



## Managing your path to the cloud

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## Henri van Blerk

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With over 20 years of IT experience and a deep focus on SAP since 2005, Henri has supported organisations worldwide in modernising their SAP landscapes, navigating cloud migrations, and optimising IT infrastructure. Having worked across the US, Saudi Arabia, and Australia, he brings a global perspective to SAP architecture, HANA migrations, and cloud strategy, helping businesses build scalable and future-ready environments.



## POLL #1:

# Where are you in your journey to the cloud?

- 1) Planning/Evaluating – exploring various options
- 2) Currently implementing
- 3) Already embraced – live on cloud
- 4) Unsure/not decided





## POLL #2:

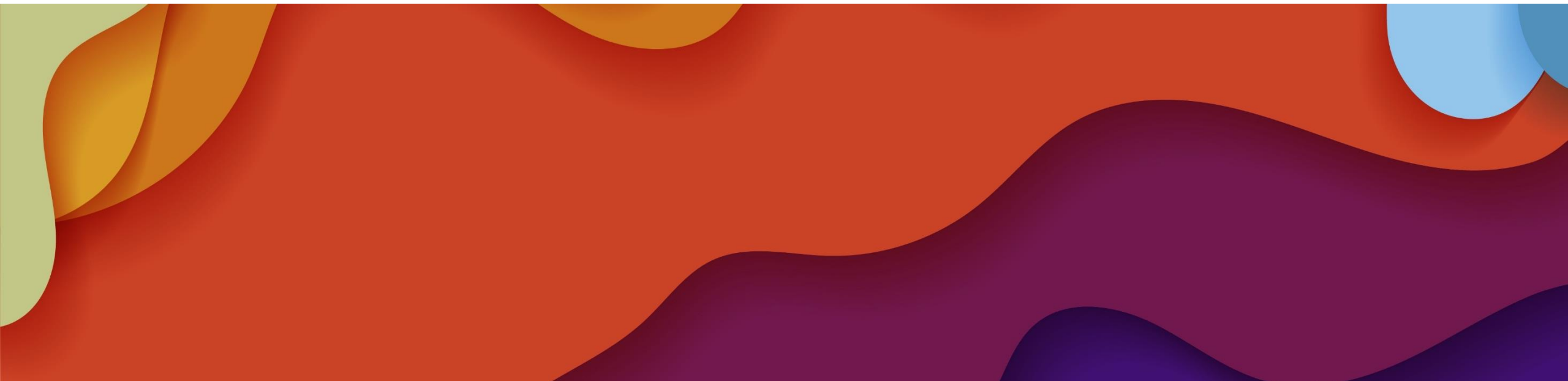
# Where are you in your S4/HANA or RISE journey?

1. Researching/Considering - evaluating potential choices
2. Actively implementing S/4HANA or RISE
3. Live with S/4HANA or RISE
4. Not sure or undecided





# Where we are today...



# SAP ECC is entering end-of life.

- Mainstream maintenance ends **December 2027** for ECC 6.0 (EhPs 6, 7, 8)
- Extended maintenance (2028–2030) adds **2% surcharge**
- After 2030: limited support only – and increased risk



The longer you wait, the harder and more expensive your migration will be

# ECC Maintenance phases overview

	Until 2027	2028-2030	After 2030
Security patches	✓	✓	Limited
Kernel updates	✓	✓	Not guaranteed
Legal updates	✓	✓	—
Support packages	✓	✓	—
Problem resolution (new)	✓	✓	Fees may apply
Functional enhancements	✓	—	—
Tech enhancements	✓	Limited	—
Legislative enhancements	✓	✓	—



# Why now is the time to plan

- Use this window to evaluate cloud strategies, redesign processes, and modernise infrastructure
- The earlier the move the more you'll gain agility, cost control, and a stronger digital foundation
- Migration isn't just a technical project – it's a **strategic transformation**



# Challenges you are likely facing today

Conversion of ECC to S4/HANA

Outdated Software versions

Cost pressure to deliver more with less

SAP S/4HANA or cloud mandate

Poor System Performance

Software licensing costs and complexity

Infrastructure end of life

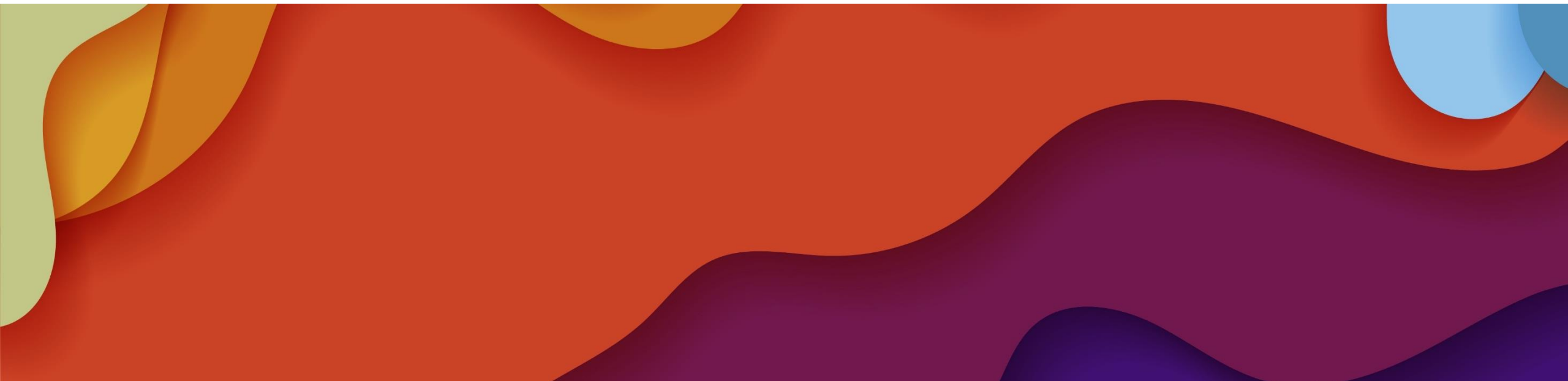
CAPEX to OPEX with Cloud mandate

Technical Skills Challenge

Modernization and Innovation Mandate



# But which cloud?



# Why SAP customers trust AWS

BORN TO SCALE. BUILT FOR SAP.

5

Business areas from Amazon Store to Entertainment

#1

The world's most comprehensive and broadly adopted cloud

15

Years supporting SAP workloads in the cloud

>1M

Employees worldwide

17

Years of experience in the cloud

1<sup>st</sup>

to support SAP as a customer in the cloud in 2008

100s

Of fulfillment centers

>200

Fully featured services from data centers globally

1<sup>st</sup>

to provide certified infrastructure for SAP

750K

Robots in use

>1M

Millions of customers use AWS

1<sup>st</sup>

to host SAP SaaS offering and automate SAP cloud deployment

100K

Electric delivery vans by 2030

>100K

Partners in 150+ countries

1<sup>st</sup>

to build SAP partner and professional services programs

4.1B

Products sold by independent sellers in US alone

3332

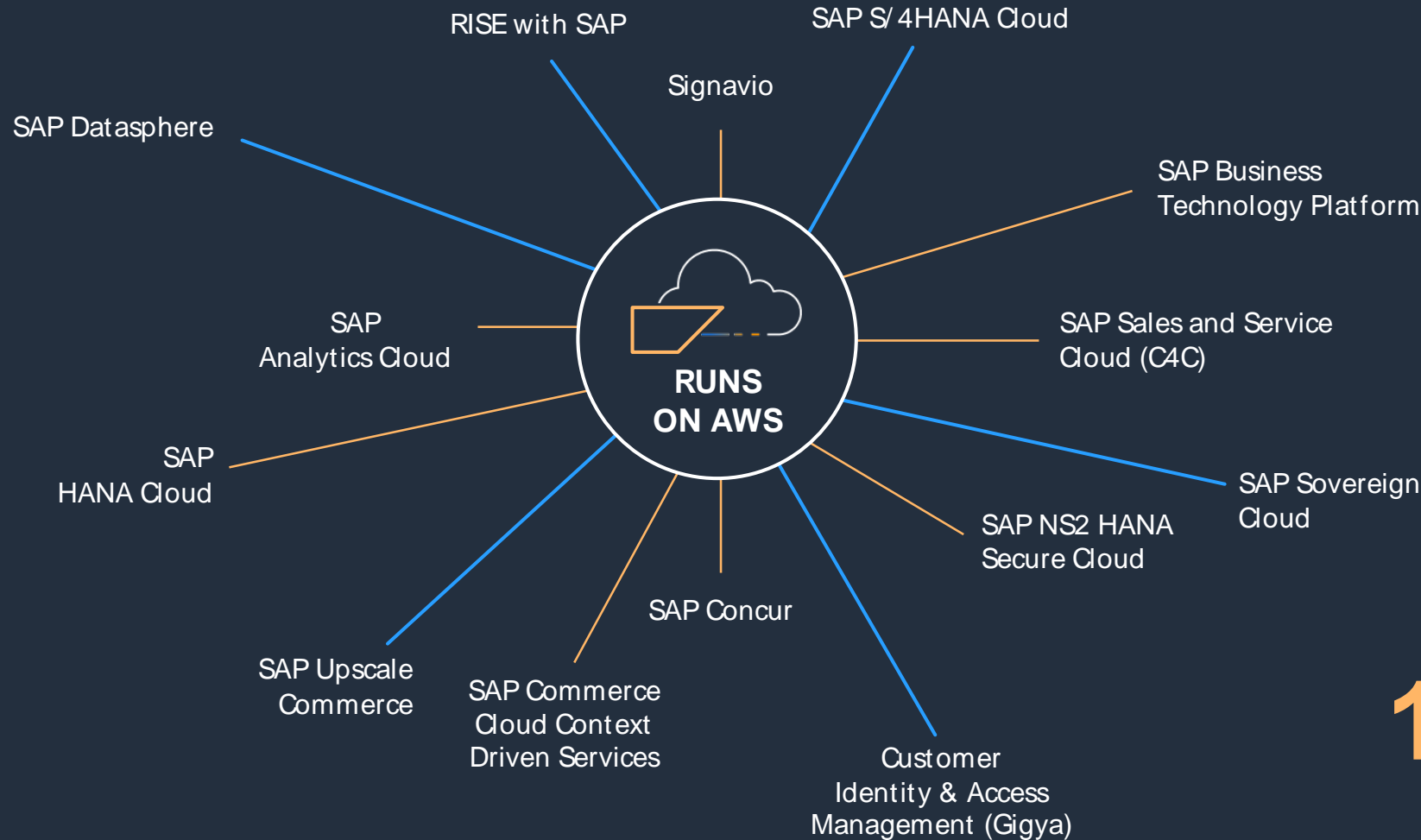
significant new services and features in 2022

1<sup>st</sup>

to run SAP NS2 Regions

# SAP has trusted AWS for over 15 years

AWS HAS THE LONGEST TRACK RECORD PARTNERING WITH SAP IN THE CLOUD



81

BTP services run on AWS, the full extent available on CSPs<sup>1</sup>

19

BTP services powered only by AWS<sup>1</sup>

9

Publicly available regions for BTP services, more than any other CSP<sup>1</sup>

100%

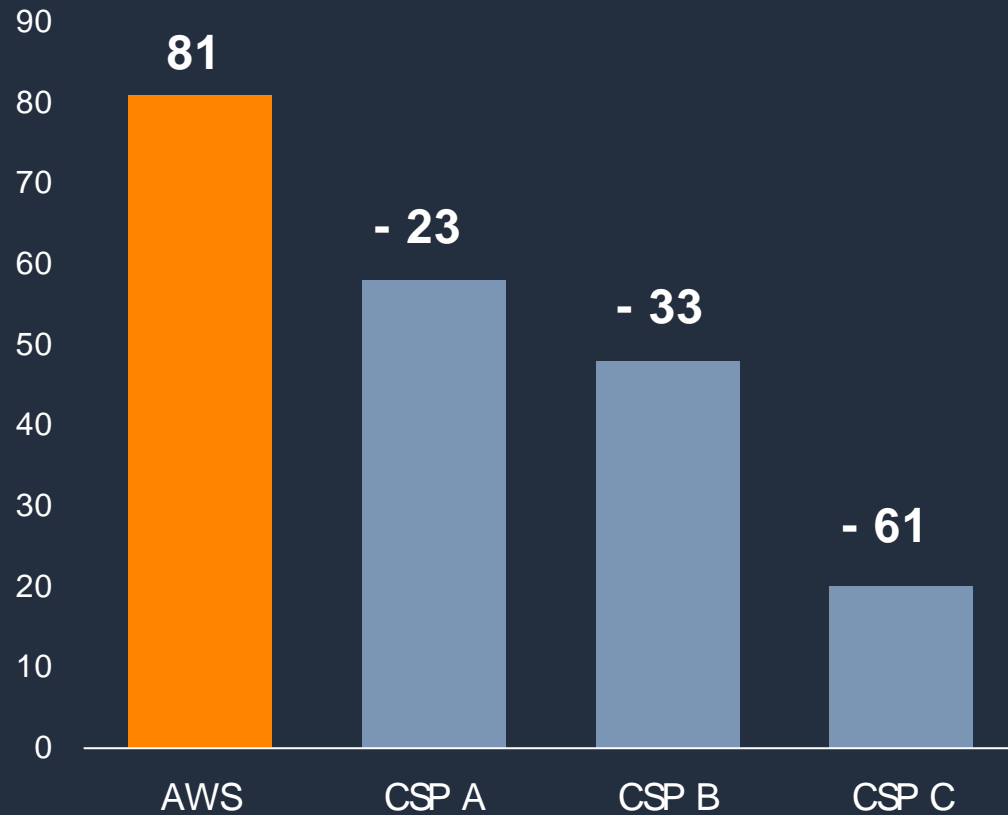
New BTP Services launched on AWS in 2022 (vs 33% for next CSP)<sup>1</sup>



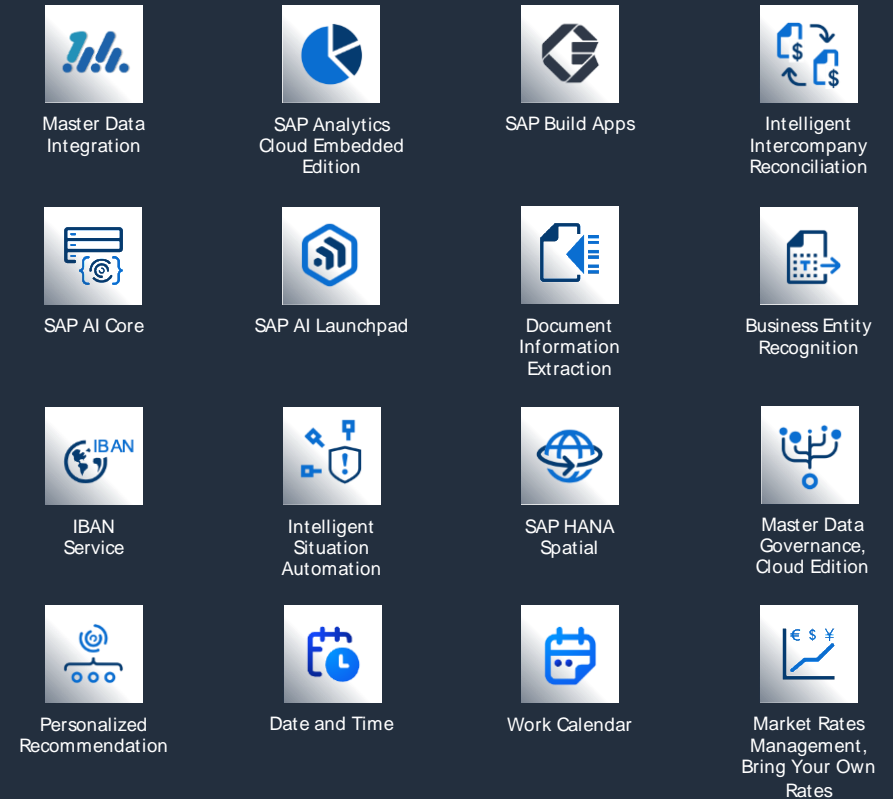
# More SAP BTP services run on AWS than any other CSP

INCREASE PERFORMANCE. REDUCE COMPLEXITY. CONNECT SECURELY WITH SAP PRIVATELINK.

## SAP BTP services availability



## Select SAP BTP services only on AWS



1. As of October 2023: <https://discovery-center.cloud.sap/viewServices>

# Maximize performance and protect against disruption

THE WORLD'S MOST SECURE, EXTENSIVE, AND RELIABLE GLOBAL CLOUD INFRASTRUCTURE



## Reliability

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Protect yourself from disruption of mission-critical processes, employing **Recovery Point Objective Zero (RPO 0)** globally for short range disaster recovery



## Performance

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Give RISE with SAP users the performance they deserve with the **AWS Nitro System**. **AWS Graviton** helps SAP improve performance for SAP HANA Cloud.



## Security

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Strengthen your security posture with **143 security standards** and compliance certifications. AWS has powered SAP NS2 **3x longer** than other cloud providers.



## Sustainability

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AWS is on a path to **100% renewable energy** use by 2025. AWS Graviton helps SAP **reduce the compute carbon footprint** for SAP HANA Cloud workloads.

# "EPI-USE signs Global Strategic Collaboration Agreement with AWS to accelerate SAP Cloud migrations"



+



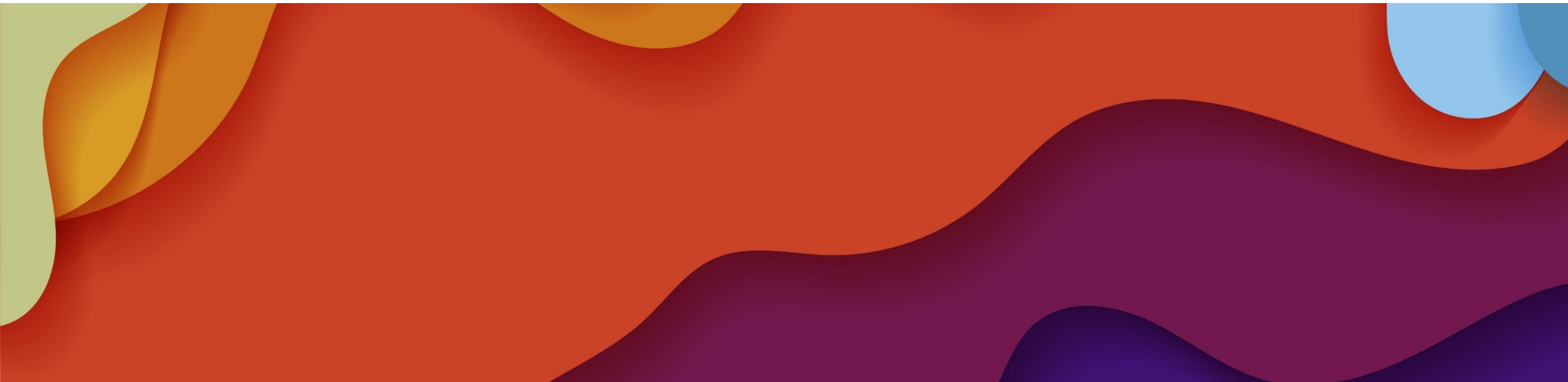
- Immersion Day
- Solution Provider
- SAP Services Competency
- Managed Service Provider

- Migration Services Competency
- Public Sector Solution Provider
- Well-Architected Partner Program

- Amazon EC2 for Windows Server Delivery
- AWS Microsoft Workloads Services Competency



Our methodology to get you to where you're going





# **SHIP:** Safe Harbor, Inclusive of Passage

Assess

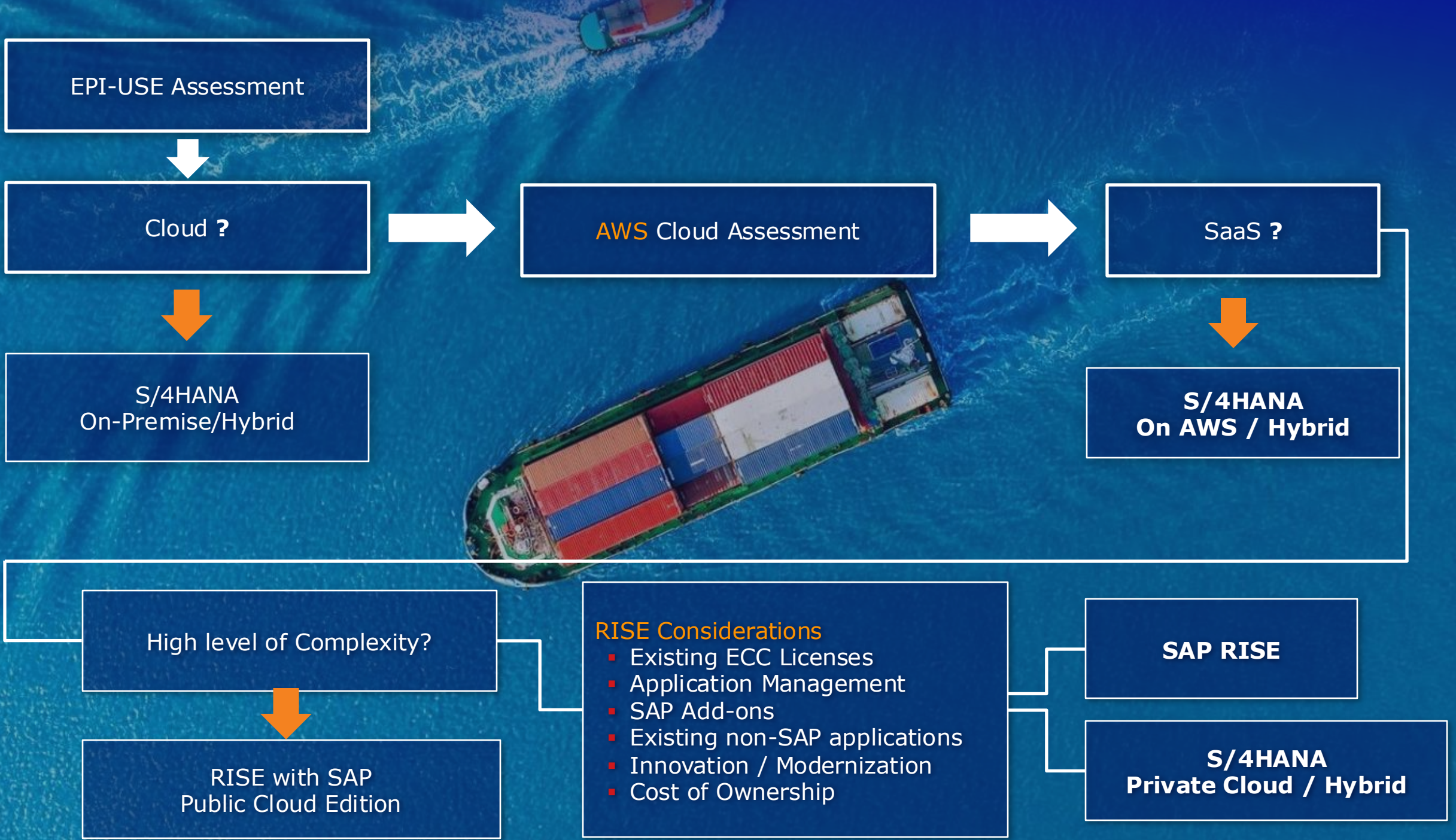
Mobilize

Migrate

Modernize









# The Journey

EPI-USE  
Assessment

AWS Cloud  
Migration  
Assessment

Rehost SAP  
to AWS

EHP upgrade

Re-platform  
SAP to AWS

Convert to  
S/4HANA on AWS

Convert to  
RISE on AWS

Modernize

Assess

Mobilize

Migrate

Modernize





# Mobilize & Migrate

## Mobilize

- Refining SAP Architecture on AWS
- Planning and setting up for migrating to AWS
- Proof of Concept
  - Test Drive SAP on AWS
  - DR Test
  - Data Management
  - AWS Toolset exposure
  - Security exposure
  - Response Times

## Rehost SAP to AWS

- Architect and setup new Cloud Landing Zone
- Technically Migrate
- Core ECC to ECC (any DB except Oracle)

## EHP upgrade

- EHP upgrade (stay in place )
- ECC EHPx to ECC EHP7/8 on any DB

## Re-platform SAP to AWS

- Architect and setup new Cloud Landing Zone
- Technically Migrate and upgrade EHPx
- Core ECC to ECC (any DB or HANA DB)





# Safe Harbor

## Convert to S/4HANA on AWS

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- Architect and setup new Cloud Landing Zone
- Technically Migrate and upgrade to S/4
- Core ECC to S/4 with cloud architecture and setup

## Convert to RISE on AWS

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- Architect and setup new Cloud Landing Zone
- Technically Migrate and upgrade to RISE
- Core ECC to RISE with cloud architecture & setup

## Modernize

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- AWS SAP SDK
- SAP BTP Services – 94+
- AWS Services - 200+
- AI





Using the AWS Well-Architected Framework to achieve SAP on AWS cloud best practices and operational efficiency, while optimizing costs.

*"EPI-USE has been an awesome partner. They quickly identified a number of opportunities to both improve our overall hosting level of service while at the same time significantly reduce our monthly AWS hosting costs."*

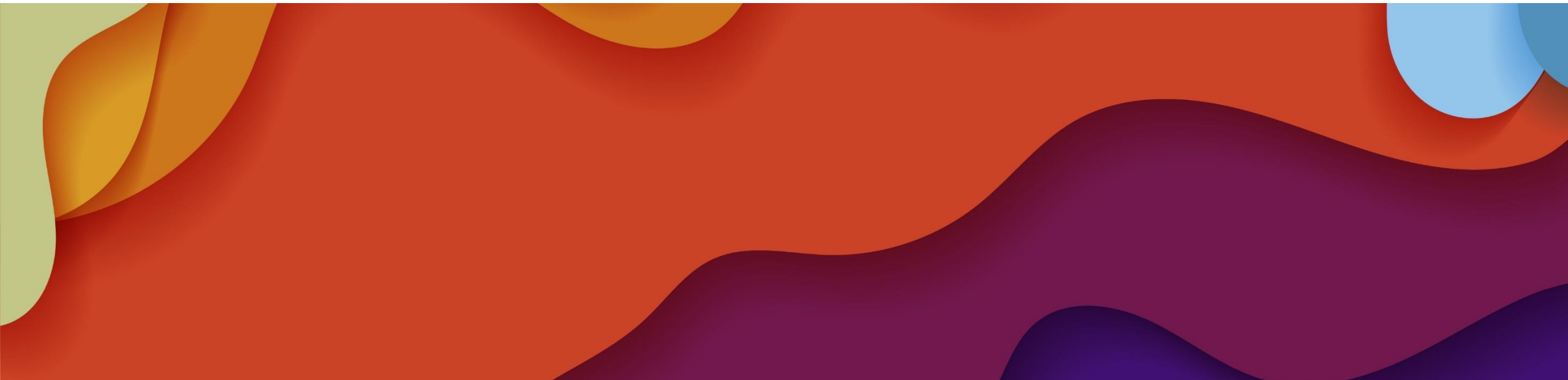
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Jon Kula  
Senior Engineering Director, Allbirds





# Next steps from here?



# Where are you at in your journey?







Start your journey with a  
**FREE Assessment**  
[Click here](#)



# Assess

## EPI-USE Assessment

- SAP S4/RISE Readiness Report
- Current SAP landscape
- Migration Options
- Ongoing inflight and planned projects
- TCO
- Innovation based on SAP, AWS & EPI-USE SAP certified software assets

## AWS Cloud Migration Assessment

- Discovery of infrastructure and application
- SLA and uptime requirements;
- Performance requirements;
- Refactoring/recoding requirements;
- Security and compliance requirements;
- Data and storage requirements.
- DR (Disaster Recovery) and BCP (Business Continuity Plan)
- SAP specific workload migration requirements.



# Ready for RISE assessment service?

Unique assessment service providing recommended actions before embarking on RISE with SAP®



**Size Production right:**  
Production data  
archiving and deletion  
recommendations



**Non-production sizing:**  
Control Hyperscaler  
costs



**Protect sensitive data:**  
Privacy compliance  
through RISE  
implementation and  
beyond



**Security and Access  
Controls review:** Do you  
need GRC in RISE?



**S/4 Readiness:** If you  
are considering  
S/4HANA, how ready is  
your data?



Find out more here





Thank you



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