



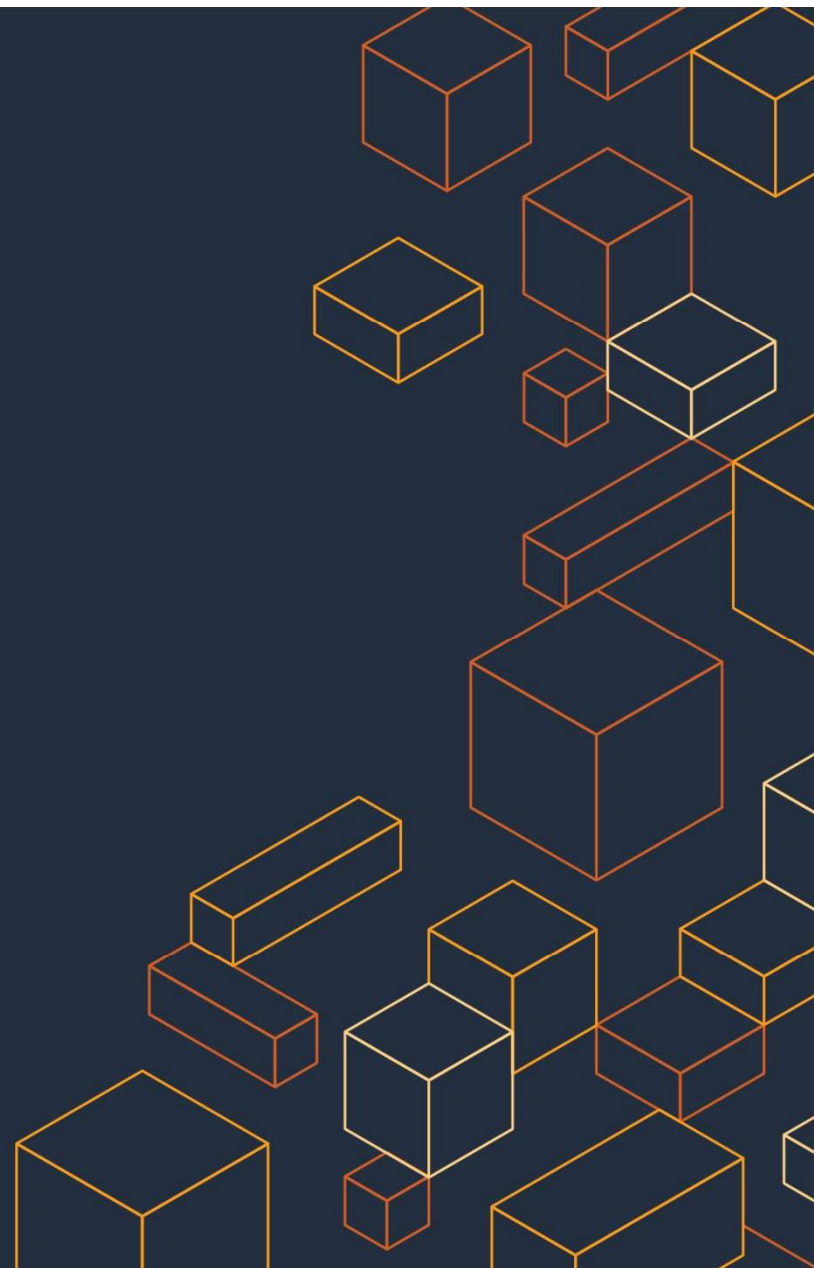
# All RISE with SAP?

What is really included?

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**What is RISE with SAP?**

**Customer choice**

**Developing a Business Case for SAP S4**

**All RISE?**



# Why should you **RISE with SAP?**

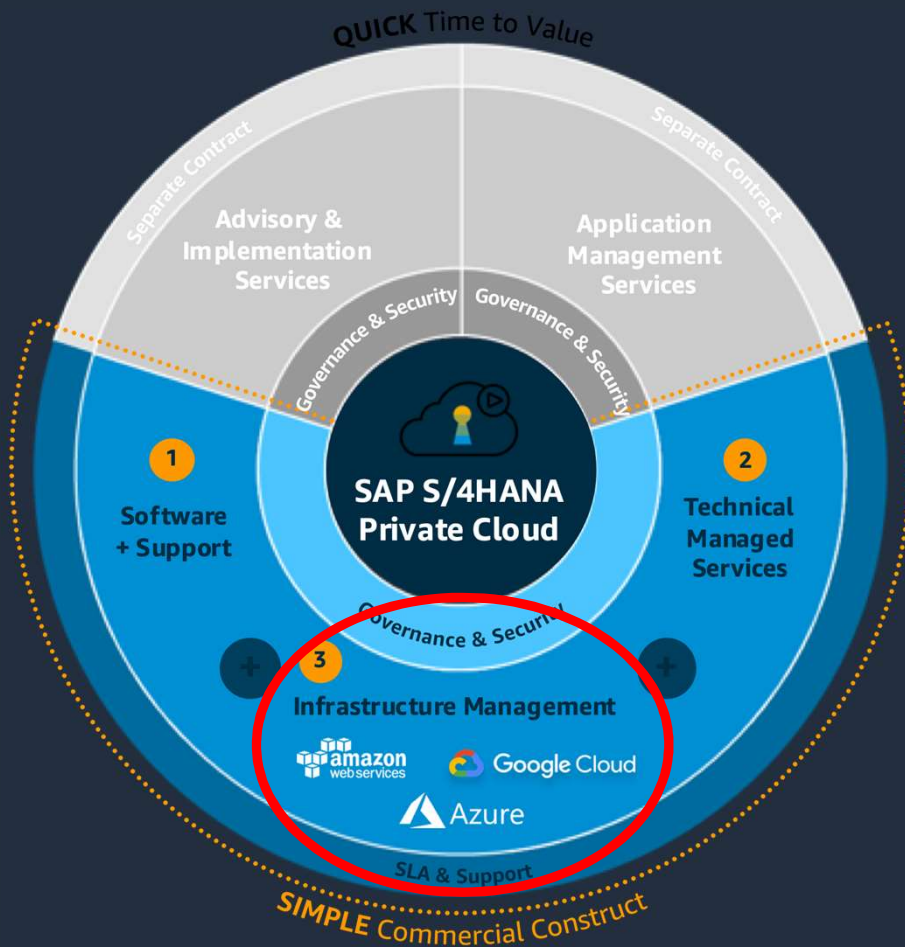
One hand to shake, and  
one contract to sign

Standardize, modularize,  
and accelerate innovation

Get all the benefits  
without giving up your  
options

One SLA, including  
future license demand,  
Capex to Opex

# SAP S/4HANA, Private Cloud Edition: SAP-provided scope



## 1 Functional Scope:

- SAP Software + Enterprise Support based on SAP S/4HANA Enterprise Management (On-premise)
- Cloud Connectors: SAP Ariba, SAP SuccessFactors, SAP Concur, SAP IBP
- SAP Adobe Document Services for printing
- SAP S/4HANA LoB & Industry Add-Ons
- Partner Add-Ons are categorized as follows:
  - Available on SAP price list + S/4HANA certified: Roadmap of commercialized Add-Ons available
  - Available on SAP price list + not S/4HANA certified: Currently not allowed
  - Not available on SAP price list + S/4HANA certified: Can be installed and managed on customers responsibility\*
  - Not available on SAP price list + not S/4HANA certified: Currently not allowed

## 3 Infrastructure Management:

- Low TCO
- Highest Flexibility
- Best scalability option
- Availability
- Data Center [Availability](#)

## 2 Technical Managed Services:

- High Availability & Business Continuity
- SLA: 99,5% for productive system, 95% for non-productive systems
- Services described by Roles & Responsibilities matrix
- Wide range of foundational technical service delivery
- Technical System Operations
- Technical Landscape Deployment
- Technical Upgrade installation
- Continuous Service planning & review
- 24\*7 service delivery for PRD, 24\*5 for non-PRD
- Setup of RFC connections

## RISE with SAP

### Customer who wants:

- One provider for Infrastructure, Managed Services, & Subscription
- Strong license demand
- Terminate SAP license Shelfware
- Capex to Opex on License
- One SLA for the entire application stack

## SAP on AWS Native

### Customer who wants:

- To own the SAP System and license
- Maintain their SAP Team
- To have an elastic and flexible landscape
- Engage with Partners for managed services
- Run SAP applications not available in RISE

# AWS Offers Customers Choice for SAP

## RISE with SAP on AWS



### Managed by SAP/partner

Optimal for customers who want to simplify management, retain existing ERP investments and tap into innovation through SAP Business Technology Platform

## SAP on AWS



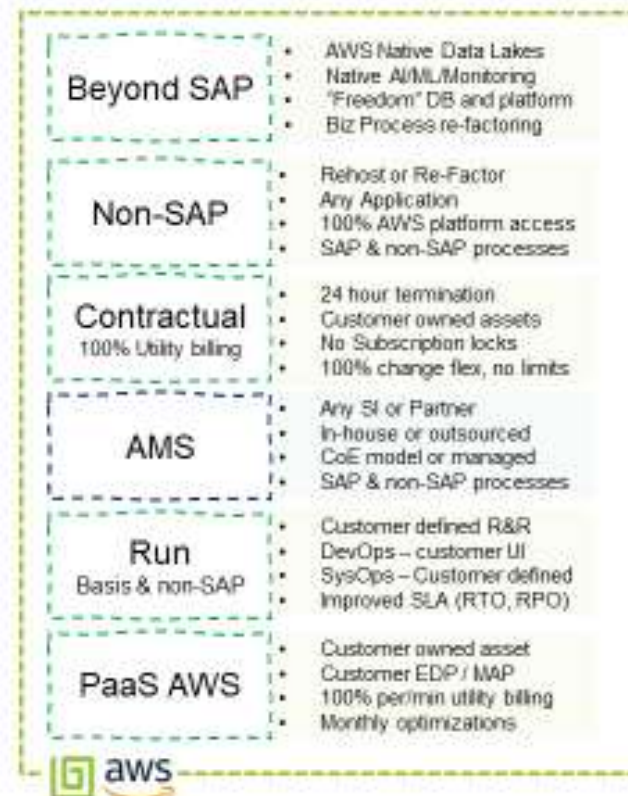
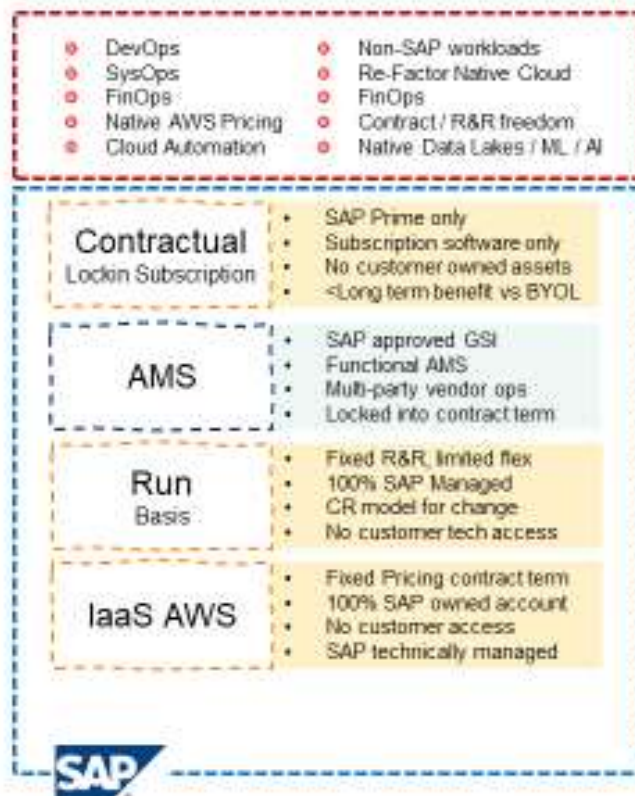
### Managed by customer/partner

Optimal for customers who want maximum control and extensibility to the entire breadth and depth of AWS services

Migration & Modernization	Lift & Shift, Refactor to SAP HANA, SAP S/4HANA transformation	Lift & Shift, Refactor to SAP HANA, SAP S/4HANA transformation & Innovating beyond SAP
Extensibility	Extend on SAP Business Technology Platform (SAP BTP)	Extend as needed utilizing 200+ native AWS services including AI/ML, IoT, Data & Analytics
Compliance	General compliance	Industry and country specific compliance
Pricing	Includes Infrastructure, Software Subscription, Software Support and Technical Managed Services; Additional Cost for Disaster Recovery, Digital Access (Data Blocks), Customer Evaluation System, 99.9% SLA, Additional Storage and Usage tier	Includes Infrastructure; Additional Cost for License and Support for SAP app, Database and OS
Optimization	Customer's SAP landscape set in the SAP RISE contract with options to ramp the usage tiers during the term	Customer can perform AWS Well Architected Review and optimize the landscape and cost. Customer can reduce cost using AWS data-tiering architecture, commercial programs and service price reductions
Heterogeneous IT estate	Better suited for simplified management of SAP-centric IT landscape	Suitable for heterogeneous IT estate and SAP-centric IT estate

# All RISE?

## SAP RISE vs Lemongrass EnterpRISE





# All RISE?

## Lemongrass EnterpRISE top 10 messages

1. RISE is a commercial not solution evolution. Don't expect major differences from the HEC experience.
2. SAP own the hyper-scaler asset, customer obsessed means customer should have control and ownership of their own assets.
3. RISE does not track AWS cost improvements, it's a fixed cost over a term.
4. Subscription does act as a lock in mechanism and is expensive over longer terms (and bad conversion rates on buying back perpetual licenses)
5. Non-SAP / Beyond SAP – No access to run, manage, evolve innovate and will need to be executed separately.
6. "Freedom DB" access, move to non SAP DBs, move data to Lakes – limited options.
7. Limited access to innovation – New EC2, New storage optimisations.
8. Little Automation = largest optimization point for SAP operations, and no ability to evolve.
9. SLAs are below industry levels. Lack of Automation and AWS Innovation caps SLAs ability.
10. Limited to SAP RISE approved vendors, limits AWS skills development & diversification internally



# Q & A

# Top Reasons for Running RISE with SAP on AWS

9

AWS Regions for BTP vs 7 total from other hyperscalers

29

BTP services available on AWS and **NOT Azure**

49

BTP services available on AWS and **NOT GCP**

0

**RPO**  
only offered on AWS due to multi AZ architecture  
(short range DR – synchronous)

1

Global Network  
with **simplified connectivity patterns**

100%

Performance - AWS Nitro frees up 100% of EC2 instance for customer use

Source: SAP DR SLA [document](#), SAP 2<sup>nd</sup> DR SLA [document](#)

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# Why RISE with SAP on AWS?



## Experience

Tap into AWS's 10+ years 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 130+ cloud-native, SAP-certified instance



## 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 largest SAP cloud ecosystem for migration, transformation, managed services, and software solutions purpose-built for SAP customers