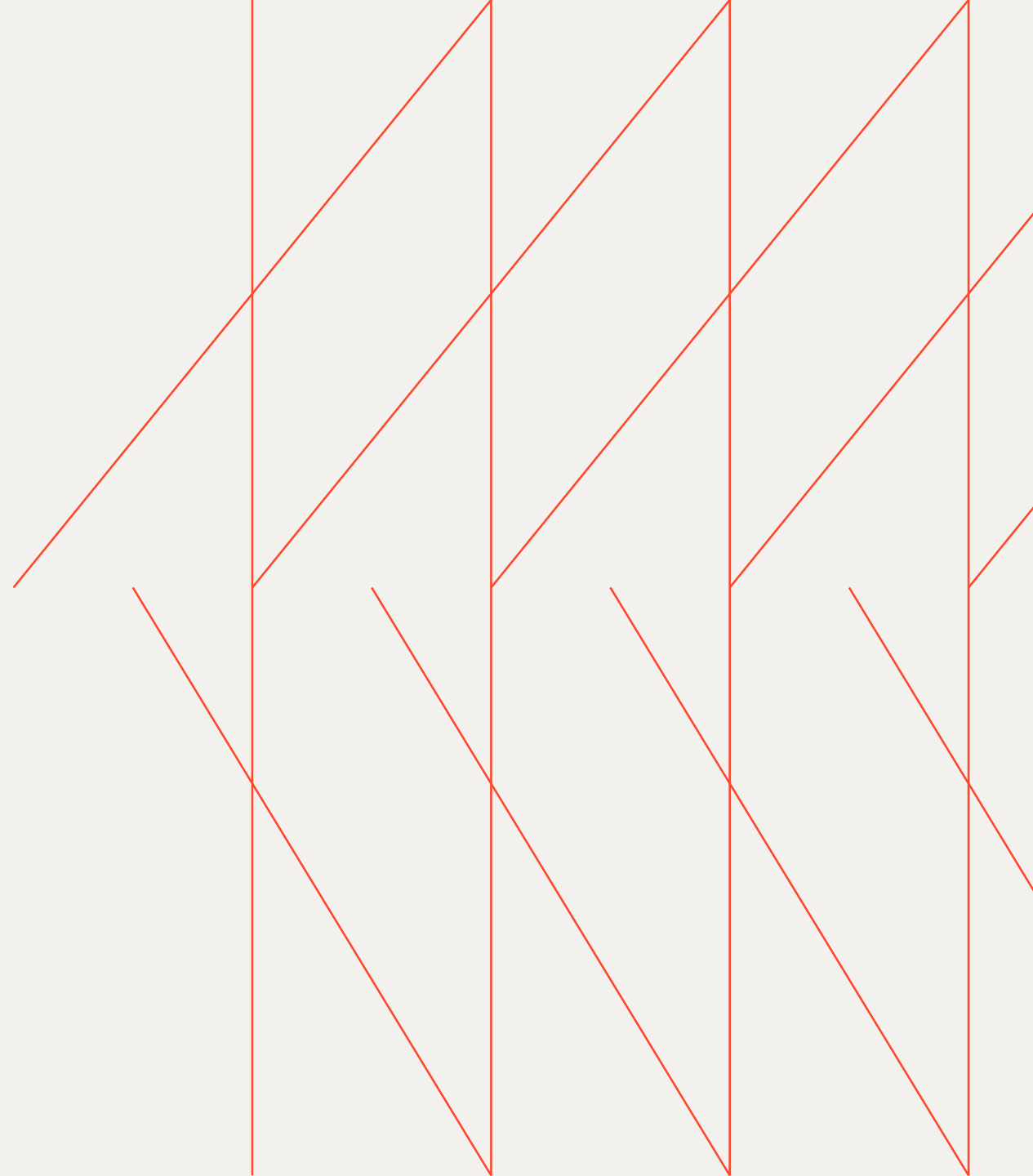


kyndryl™

SAP on Azure: Migrate, Modernize and Secure





Modernize your business by transforming SAP and related applications and data



S/4HANA and SAP application services



ERP modernization and migration services

Migrations and transformations

Integrations

Application development

Data insights and analytics

Managed services



Modernize
for better experiences



Application lifecycle services including advisory, modernization and migration on any cloud or in hybrid environments



Innovate
for sustainable advantage



DevSecOps-driven software engineering practices to help rapidly re-platform and re-architect legacy workloads and develop new applications



Secure
for resilient operations



Active security controls with an integrated cyber-resilience approach to help strengthen the security of your ERP and non-ERP applications

Our approach to SAP migration and modernization

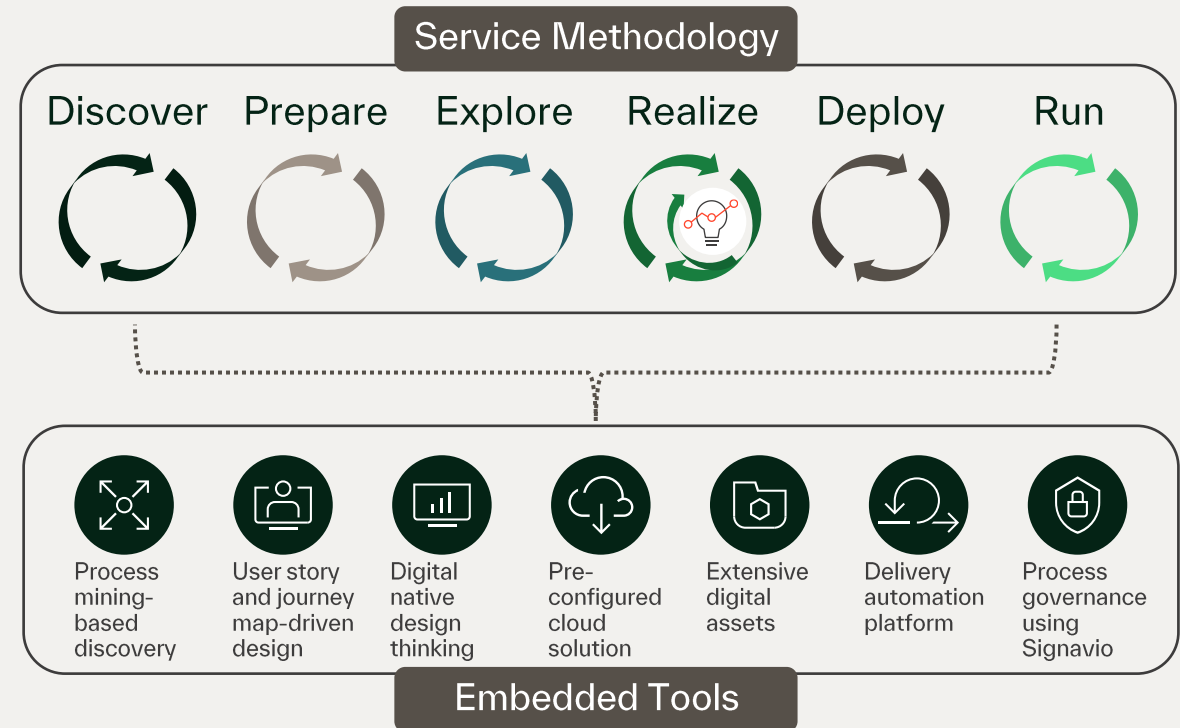
Technology-enabled business transformation services based on SAP Activate*

- **Embedding design thinking into solution design:** Focus on experiential user stories/personas, journey maps, and moments that matter to enhance customer-centric design
- **Leveraging industry best practices:** Use preconfigured industry solutions wherever possible to accelerate conversions, integrations and reports
- **Incorporating an agile mindset:** Increase user participation during phases with iterative validation cycles that respond to user feedback
- **Focusing on efficient delivery and effective effort:** Build solutions with collaborative cross-functional sprint teams to right-size your program
- **Adopting a stakeholder-specific change strategy:** Personalize the change experience by tracking metrics and driving continuous improvement throughout subsequent releases and rollouts
- **Developing capabilities for sustainable operations:** Build essential skillsets and technology know-how throughout the project life cycle



*SAP Activate is a framework for implementing SAP software. Kyndryl offers services for migration, data transformation, integration, application development and managed services.

Kyndryl's SAP modernization services utilize integrated, prebuilt tools that automate key delivery activities to decrease risk and increase value at each step of your cloud transformation journey to Azure



Based on hybrid, agile principles specifically designed for complex transformations

Kyndryl's approach to SAP data transformation

SAP data and analytics modernization on Azure:

- Integrate SAP and non-SAP data on Azure
- Leverage Azure data analytics capabilities to build out advanced analytics, AI and generative AI solutions

Approach 1

Replicate SAP source data to Azure and integrate it with non-SAP data

Approach 2

Federate data on SAP Datasphere with non-SAP data on Azure without replicating it



Kyndryl provides an SAP data modernization roadmap and target landscape architecture customized to your unique environment

Kyndryl Data Transformation Suite for SAP Solutions

Tools and accelerators

Kyndryl Data Transformation Suite for SAP Solutions is a comprehensive solution designed to facilitate the transformation and migration of data from the source system to SAP S/4HANA

Key features:



- Comprehensive system analysis
- Accelerates transformation journeys
- Ensures efficient data handling

Kyndryl Business Object Repository



Accelerates time to value with a common understanding of data:

- Represents all customer data valid for migration
- Simplifies understanding of customer data structures
- Enables data profiling and evaluation based on existing business objects and data context

Kyndryl provides a full suite of services to support RISE with SAP and S/4HANA (non-RISE) modernizations and migrations to Azure

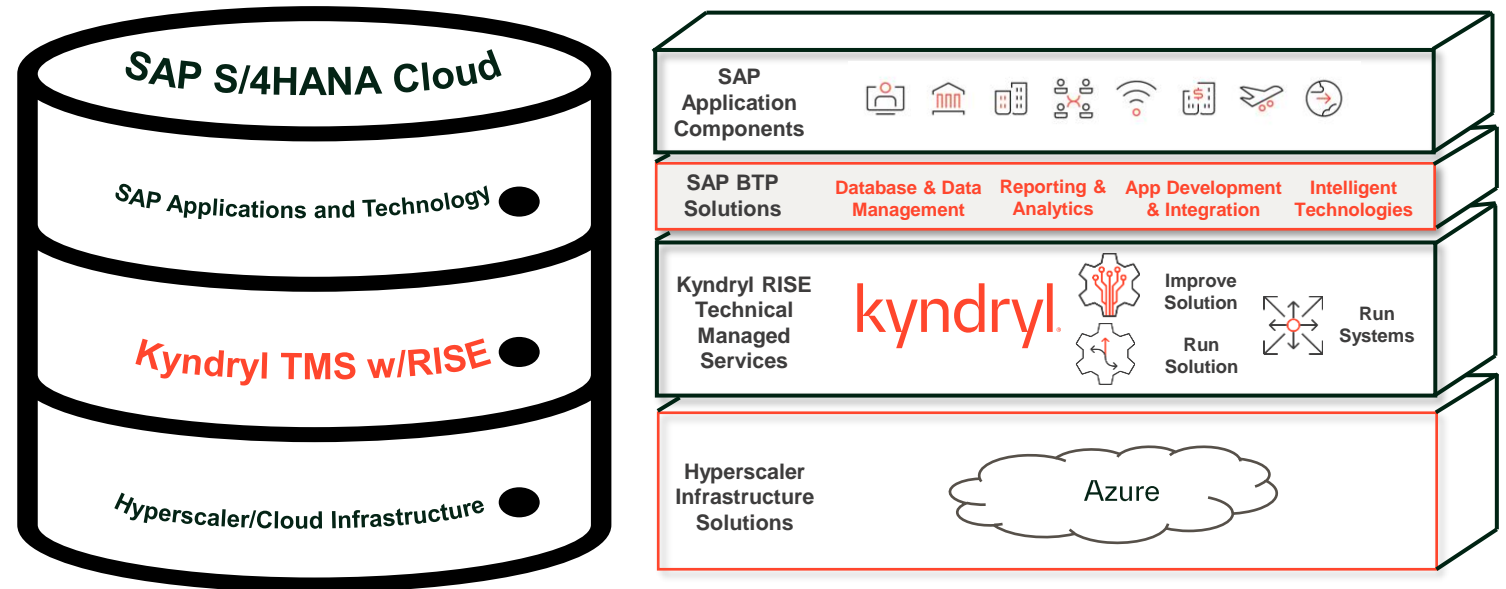
RISE with SAP is a bundling of SAP solutions designed to simplify and accelerate the migration of on-premise SAP workloads to the cloud, ensuring a secure and reliable infrastructure.

As a **RISE with SAP services delivery partner**¹ and participant in **Microsoft's RISE with SAP migration program**² Kyndryl offers comprehensive advisory, implementation and managed services to ensure optimal deployment of SAP solutions on Azure.

¹ [Kyndryl selects RISE with SAP and expands alliance to simplify customers' cloud transformations](#) (Jul 23, 2024)

² [Kyndryl and Microsoft collaborate to accelerate customers' cloud modernization](#) (Nov 14, 2024)

RISE with SAP provides business-transformation-as-a-service by combining functional tools, technical resources and cloud infrastructure in one subscription.

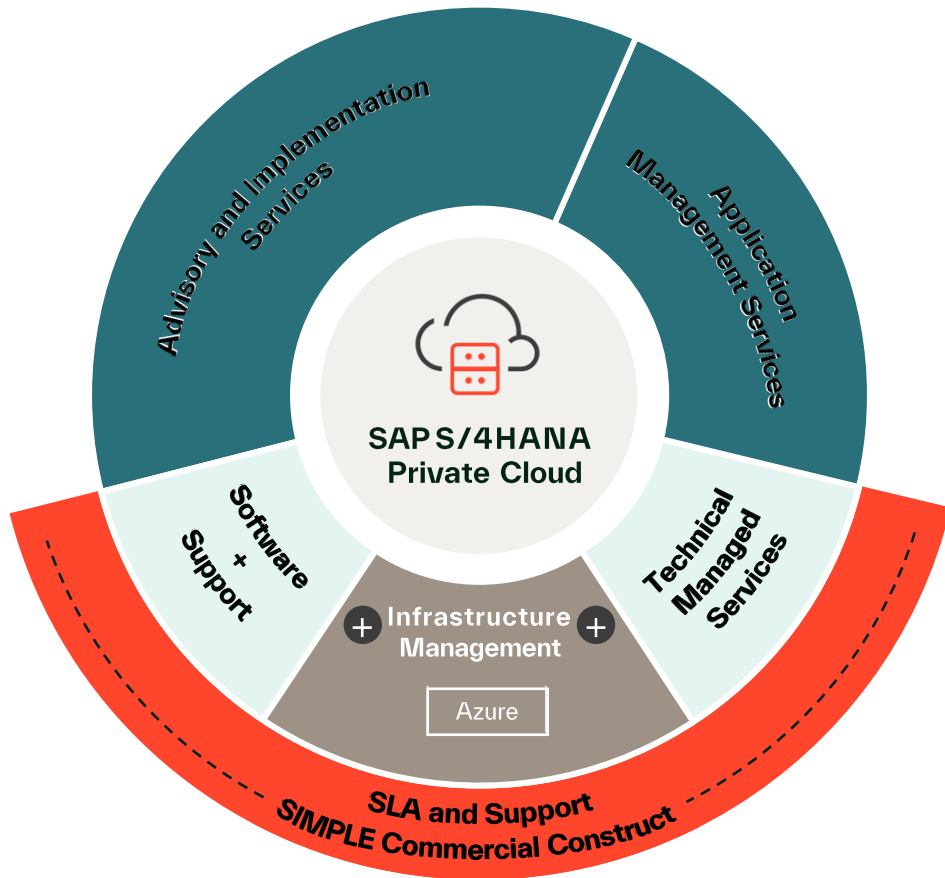


Whether customers choose RISE with SAP or non-RISE S/4HANA transformations, **Kyndryl is uniquely positioned to support any stage of the SAP modernization journey.**

RISE with SAP + Kyndryl services

Comprehensive services to support complex transformations

RISE with SAP



RISE with SAP and Kyndryl

Our SAP Footprint



Advisory and Implementation

- Kyndryl has been recognized by ISG as a Leader in **RISE with SAP Implementation Partners** → [Link](#)
- Expanded strategic alliance with SAP to include RISE with SAP → [Link](#)



Application Management Services

- Global network of SAP experts at Kyndryl (1500+ SAP SMEs, 8 delivery centers)



Technical Management Services + Software and Support

- Large worldwide SAP customer base (1000+ clients, 1500+ managed instances, 600 SAP certifications)

Customer Value

- Comprehensive services leveraging our extensive SAP infrastructure and managed services expertise
- Blended delivery model with a balanced mix of nearshore and offshore resources
- Strategic hyperscaler alliances (GCP, Azure, AWS) for robust, customizable hybrid cloud solutions
- Proven track record for delivering measurable benefits and successful outcomes

Relationships that bring value to our customers

Kyndryl's relationship with SAP spans customer, alliance and development activities



Kyndryl as SAP Customer



Kyndryl completed a full SAP transformation following our separation from IBM. The project was completed in less than 2 years.* We are live in production on S/4HANA and consolidated 375 applications into 1 SAP platform (on-prem licenses and SAP cloud licenses on Azure).

Kyndryl as SAP Partner



Kyndryl continues to build skills and expand market-leading infrastructure management offerings to include migration, implementation, integrations and custom development.

Kyndryl-SAP Joint Development



Kyndryl and SAP are development partners. Today, we have multiple ongoing joint development activities with SAP building out capabilities to support clients in data migration, integrations and generative AI.



Potential Client Benefits

1

By partnering with Kyndryl, clients can leverage our skills and learnings from our internal deployment of SAP. We offer expanded capabilities including business strategy, SAP functional, SAP data, and hybrid cloud infrastructure management skills.

2

Our vision is to help customers transform by meeting them where they are. By combining business strategy and technology capabilities, Kyndryl can support customer journeys through full system integration or with staff augmentation skills. Kyndryl's expansive partner ecosystem helps ensure we have the necessary skills when and where they're needed.

3

Kyndryl's partnership with SAP gives our customers access to the latest tools and technologies to support their S/4HANA journeys. We are on the leading edge of SAP functionality, which our customers can leverage for a strategic market advantage.

[Kyndryl's Transformation story on ASUG](#)
[Kyndryl/SAP BTC story](#)

*This timeline aligns to Kyndryl's portfolio and infrastructure modernization business goals. SAP S/4HANA transformation timelines may be as short as 12 months from kickoff to initial deployment.

Kyndryl CIO transition and transformation journey



Architectural Principles

Data Centric - An enterprise platform approach to data and visualization over siloed data marts

Platform First - Strategic business platforms over single point solutions

Cloud Based - SaaS and hyperscaler-based cloud services over custom or on-premise solutions

Automation Led - Infrastructure-as-code over manual provisioning and configuration

Zero Trust - Fine-grained authorization over trusted network boundaries

Application simplification

80% Application portfolio reduction



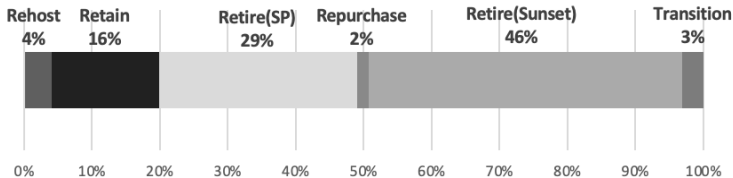
kyndryl

1,800

Complex, customized on-prem applications

360

Strategic platforms, 100% on cloud



Delivering outcomes

- Reduced operational IT cost by **40%**
- Accelerated savings through rapid disposition
- Exploited platform value proposition
- Established tiered governance model
- Expanded Kyndryl offerings and delivery

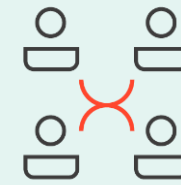
Lessons Learned

- **CIO appointed as decision maker** for enterprise tool choices
- **Architectural Review Board** to standardize approval process for application design
- **Technical standards** and best practices centrally documented
- **Automated** deployment of infrastructure

How Kyndryl can help you transform

Migrate, modernize and secure SAP on Azure

- **Advisory and implementation services** that leverage industry best practices to ensure tight integration – with intelligent automation and innovation built-in from design through to implementation on Azure
 - **Application management offerings** with on-demand support and **expert assistance in functional and technical areas of SAP**, including change requests, upgrades and roll-outs to enhance functionality and performance
 - **Infrastructure management** that plugs into your environment, regardless of landscape, to **monitor, manage and integrate** your **mission-critical data and applications**
- ➔ Kyndryl's application management and maintenance services are designed to **enhance application security and resiliency** while unlocking operational data to **boost productivity and visibility**. Integrated **security capabilities** with end-to-end protection and resilience features help customers **protect critical data and infrastructure; anticipate risks and maintain compliance; withstand cyber threats; and recover quickly** from unplanned outages.



Rich experience and deep expertise through our **people**, best-practice **frameworks** and **IP**



Reliable services across hybrid/multicloud environments with **minimal business disruption**



Innovate with **Kyndryl Bridge** digital integrations and co-create with designer-led **Kyndryl Vital** teams

kyndryl bridge

An open integration platform delivering IT solutions by leveraging Kyndryl's core strengths, data-driven insights and expertise

kyndryl vital

Our designer-led co-creation experience that brings partners and customers together to solve complex business problems

High-tech manufacturer

SAP Business Warehouse modernization and Microsoft Power BI dashboards improve capacity, growth and performance

A U.S. provider of products and systems that purify, protect, and transport critical materials used in the semiconductor device fabrication process needed help optimizing their SAP environment.

Business challenge

The customer was facing growth and capacity challenges with their SAP environment, including performance issues with SAP Business Warehouse (BW) workloads, and needed help optimizing data cubes, pipelines, queries, and reports in BW.

The customer required a partner with a high level of SAP expertise to analyze and optimize complex queries.

Transformation

Kyndryl's archiving experts worked with IT and business owners to:

- Review large technical tables
- Identify meaningful retention periods and policies
- Analyze complex SAP Business Warehouse and Microsoft Power BI queries
- Identify and advise on table partitioning
- Identify and eliminate duplicate reports

Results

Kyndryl worked with the customer to implement an optimized and well-partitioned enterprise SAP environment with retention, archiving, and deletion policies to help improve data quality and system performance:

- Created SAP HANA-optimized InfoCubes to improve system performance
- Performed table consistency checks in SAP BW to validate the structure of database tables
- Defined data retention policy and implemented archiving and purging according to policy
- Optimized Microsoft Power BI dashboards for high performance
- Implemented a duplication and removal process to ensure high data quality



Why customers choose Kyndryl with Microsoft

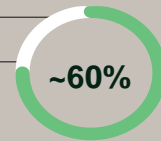
Our Customers

We work in partnership with thousands of customers, dedicated to ensuring that each achieves its peak digital performance

>4,000
global
customers

Including

of the Fortune 100;
more than half of
the Fortune 500



Providing undisputed leadership



6.1M mainframe
installed MIPS



3.5M LAN
ports managed



300K network
devices managed



5,200+ WAN
devices managed



67K+ VMware
systems managed



14K+ SAP
instances managed



3.5+ exabytes of customer
data backed up annually

Modernizing and managing the world's mission-critical systems

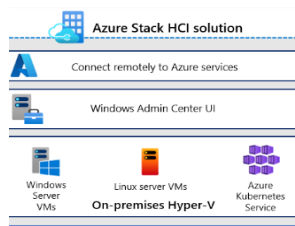
Enterprise AI Services



Azure VMware
Solution (AVS)

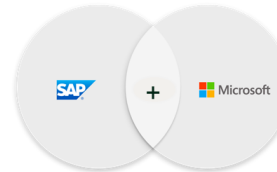


Mainframe
Modernization



Azure Stack
HCI + ARC

SAP on Azure



Digital Workplace
Services (DWS)



Cyber Incident
Recovery



Kyndryl Services



Cloud

Delivering seamless advisory, migration, modernization, and management services integrated with Microsoft Cloud



Core Enterprise & zCloud

Manage mission-critical workloads seamlessly by modernizing mainframes to handle high-volume, always-on computing with Microsoft AI Cloud



Digital Workplace

Accelerate hybrid work and enable collaboration from anywhere with strategy, design, architecture and implementation of Copilot for M365



Application, Data & AI

Providing full application platform hosting and expert assistance for application modernization and GenAI on Microsoft Azure



Network & Edge

Provides unified Network Services for Microsoft Cloud and data center connectivity



Security & Resiliency

Providing full application platform hosting and expert assistance for application modernization

Kyndryl advances the vital systems that power progress

Blended delivery model with local, regional and global SAP skills

Our model integrates traditional consulting, global delivery capabilities and proprietary tools with industry perspective and expertise at scale

13 Countries

US	Portugal
Canada	Germany
Japan	Italy
UK	Australia
Ireland	New Zealand
France	India
Spain	

21 Strategic Markets

Brazil	Finland
Mexico	Greater China
Netherlands	Korea
Belgium	Singapore
Switzerland	Colombia
Denmark	Peru
Norway	Argentina
Sweden	Chile
Austria	
<i>Plus:</i>	
Central & Eastern Europe	Andean & Central America
Middle East & Africa	Association of Southeast Asian Nations (ASEAN)

LOCAL ADVISORY AND DELIVERY

Experienced resources in our advisory practice, including regulatory compliance, technology, analytics, and operations experts

REGIONAL DELIVERY CENTERS

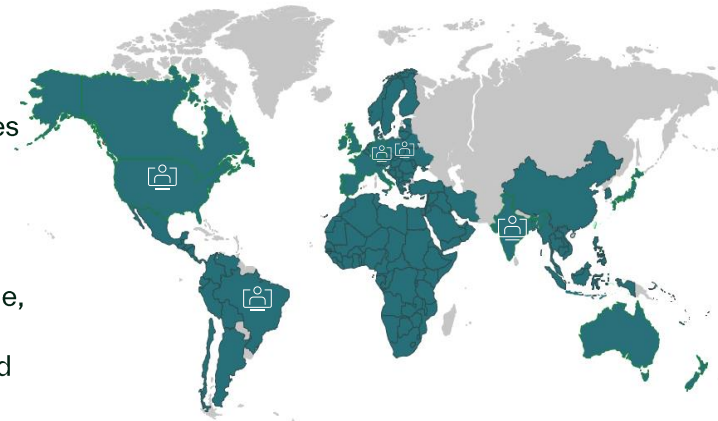
Dedicated high-quality professionals trained to support large-scale virtual operations

GLOBAL DELIVERY CAPABILITIES

Global, scalable operating model with the ability to deliver needed capabilities virtually to meet customer needs

Industry and domain knowledge

- A dedicated team of industry and technology consulting professionals to support worldwide projects of various sizes and complexities
- Deep experience across industry and technology operations
- Ready-to-deploy resources to surge operational capacity and enable repeatable, testable workflows
- Management of large-scale regulatory and transformational initiatives
- Availability of tools and accelerators to assist with process redesign, training and execution



Technical expertise

- Over 4,000 skilled SAP resources merged into Kyndryl from the IBM spin-off
- Local and global SAP certifications with skills covering SAP technologies, industries and business processes
- Growing practice of advanced analytics and AI professionals globally
- Extensive experience assisting customers with the application of advanced analytics techniques including natural language processing (NLP), machine learning and AI
- Deep business consulting and advisory experience to help our customers identify the right migration path for their SAP assets

Delivery Centers

- US/Canada
- Brazil
- Germany
- Poland
- India





Thank You

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