

The Top 10 Reasons to Run SAP on AWS with IBM

Migrating SAP workloads to the cloud and selecting a provider are two of the most strategic decisions today's IT leaders will make. Use this paper to understand how IBM can help customers shift to intelligent enterprises powered by SAP on the AWS Cloud.



"Not one of the other vendors was able to promise a project timeline of less than eight months. IBM Rapid Move for SAP S/4HANA got the job done within just six months. By working with IBM Services to move rapidly to SAP S/4HANA in the AWS cloud, we have gained the analytics capabilities we need to remain agile and competitive in a volatile marketplace"

Ahmad Salman Rida
Head of Digital and Analytics, ABM Investama

1

CHOICE

AWS and IBM provide the most choice and proven approaches to help customers succeed with SAP cloud transformations.



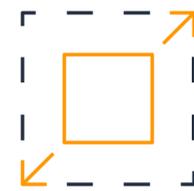
Lift-and-shift your existing SAP systems as the first step toward modernization



Modernize business processes with AWS services to gain new capabilities



Upgrade from **AnyDB to Suite on HANA** to gain in-memory capabilities and retire technical debt



Accelerate your **S/4HANA migration** with both native AWS installation and subscription offerings like RISE with SAP



Maintain the **flexibility** to re-size your environment as your needs change with a consistent, cloud-native experience across all instances and services

[Back to Top](#)

2

COST

Reduce SAP total cost of ownership today and into the future with the last infrastructure upgrade you will ever have to make.



Right-size your SAP landscape, eliminate overprovisioning, and consolidate systems/data



Offset migration costs through service credits and partner support via the AWS Migration Acceleration Program (MAP) for SAP



Eliminate hardware refresh costs and benefit from continuous improvements to the AWS Global Infrastructure



106 price reductions since AWS launched in 2006

A commissioned 2021 study conducted by Forrester Consulting on behalf of AWS found that customers who bring ECC to AWS experience a 103% ROI after 3 years.

[Back to Top](#)

3

INNOVATION

AWS provides the platform of innovation to modernize business processes, build new products, and re-imagine your customer experience, with faster time to market by leveraging IBM's pre-configured SAP industry solutions.



200+ AWS services including offerings for IoT, data lakes, AI/ML, image recognition, chatbots, and more



Over 90% of new features and services are built based directly from customer feedback



Use the same tools as Amazon.com to improve your customer experience and supply chain processes



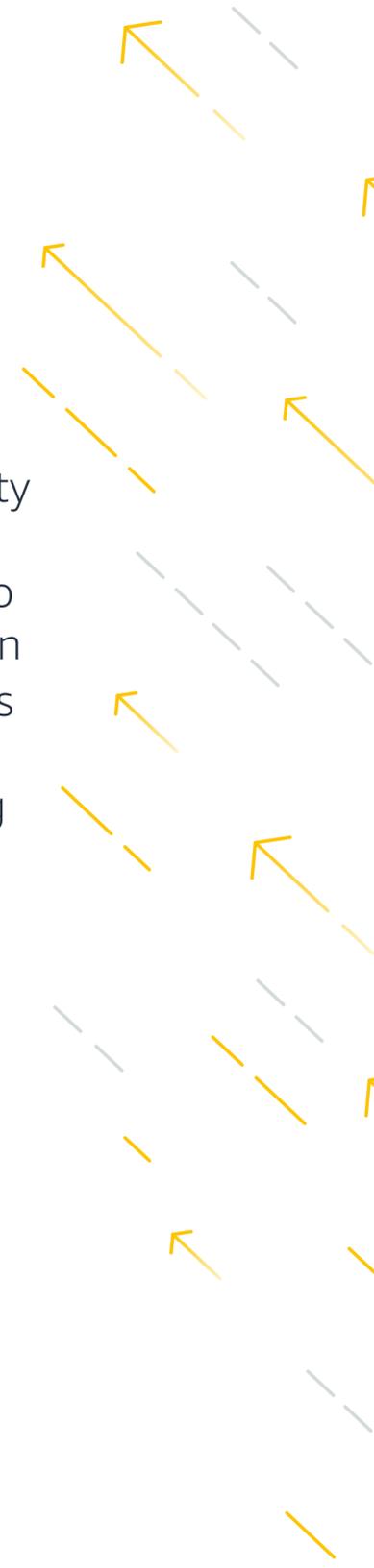
A growing selection of AWS-native offerings for SAP innovation from IBM

"The economies of scale, flexibility and speed of deployment of the AWS cloud solution turned out to be a perfect fit for Phillips Carbon Black," Dipan continued: "IBM has a truly global presence, and we had positive experiences working with IBM on critical and complex SAP migration projects in the past, which we saw as a key enabler of our long-term growth strategy."

Dipan Sengupta

Head – IT at Phillips Carbon Black Limited

on using AWS Launch Wizard to automate SAP S/4HANA deployment



[Back to Top](#)

4

INFRASTRUCTURE

Improve SAP system reliability by running on the world's most secure, extensive, and reliable global cloud infrastructure.

AWS Global Infrastructure consists of...

25 Regions **80** Availability Zones

2x more Regions with multiple AZ's than the next largest cloud provider*



10 years in a row as Gartner Magic Quadrant Cloud Infrastructure & Platform Services leader²

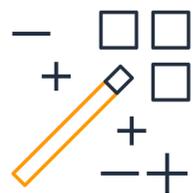
*AWS Regions provide multiple, physically separated and isolated Availability Zones which are connected with low latency, high throughput, and highly redundant networking. Unlike other cloud providers, AWS has at least two Availability Zones in every Region, giving customers more flexibility and choice in how they architect for high availability and disaster recovery.

[Back to Top](#)

5

AUTOMATION

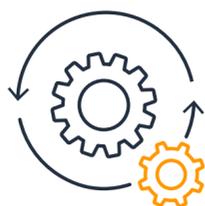
Automate deployment and operations to deliver consistent results and free up resources to focus on value-adding activities.



Deploy production-ready SAP landscapes in <2 hours with **AWS Launch Wizard**



Simplify and accelerate HANA backups with up to 2GB/sec speeds with **AWS Backint Agent**



Offload infrastructure management to enhance security and efficiency with **AWS Managed Services**



Take advantage of **AWS Professional Services** offerings for SAP including Auto Scaling, Auto Start/Stop, Serverless System Monitoring, and more

"AWS Launch Wizard is a magical tool—it enables me to reduce SAP S/4HANA deployment time by at least 50%, enabling me to do what would normally require an entire team by myself."

Yatin Bhatt

Senior SAP Basis Engineer, Twitch
on using AWS Launch Wizard to automate SAP S/4HANA deployment

[Back to Top](#)

6

PERFORMANCE

Improve SAP application performance with the largest selection of cloud-native, SAP certified instances from 256GB to 24TB.

48TB

Scale out to 48TB for SAPS/4HANA and 100TB for SAP BW/4HANA

260,000 IOPS

Run up to 260,000 IOPS in a single EC2 Instance with consistency

10-30%

More SAPS per \$ with the AWS Nitro System³

“Our performance of SAP on AWS is off the scale. We reduced our monthly billing cycle from four days to one day and have significantly reduced our overall annual IT costs.”

Carlos Galiano

Chief Information Officer, Seaco

on using AWS’s cloud-based solutions to replace Seaco's traditional on-premises data center facilities

[Back to Top](#)

7

SECURITY

Strengthen your security posture with comprehensive, industry-leading security and compliance controls.



90 security standards and compliance certifications



The **only** cloud vetted and accepted as secure enough for top-secret workloads



All **117** AWS services that store customer data offer the ability to encrypt that data



AWS operates two SAP NS2 Regions for customers in government and regulated industries

“As an aerospace and defense firm, security is absolutely essential. That’s why we chose AWS GovCloud. We then built the foundational and security blueprints on top of it all.”

Jeff Wright
Cloud Services Sr. Manager,
Lockheed Martin

on moving their SAP Suite on HANA system to AWS

[Back to Top](#)

8

ANALYTICS

Uncover deeper insights from your SAP data to improve operational efficiency and innovate faster.



Combine SAP data with non-SAP data and apply analytics within an enterprise data lake



Drive new insights with the broadest and deepest portfolio of purpose-built analytics, AI, and machine learning services



Reduce costs with Amazon S3 and save up to an additional 70% with Amazon S3 intelligent tiering

"We're now able to analyze automated visual inspection data and use artificial intelligence to identify opportunities to produce even higher-yield fibers. It wouldn't be remotely possible to do this if all our data was still siloed at each plant site."

Elizabeth Gonzalez
Analytics leader at Koch Industries/INVISTA

on using SAP ECC with AWS analytics services

[Back to Top](#)

9

IBM'S SAP "FOOTPRINT"

IBM provides the experience, tooling, methodology, and best practices to streamline your SAP migration and transformation.

38,000+

Global SAP consultants, with 4x the number of certified SAP S/4HANA consultants than any other partner

6,500+

SAP Projects including 275+ SAP S/4HANA implementations

Over 48 years

No other SAP partner has more Global Partner Program Certifications (SAP)

"One of our key long-term goals is to foster the loyalty of our B2B clients by becoming a customer-centric business. Working with IBM and SAP, Galp has laid the foundation for its new business model, with SAP solutions to help us lift satisfaction and strengthen long-term relationships. IBM continues to support us on our transformation journey, and provides ongoing support for our SAP solutions through a dedicated team of technology experts."

Catarina Ceitil

Head of ERP Transformation Program, Galp

[Back to Top](#)

10

HELPING CUSTOMERS SHIFT TO INTELLIGENT ENTERPRISES POWERED BY AWS AND IBM

Intelligent Industry Solutions Through our Co-innovation, IBM and AWS are developing specific solutions and processes with Intelligent Industry Outcomes in Federal, Public, Life Sciences, Telco, and more.



Advise - Plan your S/4HANA journey with AWS with Next Generation Business Value Realization with IBM Rapid Discovery



Build - Develop next generation intelligent Industry solutions with IBM and AWS



Optimize - Migrate and manage SAP industry solutions with IBM Landscape-as-a-Service for SAP

"IBM invested in becoming an AWS SAP Competency partner because it is an integral part of how we advise, move, build, and manage SAP environments for our clients, accounting for stringent security and compliance requirements. Together, AWS and IBM bring a comprehensive suite of services to drive client success, regardless of industry."

Garrick Keatts

IBM Global SAP Practice Leader

[Back to Top](#)

Reimagine possible with SAP on AWS with IBM

Across nearly every industry and geographic region, SAP customers are choosing AWS to future-proof their businesses and get more value out of their SAP investments. Whether you're looking to lift-and-shift to reduce costs, innovate around your core lines of business by extending to AWS services, or migrate to SAP S/4HANA, AWS remains the platform of choice and innovation for SAP customers.

[Learn more about SAP on AWS](#)

[IBM Services for AWS Cloud](#)

[Learn more about IBM's AWS Capabilities](#)

[Connect with IBM](#)

[Get started with SAP on AWS](#)

