
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

PEX309

Learn how to modernize your customers' ERP journeys on RISE with SAP & AWS

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Agenda

RISE with SAP

AWS + RISE with SAP

Keep the core clean with BTP and cloud-native services

AWS Global Infrastructure for RISE and BTP

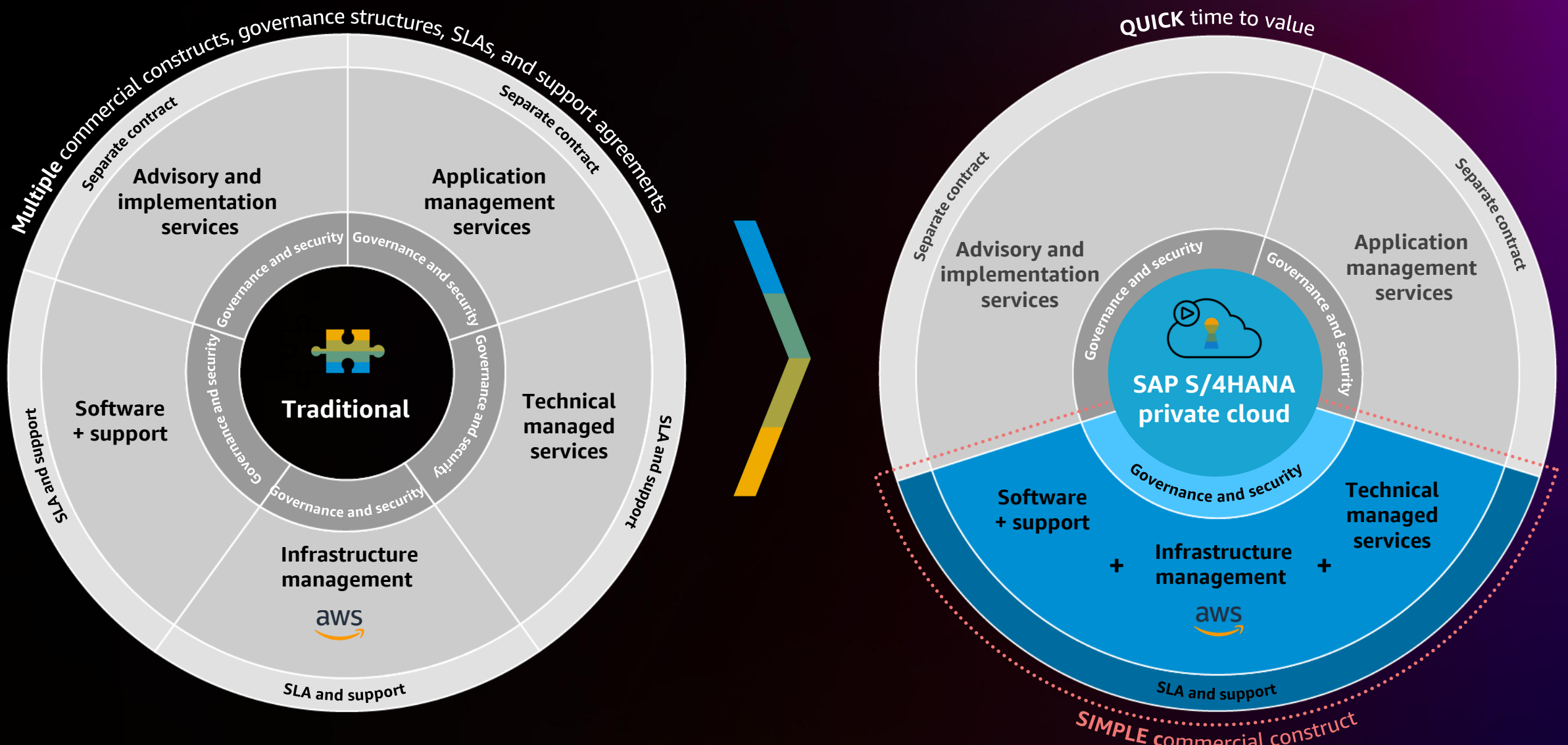
RISE with SAP – connectivity patterns

RISE Bill of Material – dive deep

AWS RISE investment

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One commercial contract – RISE with SAP



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Why RISE with SAP on AWS?



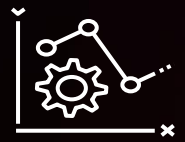
Experience

Tap into the 14+ years AWS has been supporting mission-critical SAP workloads to accelerate your success



Reliability

Run critical SAP workloads on the world's most secure, extensive, and reliable global cloud infrastructure



Performance

Improve SAP application performance with EC2 Instances running Nitro hypervisor



Global footprint

Extend to the SAP Business Technology Platform in 9 AWS Regions globally to modernize and innovate your core business processes



Partner ecosystem

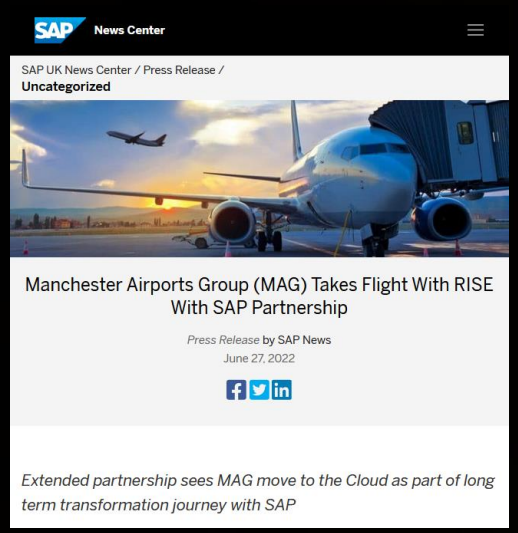
Tap into the SAP on AWS Competency Partner ecosystem for migration and transformation of RISE with SAP on AWS landscape

aws

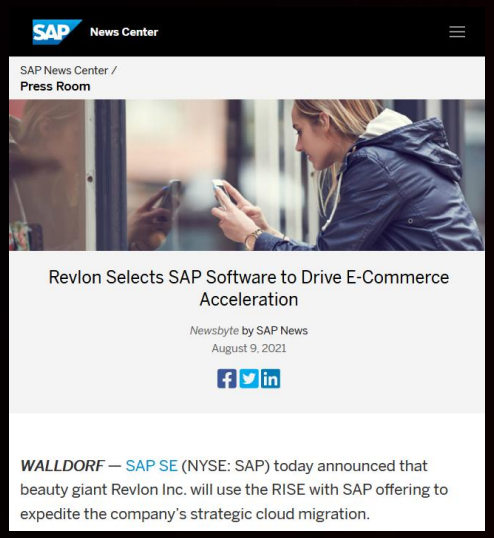
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RISE with SAP customers choose AWS

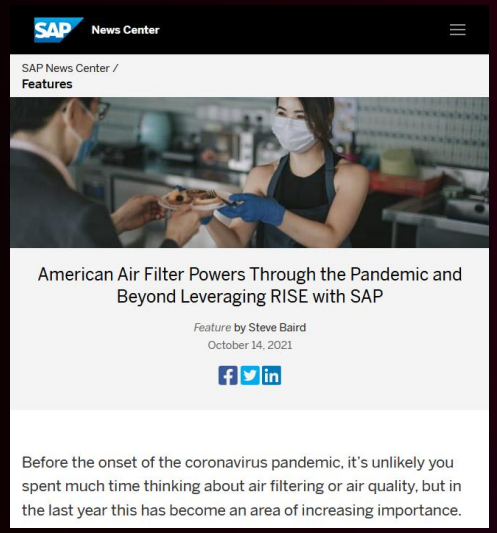
Manchester Airports Group



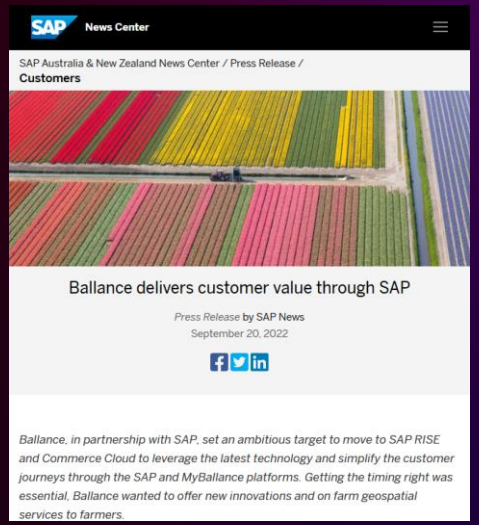
Revlon



American Air Filters



Ballance



Source - https://news.sap.com/

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Clean core + AWS = Innovation

BECOME AND INTELLIGENT, SUSTAINABLE ENTERPRISE

REVENUE GROWTH

OPERATIONAL OVERHEAD

Empowered sales teams

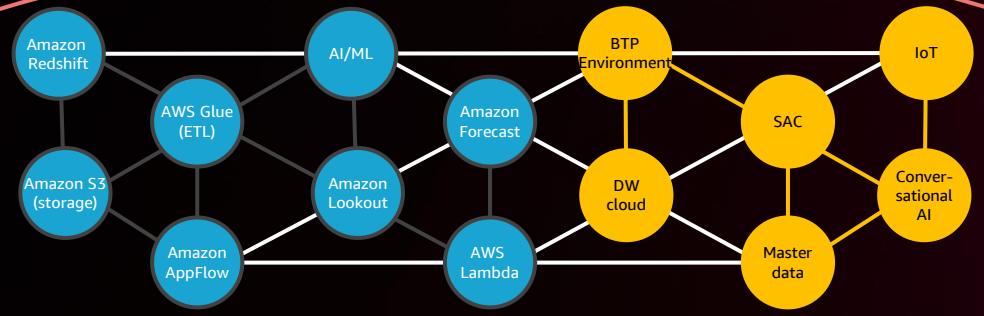
Intelligent decision making

Better relationship with customers

Increased efficiency

Products that get better with time

Data-driven discipline



AWS native

SAP Business Technology Platform

Legend

AWS SAP

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

INFRASTRUCTURE | CORE SERVICES | SECURITY AND COMPLIANCE | MANAGEMENT TOOLS

DIFFERENTIATION LAYER
Build to change

APPLICATION LAYER
Build to consume

INFRASTRUCTURE LAYER
Build to last

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“RISE for customer’s strategic initiatives”

An SAPinsider survey[1] revealed 3 top goals:

54%
Business transformation

47%
Business responsiveness/agility

44%
Infrastructure

RISE on AWS underpins all of the above

Enable business transformation

Simplify the S/4HANA journey

Accelerate innovation with AI/ML

Increase business responsiveness

Enable data driven decisions

Provide early access to SAP and AWS cloud innovations

Modernize infrastructure

Increase reliability and performance

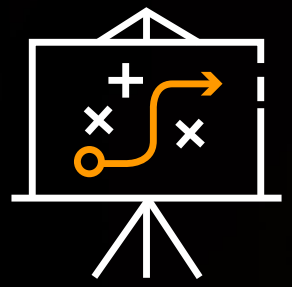
Increase security and compliance

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1- SAPinsider Rise with SAP Benchmark Report: https://bit.ly/3WDKlId

Simplify the S/4HANA journey

Utilize the widest selection of SAP BTP services in the most number of Regions[1]



Enable business transformation

Simplify the S/4HANA journey

Accelerate innovation with AI/ML

Increase business responsiveness

Modernize infrastructure

Clean core

- 90% of SAP customers use custom code[2]
- Typical ERPs have custom code objects in thousands[2]

Maintain ABAP investments

- 91% of SAP custom code is done in ABAP[2]
- Migrate on-premises ABAP extensions to the cloud with the SAP BTP ABAP Environment Service – built only on AWS

Ensure master data quality

- Consolidate and centrally govern master data from multiple sources (SuccessFactors, Ariba, IBP, et cetera)
- Streamline high-volume and high-quality master data creation, maintenance, and distribution with SAP BTP Master Data Service – built only on AWS

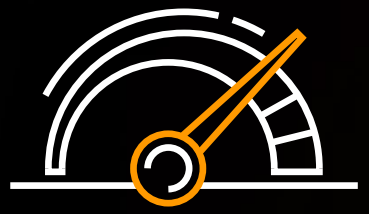
1 – AWS supports 83 BTP services (vs. 51 Azure, 36 GCP) (data as of 03/09/2022): https://bit.ly/3WOZk2b
2 – ASUG custom code survey: https://bit.ly/3DUgMtv

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Accelerate innovation with AI/ML

Use the broadest set of services to innovate and transform business with AI/ML



Enable business transformation

Simplify the S/4HANA journey

Accelerate innovation with AI/ML

Increase business responsiveness

Modernize infrastructure

SAP AI/ML services built only on AWS[1]

- **SAP conversational AI** that integrates with, and extends, SAP's Fiori CoPilot
- SAP intelligent RPA, powering 233 RPA use cases in the SAP Store

AWS AI/ML services

- Amazon Forecast ML: Easily bring accurate resource forecasting to any industry function; integrates with SAP S/4HANA, APO, and IBP
- Amazon Lookout for Equipment: Enables predictive maintenance by identifying equipment anomalies using ML; integrates with SAP Asset Management
- Amazon Lookout for Vision: Automates quality inspection by spotting defects using computer vision; integrates with SAP Quality Management

1 – SAP Discovery Center (data as of 03/09/2022): https://bit.ly/3Ut37Aq

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Enable data driven decisions

Get the broadest selection of analytics services from SAP and AWS



Enable business transformation

Increase business responsiveness

Enable data driven decisions

Provide early access to SAP and AWS cloud innovations

Modernize infrastructure

SAP analytics services[1]

- **SAP Analytics Cloud Embedded Edition,** built only on AWS, unlocks the full power of SAP HANA's operational real-time reporting capabilities
- SAP Datawarehouse Cloud, supported in 7 AWS Regions, quickly deploys SAP data marts in the cloud

AWS analytics services

- AWS provides the broadest selection of analytics services – including Amazon S3, Amazon Redshift, Amazon Athena, and AWS Glue – to help SAP customers analyze SAP and non-SAP data
- Only AWS offers Amazon AppFlow – which uses AWS services like AWS Glue, AWS Lambda, Amazon CloudWatch, Amazon EventBridge, and AWS PrivateLink – to automate data flows and securely integrate SAP applications and AWS services without code

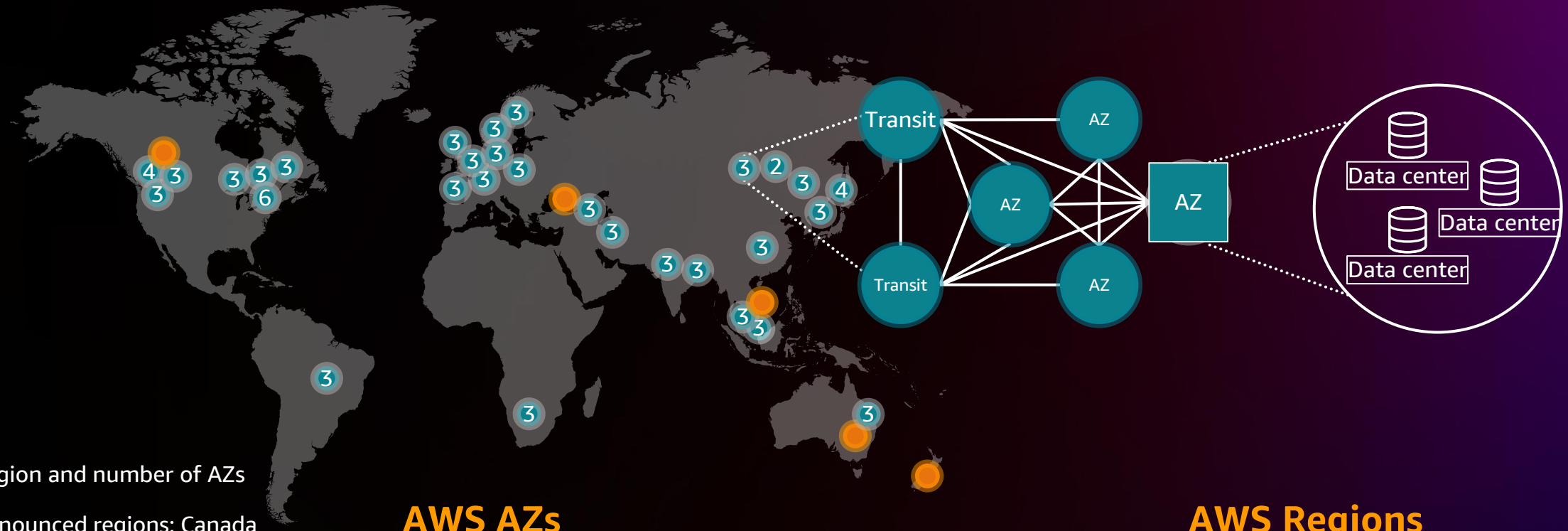
1 – SAP Discovery Center (data as of 03/09/2022): https://bit.ly/3hqVfRn

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AWS Global Infrastructure

30 GEOGRAPHICAL REGIONS, 96 AVAILABILITY ZONES, 410+ POPS



Region and number of AZs

Announced regions: Canada West, Israel, Melbourne, Thailand and Auckland

Updated as of November 27, 2022

AWS AZs

AZs consist of one or more discrete data centers, each with redundant power, networking, and connectivity, housed in separate facilities

AWS Regions

AWS Regions are physical locations in the world where we have multiple AZs

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RISE and BTP on AWS

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AWS Regions for BTP

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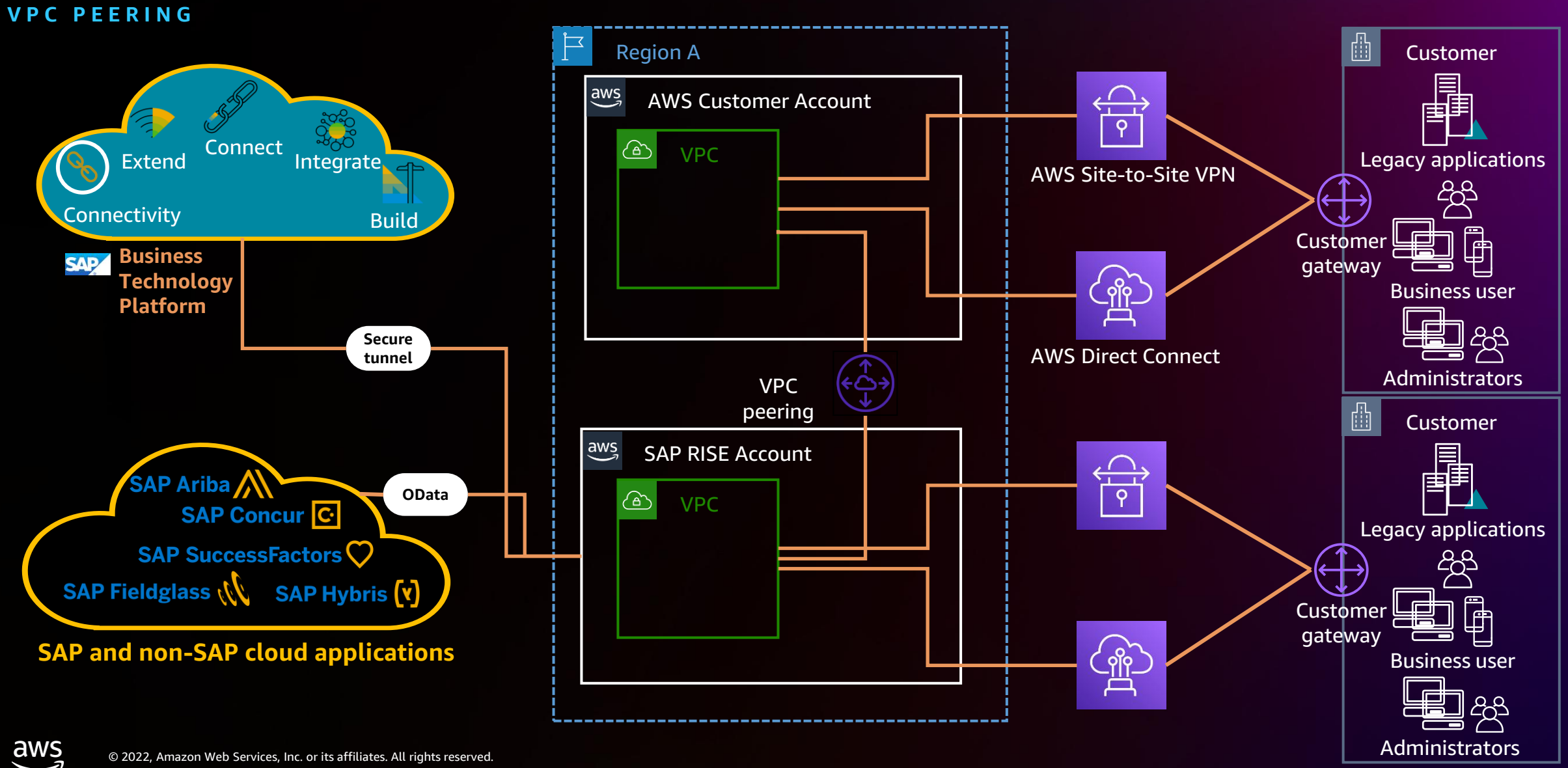
RPO for RISE on AWS
due to the unique multi-AZ architecture on AWS (short range DR – synchronous)

1

Global network
with simplified connectivity patterns

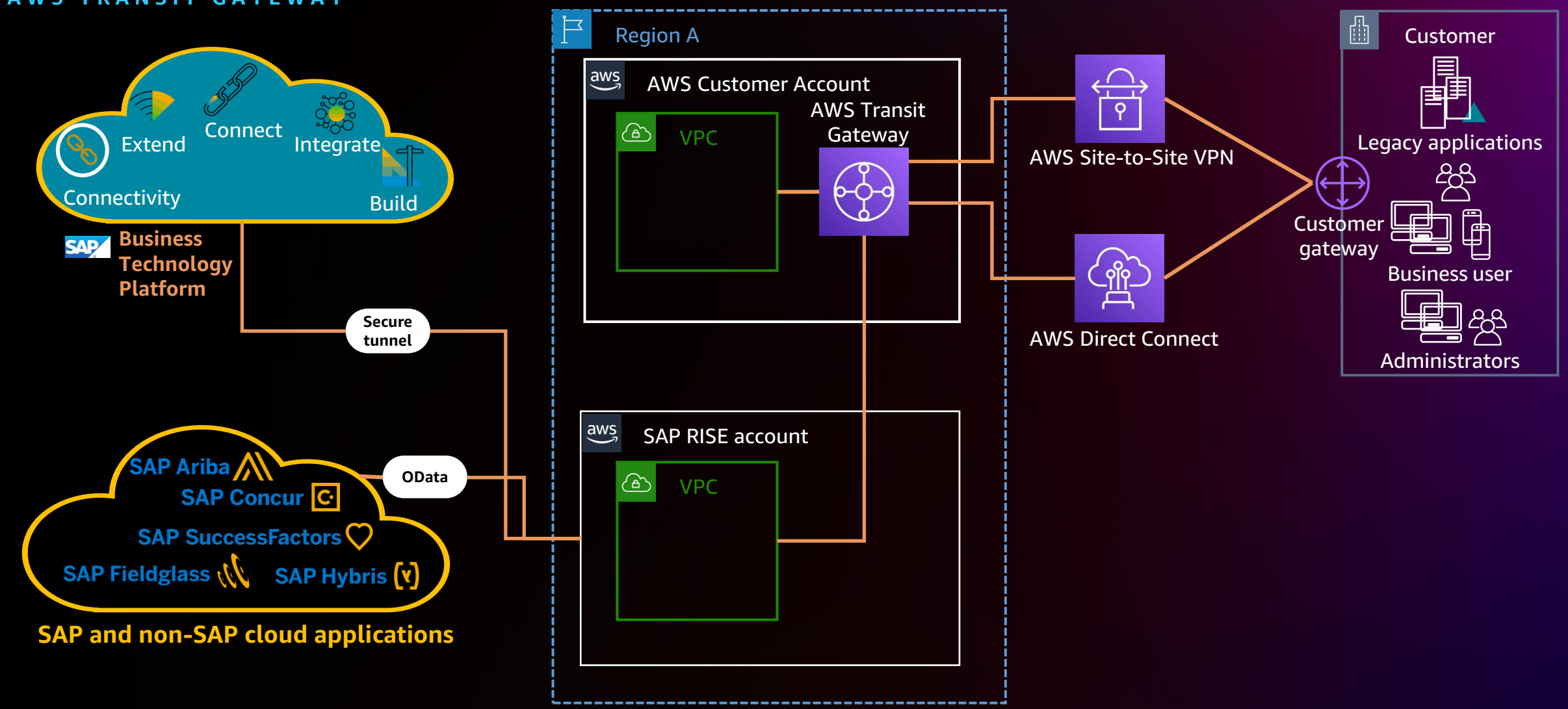
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RISE with SAP on AWS – Connectivity



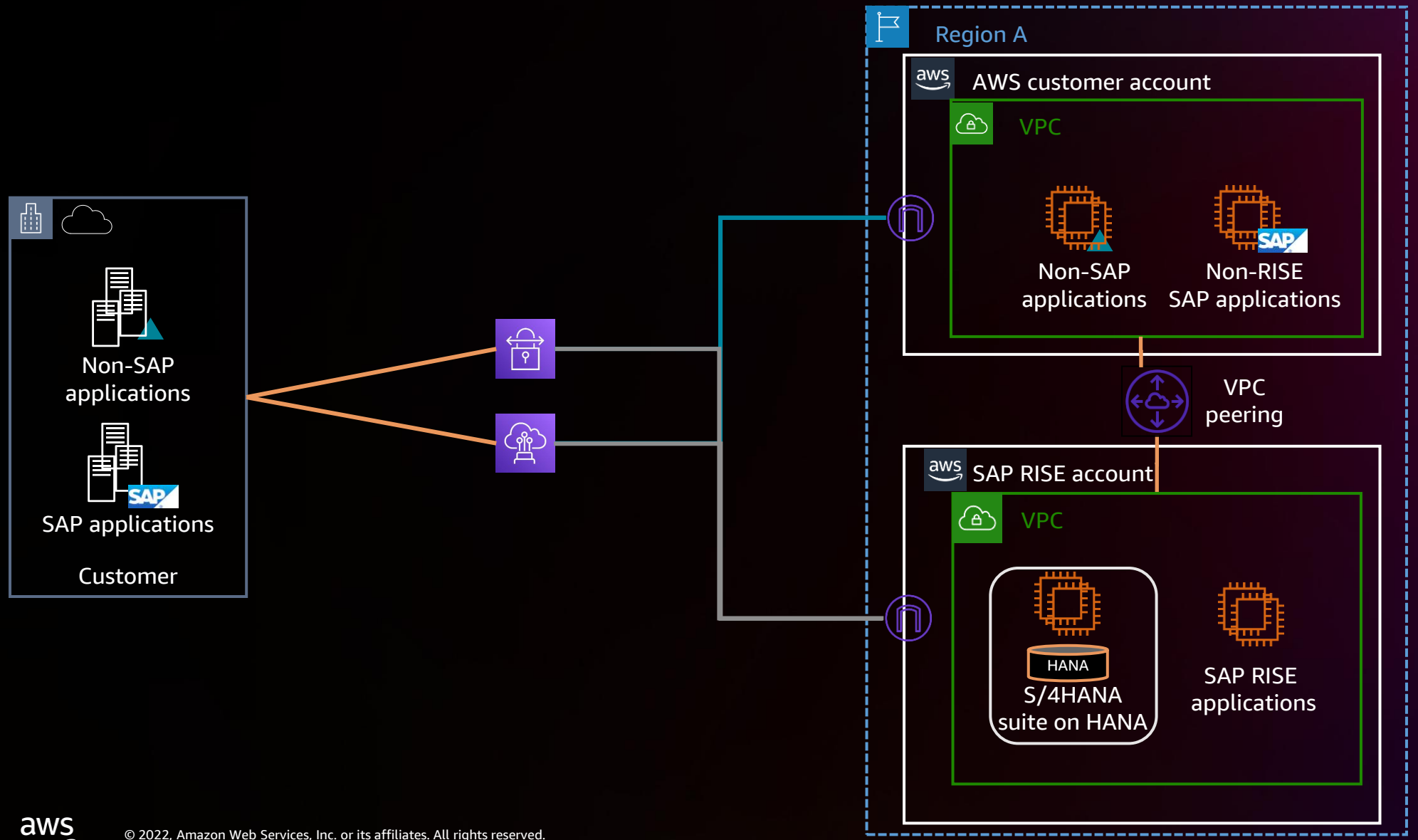
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RISE with SAP on AWS – Connectivity



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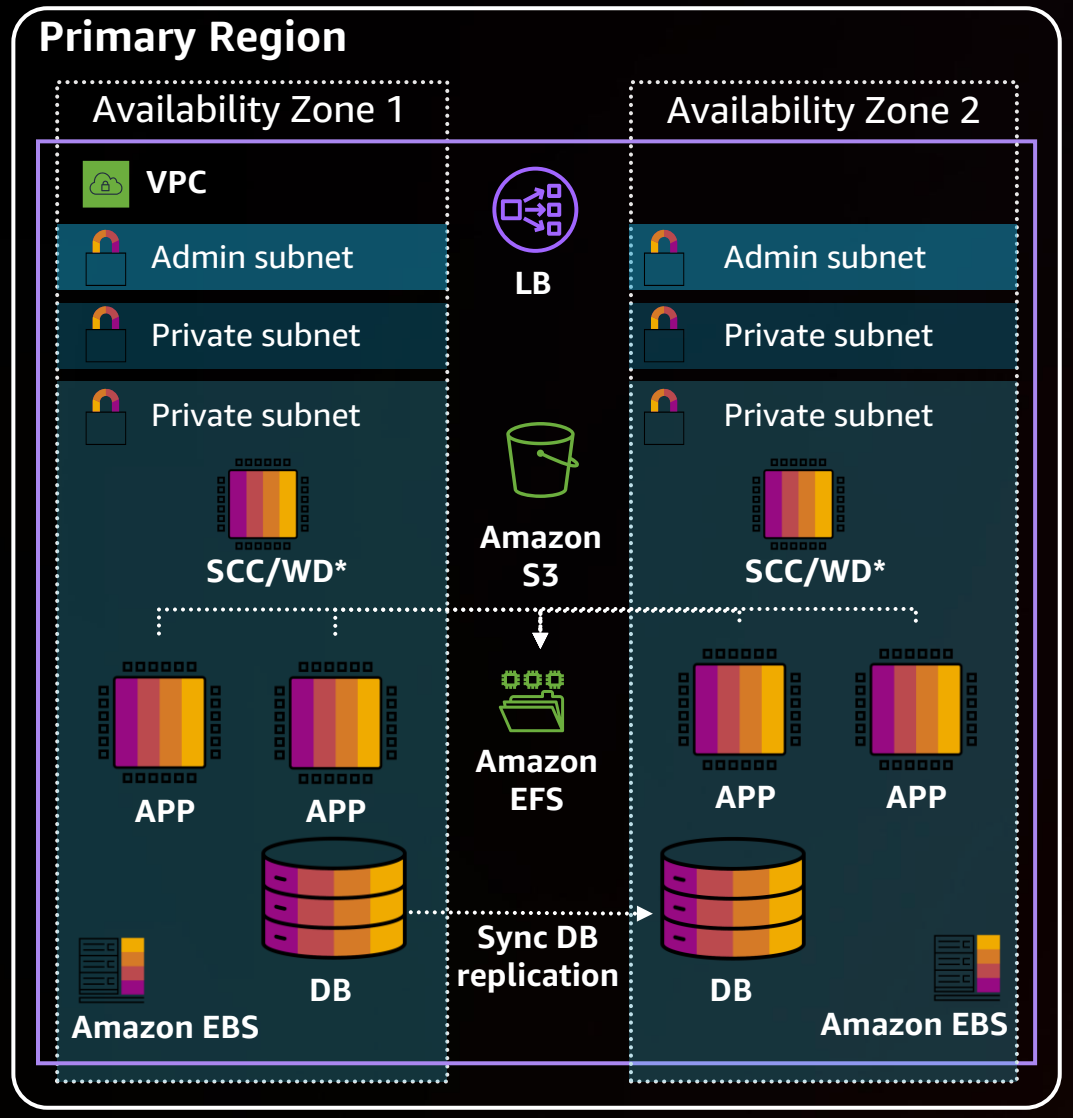
Cloud journey – Accelerate with RISE



- RPO/RTO
- Backup strategy
- Operational planning

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Disaster recovery architecture: Short distance DR

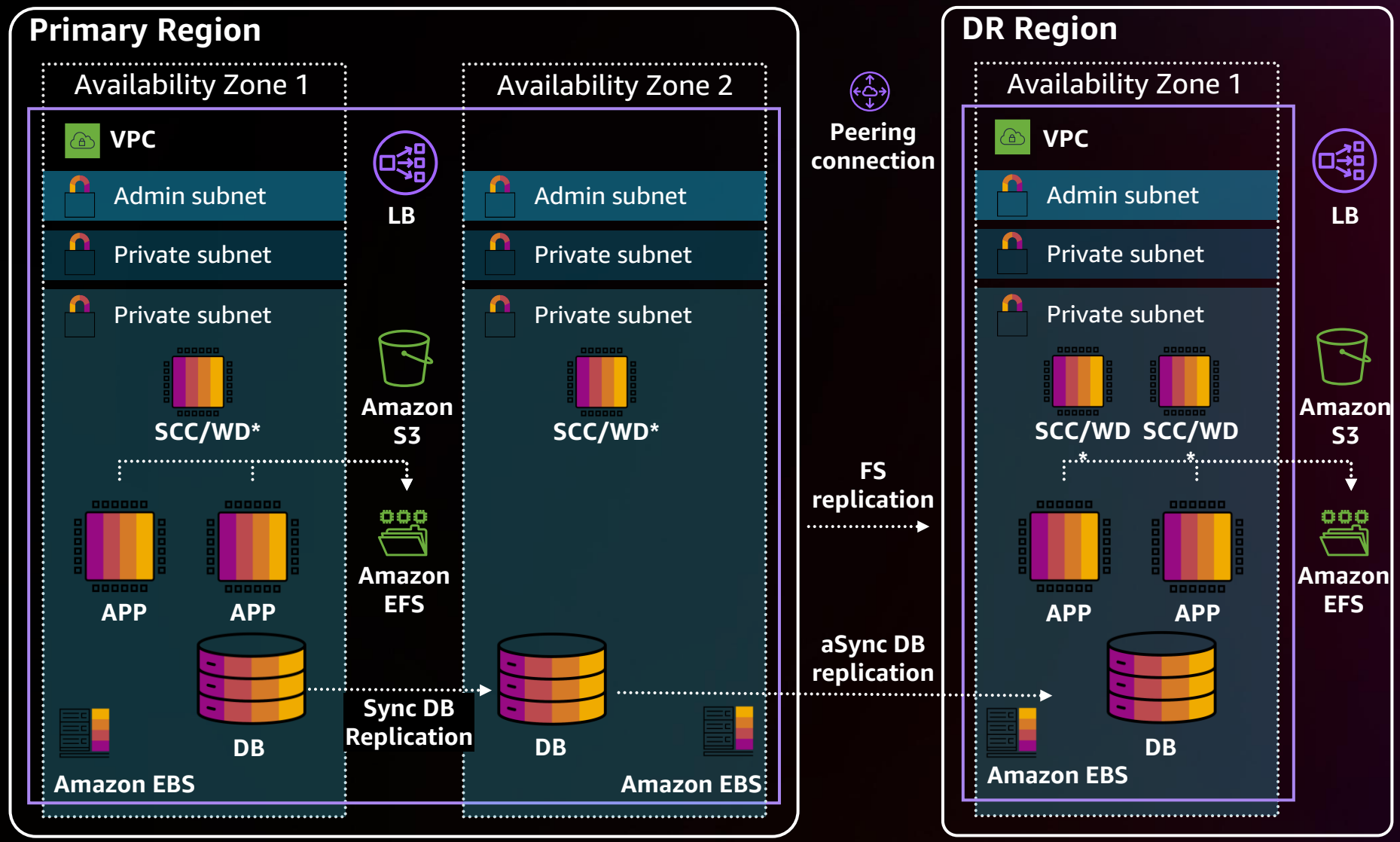


- Resilience across AWS Availability Zones
- Intra-region disaster recovery
- Amazon EC2 instance auto recovery

*** SCC/WD – SAP Cloud Connector and Web Dispatcher**

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Disaster recovery architecture: Long distance DR



- Resiliency across AWS Availability Zones and Regions
- Inter-region disaster recovery
- Amazon EC2 instance auto recovery

*** SCC/WD – SAP Cloud Connector and Web Dispatcher**

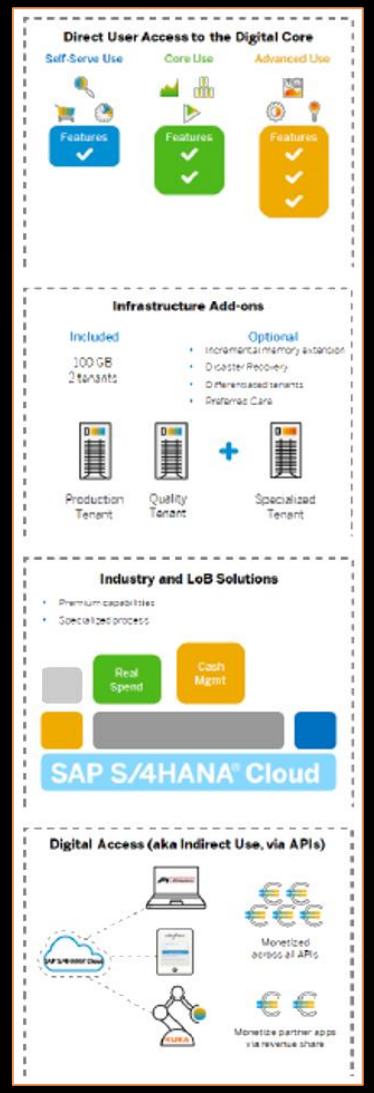
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RISE with SAP – AWS investment

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RISE with SAP – BOM structure example



FUE
(Full User Equivalent)

Infrastructure addons

LOB addons

Industry addons

Digital access

Material	Description
8010833	RISE with SAP S/4HANA Cloud, private edition
8008752	SAP S4H Cloud, system extension, private ed.
8008794	SAP Additional Storage for Ent. Manag. Cloud, p. e.
8008844	SAP App Server Cloud, private edition
8008697	SAP S4HC for cash management., private ed.
8008910	SAP Core Human Capital Manag., private ed.
8008911	SAP Time Tracking Cloud, private edition
8008783	SAP Payroll Cloud, private edition
8008751	SAP S4H Cloud for Retail merch. man., p.e.
8008677	SAP Merchandise Planning for SAP CAR, p.e.
8008678	SAP S/4HANA Cloud, Digital Access, private e.

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AWS investment – RISE with SAP

January 2021 - RISE with SAP launched

Funding based on FUE (Full User Equivalent) T-shirt sizing

June 2021 - RISE funding accuracy

Funding based on BOM (Bill of Material) evaluation provided by SAP

Funding levels increased from T-shirt sizes

October 2021 - RISE funding automation

Funding based on accurate BOM evaluation using an automated calculator:

- Accelerated the BOM analysis
- Consistent funding for RISE with SAP
- Reduced sales cycle for RISE with SAP on AWS

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RISE calculator – Competitive differentiator

Accurate and consistent funding

Fast turnaround times

Privacy and trust maintained with SAP and/or partner

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Call to action

- Come build with us to accelerate SAP on AWS migration and modernization
- Keep the core clean – Innovate using SAP BTP and AWS cloud-native services
- RPO = 0 for short range DR for RISE with SAP – AWS Global Infrastructure
- Use AWS investment for RISE with SAP – AWS calculator for RISE with SAP

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Thank you!

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