

SAP HANA Enterprise Cloud - Value Proposition

Unlocking the full value of SAP solutions in the cloud

SAP HANA Enterprise Cloud, the fully scalable and secure private managed cloud solution delivered by SAP, comes complete with:

- SAP's unparalleled SAP HANA Cloud expertise
- Flexible, coordinated suite of managed services
- Service-level guarantees; IT-2-App stability
- Industry & Business process scoping
- Innovation through direct integration with all SAP platforms
- Unique SAP HANA Enterprise Cloud reference architecture

Challenges we address:

- Enabling business in real-time
- Access to latest SAP innovations
- A keen focus on core competencies and off-loading routines

Our unique multi-cloud capabilities:

- Hybrid model private managed cloud in combination with SAP Cloud Platform; customized to standardized
- Purpose-built private managed cloud by SAP, for SAP
- IT governance assured
- Predictable monthly subscription model
- A smarter infrastructure managed by SAP HANA Enterprise Cloud

Outcomes we deliver:

- Risk reduced during modernization of SAP landscapes
- Timely adoption of innovations at your pace
- A clearer path to adopting a true SaaS model
- Clearer TCO



4300+
SAP HANA
Databases
Managed Globally



938
Global Customers
(697 Delivered with SAP, 2
on Premium Supplier)



24,300+
Ordered HEC
Systems



~99.99%
SLA / Uptime
Results



137TB
Largest SAP
HANA Instance



50%
Largest Client TCO
Savings vs. On-
premises



800+
Large portfolio of products
managed and delivered
through SAP's expertise

SAP HANA Enterprise Cloud **with any Hyperscaler**

SAP HANA Enterprise Cloud provides customers with the same high level of comprehensive SLAs for HEC-with AWS, Azure or GCP that customers experience for HEC in our SAP datacenters. In essence, the customer receives the best of both worlds: SAP operates and manages our customer's SAP systems in a private managed cloud with IaaS from a provider of their choice under one contract and comprehensive responsibility.



Unmatched SAP HANA Enterprise Cloud with Hyperscalers Capabilities

Trust SAP's & Hyperscalers Innovation



- SAP's innovations in HANA and S/4HANA for your competitive advantage
- Best practices services from SAP delivered by highly skilled SAP experts
- Infrastructure based on SAP's reference architecture delivered by high class datacenters of any hyperscaler

Protect Investments and generate faster ROI



- Reduce complexity providing infrastructure for SAP and non-SAP-Systems from same data center to interconnect
- Gain business agility with faster time to market for production deployments leveraging cloud peering or existing network connectivity to hyperscaler

Optimize Business Outcomes



- HEC provides a fully implemented system up & running with an SLA of up to 99,9% for full application stack
- SAP ensures a seamless services & support experience as a single point of accountability