

# THE INNOVATION ADVANTAGE

For SAP® Solutions  
on AWS cloud



accenture

# How all organizations need to think about enterprise technology is evolving faster than ever.

We're experiencing a once-in-a-generation shift across industries, powered by the relentless pace of innovation. Ninety-four percent of senior executives agree<sup>1</sup>. In the latest [Accenture Technology Vision 2019](#), they told us that the pace of technology innovation in their organizations had either accelerated or significantly accelerated over the past three years.

This breakneck pace of change is stretching core systems' ability to maintain and support the numerous capabilities that underpin success in the digital era. For many organizations, the answer is to renew and transform their core enterprise resource planning (ERP) while continuing to unlock value by rotating to the new and emerging digital technologies like AI, blockchain, advanced analytics and the Internet of Things (IoT) that are the foundation for the intelligent enterprise.

It's a time of enormous disruption. But this disruption provides opportunity for organizations that can harness these developments with a launchpad to reinvent the core business, unlock trapped value and move decisively from disrupted to disruptor.

Just as organizations in all industries are changing, so is SAP®—by digitally transforming its technology to enable businesses to run in real time, providing the ability to collaborate, transact, analyze and predict instantly and proactively. The power of this new SAP® technology—SAP® S/4HANA®, SAP® SuccessFactors®, SAP® Ariba®, SAP® C/4HANA® and more—has never been more critical.

**Over the next five years, we expect to see mass migrations to the cloud by organizations running SAP.**

Drivers propelling this development include the competitive opportunity the cloud provides to reduce total cost of ownership, the move to SAP S/4HANA and the power of the cloud to accelerate the speed of innovation with powerful new data-driven platforms.

# Why SAP solutions on Amazon Web Services (AWS)?

**For almost 13 years, AWS has been one of the world's most comprehensive and broadly adopted cloud platforms, offering more than 1,500 fully-featured services and driving thousands of new enterprise services and solutions every year.**

Hundreds of SAP enterprise customers have already turned to AWS to run their production SAP systems on the AWS cloud. So what makes AWS such a powerful SAP hosting platform?²



# Six focus areas for moving to AWS cloud

## 01

### Support to reduce costs

Reduced TCO annually can be achieved by moving from an on-premise environment to the public cloud.

## 02

### Automation

When investing in the transformation journey, automation is a major requirement for unlocking value—it's been shown to reduce cloud transformation costs.

## 03

### Capability

Cloud operations require new ways of managing SAP to take full advantage of public cloud capabilities—hours to provision, with right-sizing and auto-scaling, plus standard business continuity solutions and native cloud capabilities supporting IoT, AI, big data and more.

## 04

### Security

This will be enhanced in the public cloud using qualified provisioning, policy-based, automated enforcement, security-enabled across layers from network to application.

## 05

### Avoiding commoditization

Organizations need to drive optimization and value from their transformations and journeys to public cloud, with multiple options at each layer of the stack—from pay-as-you-go and optimized consumption to automated management.

## 06

### Agility and innovation

From analytics, machine learning, image recognition and deep learning frameworks to DevOps capabilities including mobile services, API gateways and through to enterprise apps that enable seamless sharing and collaboration, public cloud enables innovation and agility at start-up speed.

**SAP on AWS addresses some common customer wants (Figure 1). Traditional infrastructure barriers raise major hurdles to the pace at which SAP customers can innovate and the value they can harness through running new SAP technologies. AWS changes all that.**

## **What are the challenges your organization is facing**

SAP on the AWS Cloud addresses common customer wants:

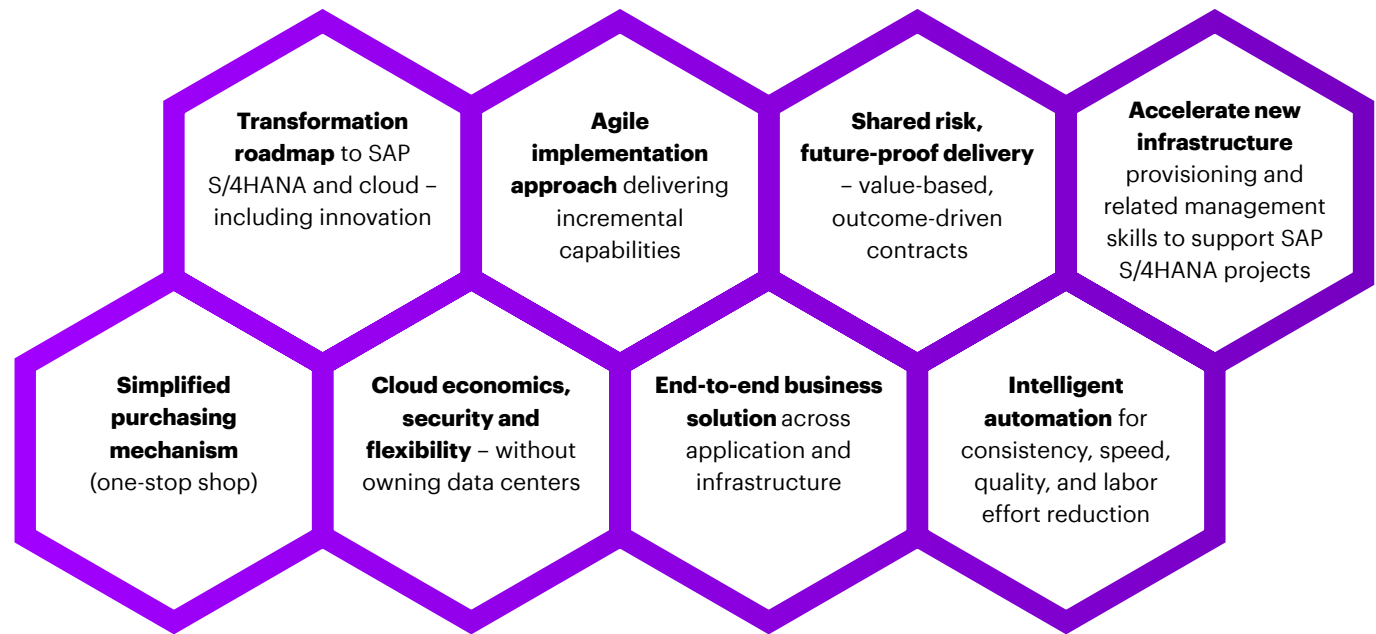


Figure 1: Key benefits for SAP organizations on AWS (Accenture graphic)

## **AWS: A flexible platform for experimentation**

Engineered for SAP workloads, including HANA, AWS creates a flexible platform that encourages and enables experimentation, rather than making change a high-cost and high-risk action.

The ability to run large in-memory databases is crucial for organizations making the move to the cloud. AWS supports that capability and more. Through Amazon EC2 High Memory Instances<sup>3</sup>, customers can run in-memory databases alongside their other enterprise applications. This ensures lower latency, far greater operational simplicity, and more predictable performance.

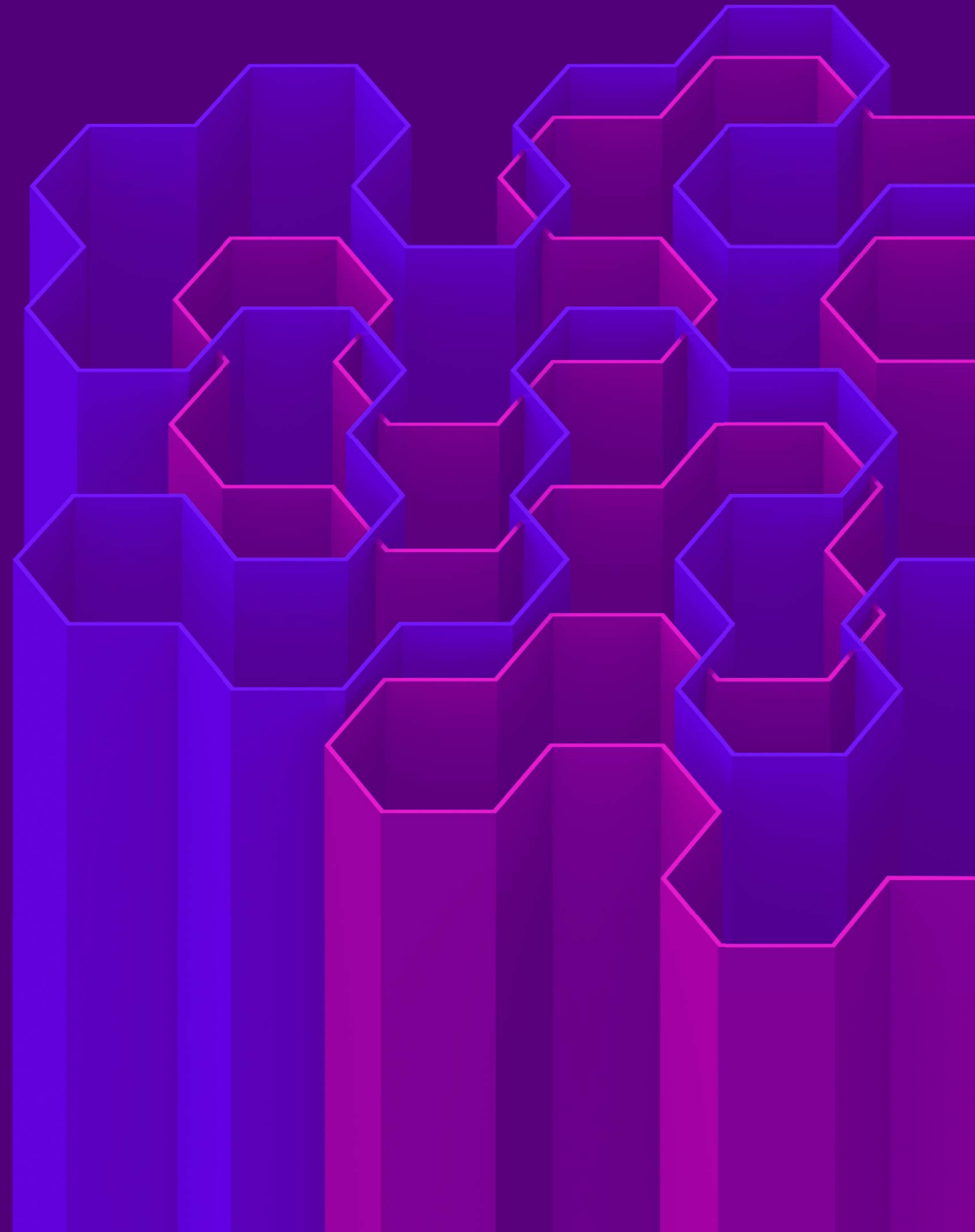
Running critical SAP application workloads on AWS enables organizations to get the most from their transformations to become intelligent enterprises. AWS's breadth and depth of offerings provide a straightforward and accelerated path to integrate SAP workloads with traditional services, as well as with emerging digital technologies.

On AWS, organizations benefit from extraordinary flexibility, ensuring systems stay up and running at critical times while helping to reduce total cost of ownership (TCO). As well as being able to rapidly dial up and dial down resources, pay-as-you-go pricing helps to improve agility and cost-effectiveness. The combined benefit supports faster innovation and accelerated time to value.

**So who will benefit from moving to AWS? Any organization that's running critical SAP application workloads and is under pressure to rapidly adapt to changing business needs and to take advantage of new possibilities enabled by the cloud.**

# **Better together: the Accenture and AWS innovation advantage**

**Transitioning an SAP landscape to the cloud can help to cut costs, boost availability, increase security, save time and more. But how do organizations move forward to take advantage of everything that AWS has to offer? And, crucially, how can they migrate to AWS—and harness the innovation it supports—without disrupting business as usual for all the people that depend on their systems?**





**This is where the combination of Accenture and AWS—through the Accenture AWS Business Group (AABG)—is such a powerful proposition for organizations running SAP. As a global APN Premier Consulting Partner, Accenture has 5,000+\* trained and certified AWS resources and is recognized as the number one SAP partner to AWS worldwide, both in terms of number of workloads and influenced revenues.**

The [Accenture AWS Business Group](#) (AABG) brings together the best of AWS and Accenture to accelerate business value creation through the secure and predictable enterprise adoption of AWS. The AABG also brings all the benefits of Accenture as a leading public cloud managed services provider, as well as a global leader in SAP application services.

Along with ensuring early access to the latest SAP innovations, our collaboration means we work side-by-side with SAP on SAP S/4HANA core and industry solution development, including building 150+ [breakthrough intelligent solutions](#) in our Accenture Liquid Studio<sup>4</sup>. This uses design thinking and agile methods to design, develop and deliver industry and cross-industry apps with new and disruptive technologies and platforms like SAP Cloud Platform, IoT, machine learning, big data, analytics and blockchain.

\*Correct as at June 2019

# Value-led approach that helps to accelerate innovation on AWS

**Together, Accenture and AWS have already delivered multiple enterprise-scale SAP-to-AWS migrations, helping organizations to quickly architect and implement highly-available, distributed systems—from planning and execution through to the management of SAP environments on AWS.**

Drawing on Accenture's 50,000 SAP practitioners, the AABG has the global resources and deep industry experience needed to develop and execute the right SAP solution migration roadmap for every business, whatever the industry. Accenture myConcerto provides a value-led approach to enterprise transformation in the cloud<sup>5</sup>. Accenture's Unified Delivery Model (see Figure 2) supports robust solution development, combined with a standardized architecture for lower TCO. And Accenture's global SAP cloud center of excellence drives globally consistent results in delivery excellence.

To help companies quickly grasp the value of new technologies and implement innovative SAP solutions at scale, we've developed Accenture innovation accelerator services for AWS<sup>6</sup>.

Jointly invested in by Accenture and AWS through the AABG, it's a global network that brings together Accenture and AWS specialists, steeped in industry knowledge and skilled in strategic AWS services.

Currently working out of Accenture's Liquid Studios and Innovation Centers, Accenture innovation accelerator services for AWS provides technical feasibility demonstrators and rapid prototyping teams. These teams work with clients and AWS to ideate and demonstrate innovative cloud solutions and identify scalable opportunities for new business value. They can turn an idea from an innovation workshop into a functional proof of value in just four to six weeks.

# Unified delivery with global SAP Cloud CoE

The SAP Cloud Solution Framework enables an end-to-end solution with a single point of contact.

## JOINT GOVERNANCE

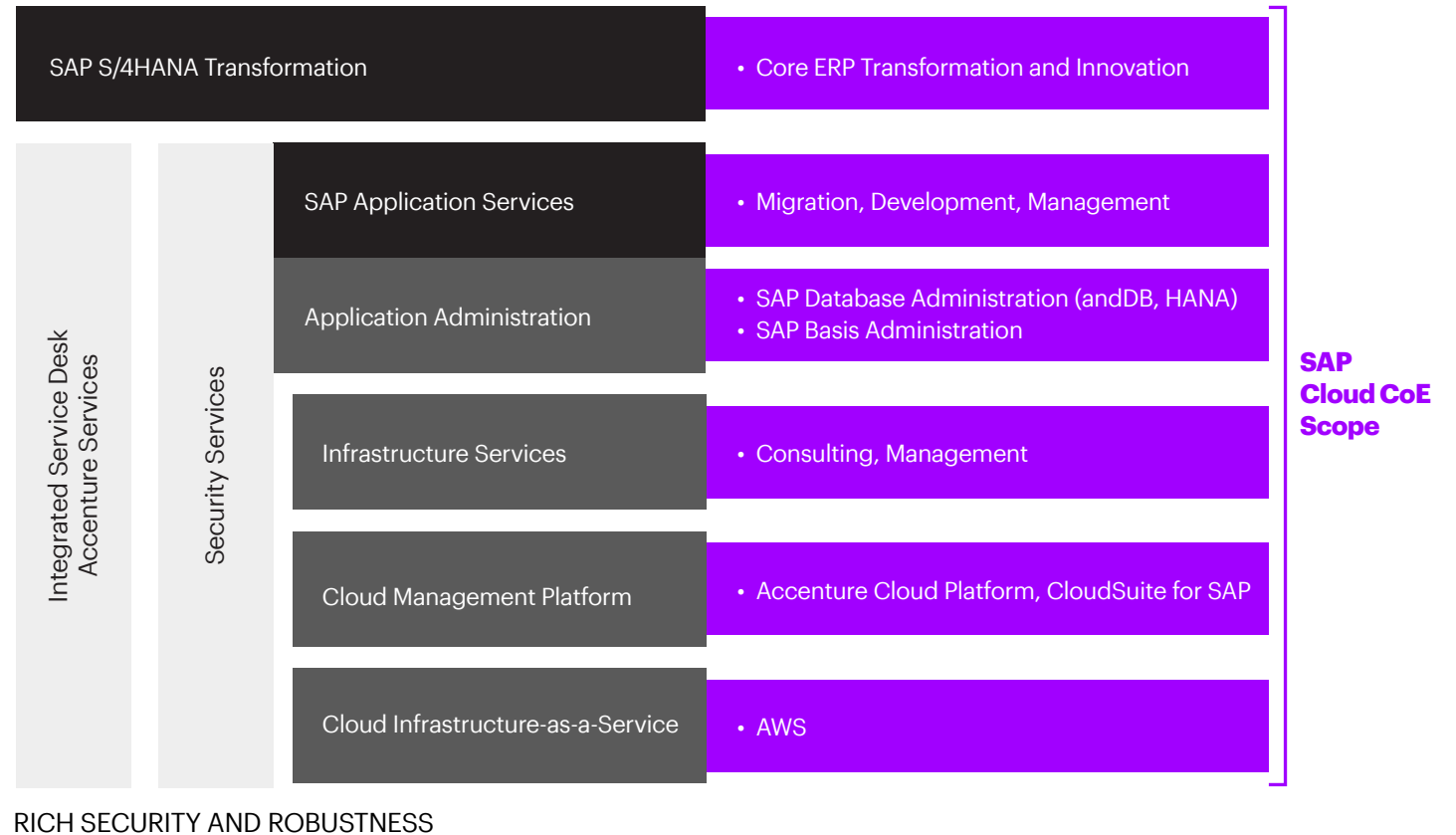


Figure 2: Unified delivery through the SAP Cloud Solution Framework (Accenture graphic)

# Seamless migrations to AWS

**Together, Accenture and AWS provide a seamless experience for SAP enterprise customers targeting transformation and innovation.**

Through [Accenture DevOps automation for SAP on AWS](#), AABG has created a portfolio of tools to automate SAP landscape operations activities on AWS, ensuring speed to market, increased quality and consistency, and greater cost efficiency (see Figure 3)<sup>7</sup>.

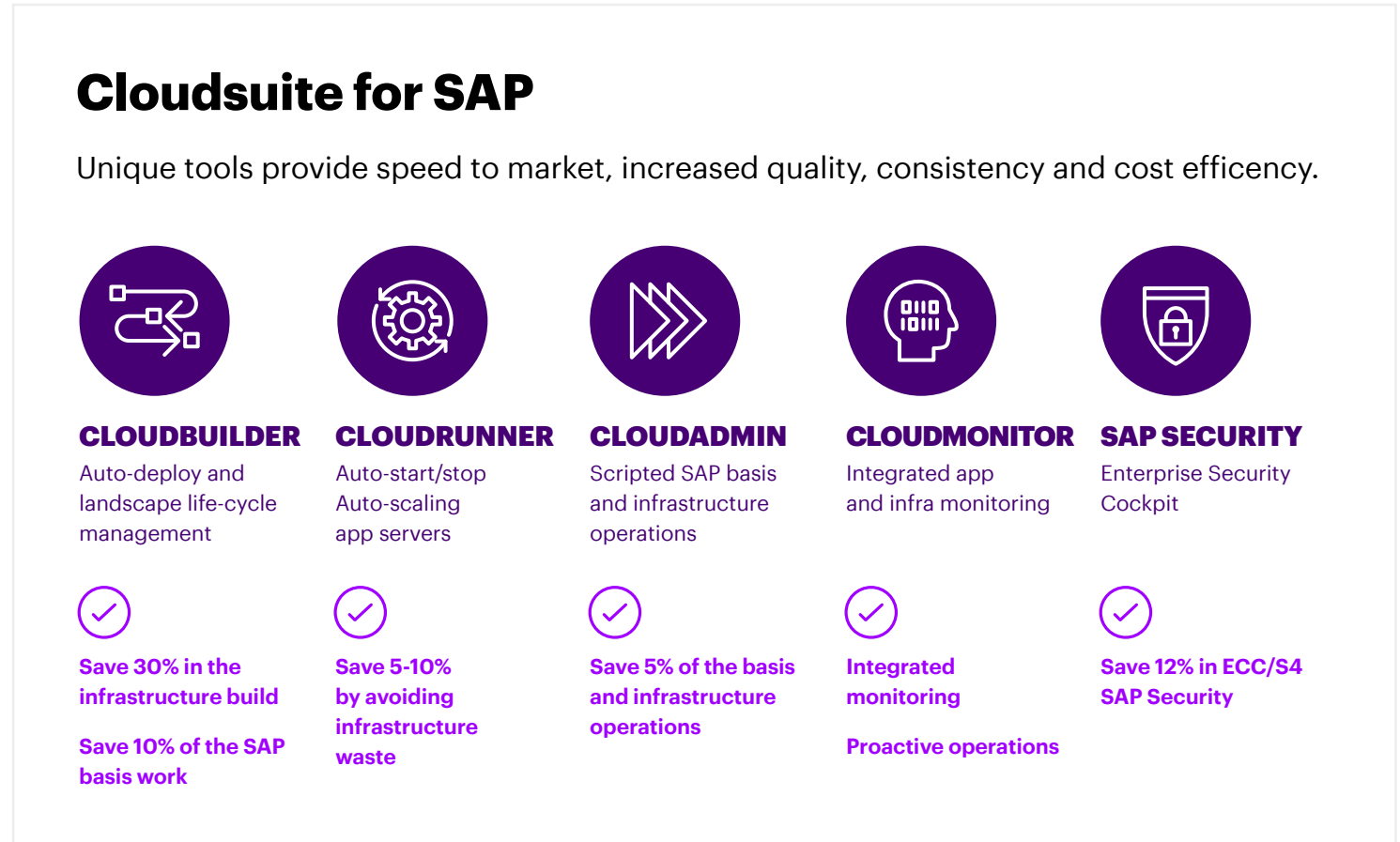
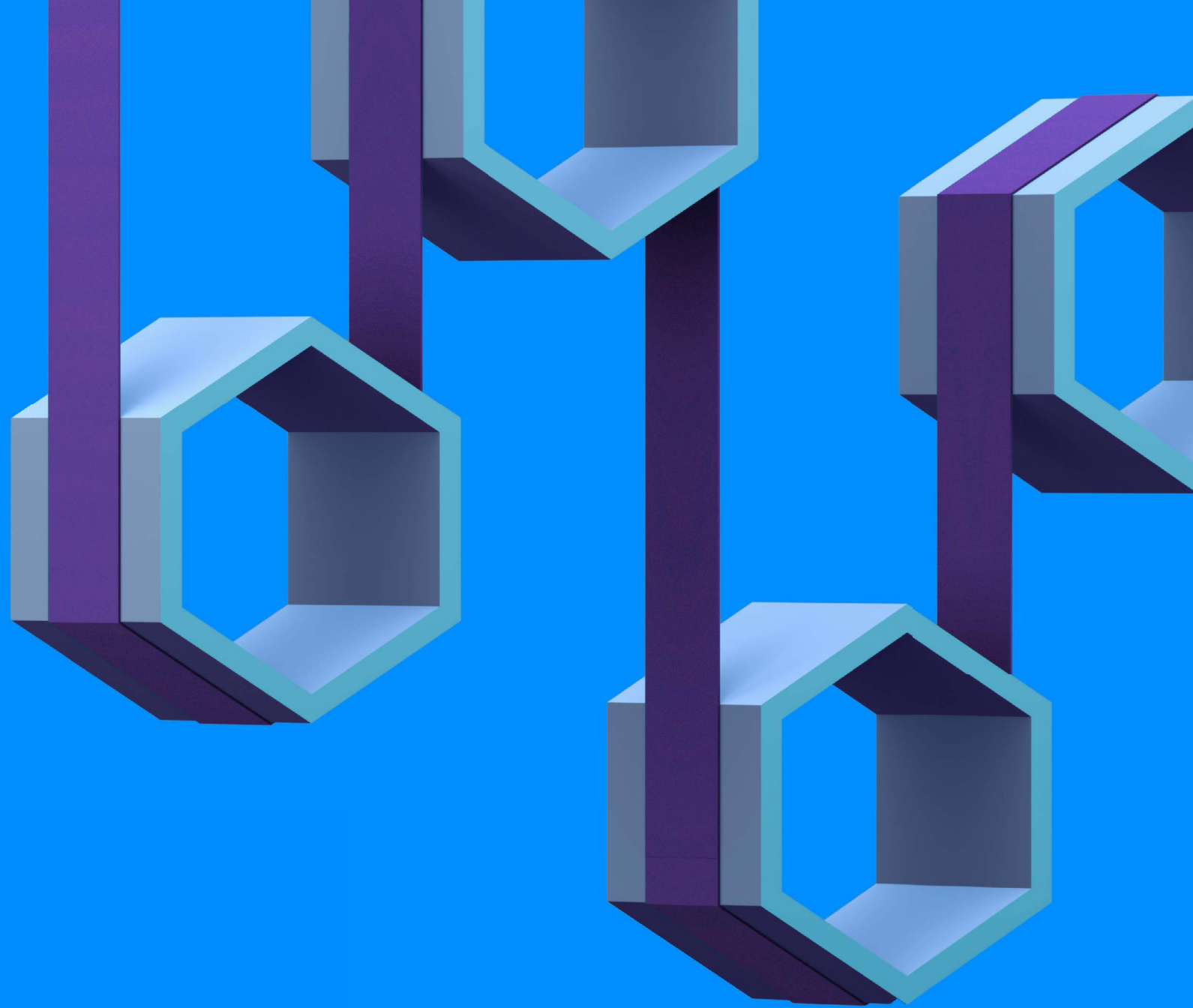


Figure 3: Cloudsuite for SAP – among the best tools to automate SAP operations on AWS (Accenture graphic)

These DevOps automation tools include infrastructure blueprints and best practices for SAP. As well as helping to reduce costs through accelerated migration to AWS, our DevOps tools also deliver long-term value through rapid business transformation to SAP S/4 HANA and unlock trapped value for disruptive change with innovation services.

**The following pages detail AABG's track record of complex migrations of SAP landscapes to AWS for organizations around the world, at pace.**



# Del Monte Foods

**Accenture, powered by AABG, recently helped Del Monte Foods to migrate 200 servers—including 82 machines dedicated to SAP—to AWS with no impact on commercial operations. The end-to-end migration took 3.5 months, and was so friction-free that business users didn't even notice the cutover for the production environment, which took place over a weekend.**

The results? Del Monte Foods accelerated infrastructure provisioning from weeks to under 60 minutes, improved stability, cut costs and ramped up business agility. Crucially too, by giving Del Monte Foods the opportunity to explore the latest cloud native capabilities on AWS, the migration has opened the door to new insights into performance and spending from advanced analytics, as well as providing a firm foundation for future product innovation. Business outcomes include reducing transformation timelines by almost half, enabling Del Monte Foods to save up to 35 percent of IT costs over the contract period and providing an agile infrastructure that's providing the right performance and flexibility for the business to scale AWS cloud services up and down as needed.

**Accenture, powered by AWS, helped Del Monte Foods to migrate 200 servers – including 82 machines dedicated to SAP – to AWS with no impact on commercial operations. The end-to-end migration took just 3.5 months.**

# PETRONAS Lubricants International

**Accenture, powered by AABG, has been supporting PETRONAS Lubricants International (subsidiary of PETRONAS) on its digital transformation journey, which includes implementation of an SAP S/4 HANA integrated digital platform hosted in AWS cloud.**

Following a three-year TCO exercise, which compared the cost and value of private cloud and AWS to support the company's worldwide SAP consolidation requirements, it was clear that AWS would deliver up to 56 percent savings vs private cloud. The migration to AWS would also maximize security. Designed, managed and audited in line with security best practices, as well as various compliance standards, migration to AWS meant that PETRONAS would need to spend less time conducting its own security audits and reviews.

**For PETRONAS Lubricants International, migration to a new SAP S/4 HANA integrated digital platform hosted in AWS cloud will deliver up to 56 percent savings vs private cloud, while maximizing security.**

# Powering ahead in the AWS cloud

**Achieving innovation in mission-critical environments like SAP applications is essential. But adapting at pace to achieve this is a tough challenge, especially when flexibility can be elusive for organizations running core enterprise applications on-premise.**

To enable the agility and innovation they need, many organizations are planning to move their core applications to the cloud. Together, Accenture and AWS have the proven track record to enable these transformations with SAP solutions and technologies – combined with the complementary services that will drive the intelligent enterprise and help organizations to disrupt, instead of being disrupted.

To get started on this journey, please get in touch so we can arrange a short proof of concept and jointly develop with you a roadmap for accelerated migration to AWS.



## Key Contacts

### Accenture AWS Business Group, Accenture

#### Jim Klein

Global Platform Director, SAP on AWS, Accenture

Jim is the Global Platform Director for SAP on AWS as part of the Accenture AWS Business Group (AABG). Jim's primary responsibilities include sales, solution and offering development, sales enablement and working across all geographies to enhance our partnership and improve value to our clients. Prior to this he was the North America Operations Director for the SAP Cloud Practice, where he successfully accelerated market adoption across the region.

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### Accenture AWS Business Group, Amazon Web Services

#### Monty Bhatia

GSI-SAP Lead, Amazon Web Services (AWS)

Monty is the worldwide head of Global System Integrators (GSI) programs focusing on SAP workloads running on AWS. He leads the technology and innovation strategy converging GSI's industry-leading practices and strategic technology alliances with the SAP architecture ecosystem. He has more than 20 years of SAP technology advisory experience across multiple industries and has managed large GSI alliances for Fortune 500 companies.

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## References

<sup>1</sup> <https://www.accenture.com/us-en/insights/technology/technology-trends-2019>

<sup>2</sup> Source: ISG Research 2018

<sup>3</sup> [www.businesswire.com/news/home/20180927005961/en/AWS-Announces-New-Amazon-EC2-High-Memory](http://www.businesswire.com/news/home/20180927005961/en/AWS-Announces-New-Amazon-EC2-High-Memory).

<sup>4</sup> <https://www.accenture.com/be-en/service-sap-leonardo?src=SOMS>

<sup>5</sup> <https://www.accenture.com/us-en/service-myconcerto-sap>

<sup>6</sup> <https://newsroom.accenture.com/news/accenture-and-amazon-web-services-extend-enterprise-transformation-leadership-with-expanded-services-and-dedicated-resources-designed-to-accelerate-innovation.htm>

<sup>7</sup> <https://www.accenture.com/us-en/blogs/blogs-klein-deliem-devops-sap-aws?src=SOMS>

## About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world’s largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With more than 469,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

Visit us at [www.accenture.com](http://www.accenture.com)

## About AABG

Accenture AWS Business Group (AABG) brings together the best of AWS and Accenture to accelerate enterprise adoption of AWS and business value creation. It offers 360° engagements including strategy, design, delivery and operations, and has a proven history of success in transforming and migrating large-scale enterprise application environments. AABG has a global presence including more than 5,000 technologists trained in AWS and more than 50,000 SAP practitioners. It provides accelerators, tools and AWS native development skills to drive scale and speed while reducing cost and risk.

Visit us at [www.accenture.com/us-en/service-aws-cloud](http://www.accenture.com/us-en/service-aws-cloud)

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