist, and the sky is a soft, hazy blue. The overall scene conveys a sense of natural beauty and sustainable energy.

1

A vision and strategy
that taps into human ambition
and sparks imaginations

A photograph of two women in a meeting. The woman on the left is wearing a blue hijab and a white shirt, smiling broadly. The woman on the right is wearing a white shirt and also smiling. They are standing in front of a whiteboard with various sticky notes and diagrams. The number '2' is in a white circle on the left side of the image.

2

A **culture** that keeps teams connected, elastic, and invites change

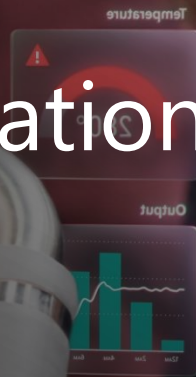
A man with glasses and a blue jacket is using a soldering iron on a laptop. A woman with curly hair and a grey hoodie is smiling and looking at the laptop. They are in a workshop with a window in the background and tools on a wall. A spool of solder is on the desk.

3

Unique potential that unlocks
and amplifies the value it creates

4

Capabilities that enable
organizational transformation





**Vision &
Strategy**



Culture



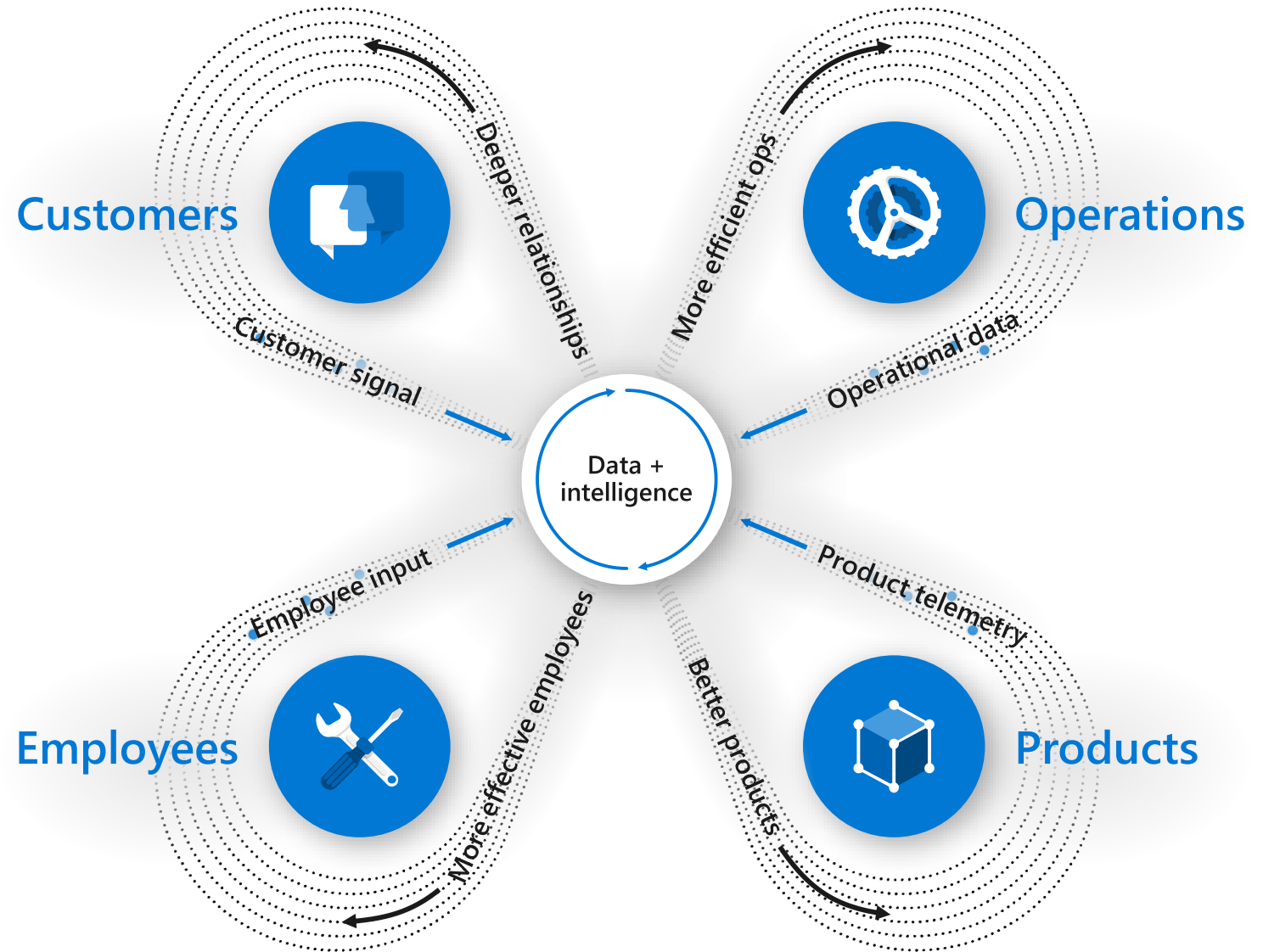
**Unique
Potential**



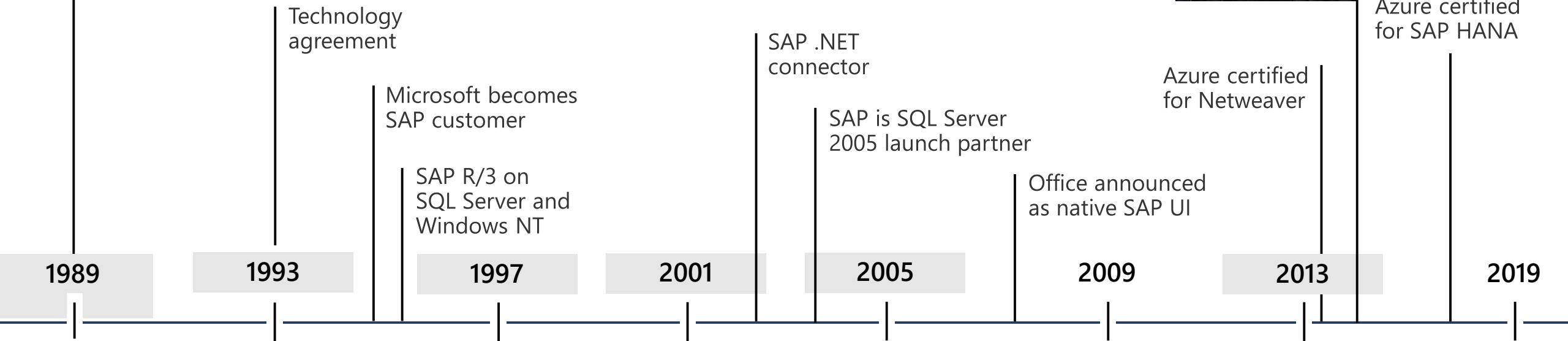
Capabilities

The digital feedback loop

- 1 Data: Capture digital signal across business
- 2 Insight: Connect and synthesize data
- 3 Action: Improve business outcomes



20+ years of partnership innovating with SAP for our customers



Customers benefit from Microsoft and SAP alliance

Together we are committed to empowering digital transformation and bringing innovation forward for our customers



Integrated enterprise-class support

Seamless support, wherever the case is opened. Co-located support staff so you don't have to guess who to call with an issue.



Innovation by design

Co-located developers for rich product integration and aligned roadmaps.



Not just partners, but customers as well

110k Microsoft internal users leverage SAP systems and SAP's 84k workforce is powered by Microsoft Office and Azure. Extensive internal use helps us build the best offerings for customers

20+ years

20+ year alliance partnering together for the benefit of our mutual customers

> 85%

We share the same customers

90% of Fortune 500 have Microsoft Cloud

85% of Fortune 500 have SAP

Joint ecosystem

Microsoft and SAP

share the largest partner ecosystem



Modernize your SAP environments



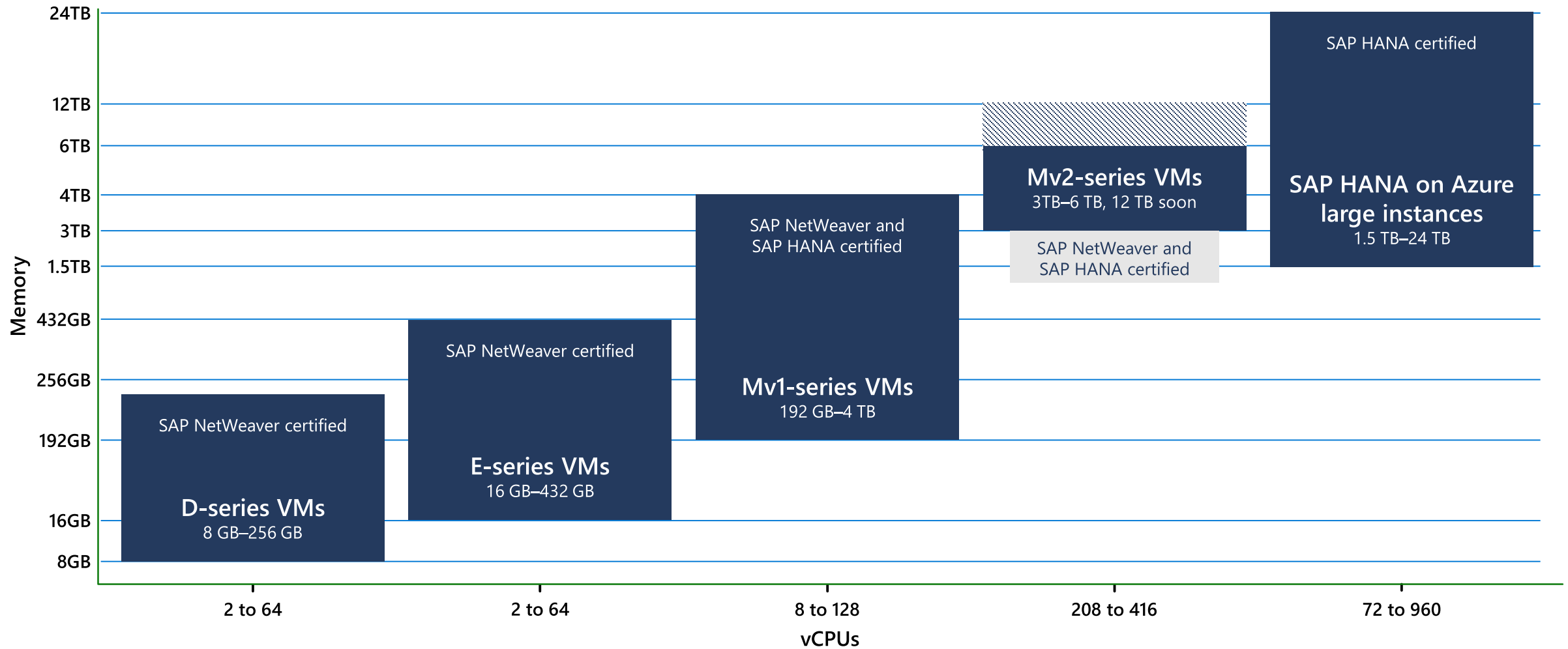
40-75%
TCO cost savings
for dev/test

Provisioning in
minutes, not
weeks/months

60%
less storage costs
for archiving data

Drive insights and
intelligent actions
from existing data

Compute options for all SAP workloads and sizes

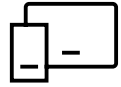


Microsoft runs SAP on Azure

Completed 50 TB data migration to Azure in February 2018





Deliver reliant
and agile ERP platform



Enable modern
experiences



Provide real-time
processes

16 TB Highly compressed database	300k Monitored batch jobs/month	4M Dialog steps/day	110k Internal users (mostly Indirect Access to SAP)
6k Named user accounts	99.998% Raw SQL/Win uptime		0.4 Seconds user response time
	170M Transaction steps/month	5-7% yearly Incident ticket reduction	2X System growth in past 2 years
≈600 Servers	250 TB Compression storage savings	2X Transaction volume over 18-24 months	96% Non-SAPGUI users

SAP on Azure customers

RETAIL, FOOD,
AND CPG



AUTO,
CHEMICALS, AND
MANUFACTURING



MINING,
OIL, AND GAS



ENERGY, PHARMA,
SERVICES, AND
MULTI-SECTOR



Microsoft Azure commitment

To provide you the most performant and scalable cloud for your SAP applications, including SAP HANA

Thank you