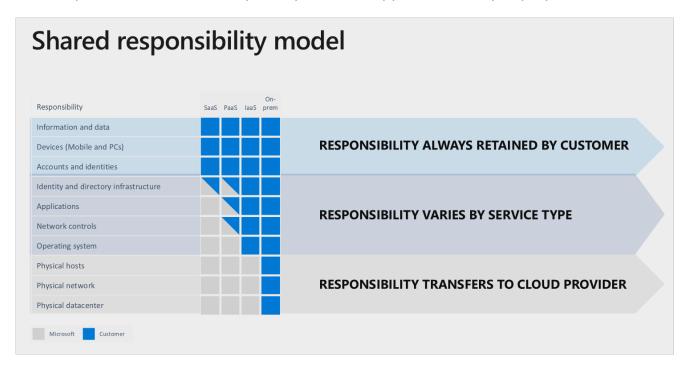




Why should you be concerned?

End users are responsible for the security of any data and applications they deployed on Azure, including SAP



Why discuss SAP S/4HANA?









Solution Summary

- Unified Approach EPI-USE Labs, Fortinet and Microsoft based on in depth understanding of customers requirements.
- Use proprietary SAP-related intellectual property and cloud migration know-how
 - · Extensive experience in servicing the needs of multinational, medium size and smaller corporations
 - Solution for managing and migrating SAP Estate or a portion of it, e.g. Human Capital Management (HCM) system to the Microsoft Azure with Fortinet's world leading Security framework.
- All-inclusive managed cloud solution for customers starting or have completed their journey to the public cloud.



Summary (continued)







Our solution is tailored around customers' general requirements, and ensuring that future innovation is made possible. Some of the following benefits are envisaged included in our public cloud solution:

Stability



Infrastructure Scalability



Managed Services



Modern Integration



- Platform stability and visibility across all SAP systems;
- On-demand infrastructure scalability;
- Managed Services to ensure ongoing compliance across all systems;
- SAP HANA database conversion that will enable the SAP system upgradability to SAP's S/4HANA solution;
- Improved platform level automation capabilities through the combination of EPI-USE's proprietary software suite and porting the solution into Azure;
- Integration services covering best-of-breed middleware, services-orientated architecture and API management;
- Performance measured against one Service Level Agreement.
- World leading compliance and security through the Fortinet public cloud framework



Benefits of running SAP systems in Azure with EPI-USE and Fortinet

By running the SAP systems in Azure, Customers can leverage their existing investment in Microsoft and Fortinet technologies especially their identity, authentication and modern workplace tools. The EPI-USE solutions advantage is that we can optimise your architecture and secure data when moving workloads in Azure, using our Cloud Lift for Azure approach.

Key benefits include:

Time savings: Reduce the time taken for SAP system copy process and introduce more flexible system refresh cycles. System provisioning and change management is also facilitated through our integrated service desk.

Cost reduction: Reduce the infrastructure required for non-production systems and have additionally flexibility for testing and training systems.

Increased security: Scramble data on non-production systems and deploy to a security-by-design architecture on Azure. This is in addition to Azure's more than 25 industry compliance and trust certifications as well as the industry leading SAP framework from Fortinet

Centralised management: Azure will enable the entire software stack including operating system, databases, applications, networking, security - allowing easier root cause analysis and remediation using our certified cloud engineering team.

Security Value Proposition: Fortinet secures the Intelligent Enterprise running SAP – by protecting all SAP data generated by edge devices, endpoint systems, users, AI, applications, databases, 3rd party systems in multi-cloud environments and on-premises.









Why Fortinet with SAP?

Fortinet provides a consistent security framework for SAP across multiple locations and regions worldwide

Fortinet increases SAP data security

Fortinet delivers scale, performance and resilience for SAP

Fortinet provides secure, optimized connectivity to SAP systems and beyond

Fortinet decreases S/4 HANA deployment time

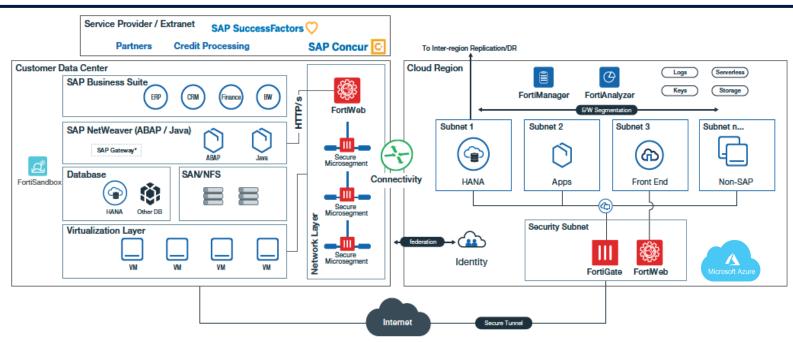








SAP Infrastructure Security

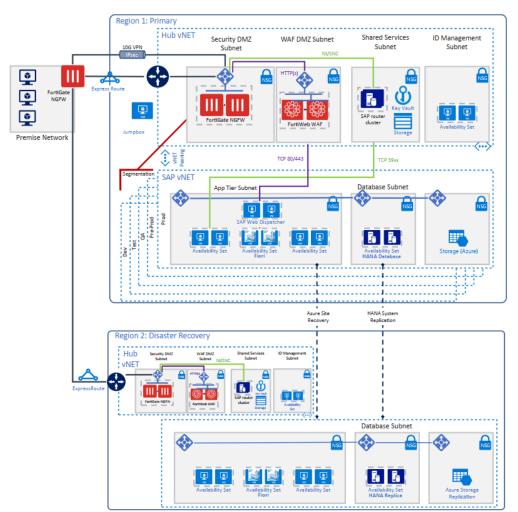


This model aligns with version 2.0 of the SAP Security Baseline Template for segmenting SAP application zones.

The Fortinet Security Fabric unifies SAP system platforms and edges in a single security context by generating real-time threat intelligence shared across the entire SAP security boundary

Fortinet
Reference
Architecture
for SAP
S/4HANA on
Azure







Epi-Use Labs Managed Services – AMS, Azure Managed Services Catalogue [24 / 7 global support (SLA)]

Core Services Scope (Cloud & Hosting)

Service Management (AMS)			
Incidents			
New business request			
Problem management			
Service level agreement			
Configuration management			
Maintain global template design principles			
Provide supporting documentation			
Health checks, audit, governance and compliance			
Client Central ticket management, trends and root cause analysis			
Product related escalations to SAP other 3rd parties			
Continuous maintenance & housekeeping			

Monitoring Services Scope (Cloud & Hosting)

Automated email alert for daily usage overrun

Automated email alert for Azure service issue

Azure Monitor access (read-only)

Monitoring laaS (24/7)

Monitoring OS (24/7)

Azure Subscription creation
Azure Subscription Administrator access (Limited)
Automated daily email on Azure best practices
Automated weekly email showing usage
Automated monthly email showing usage and billing
Automated monthly invoice for Azure subscription usage
Automated monthly invoice for Azure Managed Service
Monthly recommendations on Azure subscription optimisation
Parallel Control Control (Charles Heatler)
Patching Services Scope (Cloud & Hosting)
Windows patching with standard maintenance window
Windows patching with standard maintenance window Linux patching with standard maintenance window
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Linux patching with standard maintenance window Windows patching with custom maintenance window Linux patching with custom maintenance window
Linux patching with standard maintenance window Windows patching with custom maintenance window Linux patching with custom maintenance window Networking (Cloud & Hosting)





(continued): Managed Services – Basis Catalogue

Daily Checks and Housekeeping
Monitor process overview (SM50)
Monitor overall system process overview (SM66)
Monitor application server's status (SM51)
Monitor for any pending locks (SM12)
Monitor for Dumps in the system (ST22)
Monitor System log for any errors (SM21)
Monitor for excessive swapping (ST02)
Monitor for critical job status e.g. backup, update stats
Monitor for long running/failed jobs status (SM37)
Monitor database alert logs and performance (ST04)
Monitor spool job status (SP01)
Monitor for Database locks (DB01)
Interface monitoring (in/outbound queues on all systems)
Resource Monitoring (CPU, Page, MEM, Filesystem)
Maintain logon groups
SAP Change Management (Transport Management)
Implement recommendations by RTCCTOOL
Implement recommendations by RSECNOTE
Run TemSe consistency check
Optimize SAP profile parameters
Apply basis corrections supplied by SAP

SAP Basis Administration scope
SAP Monitoring
SAP Alerting
SAP Daily Checks and Housekeeping
SAP Backups (including DB)
SAP Database Administration
SAP Patch Management
SAP Performance Tuning
SAP Client Administration
SAP Transport Management
SAP System Refreshes included
SAP Authorizations & Roles
SAP Basis System Security
SAP Capacity Planning
SAP Database replication
Disaster Bessyami
Disaster Recovery
Compile end to end Disaster Recovery test plan

Perform Disaster Recovery test

Execute Disaster Recovery process

SAP	Monitoring & Alerting
Syste	em outage
Syste	em unresponsive
Syste	em long running jobs
High	CPU usage period
Dialo	og response time high
Data	base scope
Data	base monitoring and daily checks
Data	base backup and recovery
Data	base security
Data	base administration
Capa	city planning
Data	base patching
SAP	Upgrade Services
Upgı	rade Operating System version
Upgı	rade Database version
Upgı	rade NetWeaver stack version
SAP	major release technical upgrades

Operating System scope
Monitoring the Operating System
Improving system performance
Operating System administration
OS Capacity planning
Operating System Patching
Operating System Anti-Virus

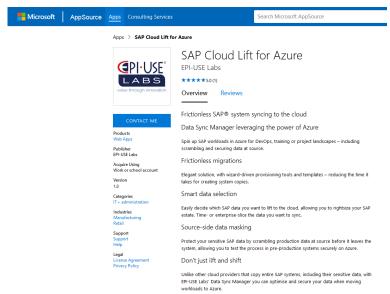


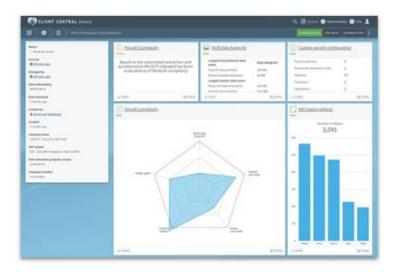


SAP Cloud Lift for Azure

EPI-USE has worked extensively with Microsoft and has an architecture and approach vetted by Microsoft's cloud architecture team. The Cloud Lift for Azure offering was specifically designed to help customer transform their on-premise SAP landscapes to Azure.

More information can be found here.







Appendix B: Success Stories







This Appendix includes selected relevant Success Stories of how we have helped our clients transform their landscapes:

Purdue University



Menzies Aviation



The Isle of Wight Council





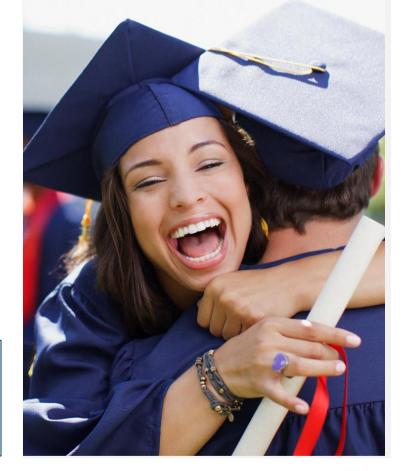
Purdue University: transforming the future with S/4HANA

- A leading US university with over 30,000 employees was upgraded to S/4HANA as part of the Transform Purdue initiative
- Purdue entrusted the migration, hosting and management of all its SAP systems to EPI-USE
- We performed a rapid two-week cloud-based migration and conversion to S/4HANA
- Data Sync Manager™ was used to slice their legacy ECC system and create lean, secure non-productive landscapes



Moving to SAP S/4HANA allowed us to modernize our business processes, resulting in year-overyear cost savings while leveraging our SAP investment. Couple this with EPI-USE's extensive reputation for transforming how higher education does business, and we had a winning combination.

Victoria Farnsworth, Executive Director, IT Enterprise, Purdue University





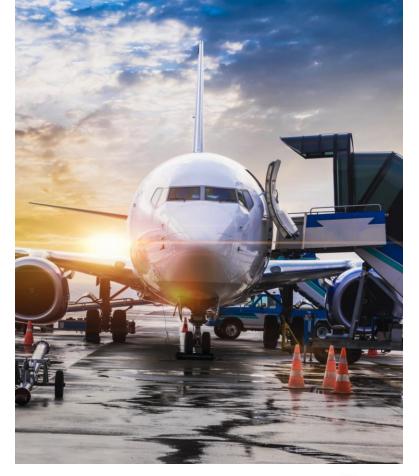






Menzies Aviation: payroll hosting on behalf of SAP

- SAP selected EPI-USE as a partner for SAP SuccessFactors Managed Payroll.
 Under this agreement, SAP subcontracts EPI-USE to deliver all hosting and managed services for the SAP's Managed Payroll product worldwide.
- This partner selection process was rigorous, and SAP did a tremendous amount of due diligence before awarding us this partnership to ensure that their customers' SAP payroll systems will perform according to SAP's contracted rigorous Service Level Agreements and quality standards.
- EPI-USE was contracted by SAP and Menzies to host and manage the SAP payroll landscape in the cloud.
- This included an SAP enterprise carve-out of the Menzies Aviation payroll from the parent company. The newly provisioned system, SAP ECC EHP7, was made up of a Development, Test and Production system.
- Furthermore, a new Solution Manager was provisioned along with PI and Adobe document server. On cutover and go-live, EPI-USE continued providing services for ongoing managed private Cloud Hosting and SAP Basis Managed Services support.











The Isle of Wight Council: smooth migration to the EPI-USE Labs cloud

- Using Data Sync Manager™ suite, rapid migration of SAP environment to cost-effective cloud infrastructure, with ongoing hosting and Managed Services
- Seamless transition and successful migration
- Re-platforming of systems to newer operating system and database version
- Future-proofing of SAP solution for future HRSPs
- Refreshed landscape
- Improved resilience; better backup tools, ability to recover from snapshots
- On-boarding of EPI-USE Cloud and Basis Managed services for SAP landscapes



I would genuinely say there is a large percentage of the users that didn't know it happened. So it was the ideal project, with an improvement of performance and little to no interruption to access, because the migration was that smooth.

Gavin Muncaster, Strategic Manager of ICT & Digital Services, Isle of Wight Council









