Azure
SAP ON AZURE

Target Customers

- Customers with old ERP hardware who are considering renewal
- Customers who do not have ERP and are considering making an ERP investment
- Customers who want to switch to a different ERP
- Customers who keep the ERP infrastructure in a local host and are not satisfied with the service they receive
- Customers with local ERP who experiencing difficulties in management and resource expansion

Solution Overview

SAP on Azure is the trusted path to enterprise-ready innovation in the cloud—bringing the intelligence, security, and reliability of Azure to your SAP applications. SAP will lead with Azure to move on-premises SAP ERP and SAP S/4HANA customers to the cloud through industry-specific best practices, reference architectures, and cloud-delivered services.

Why Customers Choose This Solution

- The current local data center does not have sufficient security level against cyber attacks, they face too many DDos attacks, and the data center does not provide an adequate solution for this.
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- Connection problems and prolongation of connection times while connecting to SAP system
- Azure is a more secure and centralised system for connections from different locations
- Performance problems during system operation (slowness, instant disconnections)
- Increasing resource capacity in the existing data center is time consuming and costly.

Challenger Questions to Customers

1. Is the data center where your systems are located able to provide adequate security against cyber attacks? Can they provide a solution against DDoS attacks?
2. Does the provider have valid standards and certifications for data center security? (ISO 27001, ISO 27018 etc.)
3. Can the users connect to ERP infrastructure from different locations quickly and securely? Are they connecting with VPN? Are you experiencing interruptions in VPN connections?
4. Are you satisfied with the performance of your ERP infrastructure in the existing data center? Are you satisfied with the speed and continuity of the system?
5. How long does it take to increase CPU, RAM, or scale operations of your ERP infrastructure? Is the provider able to serve you in time in such cases?

Solution Explanation

1. Azure virtual machines provides customers with SLA up to 99.99% and free DDos protection which enables maximum security and minimum interruption for the ERP infrastructure.
2. As Azure data centers have 27001 and other certifications (available in Notes), you can automatically benefit from these certifications.
3. With VPN connections from 100 Mbit to 1.25 GB speed, ERP infrastructure on Azure can be accessed in the fastest way.
4. You can instantly change the resources of ERP infrastructures on Azure; From 1 CPU to 418 CPU, from 1 GB RAM to 11 TB RAM according to your needs.

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Sizing & Pricing Questions

1. Is your ERP system working as client-server or is it web based?
2. How many virtual machines are you running on your ERP system?
3. Are you running all ERP components on single server or separately
4. Are you using Terminal Sever to provide connection to ERP infrastructure?

Sample Pricing

Pricing Items:
- Virtual machine type
- Virtual machine disk type and size
- VPN Gateway type
- Backup (Optional)
- Bandwidth

Sample Pricing:
- B2s as Domain Controller
- E8sV3 as SAP B1 App - Terminal Server
- E8sV3 as SAP HANA
- VM Disks
- Azure Backup
- Basic VPN Gateway
- 500 GB Bandwidth

Average Azure Consumption Revenue / month ($)

$1100/month

More Information

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