



AWS for RISE with SAP

The proven cloud for RISE with SAP

Agenda

Modernizing SAP workloads in the cloud

Maximize performance and protect against disruption

Innovate faster and transform your business

Accelerate your move to cloud ERP

Summary

Drivers for modernizing SAP workloads



Business drivers

- Reduce costs, risks, and disruption
- Innovate and modernize processes
- Become a data-driven organization
- Consolidate systems
- Support M&A activity
- Improve sustainability

Technical drivers

- 2027 end of support for ECC and move to SAP S/4HANA
- Reduce technical debt
- Improve security and reliability
- Consolidate and eliminate data centers
- Increase IT staff productivity and retention

Thousands of SAP customers trust AWS

HEALTHCARE & LIFE SCIENCES



ENERGY & NATURAL RESOURCES



RETAIL & CONSUMER GOODS



MEDIA & ENTERTAINMENT



PUBLIC SECTOR & DEFENSE



AUTOMOTIVE & TRANSPORTATION



MANUFACTURING & INDUSTRIAL



AGRICULTURE, CPG, & FOOD/BEV



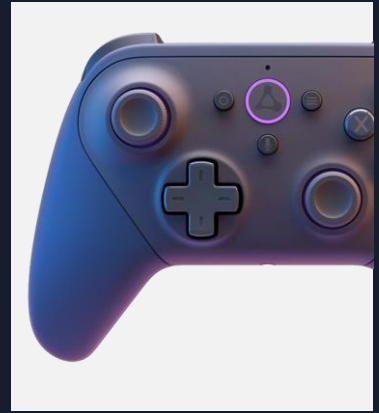
PROFESSIONAL/ FINANCIAL SERVICES



TECHNOLOGY



Amazon operates and innovates at scale



Why SAP customers trust AWS

BORN TO SCALE. BUILT FOR SAP.

5

Business areas from Amazon Store to Entertainment

#1

The world's most comprehensive and broadly adopted cloud

>15

Years supporting SAP workloads in the cloud

>1M

Employees worldwide

17

Years of experience in the cloud

1st

to support SAP as a customer in the cloud in 2008

100s

Of fulfillment centers

>200

Fully featured services from data centers globally

1st

to provide certified infrastructure for SAP

750K

Robots in use

>1M

Millions of customers use AWS

1st

to host SAP SaaS offering and automate SAP cloud deployment

100K

Electric delivery vans by 2030

>100K

Partners in 150+ countries

1st

to build SAP partner and professional services programs

4.1B

Products sold by independent sellers in US alone

3332

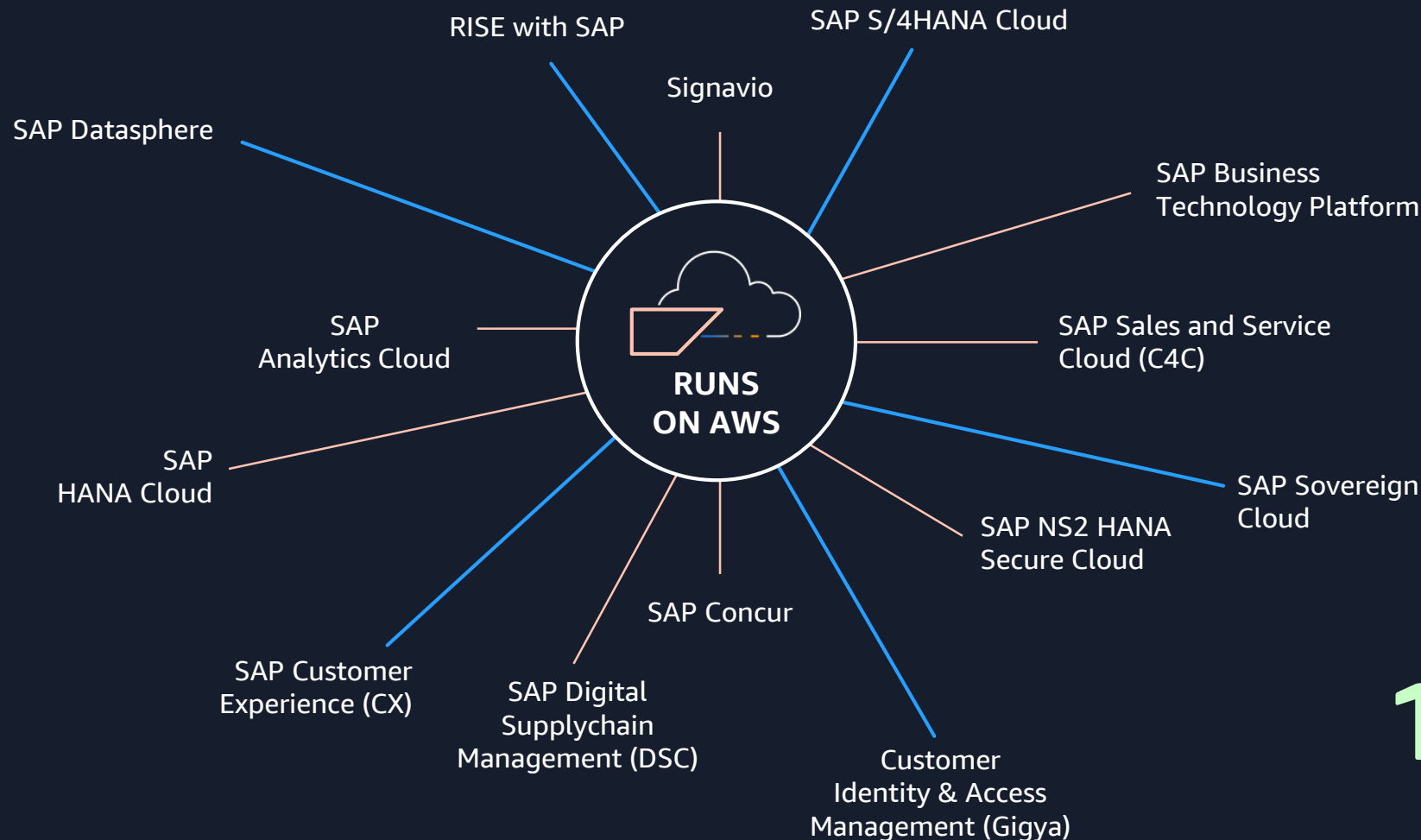
significant new services and features in 2022

1st

to run SAP NS2 Regions

SAP has trusted AWS for over 15 years

AWS HAS THE LONGEST TRACK RECORD PARTNERING WITH SAP IN THE CLOUD



81

BTP services run on AWS, the full extent available on CSPs¹

19

BTP services powered only by AWS¹

9

Publicly available regions for BTP services, more than any other CSP¹

100%

Signavio services run on AWS¹

1. As of February 2024: <https://discovery-center.cloud.sap/viewServices>

What is RISE with SAP?

YOUR TICKET INTO THE FUTURE OF ERP

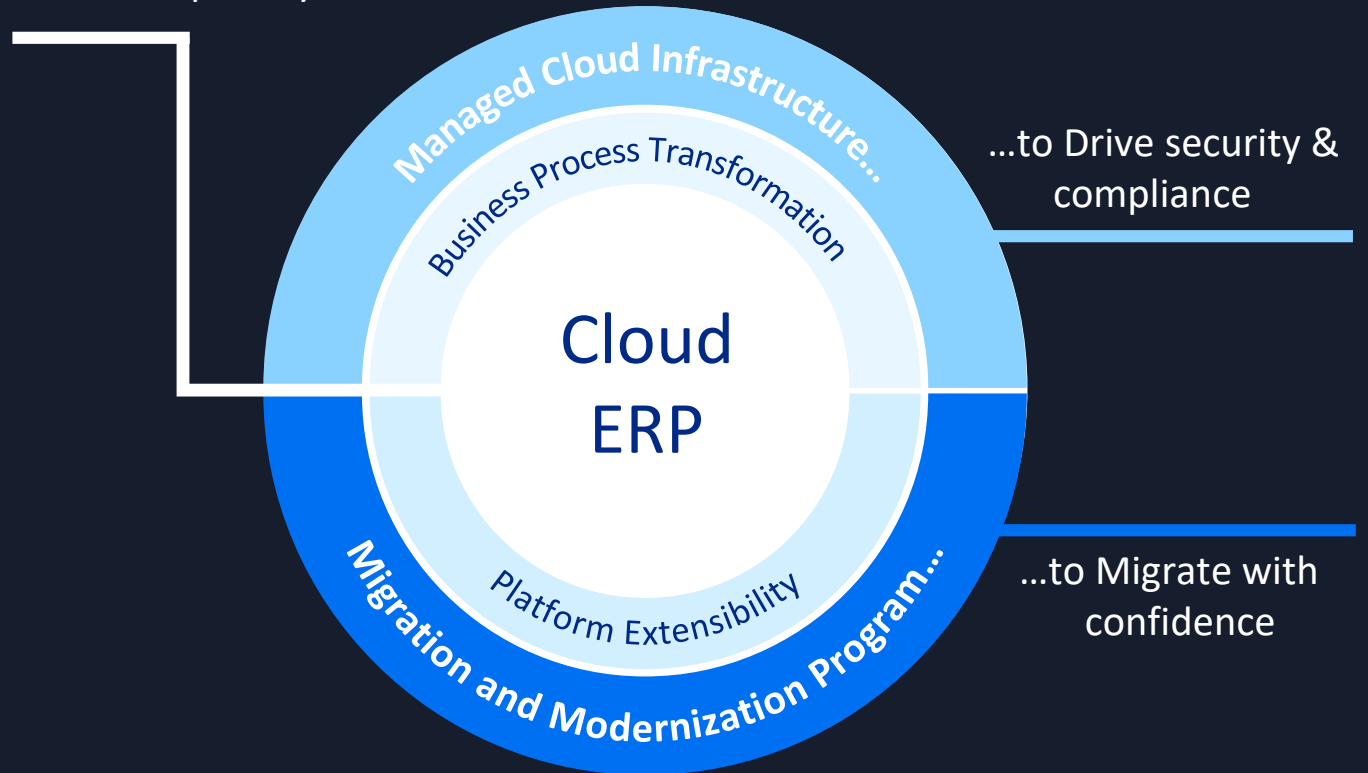
RISE with SAP is a comprehensive offering designed to transition your current SAP ECC and SAP S/4HANA on-premise installation to the cloud.

*“Only the cloud provides the **speed** and **agility** our customers need to take their businesses to the next level and **drive innovation**.”*

Christian Klein

CEO and member of the Executive Board of SAP SE

Cloud Solutions
to Future-proof your business



Choosing the right cloud for RISE with SAP

YOUR CHOICE MATTERS



Maximize performance
and protect against
business disruption



Innovate faster and
transform your business



Accelerate your
move to cloud ERP

Maximize performance and protect against disruption

Maximize performance and avoid disruption

THE WORLD'S MOST SECURE, EXTENSIVE, AND RELIABLE GLOBAL CLOUD INFRASTRUCTURE



Reliability

Protect yourself from disruption of mission-critical processes, employing **Recovery Point Objective Zero (RPO 0)** globally for short range disaster recovery

Performance

Give RISE with SAP users the performance they deserve with the **AWS Nitro System**. **AWS Graviton** helps SAP improve performance for SAP HANA Cloud.

Security

Strengthen your security posture with **143 security standards** and compliance certifications. AWS has powered SAP NS2 **3x longer** than other cloud providers.

Sustainability

AWS is on a path to **100% renewable energy** use by 2025. AWS Graviton helps SAP **reduce the compute carbon footprint** for SAP HANA Cloud workloads.

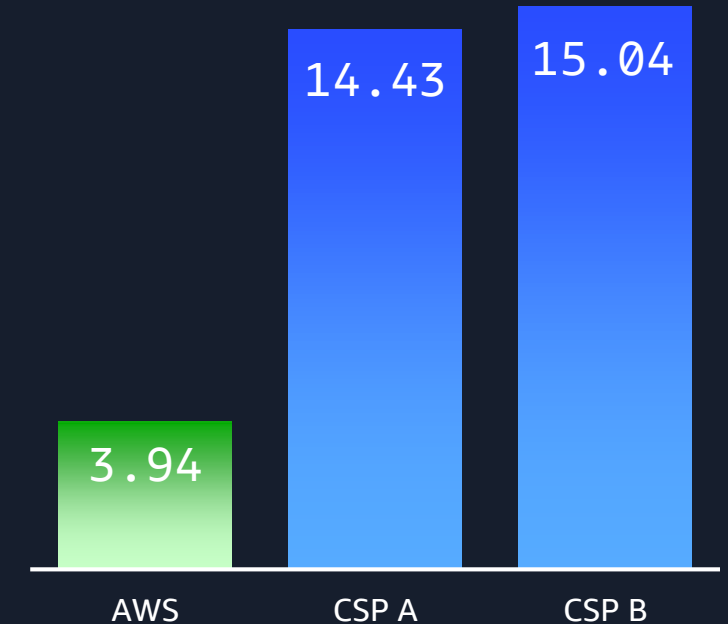
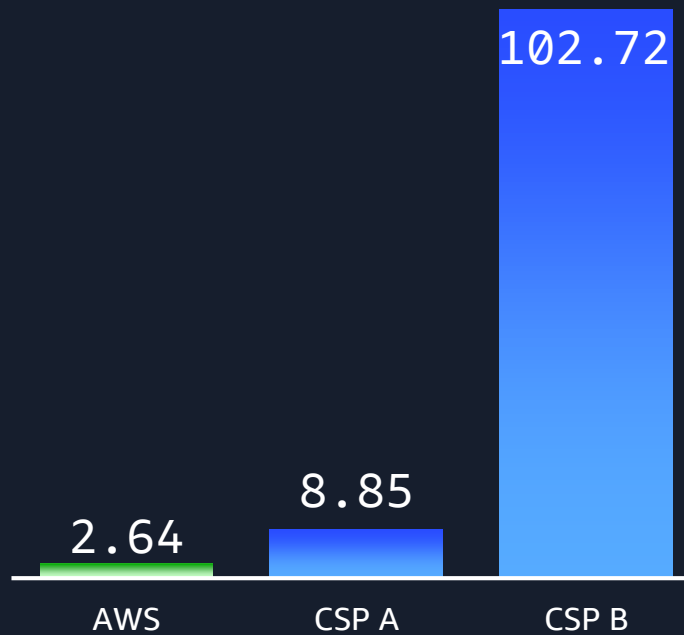
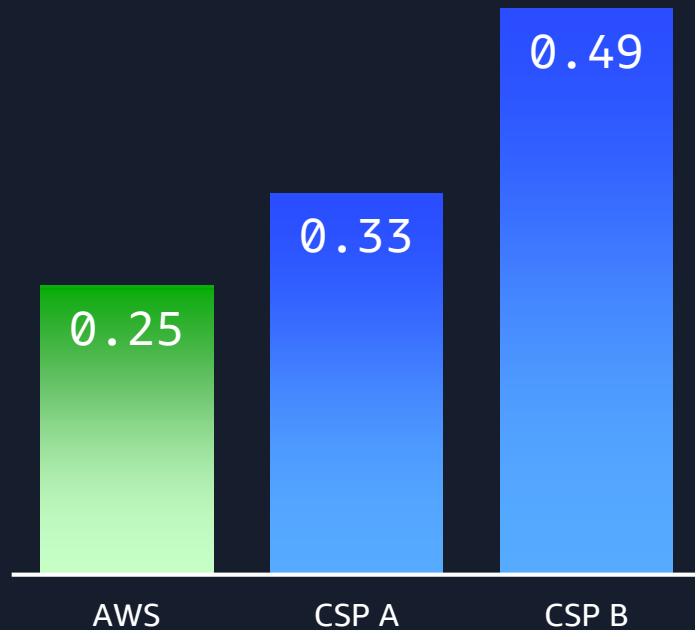
Minimize business disruption with AWS

PUBLICLY REPORTED OUTAGES FROM 11 SOURCES FROM OCT 2021 TO OCT 2023

Number of incidents (K)¹

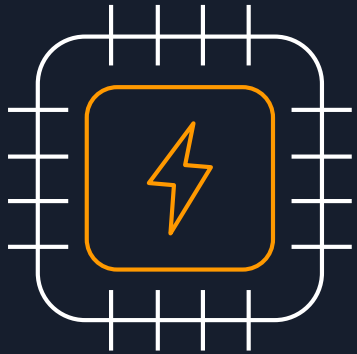
Total Downtime(K Hours)²

Average Downtime of a Service Disruption (Hours)³



- 1. Incident = a downtime event, which may contain multiple service disruptions
 - 2. Downtime Hours = Downtime hours published * Regions Impacted * Services Impacted
 - 3. The average time a service in a particular region was impacted
- All data of October 2023: AWS Market Intelligence

The AWS Nitro System Advantage



The AWS Nitro System delivers practically all of the compute and memory resources of the host hardware to your instances

Nitro benefits



Price/performance
More SAPS per \$*



Security
Minimized attack surface



Flexibility
All instances and services are cloud-native

"Amazon EC2 High Memory Instances and the AWS Nitro System have been project-savers for us. With Nitro, we get bare metal performance, without having to give up the flexibility of cloud we have come to expect. The additional performance it provides **has allowed us to continue to deliver a great experience for our customers, even in the face of unexpectedly high demand.**"

Yuriy Volesenko

Former Director of Enterprise Applications and Architectures, Zalando

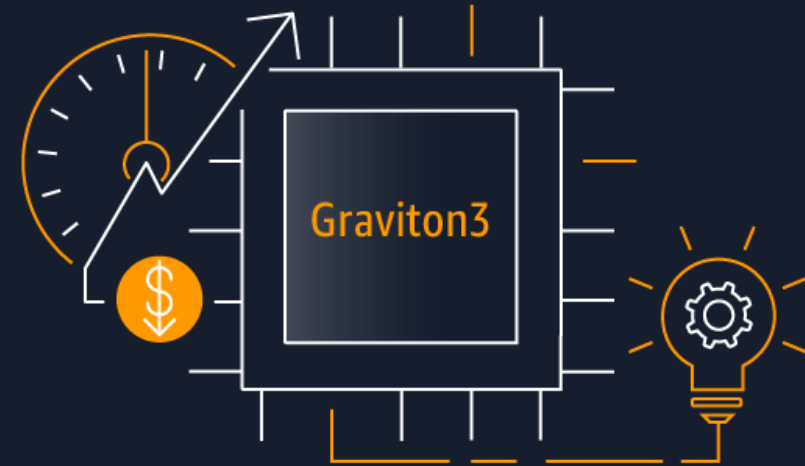
* Advantages documented in SAP note 1656099

SAP improves performance, reduces costs with AWS Graviton

Benefits:

30% better price performance for analytical workloads

45% estimated reduction in carbon footprint for HANA Cloud



"AWS and SAP have a long history of delivering value in a way that is environmentally responsible."

This partnership with AWS on the use of Graviton demonstrates our commitment to reduce the impact of our technologies on the environment while continuing to provide value in the solutions we bring to market."

Juergen Mueller
Chief Technology Officer, SAP

Source: <https://news.sap.com/2023/11/sap-hana-cloud-now-supports-aws-graviton/>

Maximize sustainability by migrating to AWS

AWS offers up to

88%

lower carbon footprint than
on-premises data centers¹

1. Per 451 Research reports <https://aws.amazon.com/sustainability/resources/>

Amazon continues to invest in sustainability



World's largest
corporate buyer of
renewable energy



Amazon Sustainability
Data Initiative minimizes
cost and time to analyze
sustainability datasets



By 2030, AWS will return more
water to communities than
used in direct operations



Signatory of
The Climate Pledge,
along with SAP



Figure 1: Magic Quadrant for Strategic Cloud Platform Services



Longest-running Magic Quadrant Leader – Gartner names AWS a Leader for the 13th consecutive year.

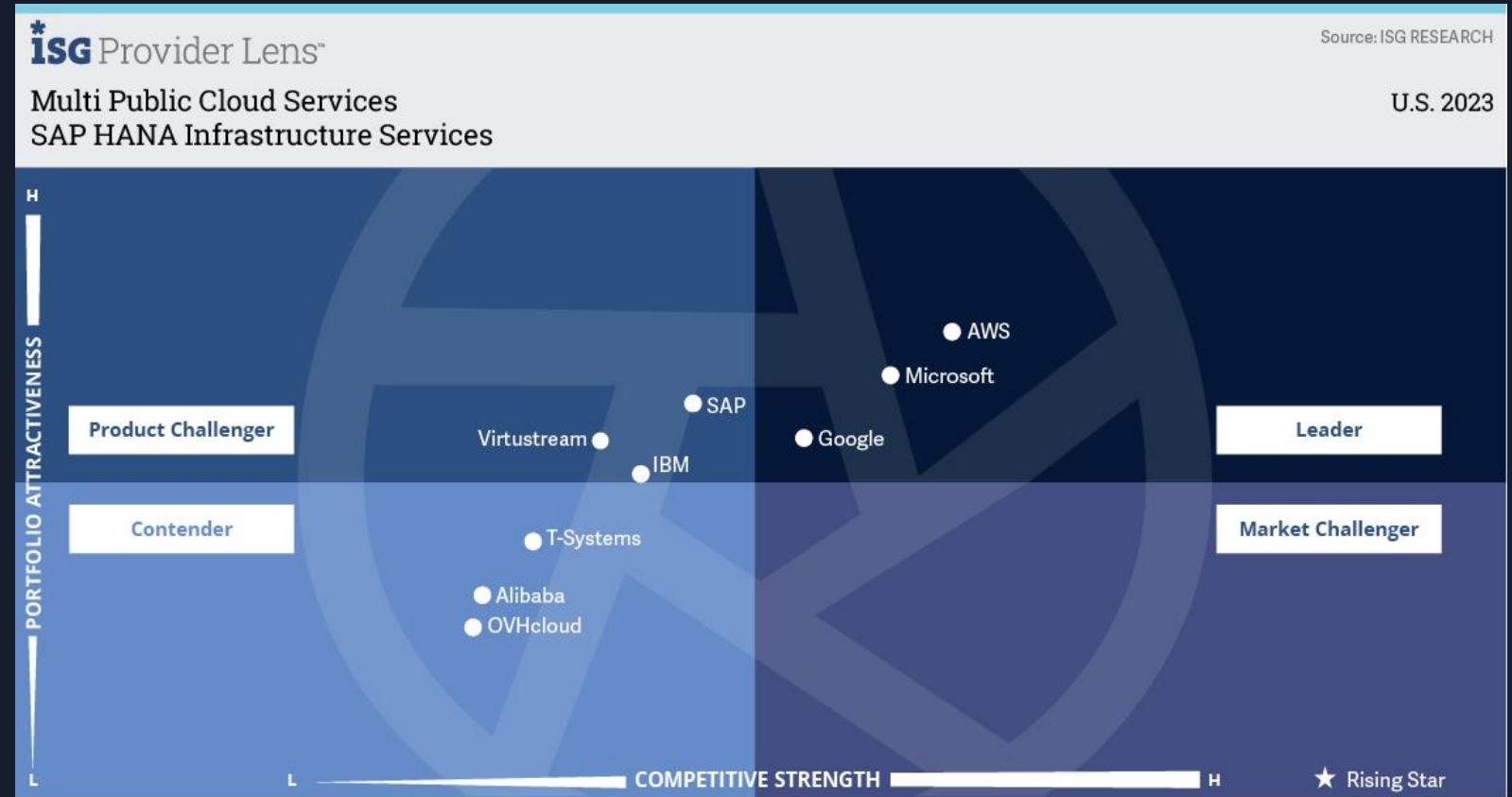


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ISG recognizes AWS as an SAP HANA Infrastructure Services Leader for 6th year

“AWS offers the highest configurations of virtual machines (VM) and cloud service options for hosting SAP workloads.”

“AWS also has a rigorous program for its SAP partners that reflects AWS' commitment to delivering top-tier solutions and support.”



Per ISG 2023 Provider Lens Quadrant Report for SAP HANA Infrastructure Services

Innovate faster and transform your business

Customers reimaginging with AWS for SAP



moderna

Used **AWS AI/ML** to sequence and release the first batch of their COVID-19 vaccine **in just 27 days**.

Scaled S/4HANA system using **infrastructure as code** to support global distribution of **300M+ doses**.



 INVISTA

Used AWS AI/ML to conduct **visual inspection**, employ **predictive maintenance** to reduce downtime.

SAP ERP data powers **fully-automated restocking**, helping accelerate towards \$300M goal.



 LION

Used AWS services to enhance its customer beverage ordering experience with a **mobile app and portal** integrated to its SAP systems **servicing 25,000 retailers, restaurants, and vendors**.

Proven requirements for business transformation



Reimagine your business processes



Unlock new insights with data and analytics

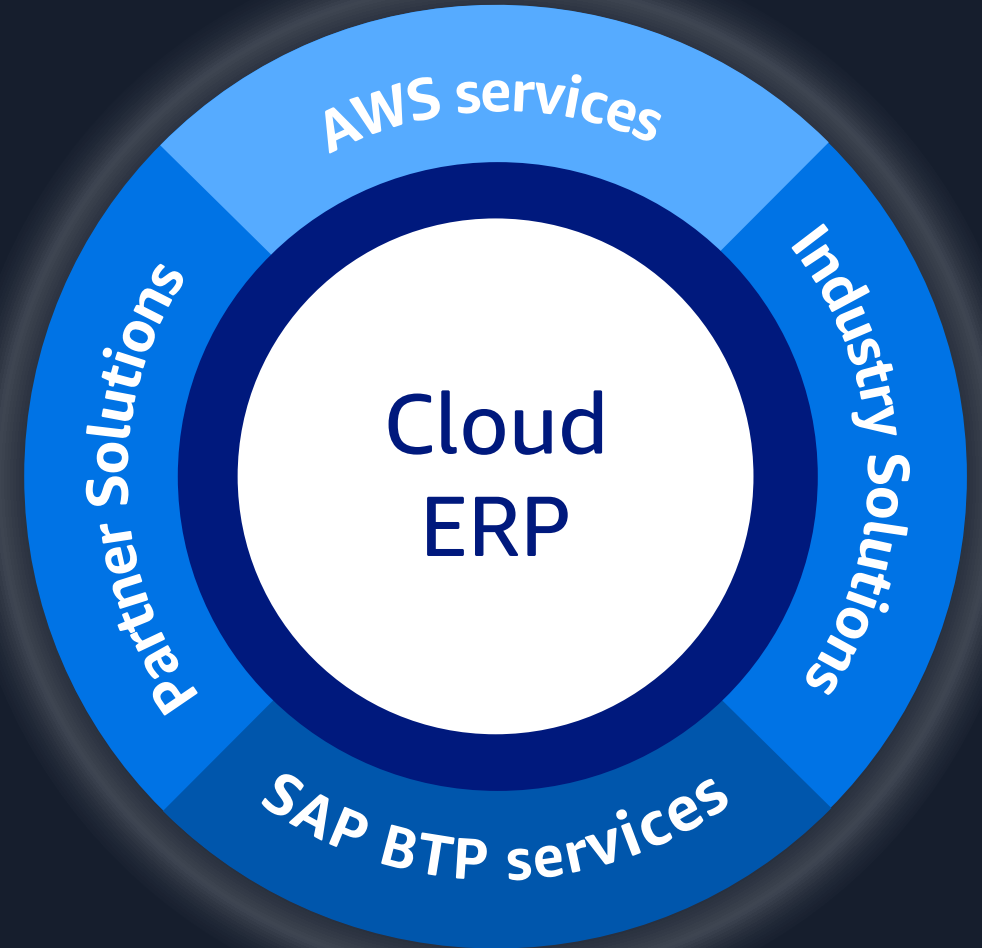


Develop a culture of innovation

PROVEN
ARCHITECTURE

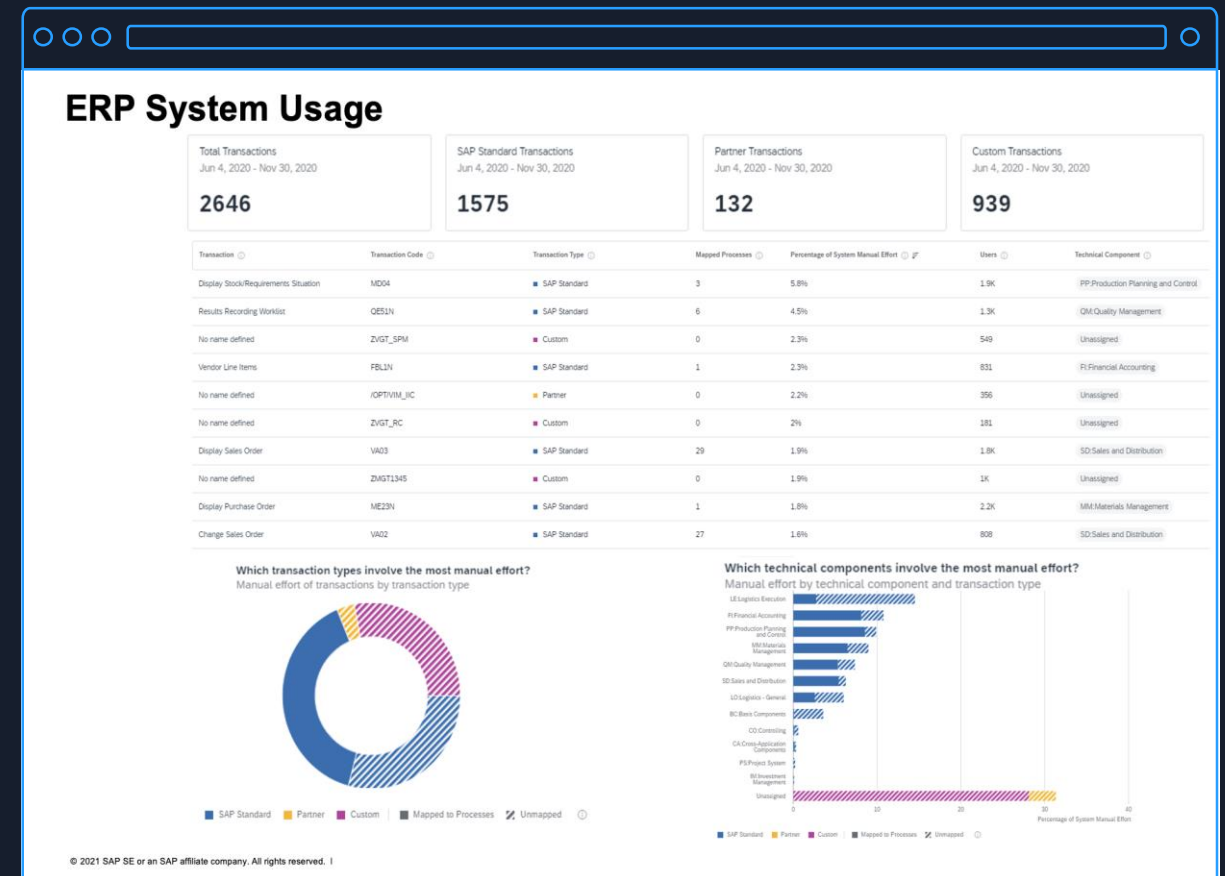
Innovate faster with a clean core

Future-proof your business



Plot a course for change with Signavio on AWS

- Transform your customer journey using **SAP Signavio running on AWS**
- Discover **opportunities for improvement** in processes in finance, supply chain, and more, using your actual data
- Model and **simulate business processes** to evaluate improvement scenarios
- Chart your transformation journey, **prioritizing innovation initiatives**



Reimagine your business processes

81

SAP BTP services run on AWS, more than any CSP¹

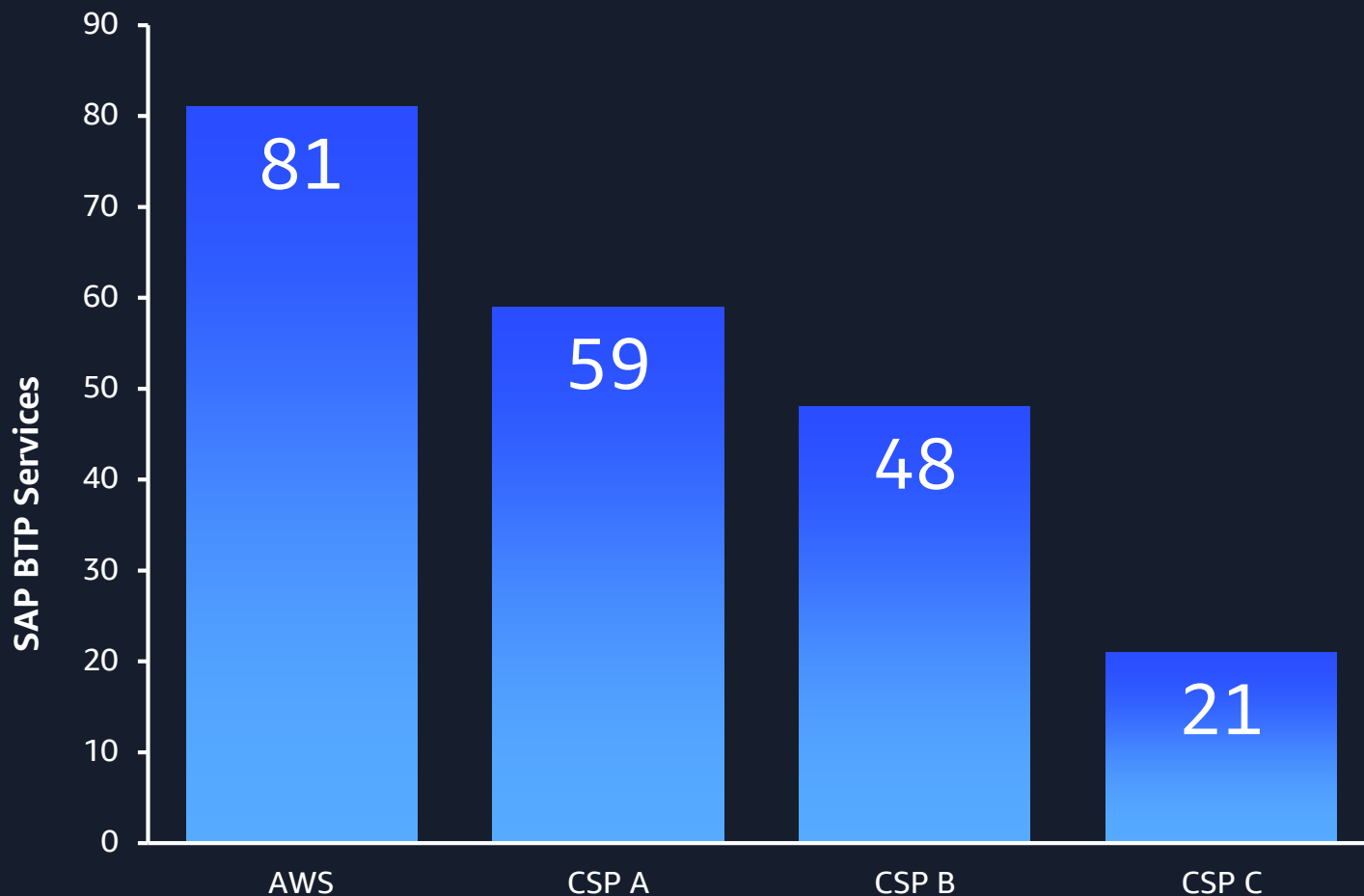
200+

AWS services in analytics, IoT, AI/ML, and more



1. As of February 2024: <https://discovery-center.cloud.sap/viewServices>

More SAP BTP services run on AWS¹



More services

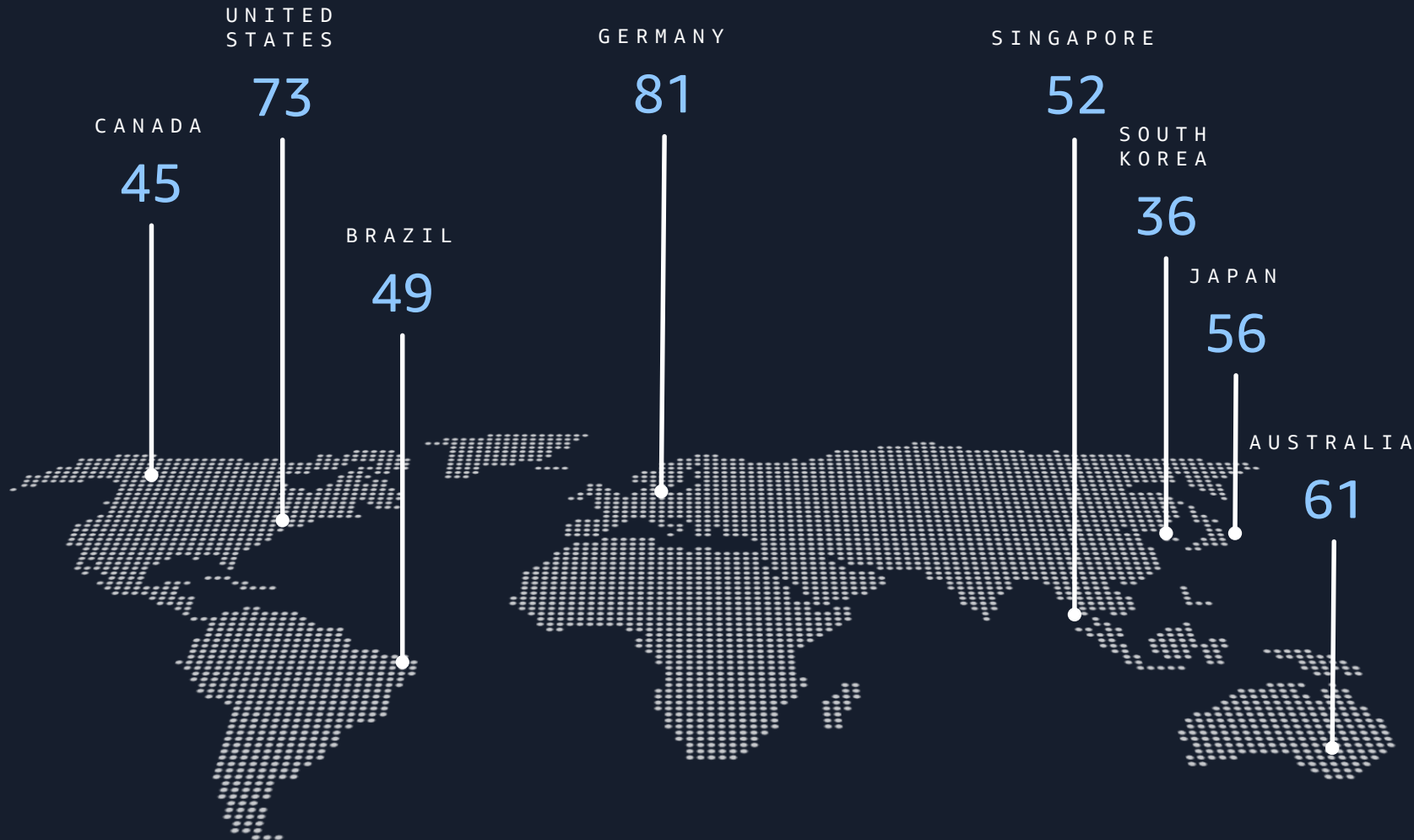
AWS runs more SAP BTP services than any other cloud provider, bringing the performance, reliability, and you expect from AWS—including secure connections with SAP Privatelink.

37% More than the closest provider¹

1. Amongst public cloud service providers, as of February 2024: <https://discovery-center.cloud.sap/viewServices>



SAP BTP services on AWS Global footprint



More regions

AWS runs SAP BTP services in more regions than any other cloud provider, giving you the services you need where you need them.

And AWS is the only cloud provider running SAP BTP services in Canada and South America.

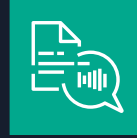
Unlock your potential

200+

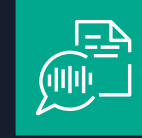
AWS services in analytics, IoT, AI/ML, and more—60% more services and 40% more features than the next cloud provider



Amazon SageMaker



Amazon Polly



Amazon Transcribe



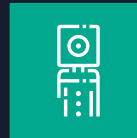
Amazon AppFlow



AWS IoT Analytics



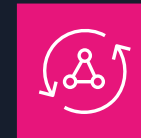
Amazon Forecast



AWS DeepLens



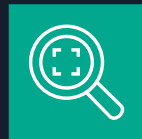
Amazon Translate



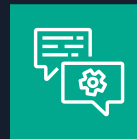
AWS AppSync



AWS IoT Greengrass



Amazon Rekognition



Amazon Lex



AWS Lambda



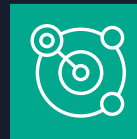
Amazon API Gateway



AWS IoT TwinMaker



Amazon Lookout for Equipment



Amazon Lookout for Vision



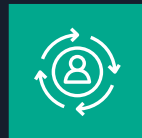
AWS Wavelength



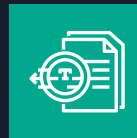
Amazon Kinesis



AWS IoT Core



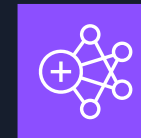
Amazon Personalize



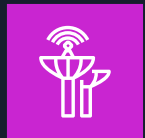
Amazon Textract



Amazon Location Service



Amazon EMR



AWS Ground Station



Amazon Bedrock

The easiest way to build and scale generative AI applications with foundation models

Choice of leading FMs via single API

Model customization

Retrieval Augmented Generation (RAG)

Agents that execute multistep tasks

Security, privacy, and safety

Address your business needs

1400+

Solutions built by AWS and AWS Partners for a broad range of industry and technology use cases in the AWS Solutions Library

Industry Solutions

- Advertising & Marketing
- Aerospace & Satellite
- Agriculture
- Automotive
- Consumer Packaged Goods
- Defense & National Security
- Education
- Energy & Utilities
- Engineering, Construction, & Real Estate
- Financial Services
- Games
- Healthcare, Life Sciences, and Genomics
- Hi-Tech Electronics & Semiconductor
- Justice & Public Safety
- Manufacturing & Industrial
- Media & Entertainment
- Mining & Minerals
- Nonprofits
- Public Finance
- Retail
- Telecommunications
- Travel & Hospitality

Cross-Industry

- Automations
- Customer Experience
- Engineering & Design
- Finance
- Human Resources
- Supply Chain
- Sustainability

Technology Solutions

- Analytics
- App Development & DevOps
- Blockchain
- Cloud Operations
- Compute
- Databases
- Enterprise Resource Planning
- Internet of Things (IoT)
- Machine Learning (AI/ML)
- Migration & Modernization
- Resilience
- Security, Identity & Compliance
- Spatial Computing
- Storage

Unlock new insights with data and analytics



Unlock new insights with data and analytics

- Deliver seamless access to mission-critical business data and models with **SAP Datasphere, SAP Analytics Cloud, and SAP AI Core** and others, all running on AWS
- **200,000+ Data Lakes** run on AWS, reducing data management costs and improving query runtime by 79%¹
- Meet analytics needs from the same **source of truth** with Amazon QuickSight
- Build, train, and deploy **machine learning (ML)** models with Amazon SageMaker



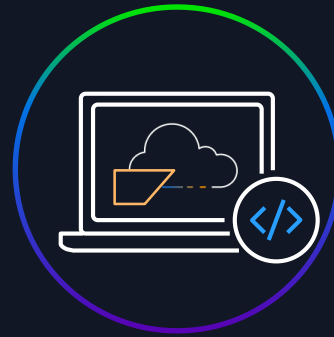
1. Source IDC Report: https://resources.itechseries.com/itech-whitepapers/IDC_Business_Value_of_AWS_Data_Lakes_Analytics_and_ML_Services.html

Empower with architectures, access, and AI/ML



Joint Reference Architecture

Deploy proven and performant architectures, **developed with SAP**, to modernize business processes with AWS and SAP BTP services while **keeping your core clean**



AWS SDK for SAP ABAP

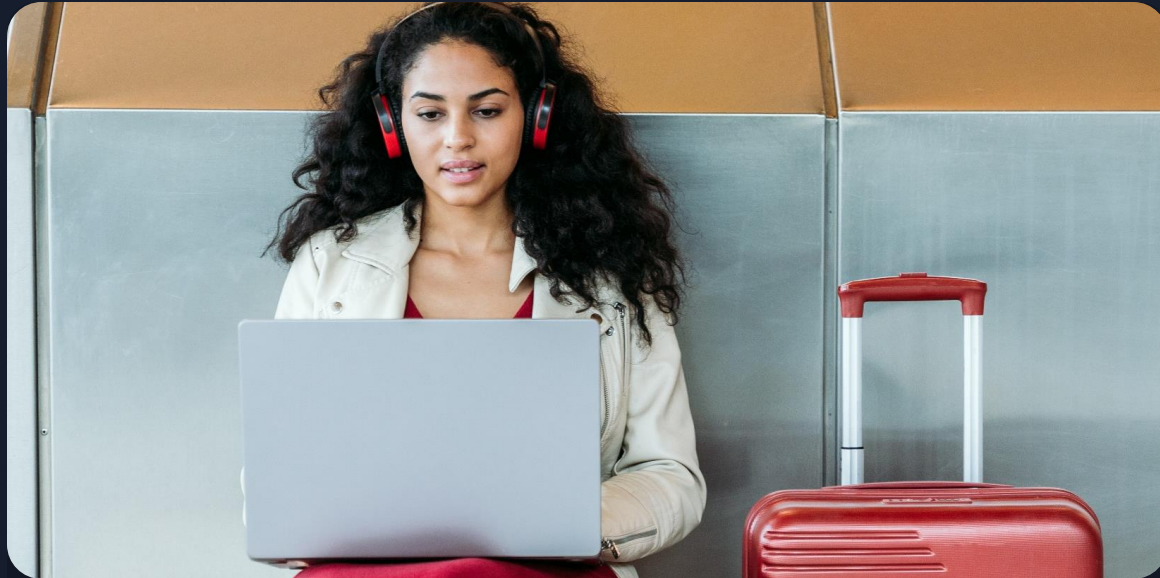
Accelerate business process innovation by giving **ABAP developers** access to **all 200+ AWS services**, including **Amazon Bedrock**



Amazon CodeWhisperer

Build applications faster with your AI coding companion. Developers were **27% more likely to complete tasks successfully** and did so an average of **57% faster**

Enable with free training from AWS and SAP



AWS Skill Builder

Free AWS training helps you focus on the cloud skills most relevant to you. Choose from 600+ digital courses across 30+ AWS solutions.



Joint training with AWS and SAP

Learn proven techniques from AWS and SAP together, including how to build resilient applications on SAP BTP with Amazon Web Services.

Accelerate your move to cloud ERP

Customers accelerating their move to the cloud



Unified ERP systems, following history of 60 acquisitions, with RISE with SAP on AWS. Accelerated integration and **standardized processes**. Improved **operational efficiency** across plants with ML-based analytics.



Moved 80%+ data and compute to cloud, establishing **>1PB data lake**. Realized **30% improvement in SAP order generation** speed and a **15% productivity gain** via IoT machine optimization.



Rapidly upgraded ERP systems, replacing manual processes. Unified data across manufacturing, sales, accounting, and post-sales, offering **unprecedented visibility into processes and costs**.

Simplify and safeguard the S/4HANA journey



Transformation planning

Leverage **SAP Signavio running on AWS** to understand processes and prioritize improvements



Clean core and app preservation

Use low-code tools like **SAP Build Apps** and BTP services like **ABAP environment**, running on AWS



Data management

Improve the quality of your master data with **Master Data Governance, cloud edition**, and **Master Data Integration**, running **only on AWS**



AWS Partner Network

Safeguard your SAP implementation with help from **91 SAP Competency Partners**



Workshops and training

Ready your team with **free online training** and best practice **workshops** from AWS



Migration assistance

Get started with cost-effective options. **Offset implementation costs** with dedicated funding

The AWS advantage for RISE with SAP

The most SAP on cloud experience

- **15+ years** supporting SAP on cloud
- Thousands of SAP on AWS customers
- Unmatched track record of **industry firsts** for SAP on cloud

Uncompromising security

- **143 security standards** and compliance certifications
- Powered SAP NS2 **3x longer** than the closest CSP
- Better security posture with the **AWS Nitro System**

Unwavering performance, reliability, and sustainability

- **6x** ISG SAP HANA Infrastructure Services Provider Lens Leader
- **3x datacenters** than next CSP
- Better performance with the **AWS Nitro System** and **AWS Graviton**
- **Up to 88%** lower carbon footprint¹

Broadest set of cloud services to fuel innovation

- **200+** AWS services, **60% more** and than any CSP
- **Joint Reference Architectures** developed with SAP and AWS
- **AWS SDK for SAP ABAP**
- AWS Solutions Library, partner solutions, Amazon Programs

Unparalleled support for SAP BTP services

- **81** SAP BTP services run on AWS²
- **19** SAP BTP services run only on AWS²
- **9** publicly available regions for BTP services, more than any CSP²

Comprehensive migration support

- **91** AWS SAP Competency Partners
- **Free online training**
- Architecture and innovation workshops
- Dedicated funding

Get started

Connect and learn



Schedule your free
RISE with SAP on
AWS best practices
workshop



Learn how SAP and
AWS are supporting
RISE with SAP
customers



Learn more about
AWS for RISE with
SAP

Thank you!



Appendix