GlassHouse – SAP as a Service on Azure
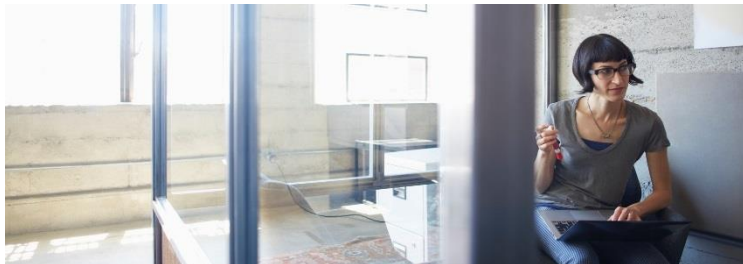
Why SAP as a Service on Azure?

Challenges

- Speed of deployment
- Hardware lock with onPremise Investment
- Unlimited capacity for server, backup, storage
- Scaling up/down

SAP HANA system sizings depends on the size of the database and mostly unpredictable due rapid changes on demands from Busiess Units. You need a flexible, cost effective infrastructure to adapt changes quickly.

Ideal Solution

- Flexibility to ramp up or down quickly without prohibitive investment
- Ability to try, evaluate, and deploy innovation quickly
- Pregonfigured compute, network and storage for SAP HANA

Customers requires a suitable platform on which to run its project environment for new implementation or migration projects. This had to be combined with cost savings, accessibility to the service provider, and scalability after Go-Live.

Desired Outcomes

- Azure provides an always-on infrastructure globally
- Customer able to deploy/undeploy systems based on their needs.
- Being ready for unpredicted sizing for Productive Systems.

Azure gives customers IT Team the comfort of quickly instal/uninstall SAP systems at any size from 128GB to 20TB based on the Business needs. Azure enables IT departments to convert CAPEX to OPEX.
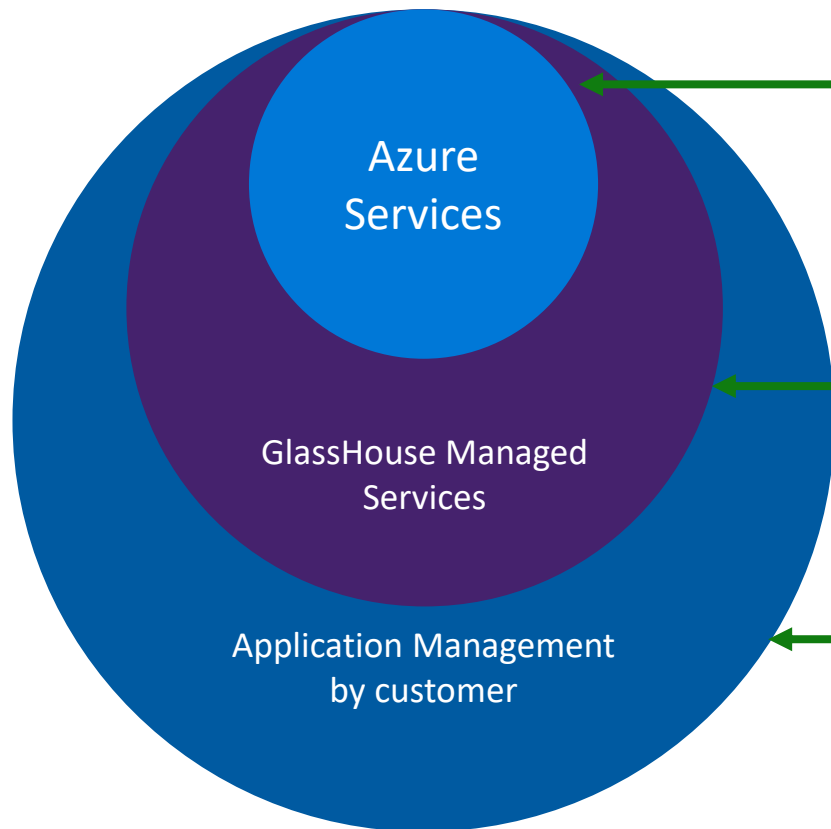
GlassHouse

How does SAP HANA as a Service fit into the Cloud Methodology?

Private Cloud + Managed Services = SAP HANA as a Service

- Private Managed Cloud + Managed Services
- Supporting the SAP Business Suite of applications (ex. SAP ERP, SAP CRM, SAP BW, SAP SCM on SAP HANA)
- Combines GlassHouse's 18 years of mission-critical experience with the highest pool of SAP HANA expertise
- Host of services to meet every need of your business
- Bring your own HANA License + monthly Managed Cloud subscription fee

Solution Stack	On Premise	SAP HANA as a Service on Azure (PaaS)
Applications		You Manage
Data		
Runtime		We Manage (SLA based monthly subscription)
Middleware	You Manage	
Database		
O/S		
Virtualization		
Servers		
Storage		
Networking		

Introducing the Customized Cloud Experience with CMS

GlassHouse

Azure Services

Some services included under monthly contract:
o   Reference architecture
o   SAP HANA database management
o   Infrastructure and OS management and monitoring
o   Customer engagement services
o   Software available by subscription

GlassHouse Managed Services (CMS)

The CMS contract covers additional Basis Services (non-functional) that may only be performed by GlassHouse or that a customer may wish to delegate to GlassHouse
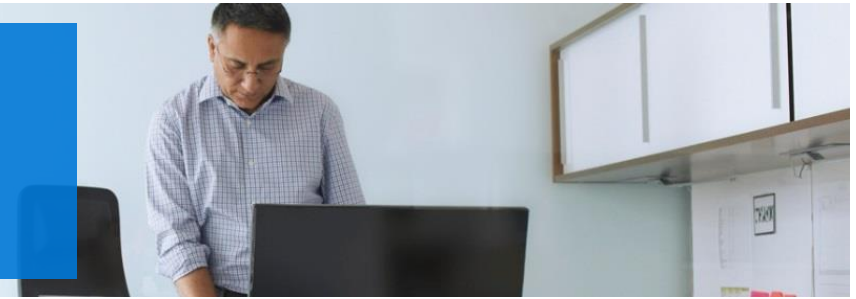o   SLA based Support for Azure infrastructure and SAP Basis
o   Helpdesk service for support

Application Management Service (AMS)

Customer will be responsible for AMS

Azure Services

GlassHouse Managed Services

Application Management by customer

GlassHouse – SAP HANA as a Service on Azure (SoA)
Sample Pricing

Below packages includes all necessary Azure products costs, deployment costs and managed services costs for an SAP HANA Landscape with 1TB Productive System.

1 TB SAP on HANA Landscape

SoA – Basic ($9750/Month)	SoA – Advanced ($10250/Month)	SoA – Premium ($11250/Month)
Scope Includes	**Scope Includes**	**Scope Includes**
- 1 TB Productive SAP System	- 1 TB Productive SAP System	- 1 TB Productive SAP System
- 256GB Development System	- 256GB Development System	- 256GB Development System
- 256GB Test System	- 256GB Test System	- 256GB Test System
- Backup	- Backup	- Backup
Service Includes	**Service Includes**	**Service Includes**
- Azure Management	- Azure Management	- Azure Management
- SAP HANA DB Management	- SAP HANA DB Management	- SAP HANA DB Management
- SAP Basis Management	- SAP Basis Management	- SAP Basis Management
- 7/24/365 Support	- 7/24/365 Support	- 7/24/365 Support
- SLA: **4 Hours** for Priority 1 Tickets	- SLA: **2 Hours** for Priority 1 Tickets	- SLA: **30 Minutes** for Priority 1 Tickets

GlassHouse – SAP HANA as a Service on Azure (SoA)
Pricing Details – Azure and Deployment

Providing complete SAP HANA landscape(s) on Azure with complementary Managed Services for Azure and SAP Systems. Below, we provide some sample landscape capacities and their pricings as of Feb 2018.

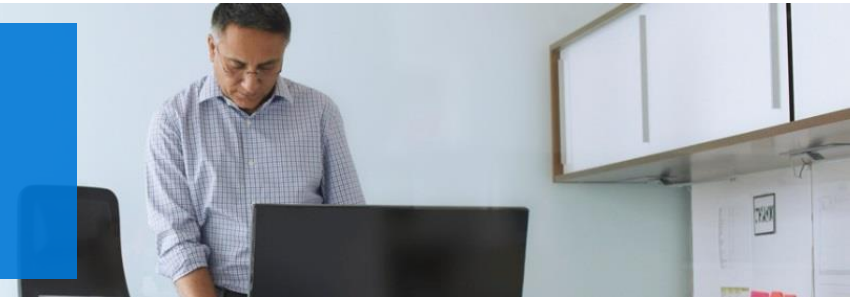| Typical Landscape – 512GB **$3750/Month**	Typical Landscape – 1000GB **$7500/Month**	Disaster Recovery Option **$1250/Month**	Deployment Service[1] **$15000 (one time)**
Includes - Development (HANA DB: 128GB) - Test (HANA DB: 128GB) - Production (HANA DB: 512GB) 500GB Data Out 7 Days Backup - Standard Support 1 Year Contract	**Includes** - Development (HANA DB: 256GB) - Test (HANA DB: 256GB) - Production (HANA DB: 1000GB) 500GB Data Out 7 Days Backup - Standard Support 1 Year Contract	**Includes** - SAP Application Server Replications 1 HANA DB Replication (Up to 1 TB)	**Includes** - Azure Infrastructure Setup - SLES operating system setup and configurations - SAP HANA DB installations - SAP product installations - Backup configurations - Handover to customer

Notes

Region: West Europe.

[1] Deployment Service covers new installations. For Migrating existing system please consult.

GlassHouse – Managed Services for SAP HANA on Azure
Pricing Details – Managed Services

GlassHouse provides Managed Services for your Azure an/or SAP infrastructure with various Support Levels.

Support Packages

Basic Support ($1000/Month)	Advanced Support ($1500/Month)	Premium Support ($2500/Month)
Scope Includes	**Scope Includes**	**Scope Includes**
- Azure Management for 1 SAP Landscape	- Azure Management for 1 SAP Landscape	- Azure Management for 1 SAP Landscape
- SAP Basis Monitoring for 1 SAP Landscape	- SAP Basis Monitoring for 1 SAP Landscape	- SAP Basis Monitoring for 1 SAP Landscape
- SAP Basis Support for 1 SAP Landscape	- SAP Basis Support for 1 SAP Landscape	- SAP Basis Support for 1 SAP Landscape
Service Includes	**Service Includes**	**Service Includes**
- Montly status reports	- Montly status reports	- Montly status reports
- Daily monitoring	- Daily monitoring	- Daily monitoring
- Support Desk	- Support Desk	- Support Desk
- 7/24/365 Support	- 7/24/365 Support	- 7/24/365 Support
- SLA: **4 Hours** for Priority 1 Tickets	- SLA: **2 Hours** for Priority 1 Tickets	- SLA: **30 mins** for Priority 1 Tickets

Customer Success Story

Penti

After researching different options, Penti Giyim decided to deploy their SAP Retail on HANA project to the Microsoft Azure cloud platform and partner with GlassHouse to make the transition.

"As we made the digital transformation, we needed a reputable partner with the right experience. Hosting SAP on an Azure platform is a perfect fit from a cost and flexibility perspective, and we are very excited about the deployment. We followed a very quick planning and execution cycle to get up and running." says **Engin Sahin, IT Manager - Penti.**

Win Results

320K$ Azure Deal

We successfully agreed with customer to go live on Azure with 28 SAP Solutions running on HANA platform.

First SAP Retail on SAP S/4HANA

This will be the first SAP Retail Project on Azure within the region.

Flexibility

As customer has no idea the required HANA capacity for their go-live date, Azure perfectly fits for their need to start the Project.