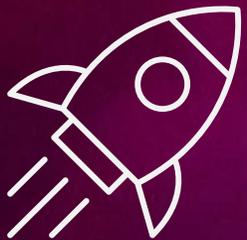# VISEO

— DIGITAL MAKERS —

SAP with Azure

Customer presentation

February 2021

100 years after the first PC released by IBM, **IT has become** (at last) **industrial thanks to the cloud**.
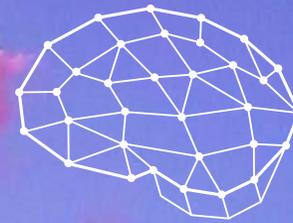
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75 % of midsize and large organizations will have adopted a multicloud and/or hybrid IT strategy by 2021

90 % public cloud services will be essential for 90% of business innovation by 2022

HARVEST THE BUSINESS VALUE OF CLOUD

Cloud computing services help your organization meet its business challenges

TECHNICAL

COSTS

CapEx => OpEx
Transparency
Cost Savings

SERVICE QUALITY

Performance
Scalability
Reliability
Security and Compliance

BUSINESS

AGILITY

Instant Provisioning
DevOps & CI/CD
Modern Application Architectures
Fast Integration
Faster Time to Market

NEW SCENARIOS

Big Data & IoT / Analytics
API
Machine Learning
Artificial Intelligence
Digital Transformation

Cloud is becoming a vehicle for much of what is considered to be the future of IT – and ultimately, the future of business
Cloud enables new application scenarios which are simply not possible, or would be prohibitively expensive to deliver, using on-premises infrastructure.
Technologies as big data storage and analytics, machine learning, IoT, etc. are enabling new application scenarios, driving innovation and competitive advantages.

Maturity level

VISEO

AZURE – A FIRST-IN-MARKET CLOUD INFRASTRUCTURE

Azure capabilities help you get the most from your SAP investments - bringing the intelligence, security, and reliability of Azure to your SAP applications

INFRASTRUCTURE FOR ALL YOUR SAP WORKLOAD NEEDS

- Flexible scaling for SAP HANA in the cloud, with a 99.99 % service-level agreement

- Built-in backup and recovery

- Spin up systems in minutes with up to 24 TB of RAM scale-up and 60 TB scale-out :

- High-performance virtual machines, purpose-built bare-metal instances, and massively scalable cloud storage

UNPARALLELED COMPLIANCE AND SECURITY PORTFOLIO

- A comprehensive set of compliance offerings help protect your data - including tools for GDPR

91 compliance offerings

- Address your security and privacy needs using a suite of cloud products and services, including Azure Security Center, Azure monitoring and management applications, & Azure Active Directory.

GLOBAL REACH TO KEEP YOUR BUSINESS RUNNING

- Azure has a global footprint of more than 50 Azure regions to support your business in a single architecture.

50 + regions

- Enterprise-grade SLAs and support ensure that you have a robust, resilient, and reliable environment to run your cloud SAP applications.

- FastTrack support: collaborated approach of Microsoft architects and best VISEO resources

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SCALE FASTER
Scale-up from 192GB to 24TB
Scale-out up to 120TB
Intel® Optane™
Persistent memory

ALWAYS ON
99.99% SLA
Automated failover to standby
Disaster Recovery

ALWAYS PROTECTED
Snapshot in seconds
Restore in minutes
Nearly zero RPO
Native HANA backup/monitoring integration

CONNECTIVITY
Truly global backbone network across 60 regions and +140 countries

SURROUND TO INNOVATE
Data & Analytics, Mobility, Workflow, IoT, DevOps
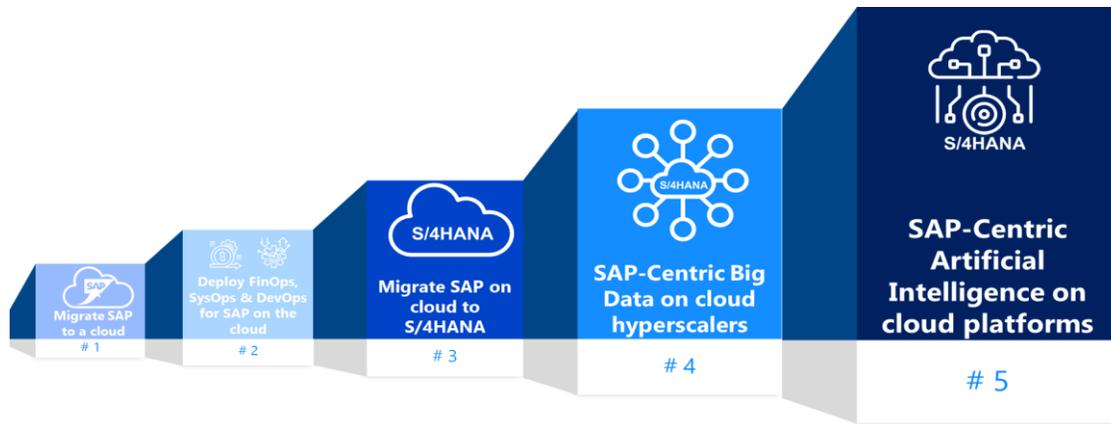
ENTERPRISE SUPPORT
Microsoft Unified Support
SAP Solution Specialist
SAP Cloud Solution Architect (CSA)
Azure Engineering
Fast Track Program
SAP on Azure Partner Ecosystem

INNOVATE WITH SAP ON AZURE

Combining Azure services and S/4 business value fuels a bold innovation & transformation roadmap

BECOME AN INTELLIGENT ENTERPRISE
running SAP on Azure

- **#1** Migrate SAP to a cloud
- **#2** Deploy FinOps, SysOps & DevOps for SAP on the cloud
- **#3** Migrate SAP on cloud to S/4HANA
- **#4** SAP-Centric Big Data on cloud hyperscalers
- **#5** SAP-Centric Artificial Intelligence on cloud platforms (S/4HANA)

Unlock the value from the cloud

Add the value of a Digital Core

Extend your Digital core in the Intelligent cloud

FROM SMART SAP MANAGEMENT...

- Data aging to reduce costs of data hosting
- Automated machine shutdown for any workloads
- Unified platform reporting and management space with alerts

... TO THE INTELLIGENT SUITE

- Network & Spend Management
- People Engagement
- Digital Core
- Manufacturing & Supply Chain
- Network & Spend Management

EXTENDED BY CLOUD-BASED NEXT-GEN INNOVATION

- Hyper automation
- Internet of Things/ Smart Factory
- Machine learning
- iPaaS
- Cognitive services
- AR / VR
- Chatbots
- Blockchain-aaS

VISEO

WHY MOVE SAP ON CLOUD ?

SAP is a bloodstream of your business, we know it.

Why touch something that works properly?

We've got an answer.

1
PLATFORM EASE OF USE

Given the flexibility the cloud platform proposes, it's never been that easy to control system performance, cost and change it on the go – even in automated way.

2
REDUCED TCO

Systems age, just as people do. But with SAP on Cloud this problem is fixed for you: constant updates, economy of scale for servers and unified monitoring.

3
BEYOND THE INFRA

Reason why we call it "SAP with Cloud" is simple: we start with infrastructure, but get to complex integrations and power of AI – all in one place.

4
WORLDWIDE AVAILABILITY

Choosing a hyperscaler fixes an expansion problem: wherever your business grows, the platform follows in the few clicks and is always up with 99,9% SLA.

VISEO

MICROSOFT & VISEO

The perfect combo to move your SAP to the CLOUD

#1

15y PARTNERSHIP WE ARE DEFINITELY PROUD OF..

Microsoft Gold Partner

> 70 certifications

2 awards

2018 Microsoft Partner of the year FRANCE Intelligence Artificielle

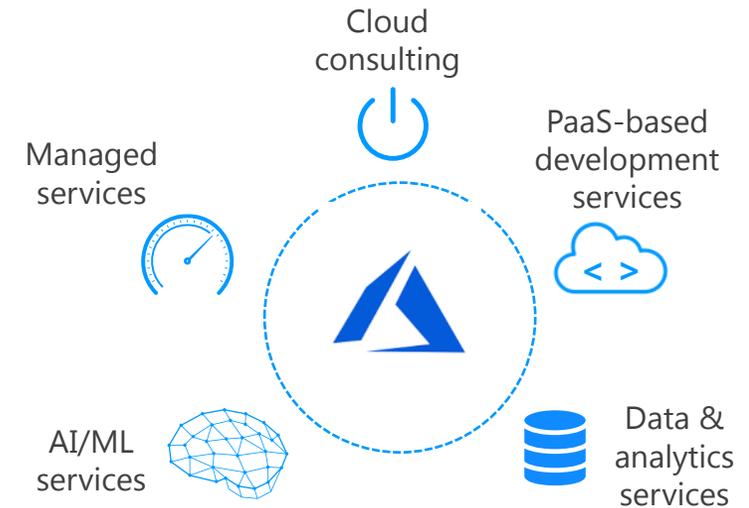Partenaire de l'année 2019 Intelligent Cloud France

#2

RECOGNIZED SAP EXPERTISE & EXPERIENCE

SAP Gold Partner

Average of **15 years** Experience on SAP - S/4 HANA
More than **950 SAP consultants**

#3

WE ARE A ONE STOP CLOUD SHOP

Cloud consulting

PaaS-based development services

Managed services

AI/ML services

Data & analytics services

VISEO AS THE BEST VALUE FOR MONEY

Lower your SAP Running costs with VISEO Capabilities

PEOPLE

A RIGHTSHORE APPROACH TO ENABLE COST EFFICIENCY

› Thanks to our Centers of excellence located around the globe (Cebu, Granada, Casablanca, Morlaix), VISEO is able to deliver state of the art services at the best price.

› A unique governance for all layers of your SAP (Infrastructure, Application management, Support and Monitoring) that removes management overlaps

FLEX

SAP AS YOU GROW WITH VISEO AND MICROSOFT AZURE

› Leverage Microsoft Azure Cloud Capabilities to constantly adjust the architecture and SLA to your needs. Pay for what you use

› A faster provision and deployment of SAP Infrastructure to optimize Project costs.

SAVE

CONTINUOUS IMPROVEMENT

› FINOPS made by VISEO to optimize your Infrastructure costs over the time in a Win-Win Approach

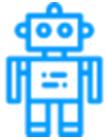**VISEO**

UNLEASH THE POTENTIAL OF SAP AND THE CLOUD

The augmented intelligent enterprise with VISEO

SMART

"INTELLIGENT ENTERPRISE" EXPERTS

> As a Strategic SAP Partner, SAP consultants guide your through the right deployment approach, functional and technical choices

> Adopt S/4 Hana Best practices

INNOVATIVE

WHEN SAP S/4 HANA MEETS AZURE SERVICES

> Combining cloud services from the PaaS layer and S/4 business value fuels a bold innovation & transformation roadmap

> VISEO IOT and AI service centers dedicated to your innovation projects

RATIONAL

FROM INNOVATIVE IDEAS TO REALITY

> VISEO Transformation practice enables your teams to mature your innovative ideas and turn it to reality thanks to a proven methodology and 3 expertises on Design Thinking, Business agility and Change.

ACCELERATE AND SECURE YOUR JOURNEY TO THE CLOUD

We do well what we know well

FAST

POWER OF CLOUD COMBINED WITH VISEO AGILITY

> A faster provision and deployment of SAP Infrastructure.

> A dedicated Business unit in a well established group for maximum Agility and Efficiency

PRO

OUR CORE BUSINESS

> ERP implementation and migration projects are the DNA of the company with SAP and Microsoft, our strategic partners for 20 years

> A Move 2 cloud Factory (Adjustments and testing industrialization) and all skills required for this type of projects
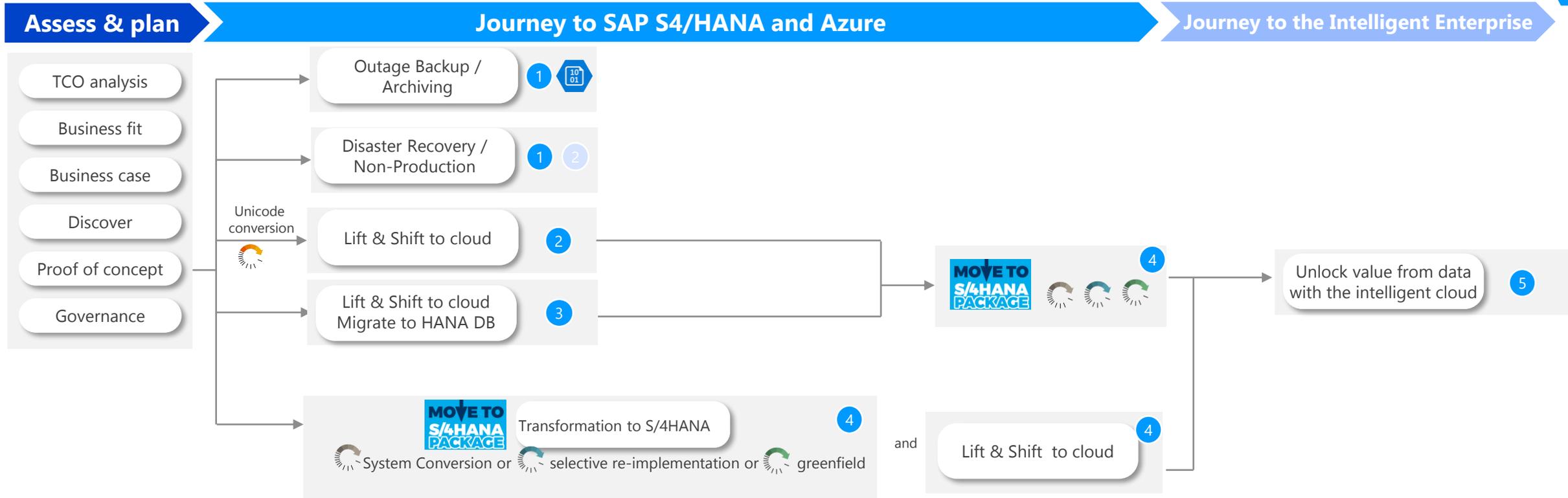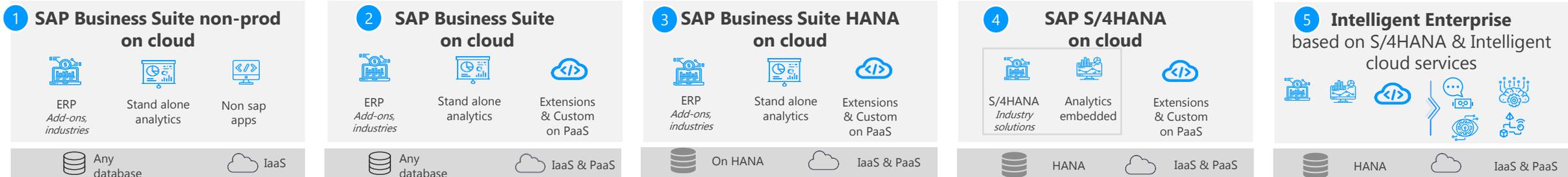
SAFE

INDUSTRIALIZATION & METHODOLOGY

> A proven Methodology with industrialized Tests campaigns in order to secure the Move.

> A global commitment from VISEO on your project.

USE CASES FOR SAP JOURNEY TO THE CLOUD & TO S/4HANA

The combination of the journeys to S/4 and to the cloud support the achievement of the Intelligent Enterprise

Assess & plan	Journey to SAP S4/HANA and Azure	Journey to the Intelligent Enterprise

TCO analysis

Business fit

Business case

Discover

Proof of concept

Governance

Unicode conversion

Outage Backup / Archiving — 1

Disaster Recovery / Non-Production — 1 2

Lift & Shift to cloud — 2

Lift & Shift to cloud Migrate to HANA DB — 3

MOVE TO S/4HANA PACKAGE — 4

Unlock value from data with the intelligent cloud — 5

MOVE TO S/4HANA PACKAGE — Transformation to S/4HANA — 4
System Conversion or selective re-implementation or greenfield

and — Lift & Shift to cloud — 4

SAP Landscapes

1 **SAP Business Suite non-prod on cloud**	2 **SAP Business Suite on cloud**	3 **SAP Business Suite HANA on cloud**	4 **SAP S/4HANA on cloud**	5 **Intelligent Enterprise** based on S/4HANA & Intelligent cloud services
ERP *Add-ons, industries*	Stand alone analytics	Non sap apps	ERP *Add-ons, industries*	Stand alone analytics	Extensions & Custom on PaaS	ERP *Add-ons, industries*	Stand alone analytics	Extensions & Custom on PaaS	S/4HANA *Industry solutions*	Analytics embedded	Extensions & Custom on PaaS					
Any database	IaaS	Any database	IaaS & PaaS	On HANA	IaaS & PaaS	HANA	IaaS & PaaS	HANA	IaaS & PaaS

OUR CLOUD MIGRATION METHODOLOGY FOR SAP

SAP move to cloud approach

#1 - CURRENT LANDSCAPE
Identify current SAP Landscape
Components SAP, OS and DB
(EWA)
Integrations
Current sizes and growths
SW&HW components End-of-life
HA&DR (RTO and RPO)

#3 - NETWORKING
Latency & bandwidth between
users locations and Regions of
the cloud provider
SD-WAN, CloudExchange, P2P
Review Network Topology
DNS alias for single-step switch
Compliance HA/DR

#5 - PLANNING
Projects plan and Budget
Managed Services
Cloud Pricing Calculator
Evaluate reserves 1 and 3 years
Licensing SAP, OS, others

#7 - CONSTRUCTION
Stablish OP to Cloud connection
Migrate SAP router
SFTP migration server if apply
Sandbox & Simulation migration
Contingency measures
Test HA/DR
Managed Services transition

#2 - TRANSFORMATION STRATEGY
"As is" migrations
Platform updates
Upgrades and Conversions
OP reimplementation vs SaaS
Reengineering: Merge, Carve-out,
Split, Decommission

#4 - SIZING
Sizing HANA reports
SAP Readiness Check
Adjust depending on
transformations
Data cleansing: Delete, archive,
relocate
Estimate future growth

#6 - PREPARATIONS
Pre-migration technical activities
Perform pre-cloud reengineering
Perform Data Cleansing
Manage subscription
SAP, HANA & OS Licensing
CISO ok to cloud network design
Subscription management portal

#8 - MIGRATION
Migrate public DNS records
Migrate SAP Web Dispatchers
Migrate Production
Managed Service Switch over
Run & Support

MICROSOFT CLOUD CAPABILITIES OVERVIEW

For almost 20 years, we've been helping companies reinvent themselves by leveraging Azure Cloud technologies

Some cutting edge **business & cloud capabilities** to **imagine & build solutions** that ...

... solve **our customers business pain points** focusing **on 3 sectors** in which we have a significative track records.

DIGITAL / CLOUD CONSULTING
100 consultants (France, Asia)

- Agile transformation
- Change management
- Design thinking & product management
- Business & cloud consulting

MODERN WORKPLACE
50 consultants (Spain)

- B2E & collaborative
- O365

BUSINESS APPLICATION
75 consultants (France)

- Dynamics 365 finance & operations
  - Professional services package
  - Distribution

DATA/ANALYTICS & AI/ML
250 consultants (Fr, Esp.)

- BI solutions (Power Automate, Power BI)
- Data integration solutions (Boomi, Informatica, ...)
- Modern Data platform (Synapse, Azure data, ...)
- AI/ML (Azure ML, MS cognitive services)

CLOUD DEV & INFRASTRUCTURE
500 consultants (France, Esp., Asia)

- Web & Mobile
- Edge computing & IoT
- cloud migration & implementation (SAP on Azure)
- cloud-native application development & DevOps

MANAGED SERVICES
30 consultants (Spain)

- A 24/7 service team available that help you manage, protect, and secure your workloads.

RETAIL, CPG & LUXURY

MANUFACTURING / INDUSTRY

TRANSPORT & MOBILITY

VISEO

VISEO'S CLOUD SERVICES OVERVIEW

VISEO offers services from consulting to migrations, to operations management that help you manage, protect, and secure your workloads, no matter where they are

ASSESSMENT & PLANNING

- Cloud Readiness Assessment
- Solution Analysis, Scope & Design
- Data Architecture Design
- Cloud TCO and ROI analysis
- Business Opportunity Identification

MIGRATION & DEPLOYMENT

- System Integration
- Data Center Migration
- Backup and Disaster Recovery
- App re-platform
- Database Development
- Deployment Services

OPERATIONS

- Help Desk Support
- Use Rights & Account Management
- Performance and App Troubleshooting
- Proactive Monitoring
- Health Checks
- Training
- Security Management & Identity Protection
- Virtual Machine Management & Upgrading
- Cloud Usage Forecasting
- Billing Management
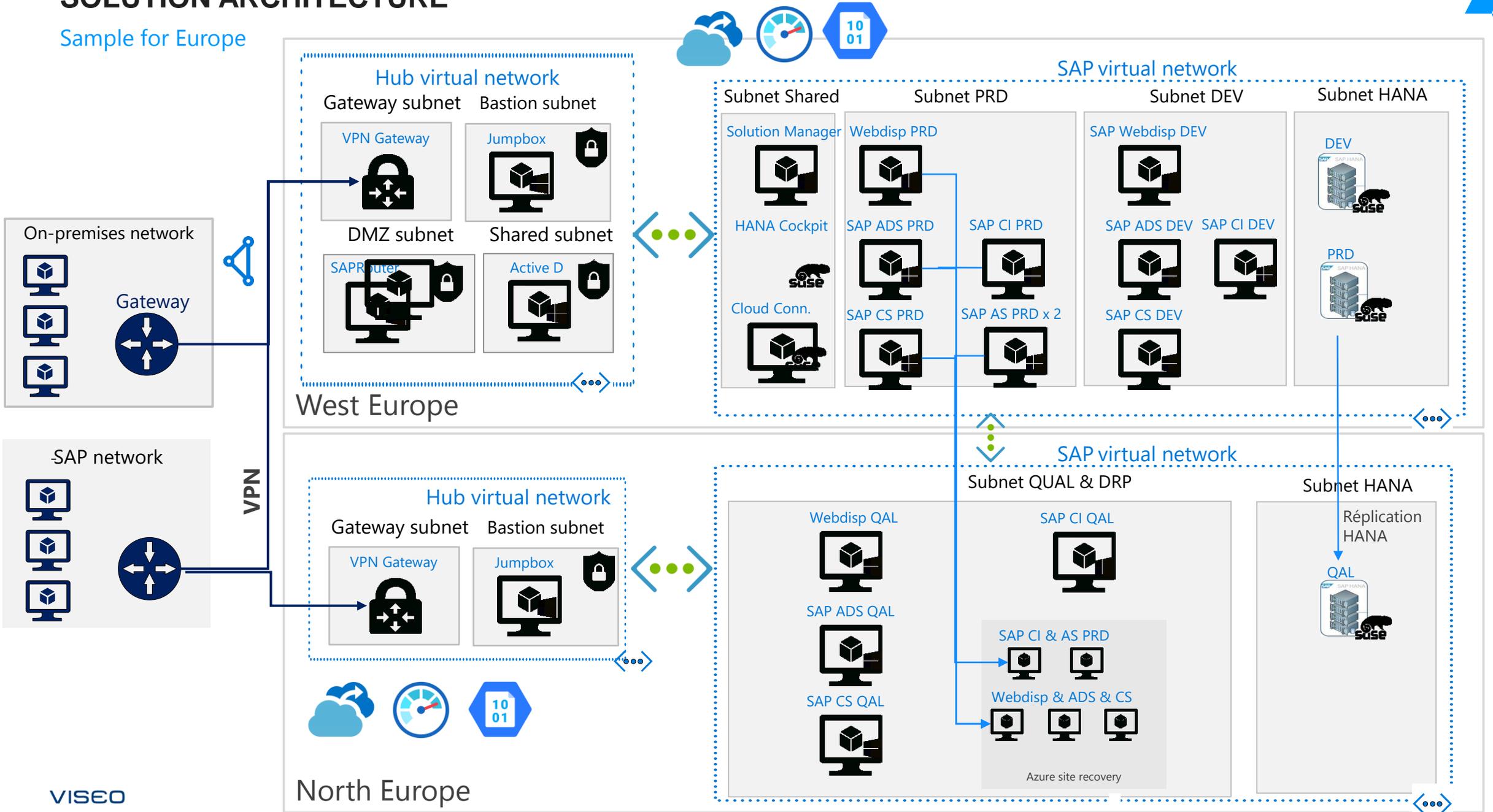- Capacity Planning
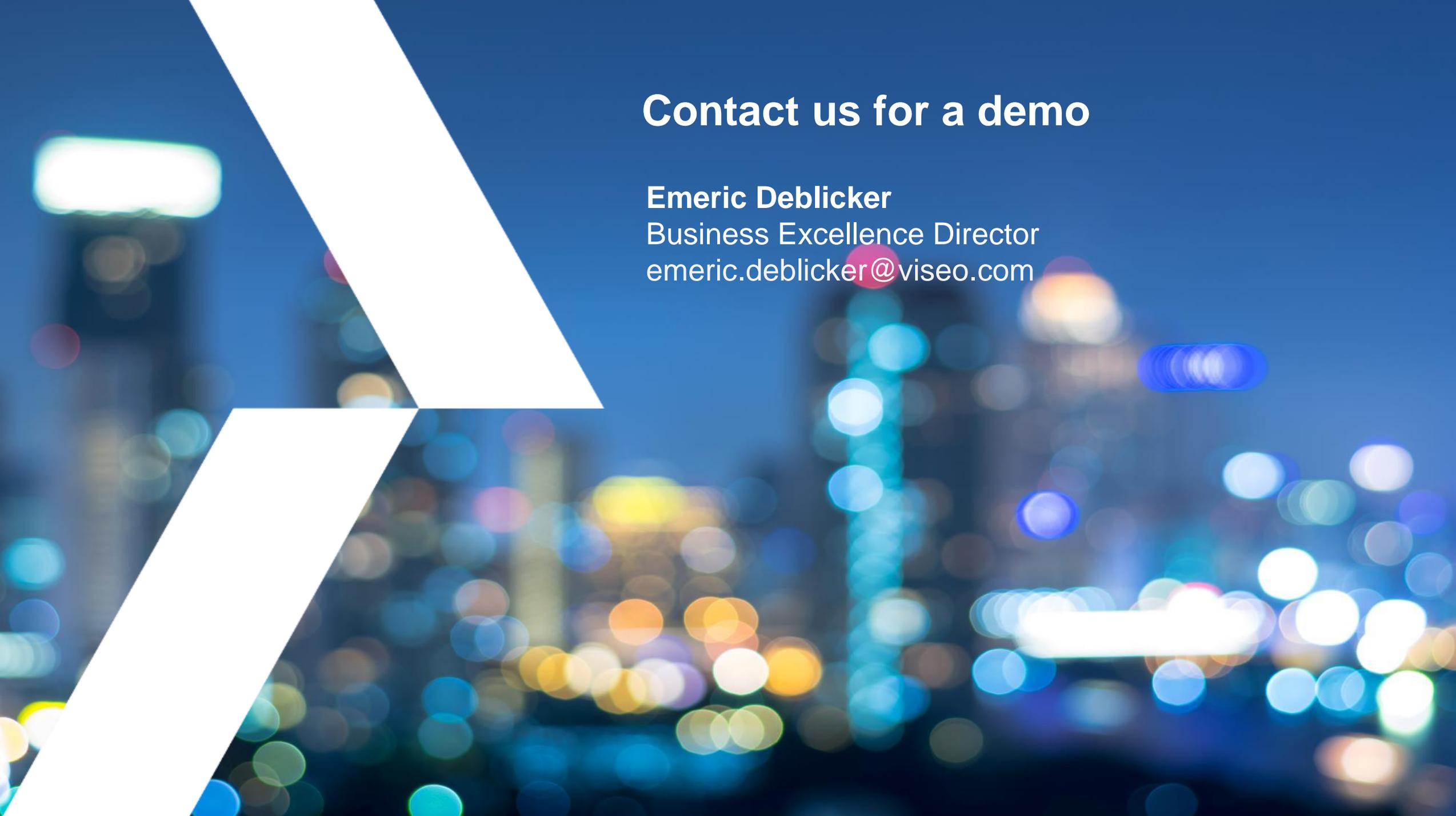- 3rd Party Application Management

VISEO

AN EXPERIENCED PARTNER

Cloud references - SAP on Azure, SAP S/4HANA Public Cloud, SAP on 3rd party Managed Cloud, SAP on VISEO HANA Cloud and SAP Datacenter migrations

SOLUTION ARCHITECTURE

Sample for Europe

Contact us for a demo

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Business Excellence Director
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