

OHC4SAP: Orchestrated Hybrid Cloud for SAP on Azure

Moving end-to-end SAP to Azure projects



Contacts

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Value proposition

Business issues addressed by the solution

- Managing SAP is complex and companies are looking for a trusted and experienced supplier of SAP Managed Services who can deliver SAP on Azure. They want the flexibility that Azure cloud offers, and scale up and down without needing to invest in IT-infrastructure (Capex to Opex).

Client Benefits

- Managed SAP Service for SAP on highly flexible Azure IAAS
- TCO reduction
- Security built-in

Scope and nature of solution

- Atos helps businesses take their SAP systems and realize the advantages of the agility and commercial benefits of Azure cloud. Atos provides hybrid cloud solutions for SAP, extending into the public cloud with Microsoft Azure. We ensure the required levels of security when moving SAP applications to the public cloud.
- 2 approaches: 1) Complete large account Digital transformation by moving SAP to the Azure Cloud 2) Proof of concept engaging customers in the experience of SAP on Azure

Competitive position and differentiation

- 40+ packaged service requests that reduce costs and increase speed-to-market
- Highly automated best in class Atos SAP toolbox (incl. SAP LaMa) to manage SAP on Azure
- One Service Now single pane of glass for customer to manage private & Azure

Target customers

Markets

- Manufacturing, Retail and Transport / Financial Services / Public Sector

Geographies

- All

Customer characteristics

- Mid-size to large

Capabilities

Delivery capabilities

- world-wide footprint, 7x24 support
- Skills :** E2E SAP service provider with > 13K SAP experts which can manage the full SAP stack on Azure

Iconic references

- [Global Logistics GmBh](#) Automated migration of SAP on Azure with Service Now and Atos toolkit.
- MRT large customer move of several SAP ECC/CRM/SCM/HANA landscapes to Azure + additional SAP sandboxes.
- Chemicals company move SAP BW to SAP on Azure
- Atos has executed the largest HANA migration (to an Atos private cloud) in the world for Siemens

Offer components

Microsoft solutions involved

- Microsoft Azure Public Cloud

OCP catalog components

- [OHC4SAP Hana on Azure](#) ,

Deal characteristics

Sales cycle

- 3 to 6 months depending on the SAP workloads and size of the company.

Average value

- Between \$500k to \$40m. Azure consumption per year

Other characteristics : Accelerated thanks to the ATOS conversion tool (\$32K initial cost)