Future-Proof Your Enterprise

Steve DiMauro, Head of Americas Solution Architecture - SAP on AWS, Amazon Web Services, Inc.

Cloud migration accelerates business transformation

98%
of executives view the cloud as essential to digital transformation[1]

#1
Factor impacting a RISE with SAP decision is access to capabilities for innovation[2]

3X
More features delivered per year[3]

55%
Faster time to market for mature cloud adopters vs on-premises[4]

1 – 2022 AWS C-Suite Report: Cloud-Enabled Growth
2 – 2022 SAPinsider RISE with SAP Innovation and Hyperscalers
3 – IDC Study: Fostering Business and Organizational Transformation to Generate Business Value with Amazon Web Services
4 – McKinsey Quarterly 2021

SAP customers are transforming with AWS

Used AWS services to deliver faster, more accurate invoice processing through **image recognition**, automated response via **chatbot**, all at **30% lower cost** of insight.
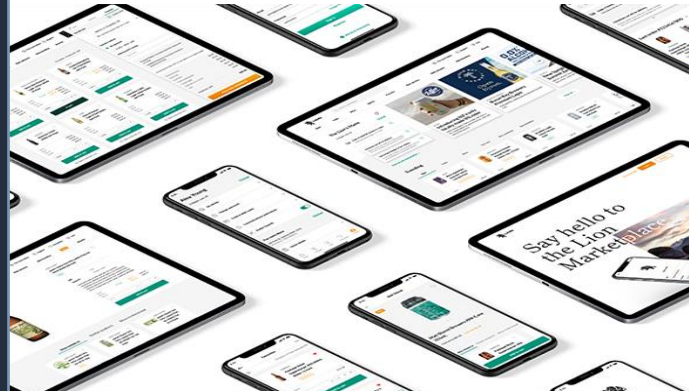
Used AWS services to enhance its customer beverage ordering experience with a **mobile app and portal** through SAP on AWS **serving 25,000** retailers, restaurants, and vendors.

Used AWS services to conduct **visual inspection** to reduce defects, employ **predictive maintenance** to reduce downtime, and incorporate SAP ERP data to power **fully-automated** restocking.

How SAP customers are transforming with AWS

Migrate and modernize
any SAP workload

Innovate faster and
transform your business

Deliver new
business insights

Thousands of SAP customers across industries and geos trust AWS

HEALTHCARE & LIFE SCIENCES
moderna · Cerner · Bayer · ThermoFisher SCIENTIFIC · Bristol Myers Squibb · VYAIRE MEDICAL · CHANGE HEALTHCARE

ENERGY & NATURAL RESOURCES
bp · PHILLIPS 66 · origin · ENGIE · seaco · HUDBAY · Contact · TC Energy · Newmont · PETRONAS

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TECHNOLOGY
Infosys · lemongrass · TIBCO · CSS CORP Wired to SUPPORT · hp · msg · bizzy digital · SAP

Benefit from our 14+ year partnership

Extensive experience

AWS has supported SAP in the cloud since 2008 and SAP customers since 2011, longer than any other cloud services provider.

Collaborating for customers

14+ years of innovation for SAP customers in the cloud, including Joint Reference Architectures developed by AWS and SAP.

Delivering exclusive access

SAP enables users to connect to Amazon Business directly from SAP Ariba. Numerous SAP BTP services run exclusively on AWS.

Building a better world, together

Amazon and SAP are both signatories of The Climate Pledge.

Proven migration paths for all SAP customers

Cloud-enabled initiatives

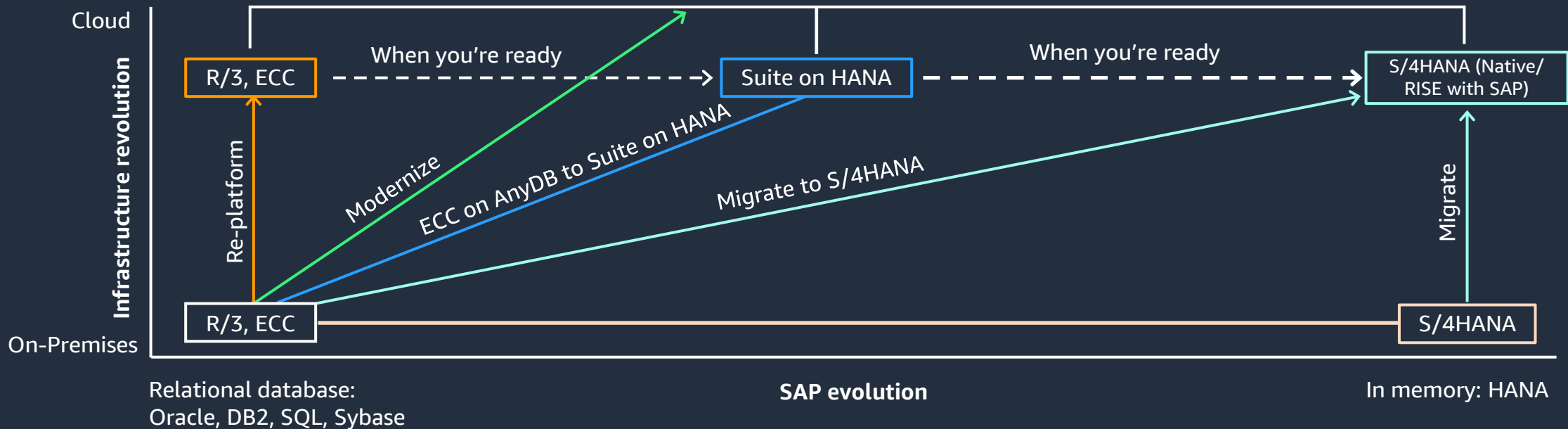Exploration

Employee engagement

Connected devices

Smart factories

R&D

Innovate, modernize, and transform

Infrastructure revolution

Cloud

R/3, ECC

When you're ready ⟶ Suite on HANA

When you're ready ⟶ S/4HANA (Native/ RISE with SAP)

Re-platform

Modernize

ECC on AnyDB to Suite on HANA

Migrate to S/4HANA

Migrate

On-Premises

R/3, ECC

S/4HANA

Relational database:
Oracle, DB2, SQL, Sybase

SAP evolution

In memory: HANA

What is RISE with SAP?

The solution to become an intelligent, sustainable enterprise in the cloud

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It is a comprehensive solution with:

- SAP S/4HANA Cloud

- Industry next practices and extensibility

- Analytics and business process intelligence

- Outcome-driven services from SAP and partners

RISE WITH SAP

Driving business innovation together

Migrate and modernize any SAP workload

Business drivers for cloud migration and modernization

Sustainability

Agility and staff productivity

Data driven organization, Faster insights

Improved security and operational resilience

Cost reduction

Data center exit/ consolidation

Going global quickly, outsourcing, M&A

Digital transformation & Enterprise Modernization

Next Gen tech (e.g. AI/ML)

The world's most secure, extensive, and reliable Global Cloud Infrastructure

United States

GovCloud (U.S.):
U.S.-East (3), US-West (3)
U.S. West:
Oregon (4), Northern California (3)
U.S. East:
N. Virginia (6), Ohio (3)

Canada
Central (3)

Africa
Cape Town (3)

South America
São Paulo (3)

Europe
Frankfurt (3)
Ireland (3)
London (3)
Milan (3)
Paris (3)
Spain (3)
Stockholm (3)
Zurich (3)

Middle East
Bahrain (3) UAE (3)

Asia Pacific
Beijing (3)
Hong Kong (3)
Hyderabad (3)
Jakarta (3)
Mumbai (3)
Ningxia (3)
Osaka (3)
Seoul (4)
Singapore (3)
Tokyo (4)

Australia
Sydney (3)
Melbourne (3)

31 Regions | **99** AZs

Announced Regions: 4 Regions and 12 AZs in Canada, Israel, New Zealand, and Thailand

aws

ISG recognizes
AWS as an SAP HANA Infrastructure Services Leader
for the 5th straight year

*"AWS has more than a decade of experience in hosting SAP workloads and offers a wide array of choices for customers. It has the most market share and the largest SAP on AWS partner ecosystem in the U.S... AWS offers a **robust and secure infrastructure platform for clients to run their most mission-critical SAP workloads.**"*

Mission-critical workloads run better on AWS

69%

Decrease in unplanned downtime[1]

47%

Lower technology infrastructure costs[2]

45%

Fewer security-related incidents[1]

5X

More energy efficient than on-premises environment[3]

1- From "The Business Value of Migration to Amazon Web Services"
The Hackett Group, January 2022
2- As reported in above report for "Top performers"
3- 451 Research report. aws.amazon.com/sustainability/resources/

Enhance performance and productivity with AWS

"Some of our SAP logistics and **finance reports are executing up to 60% faster on AWS**. *That means our SAP users are more productive and they can report results to the business faster."*

— Ramesh Kollepara,
IT Director

Save costs when you run SAP on AWS

INVISTA

*"Through our optimization and right-sizing efforts, migrating our data centers to **AWS is saving us more than $2 million a year**"*
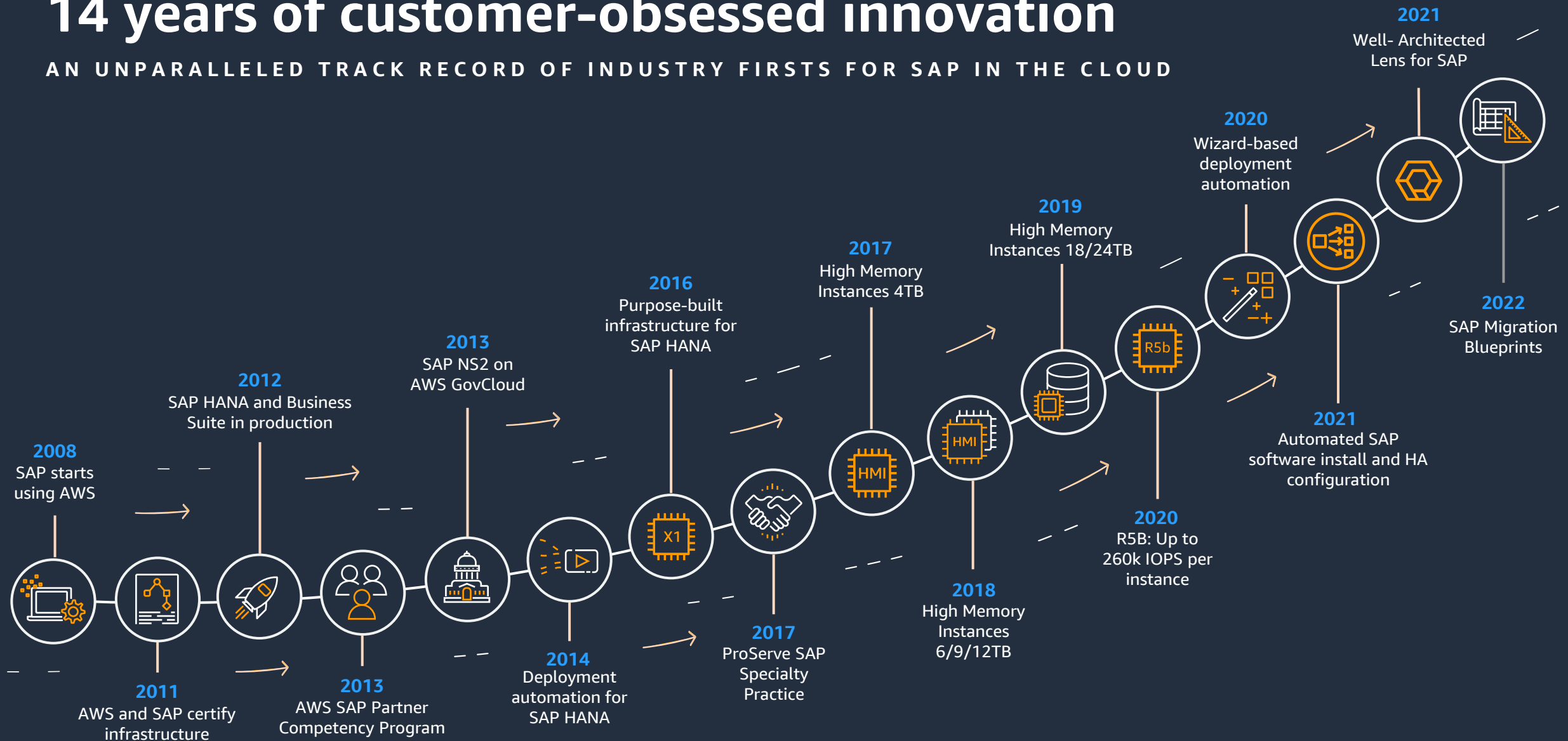
— Tanner Gonzalez
Analytics Leader

1- November 2022 analysis of SAP Discovery Center CSP availability. Does not include SAP.

14 years of customer-obsessed innovation

AN UNPARALLELED TRACK RECORD OF INDUSTRY FIRSTS FOR SAP IN THE CLOUD

2008
SAP starts using AWS

2011
AWS and SAP certify infrastructure

2012
SAP HANA and Business Suite in production

2013
AWS SAP Partner Competency Program

2013
SAP NS2 on AWS GovCloud

2014
Deployment automation for SAP HANA

2016
Purpose-built infrastructure for SAP HANA

2017
ProServe SAP Specialty Practice

2017
High Memory Instances 4TB

2018
High Memory Instances 6/9/12TB

2019
High Memory Instances 18/24TB

2020
R5B: Up to 260k IOPS per instance

2020
Wizard-based deployment automation

2021
Automated SAP software install and HA configuration

2021
Well- Architected Lens for SAP

2022
SAP Migration Blueprints

aws

What CIOs are saying about AWS

*"What we really benefited from was AWS expertise not just in the cloud, but in SAP... **we've not found anybody who innovates at the same pace**."*

– Shane Thatcher, CIO

Innovate faster, deliver new business insights, and transform your business

Innovate faster and re-invent business processes

SAP CUSTOMERS STRIVE TO TRANSFORM THEIR BUSINESSES

Create new revenue sources, differentiated business models
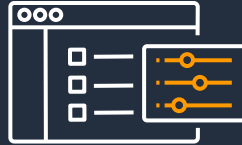
Improve intelligence with real-time monitoring and data-driven decision making

Increase productivity with process automation

Optimize supply chain and logistics, reduce inventory

Increase production, reduce defects, downtime, waste

Delight customers with personalized recommendations and support

Keep a clean core and innovate with SAP BTP and AWS

Revenue Growth ↑

Data-driven decision making

Delight customers

Increase production

Optimize supply chain

Operational Overhead ↓

New revenue sources

Increased efficiency

Amazon Redshift · AWS Glue · Amazon SageMaker · Amazon Forecast · ABAP · IoT · SAC · Amazon S3 · Amazon Lookout · DW Cloud · Conversational AI · Amazon AppFlow · Amazon Lambda · Master Data

AWS Services — SAP Business Technology Platform (BTP)

| Data lakes | ECC OLTP | SOH OLTP | S/4 HANA OLTP | BWoH OLAP | BW/4 OLAP | Third-party applications |

AWS Cloud

Infrastructure | Core Services | Security and Compliance | Management Tools

Differentiation Layer
Build to change

Application Layer
Build to consume

Infrastructure Layer
Build to last

● SAP
● AWS

Unlock your innovation potential with AWS services

MORE SERVICES AND MORE FUNCTIONALITY WITHIN THOSE SERVICES

200+

AWS services in analytics, IoT, AI/ML, and more drives new innovation and business value

Amazon SageMaker	Amazon Polly	Amazon Transcribe	Amazon AppFlow	AWS IoT Analytics
Amazon Forecast	AWS DeepLens	Amazon Translate	Amazon Sumerian	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
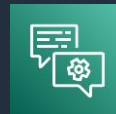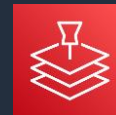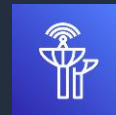
Transform processes with SAP BTP running on AWS

SIMPLIFY AND SPEED UP INNOVATION WHILE KEEPING YOUR ERP CORE CLEAN

82

SAP BTP services run on AWS[1]

Master Data Integration

SAP Analytics Cloud Embedded Edition

SAP Build Apps

SAP Intelligent RPA

SAP AI Core

SAP AI Launchpad

Document Information Extraction
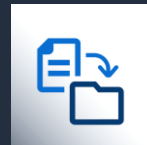
Document Classification

ABAP Environment

SAP Internet of Things

SAP HANA Spatial
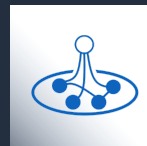
SAP Graph

Advanced Event Mesh

Personalized Recommendation

SAP Analytics Cloud

Market Rates, Bring Your Own Rates

Impactful SAP BTP services running exclusively on AWS

SAP Build Apps

SAP Build Apps empowers anyone to develop fullstack applications in a visual way

ABAP Environment

Develop ABAP cloud apps and extensions, leveraging innovations of SAP HANA.

Advanced Event Mesh

Use an event-streaming and management platform for the real-time enterprise.

SAP Signavio

Drive efficiency and customer excellence by connecting process data with customer journeys.

SAP Analytics Cloud Embedded Edition

Analyze data via live connection to the business application's SAP HANA database

SAP Intelligent RPA

Design, configure, and execute automation projects

SAP AI Core

Build a platform for your artificial intelligence solutions.

Personalized Recommendation

Get recommendations based on users' browsing history and/or item description.

Product descriptions from SAP Discovery Center, Signavio website

Better together

INNOVATION SERVICES ON AWS

200+
AWS Services

82
SAP BTP Services
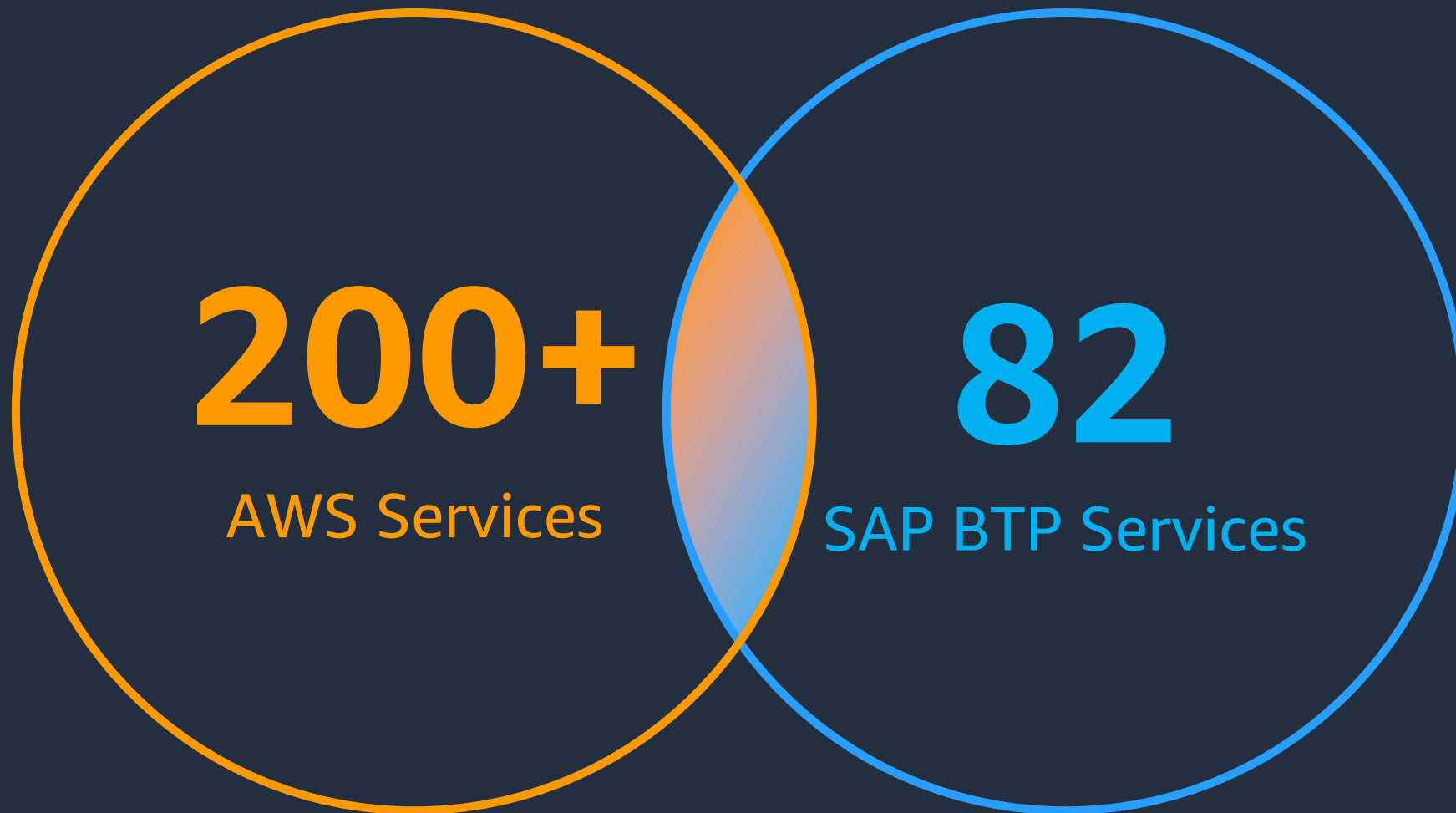
More SAP BTP services run on AWS than any other CSP

INCREASE PERFORMANCE. REDUCE DATA SOVEREIGNTY CONCERNS, DATA EGRESS, AND COMPLEXITY.
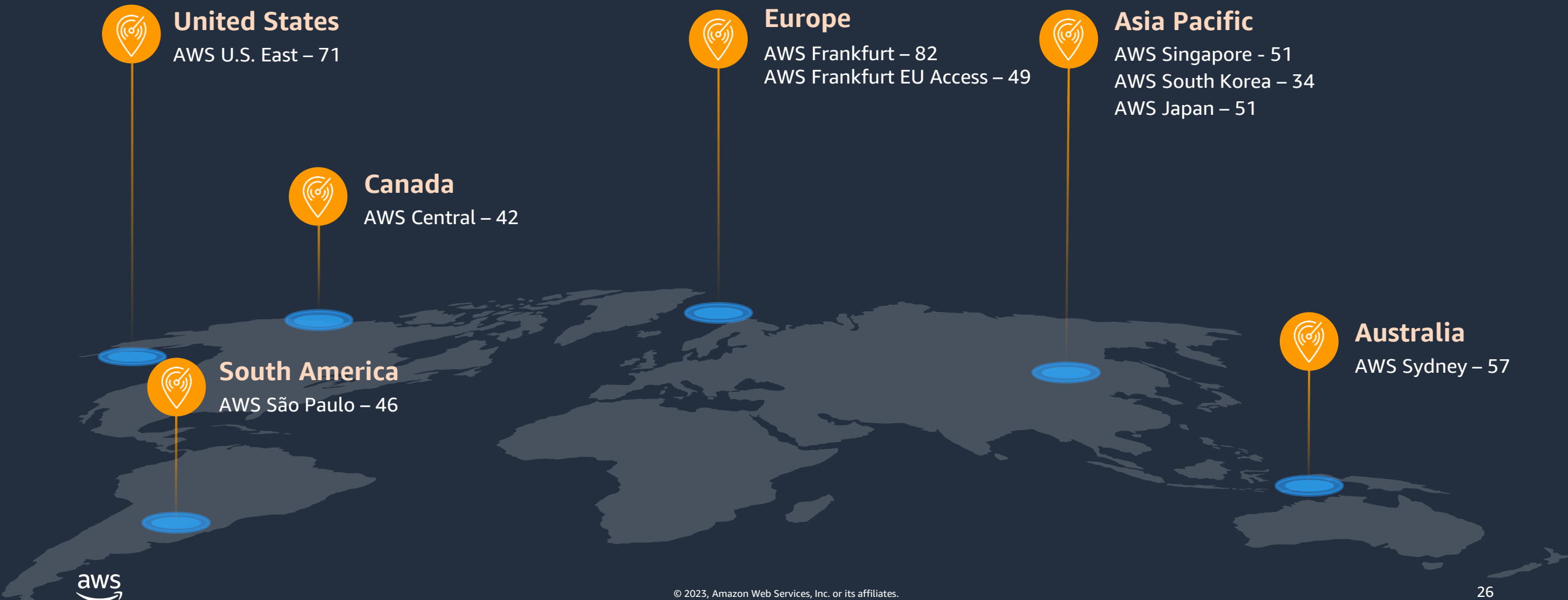
24
BTP services powered
only by AWS[1]

100%
New BTP Services launched
on AWS in 2022 (vs 33%
for next CSP)[1]

11
AWS Regions
for BTP only vs 10 total
from other CSP's
combined[2]

1- As of Feb 2023 - SAP Discovery Center Link
2-Includes AWS GovCloud region

SAP BTP on AWS Global Footprint

United States
AWS U.S. East – 71

Canada
AWS Central – 42

South America
AWS São Paulo – 46

Europe
AWS Frankfurt – 82
AWS Frankfurt EU Access – 49

Asia Pacific
AWS Singapore - 51
AWS South Korea – 34
AWS Japan – 51

Australia
AWS Sydney – 57

Innovate faster with the AWS SDK for SAP ABAP

Makes it easy for ABAP developers to extend and transform SAP-based business processes by harnessing the power of AWS services natively using the SAP ABAP language.

Accelerate business process innovation

by giving ABAP developers native access to all 200+ AWS services

Reduce architectural complexity

by eliminating the need to manually create complex integrations between SAP and AWS services

Maintain a strong security posture

by encrypting all payloads with HTTPS and enforcing SAP-level permissions

Upskill ABAP development teams

by making it easy to for them to build cloud-based solutions

Joint Reference Architecture

PROVEN ARCHITECTURE FROM SAP AND AWS

Firewall

SAP Business Technology Platform

Platform Foundation

Custom Domain

Launchpad

Cloud Integration

Integration & App Development

CAP Application (Java)

Data-to-Value

SAP Analytics Cloud

SAP Data Warehouse Cloud

aws

Route 53

aws

Amazon SageMaker

SAP

jupyter

FedML

SAP Applications Cloud & On-Prem

SAP S/4HANA

Amazon Aurora DB Cluster

Amazon Athena

Amazon S3

Data Federation

Amazon Redshift

aws

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Getting Started

Next steps to start your journey

Work with us

Complimentary discovery workshops

Work with AWS Professional Services SAP/ ERP team

Work with an AWS SAP Competency Partner

Explore the AWS Migration Acceleration Program

Visit us at the booth

Explore SAP on AWS

aws.amazon.com/sap

aws.amazon.com/sap/case-studies

Contact us

aws.amazon.com/sap/contact-us/

Learn More – Top 10 reasons to run SAP on AWS

Download now

https://pages.awscloud.com/GLOBAL-partner-DL-SAP-Whitepaper-Sapphire-2021-learn.html

Join us at this hands-on workshop

Transform your business processes with the AWS SDK for SAP ABAP and Amazon AI/ML services

March 22, 2:30-4:30PM, LOCATION

- ABAP developers, learn how to use the AWS SDK for SAP ABAP to reinvent SAP-based business processes by providing simple, secure, and configurable connections between ABAP environments and 200+ AWS services, including the latest AI/ML technologies

- **Adam Hill**, Worldwide Tech Leader – SAP, AWS

- **Krishnakumar Ramadoss**, Sr. Specialist SA – SAP Innovation, AWS

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Thank you!

SAPinsider

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