Accelerate your Transformation Journey using SAP BTP and HANA Cloud

Matthew Zenus, Global VP - SAP HANA Cloud, SAP

Huseni Kapasi, VP – SAP LOB, Pythian

SAPinsider
Las Vegas

2023

SAPinsider

What We'll Cover

- **Introduction**
- **What is Business Technology Platform - BTP**
- **HANA Cloud**
  - Overview
  - Business Values
  - New and upcoming capabilities
  - Scenarios
- **Migration**
  - Companion
  - Engagement model
- **Case Studies**

Pythian's Credentials in the SAP Market

22
Year in SAP Business

100+
SAP HANA Migrations

50+
SAP Certifications

20+
SAP HANA Support Instances

30+
HANA Instances SAP Migrations to Cloud

- PartnerEdge Program Partner
- Global Partner — SAP Migration Factory Program
- SAP Certified Application Hosting Services Provider
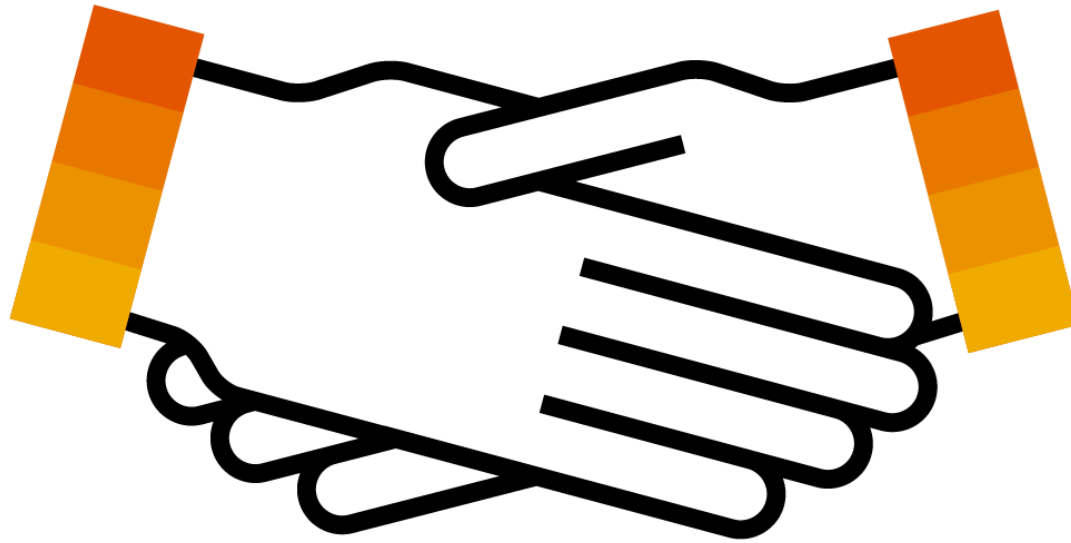- SAP RISE (Service) Authorization
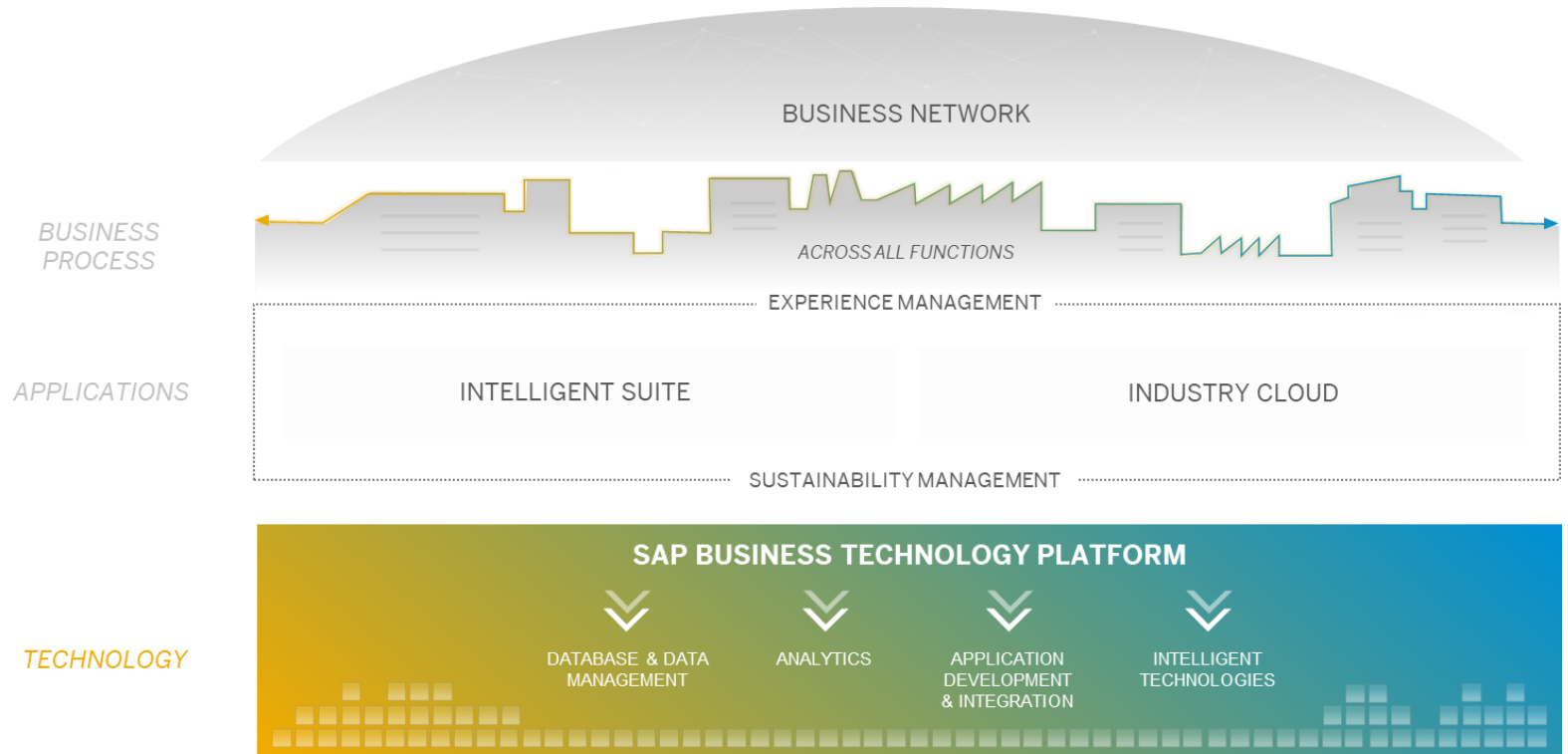
SAP OS / DB Migration Factory for HANA and ASE

SAP Expertise

- SAP HANA (Cloud)
- S/4HANA
- BW/4HANA
- Analytics (BO/SAC)
- SAP DataWarehouse Cloud

- SAP ECC
- SAP CRM
- SAP BW
- SAP SCM
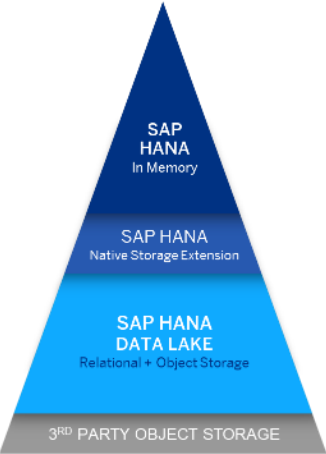- SAP SRM

SAP and Pythian Partnership

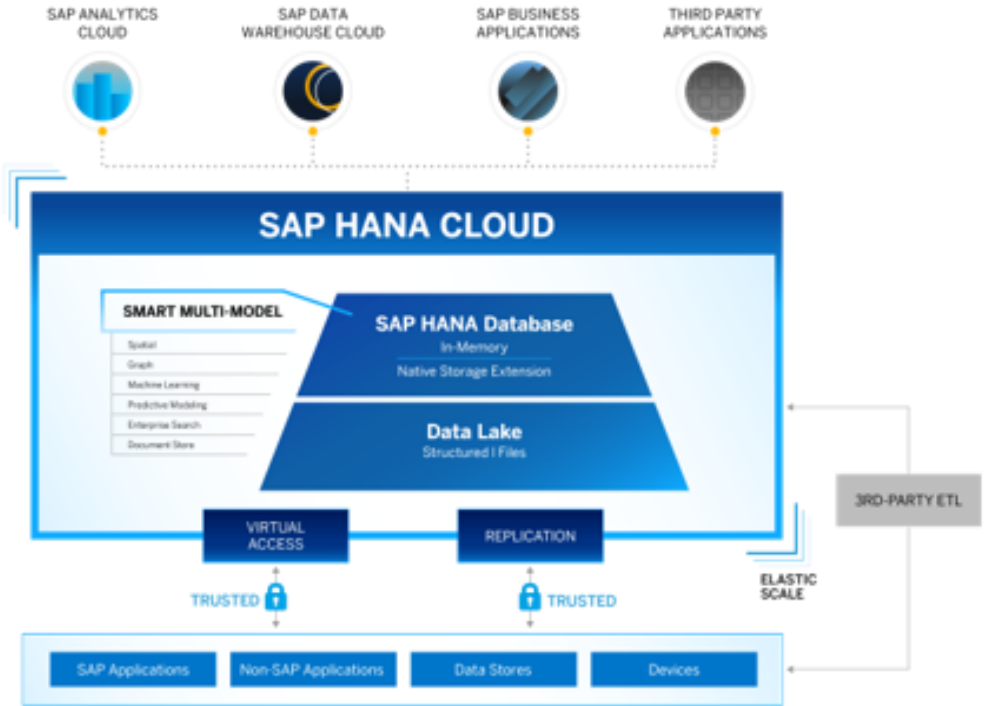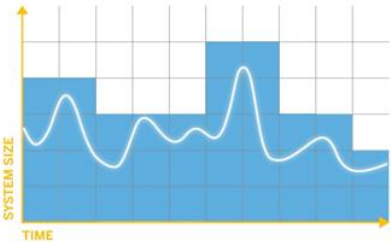**SAP Business Technology Platform (SAP BTP) is the foundation** of the intelligent, sustainable enterprise.

BUSINESS PROCESS

APPLICATIONS

TECHNOLOGY

BUSINESS NETWORK

ACROSS ALL FUNCTIONS

EXPERIENCE MANAGEMENT

INTELLIGENT SUITE

INDUSTRY CLOUD

SUSTAINABILITY MANAGEMENT

SAP BUSINESS TECHNOLOGY PLATFORM

DATABASE & DATA MANAGEMENT

ANALYTICS

APPLICATION DEVELOPMENT & INTEGRATION

INTELLIGENT TECHNOLOGIES

SAPinsider

SAP HANA Cloud Overview

A cloud-native, fully-managed, multi-cloud, and consumption based database-as-a-service

Scalable & Cost Effective
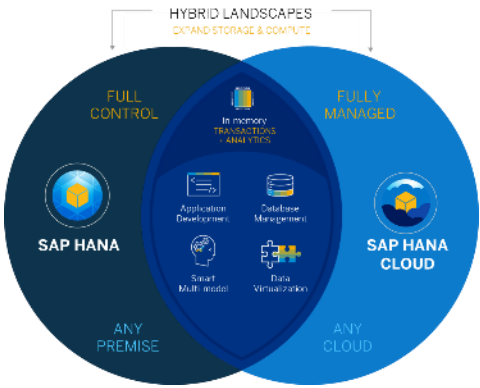
Hybrid Extension

Elastic

Multi-model

SAP HANA Cloud
Delivering Rapid Innovation, Business Value, and Flexibility

60%+
More efficient customer database management and IT infrastructure teams with SAP HANA Cloud *

Top 2
Most consumed SAP Business Technology Platform (SAP BTP) service via CPEA credits

>40%
Consumption rate price reduction for customers since general availability

30GB to PB+
Breadth of capacity available to be deployed in SAP HANA Cloud

Leader
In numerous analyst rankings for cloud databases, translytical, and multimodel platforms

100%
Global availability and multi-cloud deployment flexibility on AWS, Azure, Google Cloud, and AliCloud

SAP HANA Cloud

CLOUD NATIVE | HYBRID

SAP HANA Cloud Scenarios and Patterns

Extend

SAP HANA on-premise, HEC, and RISE deployments with SAP HANA Cloud

Create

Foundation of BTP ecosystem for **Intelligent Data Application** development

Migrate

SAP HANA Services Neo & CF/PSA, SAP HANA on-premises / HEC, SAP IQ, Esri Geodatabases, and third-party databases / DBaaS

SAP HANA Cloud Strategic Focus & Key Priorities
Objective: The Data Processing & Persistency Foundation Intelligent Data Applications

Power SAP, BTP, and Partner Applications

Support New Chip Architecture

Price-performance & TCO Optimizations

Elasticity & Scalability

Multi-Model & Machine Learning

Automation

Migration Tooling

Cloud Deployment Flexibility

SAP HANA Cloud Packaging & Pricing
Simple, Predictable, Transparent, and Flexible

SAP HANA Cloud Pricing

METRIC	LIST PRICE	MIN. BLOCK
HANA Capacity Unit	€0.75	100

SAP HANA Cloud Packaging
Designed for flexibility, elasticity, and scalability

HANA database | HANA Native Storage Extension | Data Lake (relational) | Data Lake Files

Consumption

Subscription | Consumption (CPEA) | PAYG

Embedded | Free-Tier

SAP Database Migration Programs

The **SAP Database Migration Programs** help simplify and accelerate the successful adoption of **SAP HANA Cloud** for customers, partners, and SAP stakeholders by providing a breadth of **services, support, tooling, and best practices to reduce time-to-value and improve ROI**

Self-Service

Free self-service tooling and guides to assist customers in migrating to SAP HANA Cloud

Migration Guide

SAP Advanced SQL Migration Tool

Free self-service tool to migrate application SQL and logic running on third-party databases to SAP HANA Cloud

Download Here

Migration Help Desk

Assists customers 24x7 with their self-service migrations

migrationhelpdesk@sap.com

Get Started

SAP Database Migration Factory

High-touch and concierge consulting services to assist customers and partners

migrationfactory@sap.com

Migration Factory

Why Customers are Choosing SAP HANA Cloud

The data persistency and processing foundation for all SAP Business Technology Platform solutions and services

✔ Cloud Deployment Flexibility

✔ Native Hybrid Support

✔ Integrated BTP service

✔ Multi-Model Processing

✔ Simpler Migrations

✔ Built-In Data Lake

✔ Multi-Temperature Tiering

✔ Single Virtualized Access Layer

✔ Fully Managed

✔ Price Predictability & TCO

Find out more and get started now!

Get Hands-on Experience

Start with the free-trial version of SAP HANA Cloud and explore the BTP free-tier model.

Free Trial

Free Tier

Learn about SAP HANA Cloud

Check out the **sap.com/hanacloud** website, which has valuable resources for fast-tracking your knowledge of SAP HANA Cloud and a rich support section designed to help you get the highest quality answers quickly and easily from SAP experts

Read our blogs
community.sap.com

Customer stories
sap.com/products/hana.html#customers

Roadmap
roadmaps.sap.com

Get involved in the discussion

Engage with community experts on the SAP Community program to accelerate the development of SAP HANA Cloud powered solutions

Influence the future
influence.sap.com

Stay current
youtube.com/SAPTechnology/SAPHANACloud

Spread the word
twitter.com/SAPInMemory

SAP is here to help.

Contact your local SAP representative

sap.com/corporate/en/company/office-locations.html

HANA Cloud Migration

Engagement Model

Migration Assessment ──────────────────────► Migration Execution ──────►

| Define Scope (Information / Access Required) | Migration Plan (Review and Approve) | Migration Preparation and Execution |

◄──────── 2 Weeks ────────► ◄──────── 1 Week ────────►

Define Scope	Migration Plan	Migration Preparation and Execution
1. Questionnaire	1. To-be Architecture (Optimize)	1. Access to Hana Cloud instance in all landscapes
2. Pre-Migration Checker	2. Provide Metadata for Catalog migration	2. Access to Customer SME
3. Identify the Objects / scenarios not covered by Migration tools	3. Use custom migration tool and convert to HDI based containers	3. Implement Migration
4. Access to Prod copy of app source code	4. Migration Plan	▪ Database + Data
5. Access to Dev environment	1. 3 Env (Dev, QA / Pre-Prod & Prod)	▪ Cloud Application(s)
	2. Testing & Sign-off by Customer	▪ Data Integration Interfaces (ETL, SDI/SDA, SLT etc.)
Access to Customer SME	5. HANA Cloud DB Sizing	
1. 3-4 Hour remote calls		Ramp-up Customer on SAP HANA Cloud

Migration Accelerators - Inhouse Tools

Database (HANA Service to HANA Cloud)	Fiori (Neo to Cloud Foundry)
Technically loose coupled with Database	Capable of migrating applications in batches
Developed using Python	Developed using NodeJs programming language for light weighted fast migrations
Reduction in 80% of manual work used in remediating the artifacts	70% of effort reduced against manual/standard Fiori tool migrations
40% less resources are required to perform migration	50% less resources to execute the Fiori migration project
Artifacts covered - Tables , Triggers ,Sequences, Views Virtual Tables, Procedures, Calculation Views, Table functions, Analytical privileges, Replication Tasks,Flowgraphs,Roles	Artifacts covered - Application code, Destinations, Authorizations , Descriptor

SAPinsider

Case Studies

Customer Challenge

- 3rd party vendors, customers integration
- Mobile service / apps migration
- Accelerate move to a fully digital platform with SAP BTP services

Project Overview

- Migration of On-Prem HANA database to HANA Cloud
- 600+ calculation views and five tightly-coupled UI5 applications
- Migration of UI5 applications to BTP

Solution Brief

- Migration of HANA artifacts from On-prem to HANA Cloud using the migration tools
- Code remediation and optimization
- Configuring the source system connectivity to HC
- Historic data loads from the existing system
- Applications from on Prem to be remediated and deployed into cloud foundry

Customer Benefits/Outcome

- Cloud infrastructure gives the advantages of scaling up quickly
- Adapt to latest innovations available in cloud
- Mobile services will fast-track a field service native app

SAPinsider

Customer Challenge

- Scale up existing NEO landscape
- NEO landscape getting deprecated
- Performance issues in existing models
- Unifying enterprise solutions into cloud foundry

Project Overview

- Database migration to HANA Cloud
- Applications migration to SAP BTP cloud foundry
- Leverage cloud microservices like CI/CD

Solution Brief

- NEO Hana artifacts were converted to HC compatible files using the migration tool
- Code remediation and optimization
- Configuring the source system connectivity to HANA Cloud
- Historic data loads from the existing NEO system
- Downstream systems repointed to HANA Cloud

Customer Benefits/Outcome

- High availability, elasticity, and low total cost of ownership (TCO)
- Readiness to digital transformation
- Unification of systems into cloud foundry
- Performance improvements for the reports
- GIT repositories help in easy maintenance of code and its deployments are done via CI/CD

Thank you! Any Questions?

Matthew Zenus, SAP

Huseni Kapasi, Pythian

Please remember to complete your session evaluation.

SAPinsider

SAPinsider

SAPinsider.org

SAPinsider comprises the largest and fastest growing SAP membership group worldwide, with more than 600,000 members across 205 countries.