



Span SAP Cloud Services

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# About Span

- **Digital Solution Provider** company, based in Croatia, with offices in Slovenia, UK, USA, Azerbaijan, Switzerland, Ukraine and Germany
- Since **1993**, we design, develop and manage **IT systems** based on Microsoft technologies
- Thousands of customers in **100** countries on **5** continents
- **Microsoft Gold Certified Partner** with **LSP** status for EU/EFTA/Ukraine/Azerbaijan + BS and CIS
- **SAP Silver partner** with great expertise in **SAP Technical Services**



500+ employees



€48 mil revenues in 2018



>15% growth YoY



+10,000/mo resolved incidents and Customer requests



58% of International revenues



60+% of recurring revenues



Leading **Microsoft** partner in the region



4 major operational segments:

- Solution Consulting Services (Infrastructure)
- Service & Solution Management (Support)
- Span Software Solutions (Software Development)
- Software Asset Management and Volume Licensing



# Business Challenges

- SAP Standard support for Business Suite ends 2027:

<https://support.sap.com/en/release-upgrade-maintenance/maintenance-information/maintenance-strategy/s4hana-business-suite7.html>

- Current issues with SAP ECC:
  - Complex data model
  - High TCO
  - Slow innovation
  - Hard to perform updates and upgrades
  - Performance issues/obsolete equipment
  - Limited options for integrations with online services



# Business Benefits

## 1. Conversion to SAP S/4HANA brings:

- Simplicity
- Ease of use
- Modernization
- Preparing for future Innovation
- Aligning cloud and on-premise application scenarios
- Performance improvement (HANA DB)

## 2. Cloudification - Migration to Azure brings:

- Global scale (availability)
- Lower TCO
- Flexibility and scalability
- Automation
- Speed of deployment
- Guaranteed SLA
- Security improvements
- OPEX vs CAPEX



# Possible SAP on Azure Scenarios - Benefits

Scenarios



## Development and Test

Quick provisioning of development and test environments with the ability to stop environments any time



## Production Environments

"All in". Deploy entire SAP system landscapes to Azure and deliver on cloud-first vision



## Disaster Recovery

Keep environments for recovery purposes without additional cost



## Archiving

Archive data and corresponding SAP systems audit-proof without running costs and always available

Benefits



**40-75%**  
TCO cost savings



**Minutes instead of days**  
faster provisioning



**60%**  
less storage costs

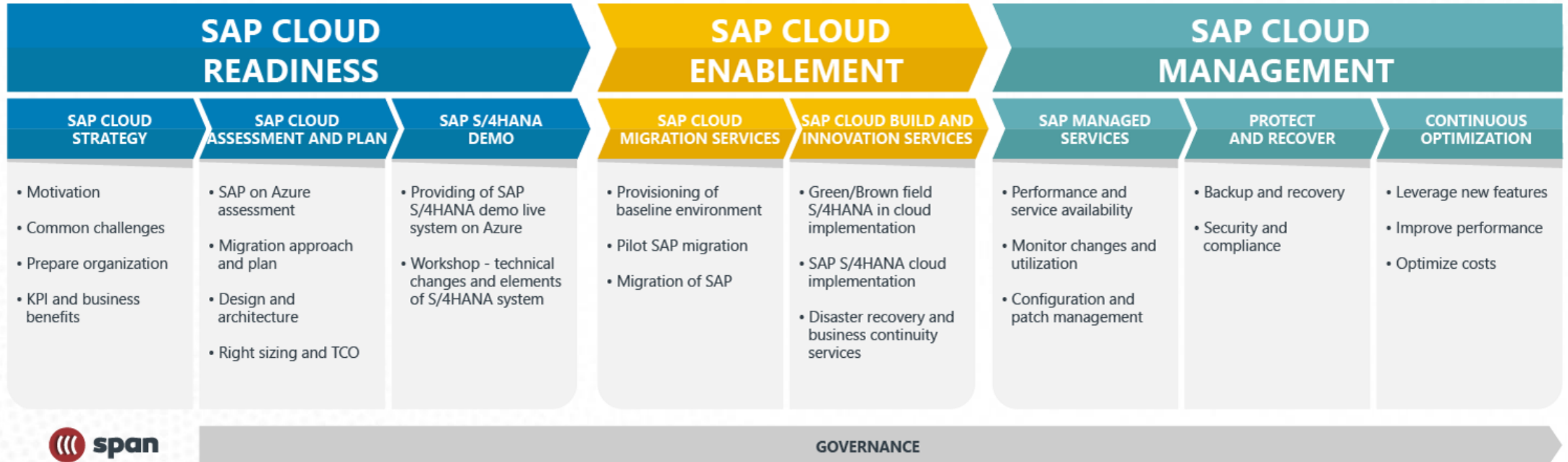
Higher Agility

Lower Costs

Less Complexity

Higher Innovation

# Span SAP Cloud Services



# Span SAP Cloud Services

Cloud Readiness



**Cloud Readiness helps you assess your organization's potential for the cloud**

## SAP CLOUD STRATEGY

Developing SAP cloud strategy helps map your motivations for cloud adoption of your SAP landscape with specific cloud capabilities in order to reach your desired state of transformation.

## SAP CLOUD ASSESSMENT & PLAN

A comprehensive assessment of your current SAP landscape includes digital estate inventory, recommendations on how to leverage it and create system architecture that would result with modernized and cost-optimized cloud SAP landscape.

## SAP S/4HANA DEMO

Quick access to the S/4HANA Demo system to get look & feel of this product, accompanied with workshop about technical changes and elements of S/4HANA system.



# Span SAP Cloud Services

Cloud Enablement



## Cloud Enablement will better position you to support digital transformation

### SAP CLOUD MIGRATION SERVICES

Strategies for migration into cloud fall into four broad patterns: rehost, refactor, rearchitect, or rebuild. The strategy you adopt depends on your business drivers and migration goals so the cloud environment after migration is in line with your wanted business outcomes.

### SAP CLOUD BUILD AND INNOVATION SERVICES

Building cloud-based services and SAP applications as well as innovation in cloud can unlock new technical skills and expand business capabilities. Azure can help accelerate the development of each area of digital invention.

# Span SAP Cloud Services

Cloud Management



**Cloud Management ensures high-availability, business continuity, security, continuous optimization and improvement**

## SAP MANAGED SERVICES

Basis support, 24x7 monitoring and diagnostics of SAP workloads on Azure gives you visibility across your resources and how well those assets operate. Improving operational compliance with management services reduces the likelihood of an outage related to configuration or vulnerabilities related to systems being improperly managed.

## PROTECT AND RECOVER

Protect and recover services enable business continuity, strengthen security and provide advanced threat protection across your cloud workloads.

## CONTINUOUS OPTIMIZATION

Continuous optimization services deliver guidelines on how to take full advantage of cloud performance, features, scalability, flexibility and cost-saving benefits for your SAP landscape.

# Cloud Governance

Governance provides mechanisms and processes to maintain control over your applications and resources in Azure

## COST MANAGEMENT

Identify potential cloud-related risks related to IT spending and provide risk-mitigation guidance



## DEPLOYMENT ACCELERATION

Accelerate deployments and remove barriers to cloud adoption



## GOVERNANCE

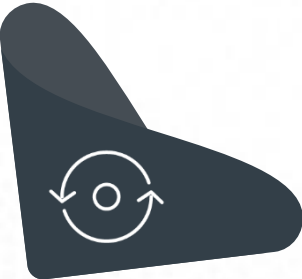
## SECURITY BASELINE

Ensure compliance with IT security requirements



## RESOURCE CONSISTENCY

Ensure resources are configured correctly to address risks



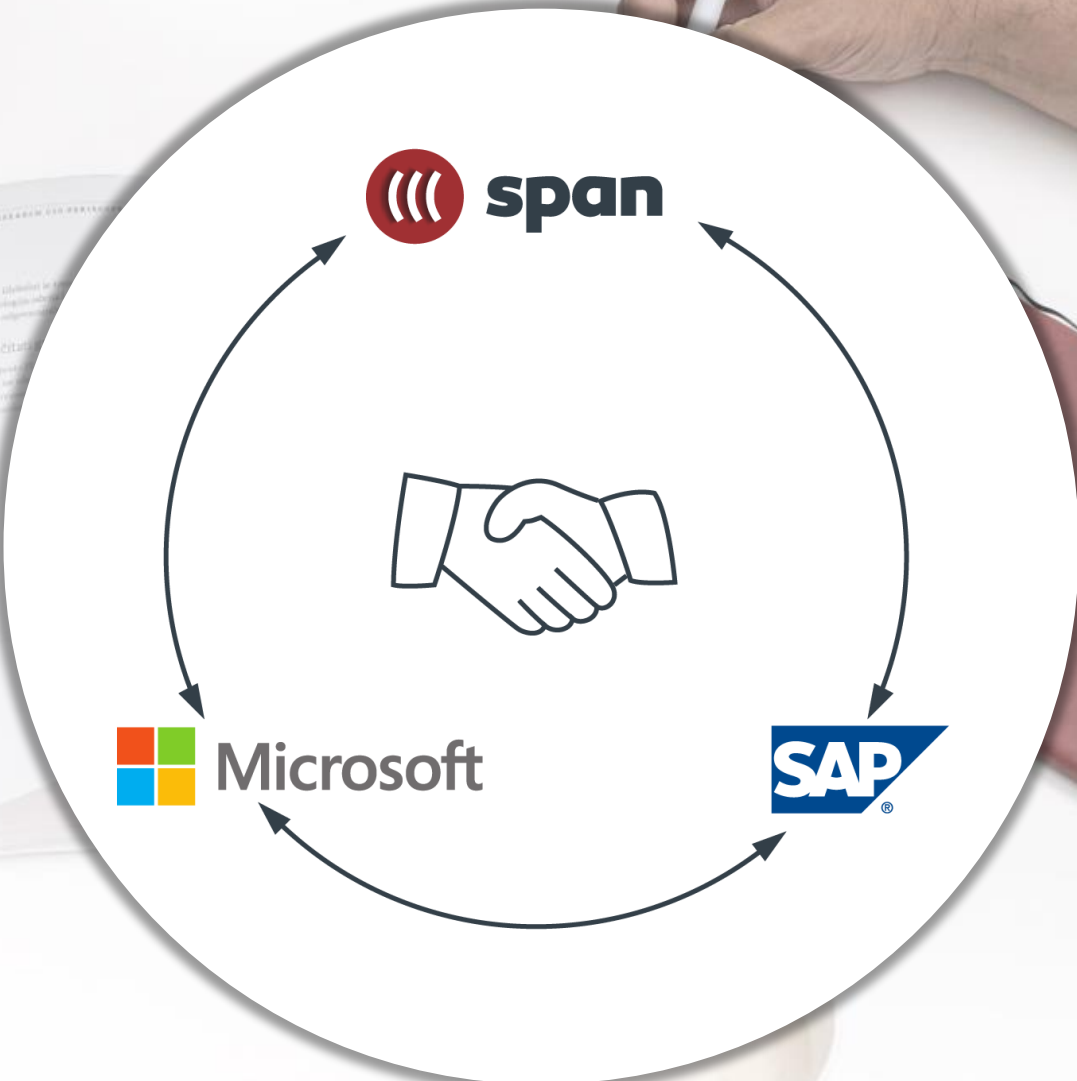
## IDENTITY BASELINE

Ensure baseline for identity and access are enforced



# Span – Microsoft – SAP

**WE ARE BRINGING  
INTELLIGENCE, SECURITY  
AND RELIABILITY OF AZURE  
TO YOUR SAP  
APPLICATIONS.**



# Span Cloud SAP Team

We have our certified experts and tools for SAP and Microsoft.

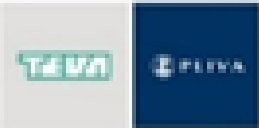
**MORE THAN 200 CERTIFIED EXPERTS IN MICROSOFT CLOUD AND SAP TECHNOLOGY WITH BROAD SCOPE OF REFERENT PROJECTS COMPLETED SUCCESSFULLY!**

## Selected certifications:

- Microsoft Certified: Azure for SAP Workloads Specialty
- Microsoft Certified: Azure Solutions Architect
- Microsoft Certified: Azure Security Engineer
- Microsoft Certified: Azure Data Engineer
- SAP Certified: SAP Certified Technology Associate - OS/DB Migration
- SAP Certified: SAP Certified Technology Associate - SAP HANA
- HPE Certified: Implementing SAP HANA Solutions

# Reference Customers

WE SHARE OUR SUCCESS WITH THE BEST

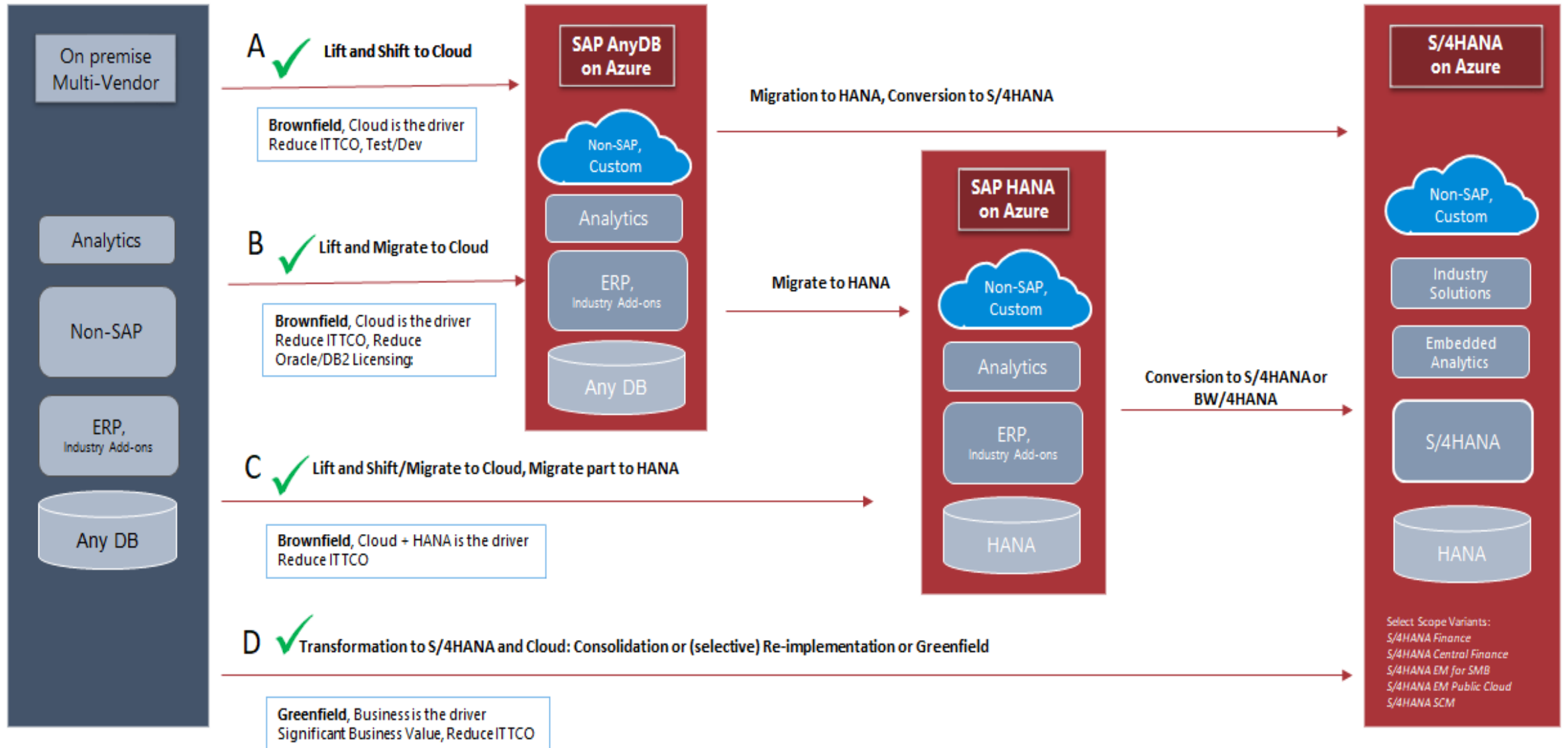




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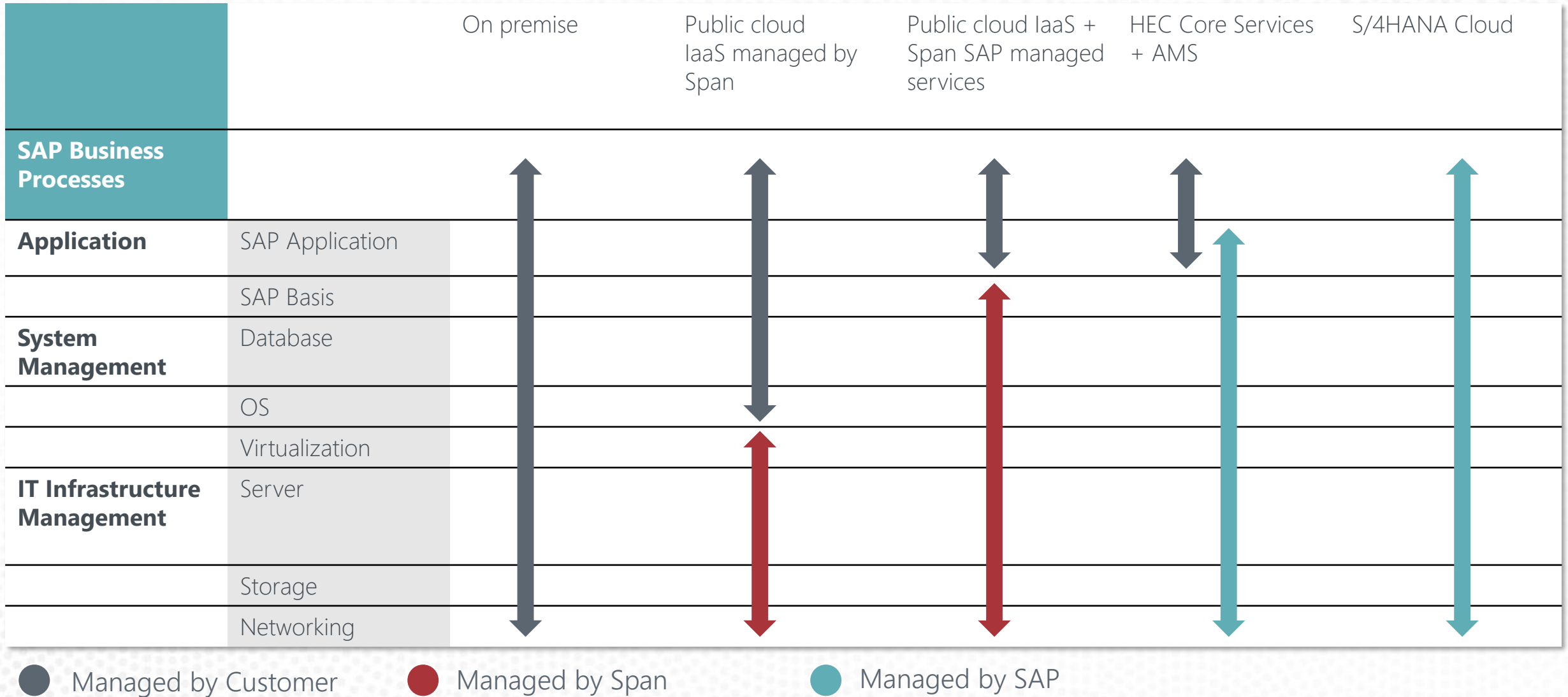
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# Appendix 1: Cloudification – Migration Options





# Appendix 2: Managed Services





Thank you!

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