



Simplify Success in the Google Cloud for Complex SAP Systems

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THE MOST TRUSTED INDEPENDENT
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Session Speaker

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Cloud Solutions



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A Dell Technologies Business

**Virtustream, a
DELL Technologies
Business**

One company with the power to
drive digital transformation and
generate real results every day
for our customers

The image is a promotional graphic for Virtustream. It features a blue background with a blurred image of a person in a white lab coat. In the top right corner, there is a red rectangle containing the Virtustream logo and the text 'A Dell Technologies Business'. Below this, the text 'Virtustream, a DELL Technologies Business' is displayed in white. At the bottom, a white text block reads: 'One company with the power to drive digital transformation and generate real results every day for our customers'.

What We'll Cover

Business Challenges

- **Common challenges that cause businesses to explore the value of professional and managed services**
 - Complexity
 - Inefficient operations
 - Lack of flexibility
 - Knowledge/skill gap
 - Unexpected costs

Service Overview

- **xStreamCare Services™ for Google Cloud, enable you to:**
 - Modernize and migrate
 - Operate and optimize
 - Transform and grow

Better Together with Google Cloud

- **How Virtustream works together with Google Cloud to:**
 - Control costs
 - Provide proven SAP expertise
 - Simplify operations
 - Maximize cloud value

Business Challenges and Service Overview

xStreamCare Services for Google Cloud



Common Business Challenges When Moving to Google Cloud

Limiting Business Risk and Disruption by Planning Ahead

1

Complexity

Complexity, size, customization and low downtime requirements impacting migration timelines and ROI realization

2

Inefficient Operations

Lack of technical skills related to SAP or Google Cloud resulting in slower updates and performance

3

Unexpected Costs

Improper data identification, migrating cold data that increases costs and system size. Lack of cost transparency once in the cloud.

Finding the Right Solution with an MSP

1

Complexity



Simplicity

Automated build and deployment by leveraging the right tools, technology, and certified expertise from a managed service provider (MSP)

2

Inefficient Operations



Consistency

Address skill gaps with certified SAP and Google Cloud experts who know your environment best

3

Unexpected Costs



Efficiency

Continually balancing IaaS charges and system performance requirements through right-sizing and capacity/cost management services

Proven Approach for Delivering Full Cloud Lifecycle

xStreamCare Services for Google Cloud

Leveraging end-to-end industrialized process, automation and expertise to modernize, migrate, secure and manage mission-critical enterprise applications in the cloud

Personalized Services



Modernize and Migrate



Operate and Optimize



Transform and Grow

10+ Years

Experience

3000+

Migrations

135+ SAP Certified

Experts

White-glove

Delivery

Global

Availability

xStreamCare Services for Google Cloud

Integrated Design, Deployment and Operations Across the Entire Stack

Application Layer

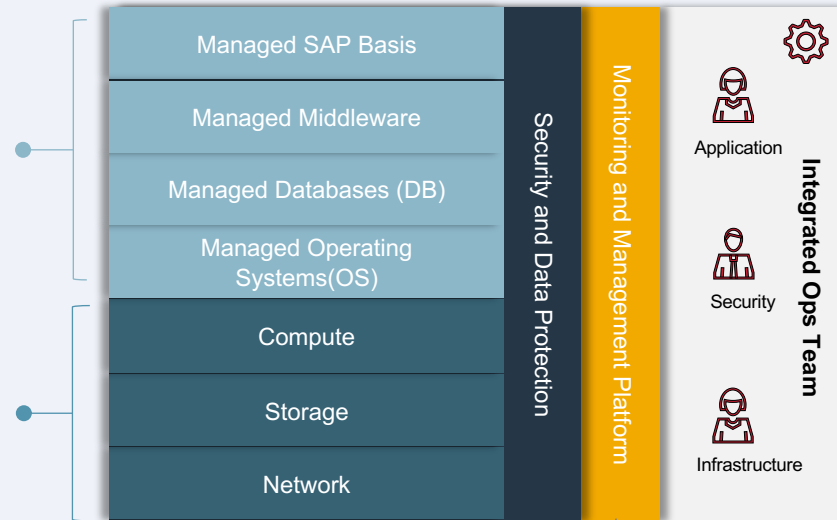
Monitoring, Management & Operational support services up to SAP Basis layer, including VM and PaaS based DB, Middleware, OS, AD, Backups, Security, HA and DR Services

IaaS Layer

Design, deployment, monitoring, management, migration and support services for all Google Cloud resources like compute including Kubernetes, storage, backup, network components, circuits, links, AD, subscriptions and Disaster Recovery (DR)

Security Layer

Comprehensive host, OS, data and application security services, including data protection and encryption built on 10+ years of securing mission-critical regulated workloads in the cloud



Integrated Ops Team

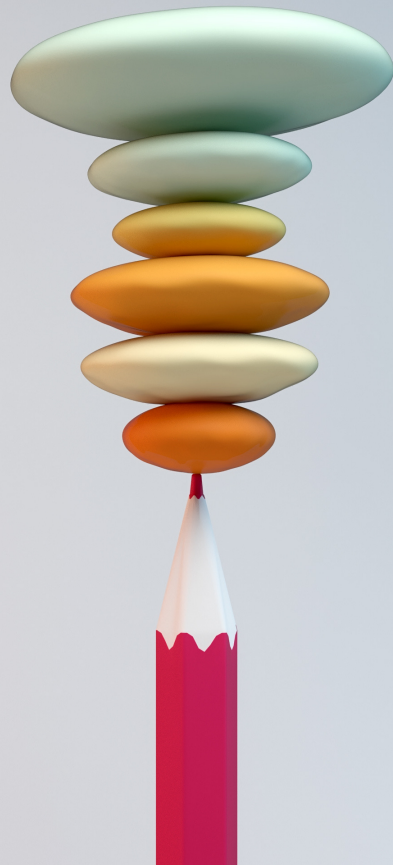
Eliminating silos between infrastructure, applications and security teams, combined with proven industrialized processes and automated workflows

Integrated Control Plane

Comprehensive SAP and IaaS monitoring with integration with ticketing system(SNOW) for auto ticket creation with advanced workflows and management platform for quick resolution and visibility.

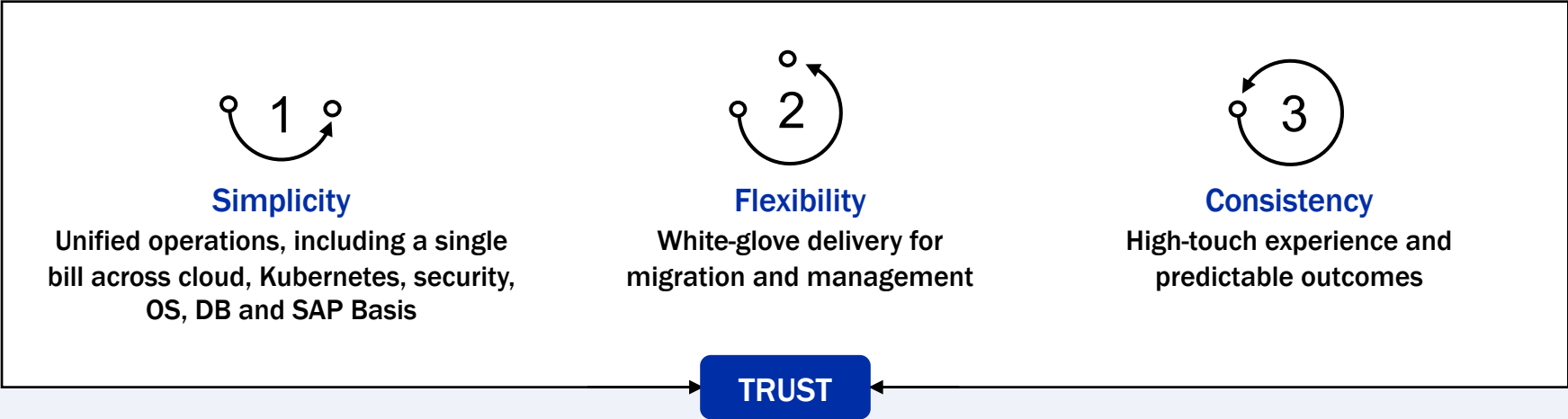
Better Together with Google Cloud

xStreamCare Services for Google Cloud



SAP Services for Google Cloud

Modernize SAP. Streamline Migration. Simplify Ongoing Operations.



+



Google Cloud

=

Better Together

Better Together

Unique Advantages for SAP Workloads



IT Optimization



BigQuery

Highly scalable, cost effective analysis



Cortex

Make innovation repeatable and scalable



Global Private Fiber

Low latency network performance enables high performing ERP operations and near-zero RPO/RTO



Flexibility

Upsize/downsize VMs without restart*



Security

Purpose-built hardware, private fabric and encryption by default



Virtustream Advantage

1

One-hand-to-shake Execution

2

High-touch Experience

3

Proven SAP Expertise



Transform and Grow



SAP and IoT

Leverage Google private fiber for direct and fast transport of data from IoT/edge computing devices to the SAP core



Intelligent Process Automation

Leverage integrations between Google TensorFlow/AutoML



Unlock SAP Data

Deep SAP integrations between SAP and Google Cloud data and BI services such as BigQuery, smart analytics and Apigee

* applies to platform only.

Minimal Risk and Disruption

Get It Right the First Time

One-hand-to-shake Simplicity

Simplified administration and billing through integrated services delivery

Reference Architecture

Co-designed with Google and SAP, including data protection, backup, recovery, security and business continuity

Build Automation

Automation for pre-migration set-up for the network connectivity, migration console, infrastructure and most SAP applications



Proven SAP Expertise

3000+ SAP migrations with zero production rollbacks

10+ years of proven expertise in migrating SAP in the cloud

Cost Management

Rightsizing, defined capacity planning methods, and tools for automated assets discovery and application mapping

Where to Find More Information

- **All Google Cloud Related Assets**
 1. Go to Virtustream.com
 2. Click Insights in the Menu and Select Resources
 3. Search for Google
- <https://www.virtustream.com/xstreamcare-services/professional-managed/google-cloud>
 - Web Page dedicated to Virtustream's Google Cloud Services
 1. Go to Virtustream.com
 2. Navigate "xStreamCare Services for Multicloud" in the Menu
 3. Select SAP on Google Cloud

THANK YOU

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