UPDATE FRUN@SIMAC AND
FRAAS (FOCUSED RUN AS A SERVICE)

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SAP ALM PARTNER
CONFERENCE EMEA 2022

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Agenda

1. Introduction Simac IT NL

2. SAP FRUN at Simac: steps forward

3. Focused Run as a Service

4. Future of SAP FRUN at Simac IT NL

SIMAC
COMPANY OVERVIEW
2022

ANNIVERSARY YEAR

Mac van Schagen founded Simac in 1971. Simac proudly celebrated this special milestone, spread over various moments throughout the year.

50 FIFTY YEARS OF SIMAC

SPONSOR TARGETS

Simac supports social sponsor targets **94**

NUMBER OF SIMAC OFFICES

9 NETHERLANDS
Veldhoven / Ede / Hoogeveen / Drunen / Heerlen / Baarn / Eindhoven (2x) / 's-Hertogenbosch

7 BELGIUM
Kortenberg / Bastogne / Haasrode / Pulderbos / Lummen / Wemmel / Maisières

2 CZECH REPUBLIC
Prague / Brno

5 FRANCE
Paris / Chartres de Bretagne / Larmor-Plage / Metz / Lannion

1 GERMANY
Cologne

3 LUXEMBOURG
Leudelange / Bascharage / Windhof

1 ENGLAND
Manchester

EMPLOYEES

EMPLOYEES	INTERNS	JUBILEES
1239	46	46

ENERGY/ ENVIRONMENT IN 2021

› Total electricity consumption fell by 7%
› Gas consumption fell by 6%
› Fuel consumption cars rose by 7% after a decrease of 27% last year
› Of the new cars ordered, 50% are already electric

16 OPERATING COMPANIES

INFORMATION TECHNOLOGY
› Simac IT NL
› Simac ICT Belgium
› Simac ICT Czech Republic
› Simac PSF
› Simac BMS
› Wavetel
› Aranea
› PHI DATA
› aQuestora

SMART SOLUTIONS
› Simac Document Solutions
› Simac Electronics
› Simac IDS
› Simac Learning Solutions
› Simac Masic
› Simac QuadCore
› Simac Triangle

SERVICES

INFORMATION TECHNOLOGY
› Networking
› Cloud services
› Workspace and mobility
› IT security
› Business applications
› Retail services
› Healthcare services
› Cabling & Infrastructure
› Internet of Things
› IT Staffing
› IT Performance Monitoring
› Smart City Technology
› Smart Edge Solutions
› Open access to fibre networks

SMART SOLUTIONS
› Machine vision solutions
› Mechatronics
› Identification solutions
› Connectivity
› Document automation
› Invoice processing
› Industrial automation
› Managed print services
› Installation and measurement equipment
› Software platform Social Area
› E-learning
› Privacy Information Management System

PARTICIPATIONS

› Breedband Regio Eindhoven
› Centrale24
› Chess Wise
› GX International
› Inteno Group
› Logick Energetics
› Meditools
› Passengera
› Sensite Solutions
› Simple-Simon
› Simac Professional
› Treams Group
› Vital10
› Vrijdag Premium Printing
› Xyztec
› Zytec

NUMBERS 2021

TURNOVER
290.152 | 276.314 / 252.442

NET PROFIT
3.732 | 7.047 / 4.668

OPERATING RESULT
8.116 | 11.159 / 8.864

EURO'S X 1.000
NUMBERS 2019
NUMBERS 2020

CERTIFICATIONS

› ISO 9001 – Quality
› ISO 27001 – Information Security
› ISO 14001 – Environmental Management
› ISO 50001 – Energy Management
› ISAE 3402 Type II – Quality Service
› NEN 7510 – Information Security in the healthcare sector

THE 6 SIMAC PILLARS

1 FINANCIALLY SOLID BASE

2 SPREADING OF ACTIVITIES

3 LONG TERM CONTRACTS WITH CUSTOMERS

4 EMPLOYEE AND CULTURE IN FOCUS

5 ROOM FOR INNOVATION

6 RESPONSIBLE HANDLING OF THE ENVIRONMENT

Introduction Simac IT NL: Portfolio
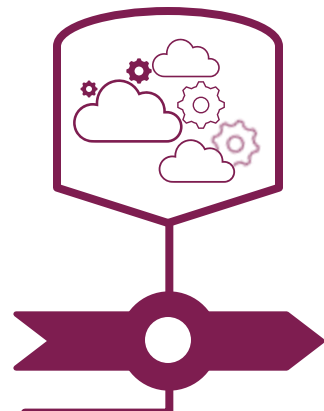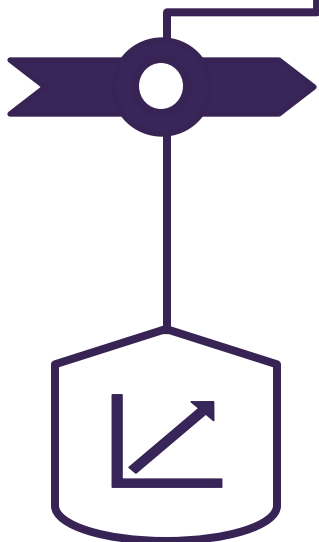
CLOUD SERVICES

NETWORKING

IT-SECURITY

WORKPLACE

BUSINESS APPLICATIONS

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SAP FRUN at Simac IT NL: steps forward

Customers

Grew from **5** to **23** customers

Advanced from **58** to **276** connected SAP systems

Moderator for SAP Technical Expert User Meeting in NL

Extended FRUN at large Dutch customers, presented last year
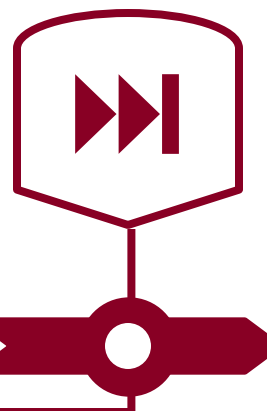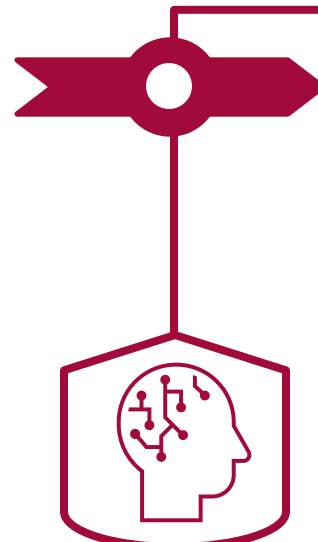
Contacted by large new customer from ALM summit last year

Proud in the Cloud

FRUN applicable in multi-cloud:

- Simac FRUN on Cloud|Power

- Customers on Cloud|Power & Cloud|Next

- Customer on the IBM Cloud

- Customer in Azure

- Preparations for AWS

Usage

Extended the usage scenarios from 5 to 12

Infrastructure Administration
System Monitoring with templates
IT Calendar & Work Mode Management
OCC and Technical Dashboard
Root Cause Analysis
Alert Management
Configuration and Security Analytics
Open Component Monitoring
Integration Monitoring
System Health Check
User Monitoring
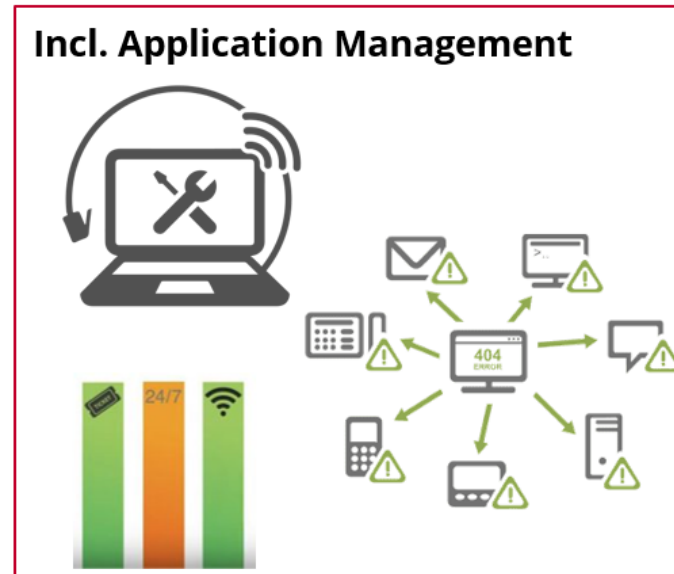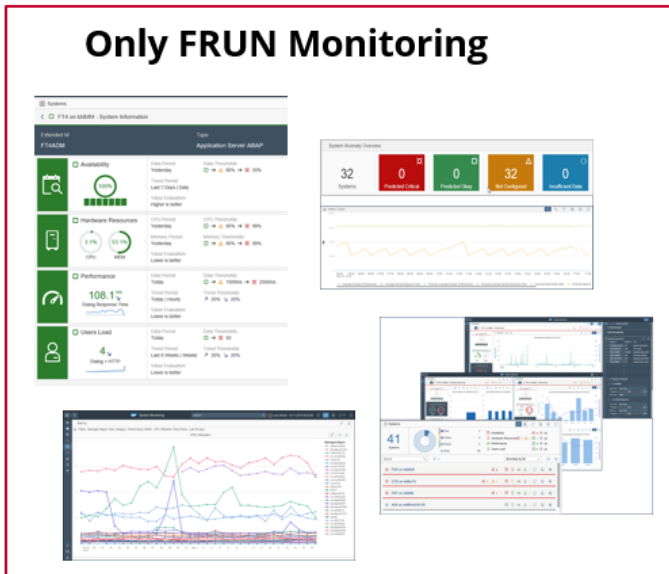Job Monitoring

Services

Developed FRaaS:

- Customer has an own on-premise system

- Asks Simac for Technical Application Management

- **Focused Run as a Service was born**

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Focused RUN as a Service at Simac IT Nʟ

Focused Run as a Service (FRaaS) is an easy to use and low impacted solution for high-volume monitoring, alerting, diagnostics and analytics. Simac offers this as a service.

Only FRUN Monitoring

Incl. Application Management

- We connect your SAP systems to our Simac IT NL FRUN system.

- You can use the FRUN base scenarios and extend these with expanding modules.

- While this does <u>not</u> include Technical Application Management (TAM) for SAP systems it <u>does</u> focus on the usage of FRUN capabilities on-demand.

- SAP TAM is a possible extension for your FRaaS as well as a separate service.

Perfect for SAP Cloud ALM users

FRUN as a Service: Base & Extensions

FRUN Base:

- Infrastructure Administration

- System Monitoring met templates

- IT Calendar & Work Mode Management

- OCC and Technical Dashboard

- Root Cause Analysis

- Alert Management

Advanced Analytics & Intelligence (AAI)

Advanced System Management (ASM)

Advanced Root Cause Analysis (ARA)

Advanced Event & Alert Management (AEM)

Expanding with:

- Configuration and Security Analytics

- Open Component Monitoring

- Integration Monitoring

- System Health Check

- User Monitoring

- Job Monitoring

Advanced Integration Monitoring (AIM)

Advanced System Management (ASM)

Advanced User Monitoring (AUM)

Advanced Configuration Monitoring (ACM)

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Future of SAP ALM at Simac IT NL

SAP Solution Manager remains the cornerstone for ALM and we extended our vision

We focus on:

- Focused Run as a Service, also for Cloud customers

- SAP Cloud ALM knowledge and helping the first customer with CALM

- Working together with large Dutch customers and SAP SE on migration from SSM to CALM

- Focused Build coaching for S/4HANA for several Dutch customers

- SAP S/4HANA transformation projects are coming up in the Netherlands

We engaged with partnerships for:

- SNP

- Tricentis

- Protect4S

- BCS

Simac IT NL is <u>the</u> SAP ALM partner in the BeNeLux and we offer our services in North EMEA.

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