

SAP-Managed Migration to SAP® Business Suite powered by SAP HANA® in the Cloud

Table of Contents

-
- 6** Introducing the Discovery Package

 - 8** Introducing the Live Migration Packages

 - 10** Realize the Advantages of SAP Innovation, Managed by SAP



Are you running older releases of SAP® software supported by customer-specific maintenance? Now it's easier than ever to migrate to the new SAP Business Suite powered by SAP HANA® using services and a cloud infrastructure hosted by SAP. Called SAP HANA Enterprise Cloud, this managed service combines the real-time insights of in-memory technology with the low cost and flexibility of cloud computing. Several packages let you [test-drive your new solution and have SAP manage your migration](#) to minimize risk.

THE POWER OF REAL-TIME BUSINESS

SAP Business Suite applications are now powered by the next-generation platform, SAP HANA. This software brings together transactions and analytics into a single in-memory platform. You can drive your entire business in real time to create new value with smarter innovations, faster processes, and simpler interactions.

Many organizations have already migrated to SAP Business Suite powered by SAP HANA to meet today's challenges associated with Big Data, enterprise mobility, and real-time decision making. But some continue to run older versions of SAP software. Although still productive, these legacy solutions are not designed with the latest innovations that a real-time business environment demands. What's more, the solutions require

maintenance agreements, ongoing maintenance and modification, and dedicated hardware and IT staff – all of which drive up the total cost of ownership (TCO) for the software.

YOUR RISK-FREE ROUTE TO REAL-TIME COMPUTING IN THE CLOUD

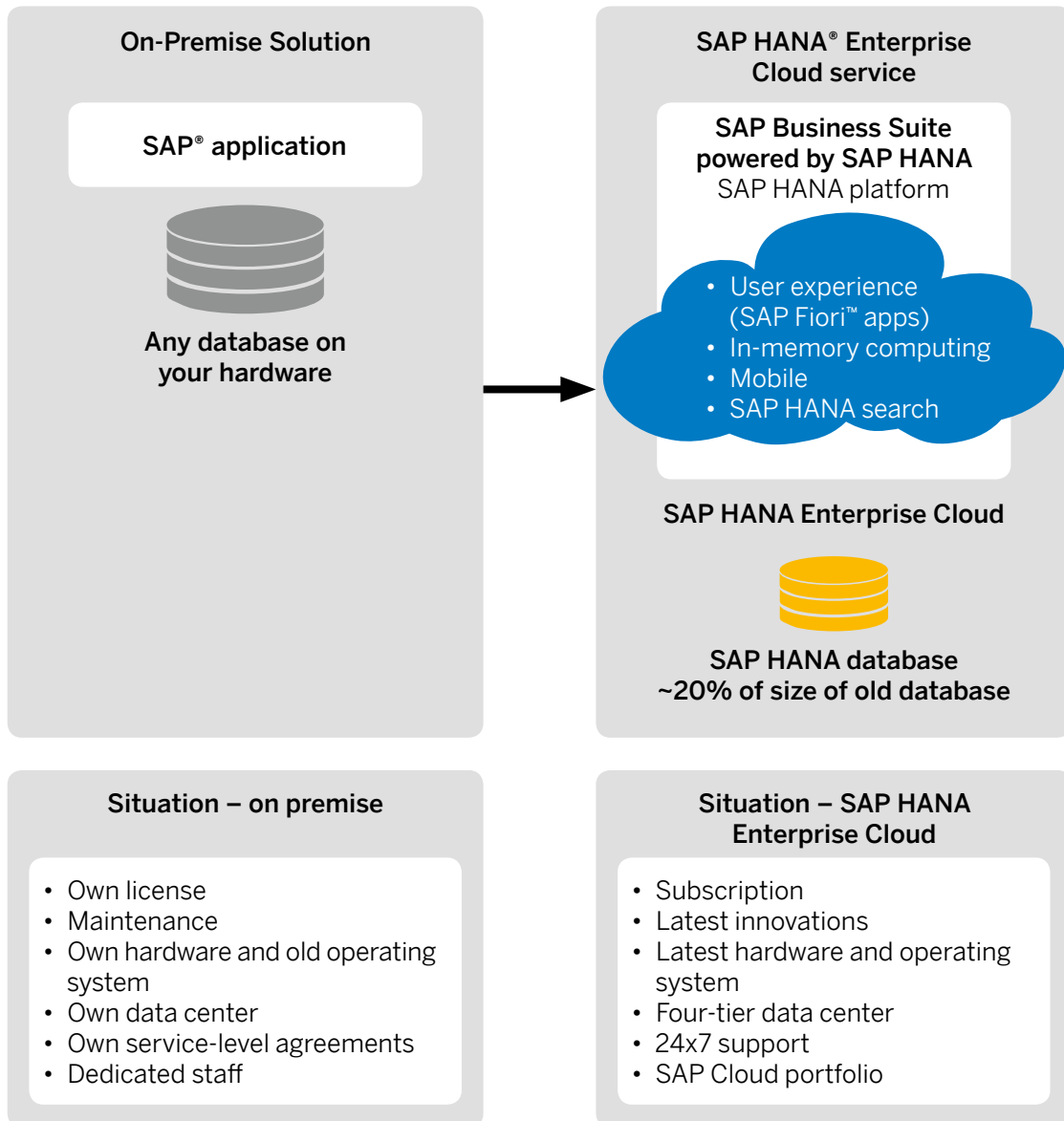
Now you can migrate these older, on-premise solutions to SAP Business Suite powered by SAP HANA – faster, more easily, and with zero infrastructure investment – using SAP HANA Enterprise Cloud (see [Figure 1](#)). With this managed service, you can accelerate your company's transition to a real-time enterprise through cloud computing. There are also several new package offerings that provide a low-cost, risk-free way to evaluate the benefits of migrating.



Now you can migrate older, on-premise SAP solutions to SAP Business Suite powered by SAP HANA – faster, more easily, and with [zero up-front infrastructure investment](#) – using our SAP HANA Enterprise Cloud service.



Figure 1: Migration to SAP® Business Suite powered by SAP HANA® in the Cloud





Overview of the Discovery, Migration, and Migration and Innovation Packages

Package	Content	Outcome for Customer	Service ID
Discovery	<ul style="list-style-type: none"> • Discovery workshop • Test migration • Two-week test system using the SAP HANA® Enterprise Cloud service (one-tier landscape) 	<ul style="list-style-type: none"> • Feasibility study • Preview with your own data • Value assessment of SAP HANA Enterprise Cloud • Discovery package results report 	50122218
Migration (as is)	<ul style="list-style-type: none"> • Discovery package • Assessment and advisory service for SAP HANA Enterprise Cloud • Live migration (including four-tier landscape and modification clearance support) • Separate live system 	<ul style="list-style-type: none"> • Migration to SAP® Business Suite powered by SAP HANA (including mobile apps) • Starting point for process improvements 	50122219
Migration and innovation	<ul style="list-style-type: none"> • Migration package (as is) • Design-thinking workshop • Innovation-shaping proposal • Separate live system • Separate configuration of innovations 	<ul style="list-style-type: none"> • Exploitation of SAP Business Suite powered by SAP HANA (including selection of standard and custom customer-relevant scenarios) 	50122220





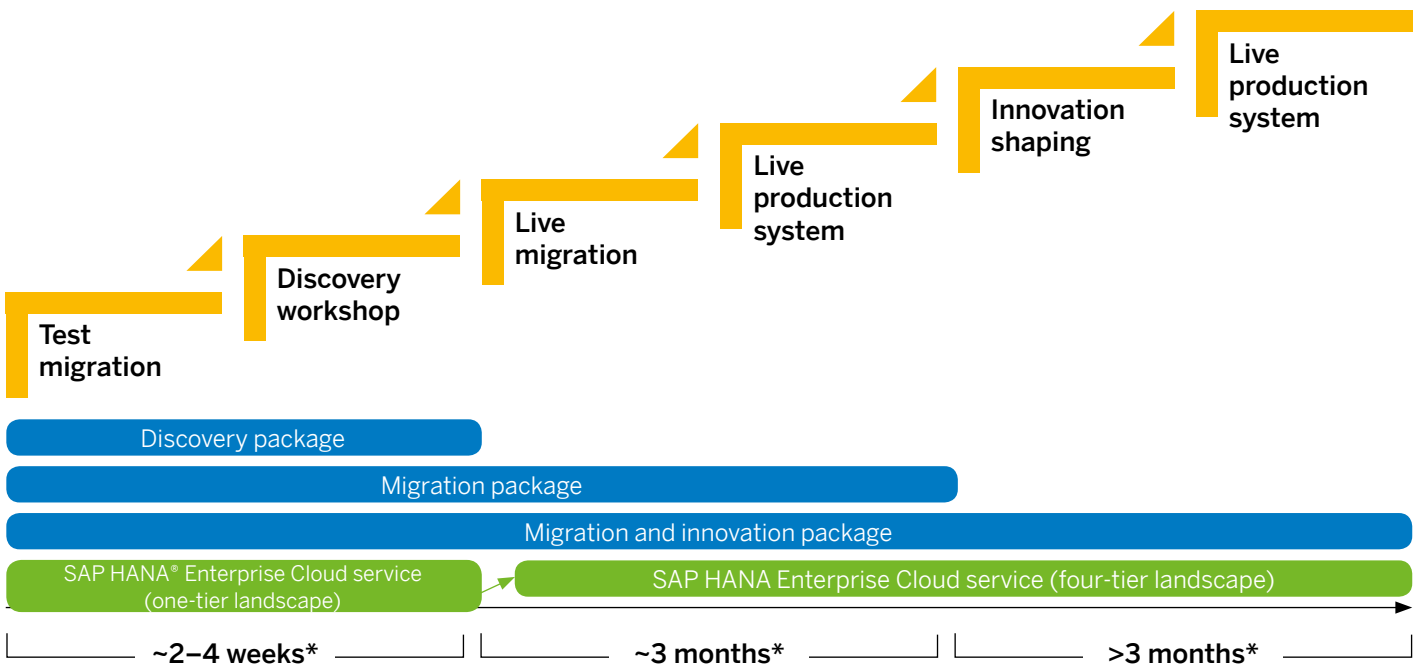
The foundation of these offerings is a discovery package that lets you quantify the advantages of migrating your legacy solutions to SAP Business Suite powered by SAP HANA using SAP HANA Enterprise Cloud. This package includes a discovery workshop and test migration that let you fully assess the potential business value based on your own data.

Feedback from the discovery package provides an excellent basis for the live migration to next-generation software in a private cloud environment hosted by SAP. The new environment includes the

latest release of SAP Business Suite powered by SAP HANA, which supports a wide array of business scenarios, in-memory computing, and new user interfaces. All of this is available as a subscription – providing you with the latest innovations, hardware, and operating system, as well as 24x7 support and world-class service-level agreements (SLAs).

The typical path for migrating your legacy SAP software to SAP Business Suite powered by SAP HANA using SAP HANA Enterprise Cloud is shown in Figure 2.

Figure 2: Typical Migration Path and Timeline



*Varies for individual customers



Introducing the Discovery Package

If you'd like to learn how your company can benefit from a cloud-based, SAP-managed deployment of SAP Business Suite powered by SAP HANA, the discovery package is a step in the right direction. This package provides an assessment of your current software environment and identifies what you can achieve by deploying the software using SAP HANA Enterprise Cloud. It also lets you test SAP Business Suite powered by SAP HANA using your own data and explore various scenarios that are specific to your industry and organization.

DISCOVERY PACKAGE DELIVERABLES

The discovery package includes several deliverables that help you weigh the costs versus the benefits of migrating to SAP Business Suite powered by SAP HANA and determine next steps. These deliverables are described in the following paragraphs.

Test Migration

A test migration of one of your systems in the discovery package includes a two-week trial deployment of the latest version of SAP Business Suite powered by SAP HANA in a private cloud environment hosted by SAP. The test migration typically occurs within two to four weeks of the discovery workshop. After the test migration, you can engage in further discussions and workshops to assess process optimizations and IT strategies associated with a full deployment of SAP Business Suite powered by SAP HANA.

Discovery Workshop

A one-day discovery workshop included in the package consists of a half-day assessment of your current software landscape and a half-day session during which you identify the parameters of your test migration. The workshop also provides a business-case calculation for conducting a cost-benefit analysis.



Our discovery package provides a low-cost, risk-free method of [weighing the costs versus benefits](#) of migrating your legacy software to SAP Business Suite powered by SAP HANA before you commit.





With the business-case calculator, you input different parameters including both hard factors (such as company figures) and soft factors (such as productivity increases). The result is a calculation that helps you to compare the TCO of your SAP software landscape before and after the proposed migration.

Results Report

A results report provided with the package gives you an overview of your current solution landscape and IT strategy and assesses the specific value of a live migration to your organization. It details the results from your test migration and recommends potential business scenarios you could support using SAP Business Suite powered by SAP HANA and SAP HANA Enterprise Cloud. The report also identifies key findings from the business-case calculations conducted during the discovery workshop, proposes the optimal package for live migration, and outlines the recommended implementation path.

WHY CHOOSE THE DISCOVERY PACKAGE?

Here are just a few of the benefits you'll receive with the risk-free, no-obligation discovery package:

- Ability to assess and test-drive your cloud-based deployment of SAP Business Suite powered by SAP HANA
- Test migration and workshops based on your own data
- Full management of the test migration by SAP
- Completion of the test migration within two to four weeks
- Cost-benefit analysis of a full migration
- Comparison of the TCO for your SAP software landscape before and after the proposed migration
- Minimal up-front investment



Feedback from the discovery package provides an excellent basis for the [live migration of next-generation software](#) to a private cloud environment hosted by SAP.



Introducing the Live Migration Packages

THE PATH TO MIGRATION

If you decide to proceed with a full, live migration based on the outcome of the discovery package, we offer two additional packages to streamline the process. One lets you directly migrate your existing SAP software landscape – as is – to SAP Business Suite powered by SAP HANA in the cloud. The second, our migration and innovation package, lets you leverage the innovative functionality in SAP HANA to customize your new solution, support specific business scenarios, and meet your unique needs.

MIGRATION PACKAGE – MOVE YOUR SOFTWARE “AS IS” TO THE CLOUD

Our migration package combines the discovery package with SAP services for managing the actual migration of your existing landscape – “as is” – to SAP Business Suite powered by SAP HANA and SAP HANA Enterprise Cloud.

Why Choose the Migration Package?

By choosing this package, you benefit from:

- An SAP-managed migration
- Expedited deployment of your new software
- Simplification of your hardware landscape
- Increased responsiveness to business change
- Reduced time to market
- Lower infrastructure costs
- Conversion of capital expenses into operating expenses
- Less time required of IT professionals
- Ability to develop and transition to cloud computing at your own pace
- Lower risk
- Starting point for process improvements





MIGRATION AND INNOVATION PACKAGE – MEET YOUR UNIQUE NEEDS

The migration and innovation package combines our discovery and migration packages, along with expert services designed to maximize business innovation. Using this package, we can work together to enhance your new solution with added features to meet your specific business or industry needs. The package includes a design-thinking workshop for business innovation that helps your stakeholders, users, and decision makers explore the optimal approaches to address your unique challenges. Based on the outcome of this workshop, you will also receive a proposal that lays out your road map for business innovation.

Why Choose the Migration and Innovation Package?

By choosing this package, you benefit from the power to:

- Take full advantage of the additional functionality within SAP Business Suite powered by SAP HANA

- Support standard and customized business scenarios that are relevant to your industry and organization
- Make the most of the core technical innovations of SAP HANA

BENEFITS OF THE DISCOVERY AND MIGRATION PACKAGES

Using the discovery package and other SAP-managed services for your migration, you get:

- Full support from SAP
- The opportunity to minimize risk and maximize success by testing the new software before you implement it
- A faster migration (with testing often completed in two to four weeks), which means a faster start for projects that use your new software to drive revenue and reduce costs
- A fixed price with minimal up-front investment



The migration and innovation package combines our discovery and migration packages, along with [expert services that maximize business innovation](#). The result is an enhanced solution with added features to meet your specific business or industry needs.



Realize the Advantages of SAP Innovation, Managed by SAP

Migrating to SAP Business Suite powered by SAP HANA, with help from SAP, offers many different benefits for your organization.

BENEFITS OF SAP SOFTWARE POWERED BY SAP HANA IN THE CLOUD

Once you've installed SAP Business Suite powered by SAP HANA using SAP HANA Enterprise Cloud, you can also:

- Increase the productivity of mobile users and other employees
- Reallocate resources – freeing your IT staff members from managing and maintaining SLAs so they can engage in tasks that create greater value for your organization
- Enhance compliance
- Lower costs related to data warehousing and business intelligence, as well as personnel, hardware depreciation and maintenance, energy, facilities depreciation and maintenance, downtime, and security

- Capitalize on the increased agility provided by SAP HANA Enterprise Cloud to accelerate innovation projects that drive revenue and reduce cost
- Replace capital expenses with operating expenses – and reallocate capital costs to higher-return projects

LEARN MORE

For more information on these packages and their role in helping you migrate to SAP Business Suite powered by SAP HANA using SAP HANA Enterprise Cloud, call your SAP representative or e-mail us at SAP_Discover_Cloud@sap.com.



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