




SAP RISE

Mike Spell- VP RISE Canada

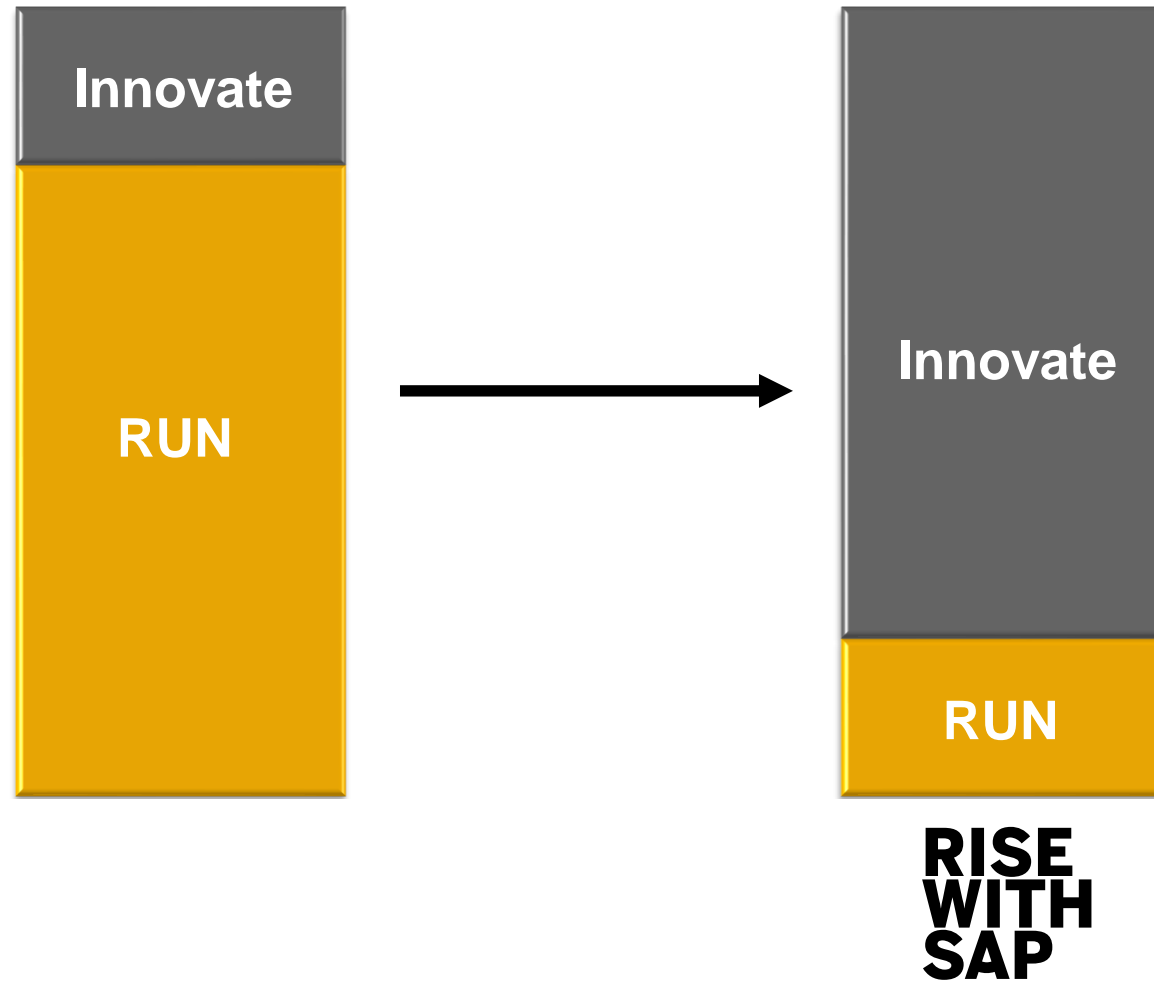
An aerial night view of a city, likely London, with the River Thames and bridges visible. Overlaid on the city is a network of glowing white lines connecting various points, symbolizing global connectivity or a digital network.

“It’s clear that there’s tremendous value enabled by adopting cloud—more than \$1 trillion by 2030.

Almost all of that value comes from business innovation and optimization rather than IT cost reduction.”

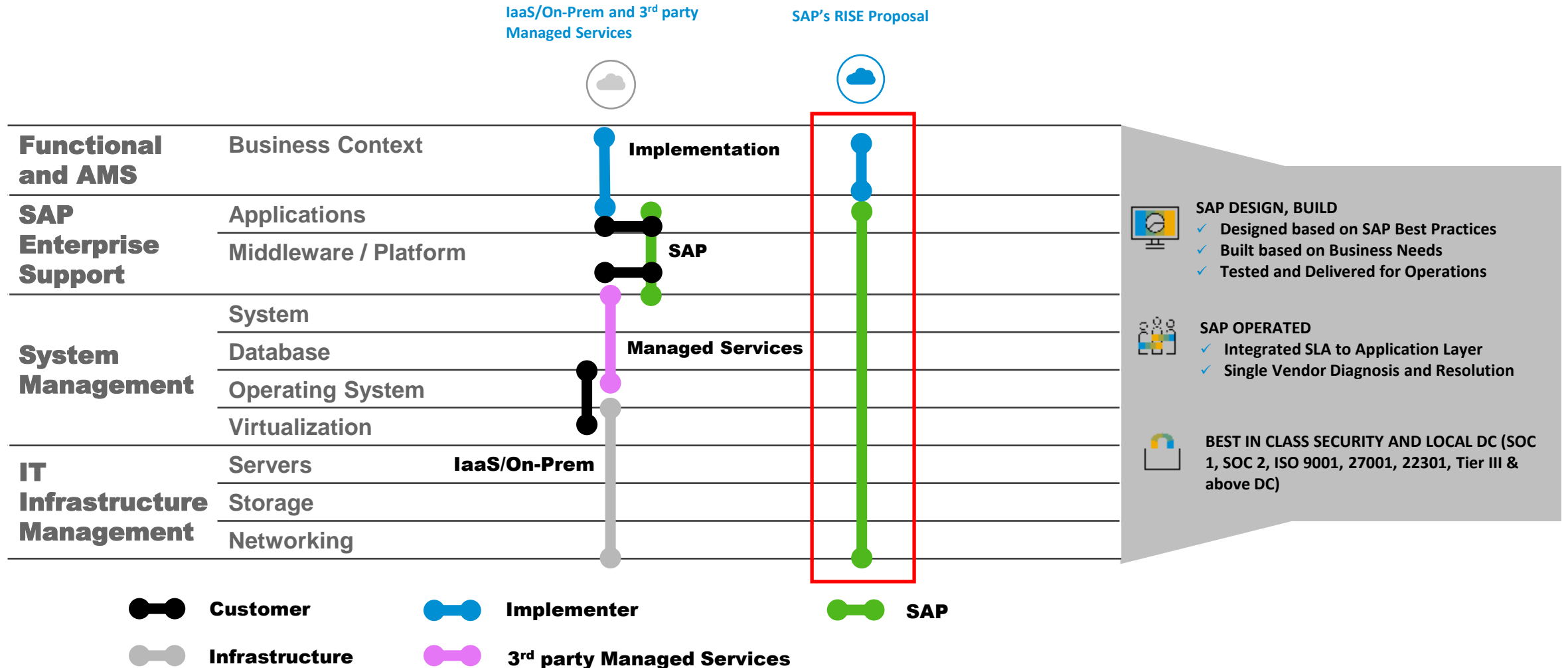
McKinsey 2021

RUN vs INNOVATE



SAP RISE Solution Differentiators: What We Deliver

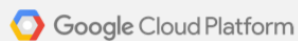
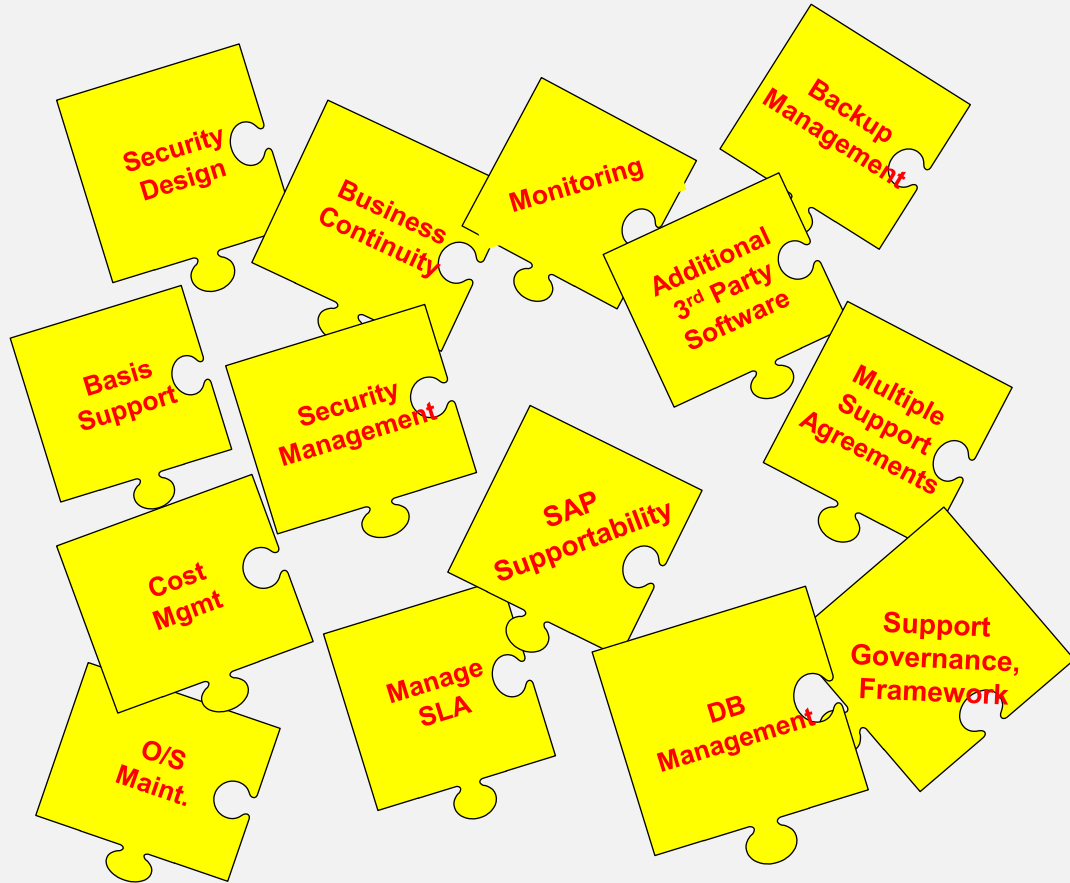
Unified Support, Single Accountability and Delivered with Business Context – Sustainable Quality of Service



S/4HANA private cloud edition: Complexity Simplified....

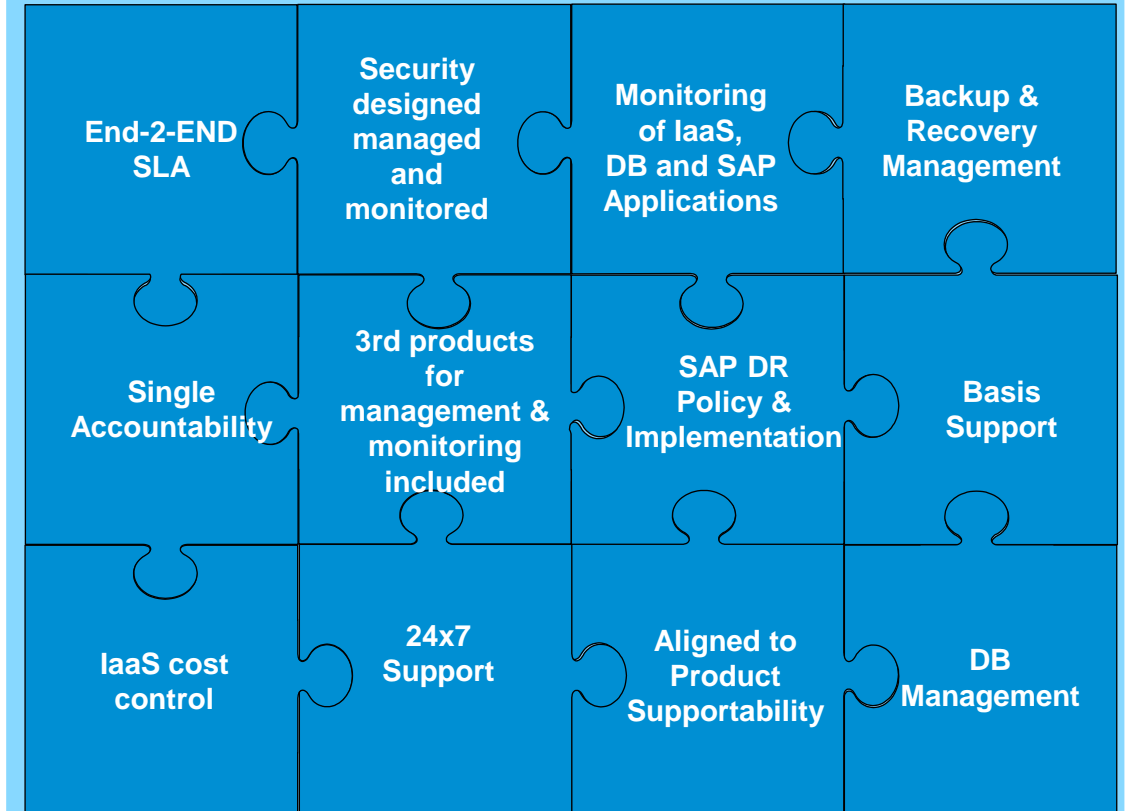
Contracting with Hyperscaler *Directly*

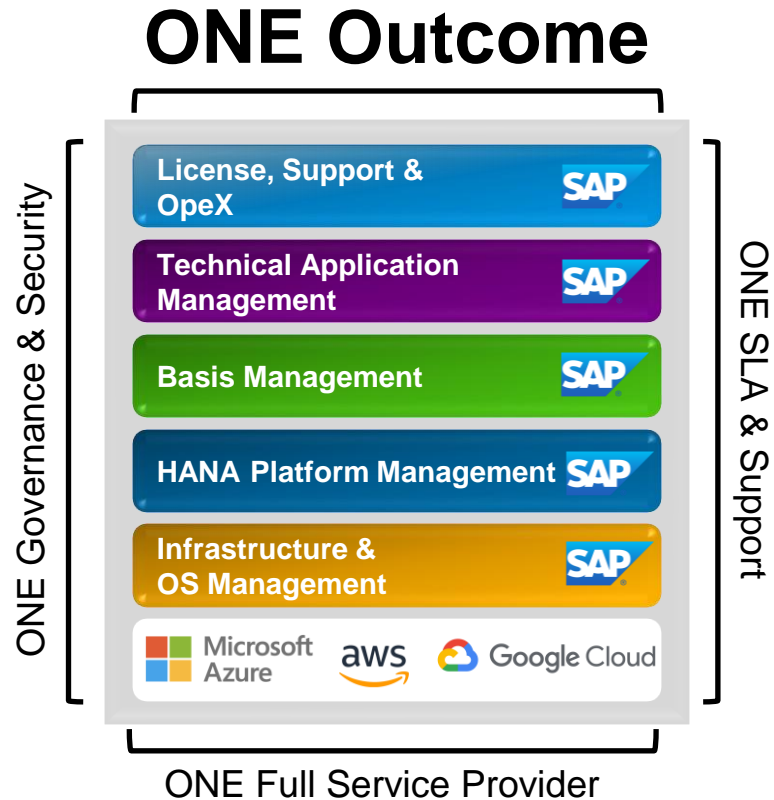
Self-Manages Different Contracts, Teams and Potential Subcontractors



Contracting *with SAP* using a hyperscaler

One Contract Teams and SAP Dedicated Resources and Governance





IT Cost Benefits

Offload Operational Risk

Single SLA and Support Model

Single Governance and Security Model

Clean Core and Reference Architecture

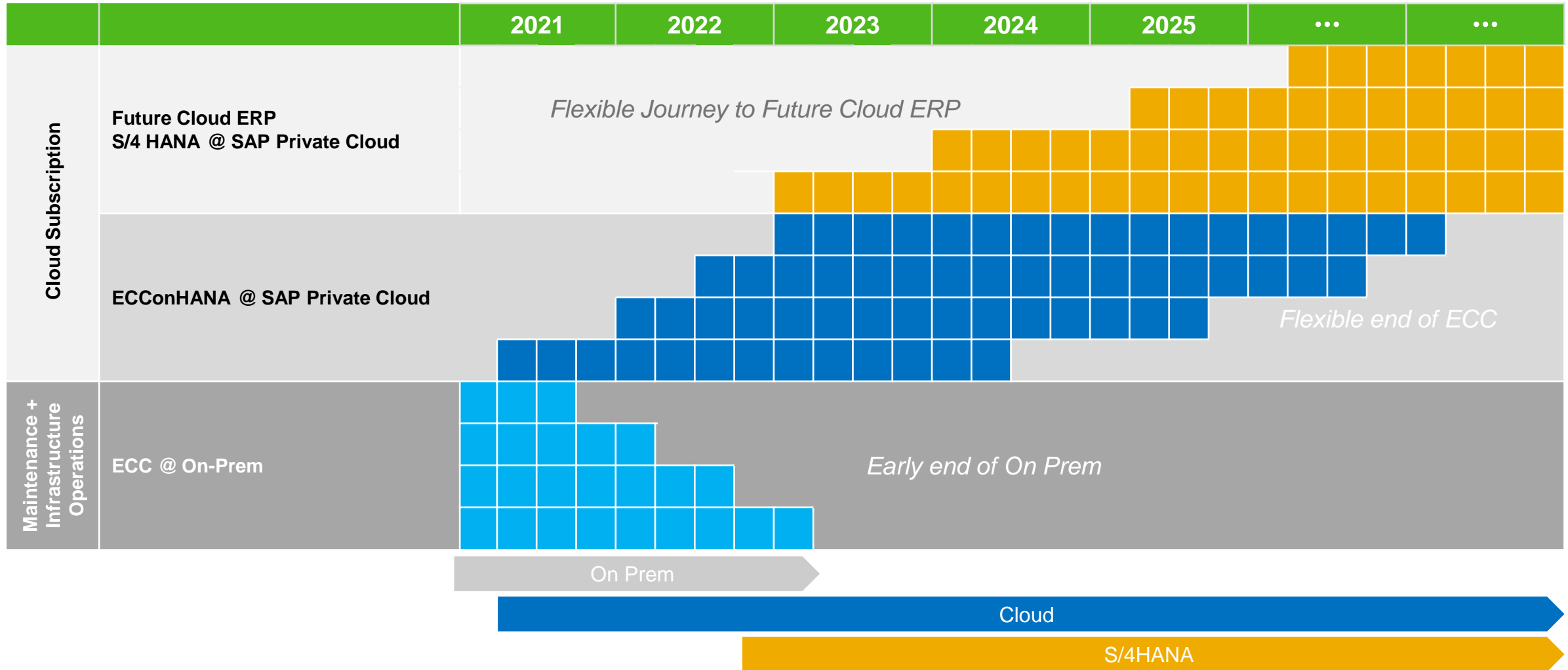
Cost Predictability

Secure SAP!

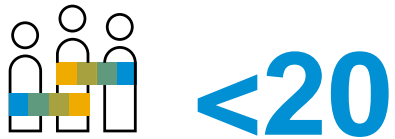
Agile Journey to Cloud ERP

Transform maintenance, operations and infrastructure into subscription based cloud services

ILLUSTRATIVE



SAP RISE Landscape Stability



Minutes of unplanned
downtime in FY21
(99.997%)



Customers live



Systems under
Management



Automation of
operational tasks



Average downtime
minutes for P1 incidents
in FY21



Minutes of
downtime
for release upgrade

**RISE
WITH
SAP**

AFTERNOON RISE SESSIONS

12:15 Networking Lunch Demo Pods

- **POD #3 SAP RISE**

1:30 RISE Journey

- **Prepare and Educate**
- **AS-IS Scope and Data Gathering**
- **TO-BE Enterprise Cloud Architecture**
- **Cloud Onboarding**

2:00 RISE Roles and Responsibilities

- **Gain an overview of the role SAP RISE plays in operating your SAP environment**
- **Learn what resources your organization will continue to need to co-manage your SAP environment.**
- **Gain insight into optional services that are available with SAP RISE that can make the service feel more SaaS Like**
- **Understand the documentation that is publicly available on this topic for clients that are considering RISE with SAP.**

2:30 SAP RISE Reference Architecture

- **SAP RISE Reference Architecture(Hyperscaler Specific)**
- **Global Reference Architecture exploiting Automation**
- **HA/DR Business Continuity**
- **Hybrid Cloud Strategy (BTP)**
- **Networking**

A person stands on the peak of a mountain, arms raised in triumph, overlooking a vast, layered mountain range under a dramatic sky with scattered clouds and rays of light. The foreground shows the rocky, grassy slope of the mountain.

RISE with SAP

Driving business innovation together

Thank you.

Contact information:

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APPENDIX

SAP S/4HANA, private cloud edition – Characteristics



SAP S/4HANA Public Cloud



SAP S/4HANA Private Cloud



SAP S/4HANA On-Premise

Deployment Type	New Implementation	Conversion, Selective Data Transition, (New Implementation)	
Extensibility	Within S/4Extensibility Framework, embedded custom code and SAP Cloud Platform	Customize & Extend	
Modifications	Not allowed	not recommended, but allowed	
Release Upgrades	included and mandatory (limited flexibility option)	Customer owned, installation on request included	not included
Upgrade entitlement	2 times per year	yearly	yearly
Minimum Upgrade frequency	2 times per year	5 years (stay in mainstream maintenance)	not limited (maintenance to be considered)
Model Company	Enterprise Mgmt Layer Included and optional	Best Practice activation included and optional	not included
3 rd Party Add-ons	Certified Public Cloud add-ons allowed	Defined list of S/4HANA qualified add-ons allowed	allowed
Partner Templates	Dedicated Public Cloud templates planned	allowed	

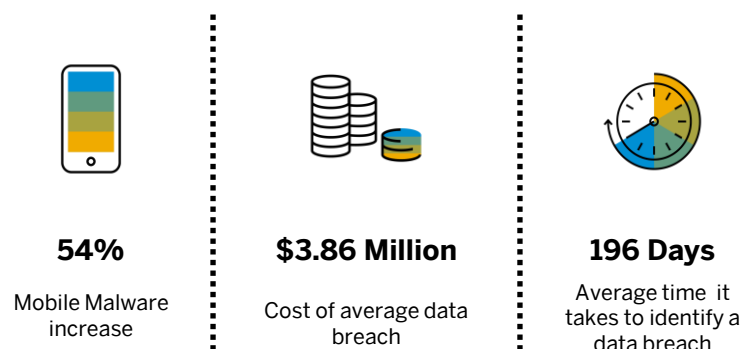
SAP cloud applications reduce cybersecurity risk and customer overhead...

Keeping ERP systems safe as they run business critical processes and contain sensitive data

Cyberthreats are growing in severity and frequency¹

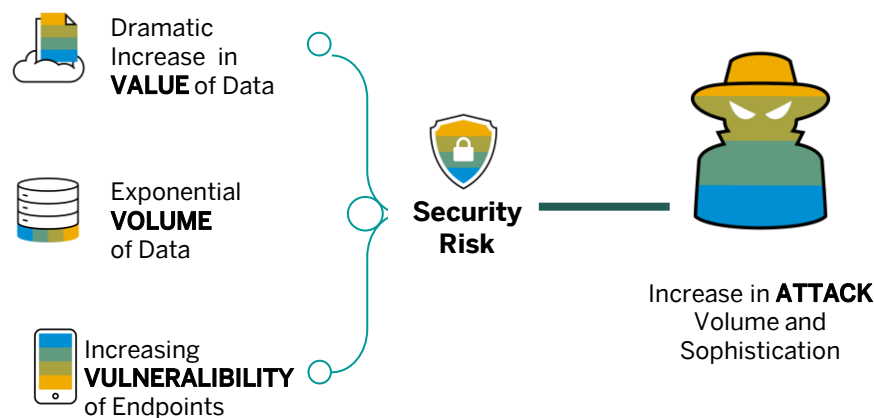
- Average annual cost of cyberattack \$13 M (2018)²
- Cybercrime risks accounts to 2.8% of revenue²

Cyber Security Trends



Enterprises are constrained by both skills and budgets

- 30% are struggling with skills shortages³
- 25% cite budget constraints³
- Complex legacy architectures, customizations make securing applications difficult



SAP Cloud reduces overhead for enterprises to secure SAP applications

- SAP and Hyperscale partners leverage multi-dimensional approach and have requisite scale and resources to stay abreast with latest cybersecurity threats
- Shared responsibilities: Hyperscalers, SAP & Customer
 - **Hyperscaler:** Data center security, secure and scalable infrastructure
 - **SAP:** Backup and restoration; virtual machine configuration, infrastructure, disaster recovery, OS/Container images,
 - **Customer:** Configuration of business processes; customer data, identity and authentications; user and role administration; underlying Hyperscaler tools & network

¹ Source: McKinsey; ² Source: Accenture Ninth Annual Cost of Cybercrime Study; ³ Source: EY Global Information Security Survey 2018–19

Transitioning to the Intelligent Enterprise – SaaS Solutions allow business to focus on driving business innovation

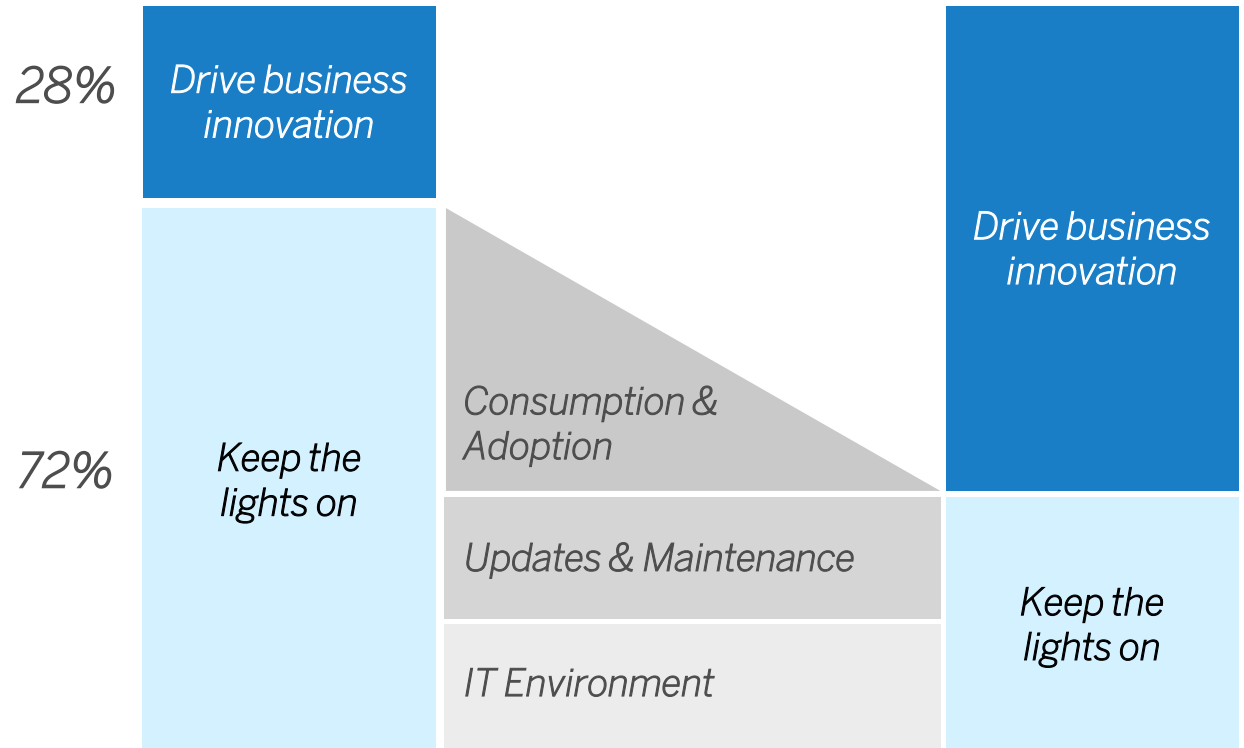
Organization with Traditional IT Capabilities Are Facing Challenges

Challenges from today's IT landscapes

- *Limited* integration
- *High* upgrade cost/ effort
- *Lacking* Scalability
- *Rigidity* limiting innovation
- *Lacking* real-time insights
- *Heavy* customization

Next-Gen Intelligent Enterprise solutions are the backbone of the future organizations. SAP can support your business transformation with a suite of integrated, agile and intelligent applications and platforms.

Target End-State for IT Department is to Drive Business Innovation and Growth



Infrastructure and Managed Service Single Stack SLA

Leveraging SAP's Reference Architecture

