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Our topics today

- Upcoming SAP S/4HANA Conversion Projects
- Avoid project backlogs or resource bottlenecks
- Preparation of the S/4H conversion without stress
- Identify savings potentials





1. Survey

How far advanced are your plans to migrate to S/4HANA?

- Project is already running
- Planning phase
- Finding/evaluation phase
- No planning so far





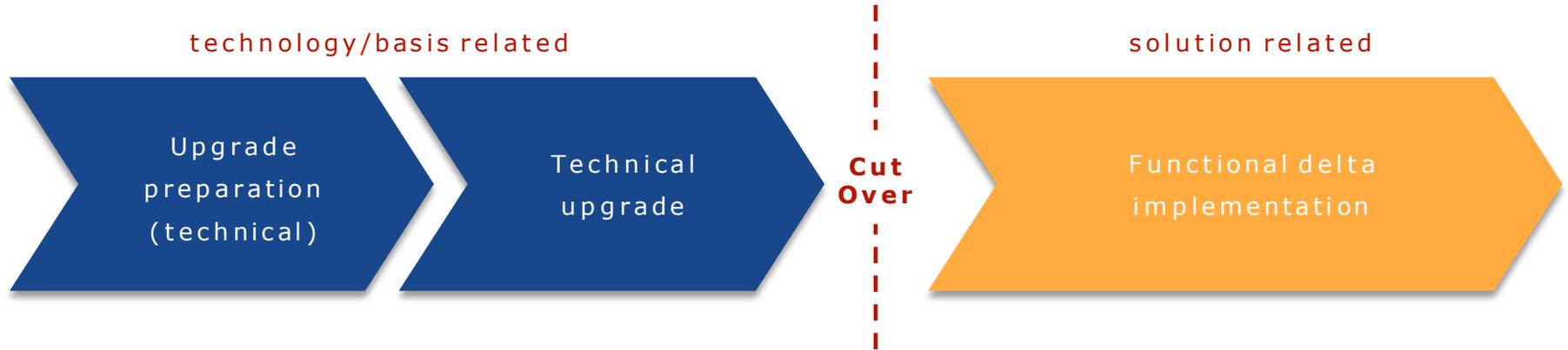
Why a sandbox?

- Preparation of the S/4H conversion without stress
- no impairment of productive operation or other projects
- Evaluate, test, decide
- Avoiding major investments
- Identify and minimize risks before the "real" project starts
- Avoiding major investments from the outset
- Just for a glass of milk you don't have to buy the whole cow



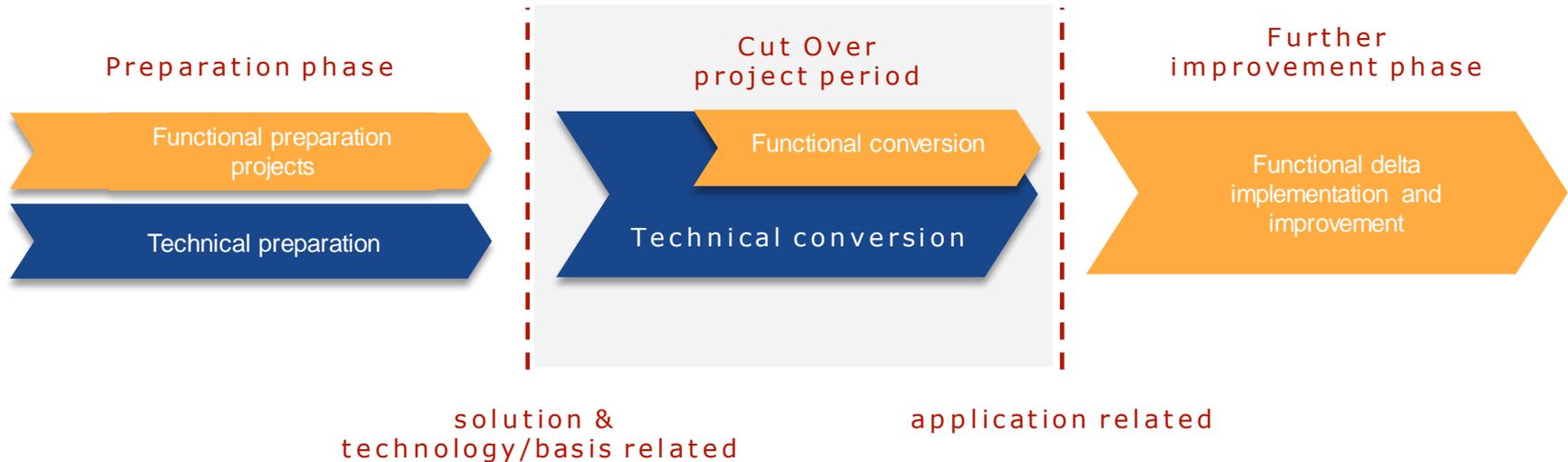
Upgrade (ERP) vs. Conversion (S/4HANA)

1 Traditional upgrade Business Suite



Upgrade (ERP) vs. Conversion (S/4HANA)

2 Conversion path to S/4HANA





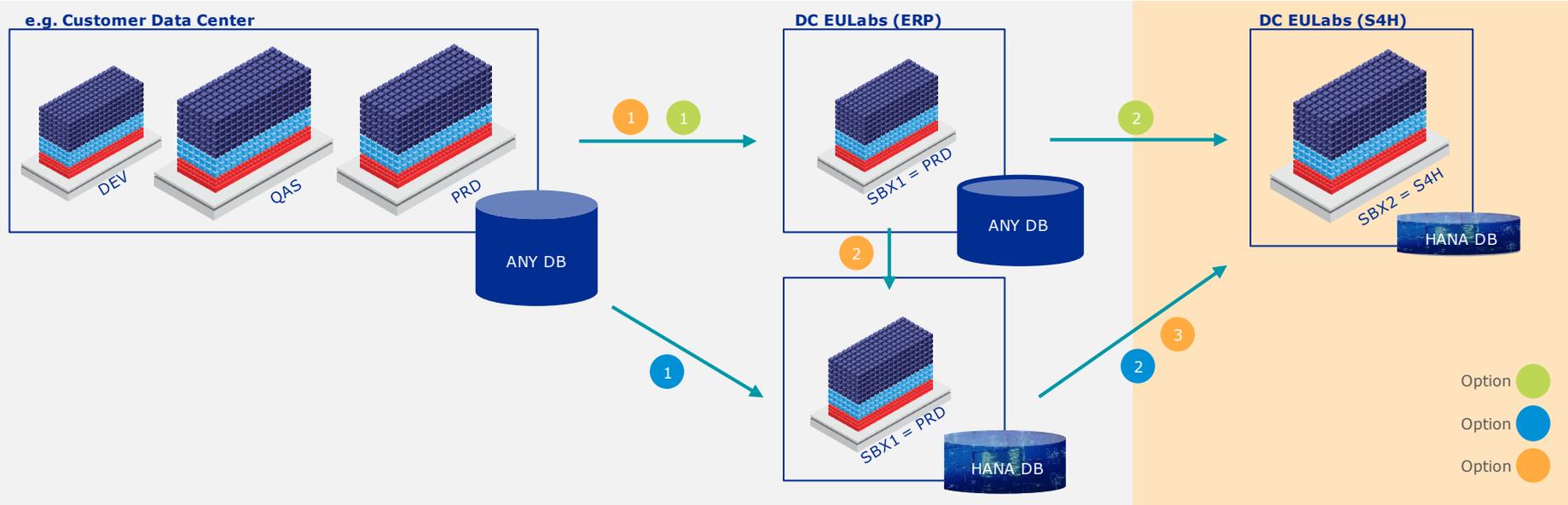
2. Survey

How are you planning the transition to S/4HANA?

- In one step to S/4HANA
- In two steps: (1) Business Suite onHANA, (2) S/4HANA
- We don't know yet



possible Sandbox (SBX) approaches



Preparation Production

- DSM Readiness Check
- Determine „cut“ for SB
- Estimate size for SBX1/anyDB
- Alternative: estimate size for SBX1 on HDB with HANA Check Tool

Set up sandbox

- DSM SB Export (+CS)
- Install SBX1/anyDB via DSM SB import
- Managed Services dependent on SLA

S/4HANA Conversion

- Functional pre-projects
- Technical pre-projects (HANA Check, Size SBX2)
- Collect Change Transports
- Upgrade, Conversion/Migration to SAP S/4HANA

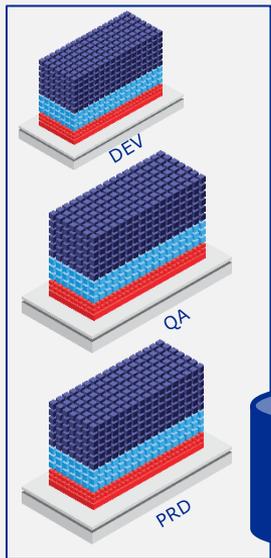
S/4HANA

- Converted/migrated to S/4HANA
- Funktional testing
- preparation for S/4HANA conversion Project
- Use lessons learned on SBX

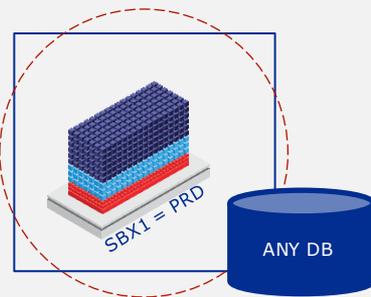
S/4HANA conversion – SBX approach

Option

e.g. DC customer (SAP BusinessSuite , ERP, etc)



SBX setup via
DSM SB, CS



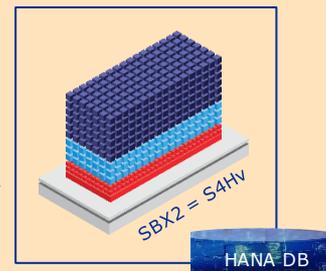
Preparatory
projects

Functional preparation

Technical preparation

SAP S/4HANA

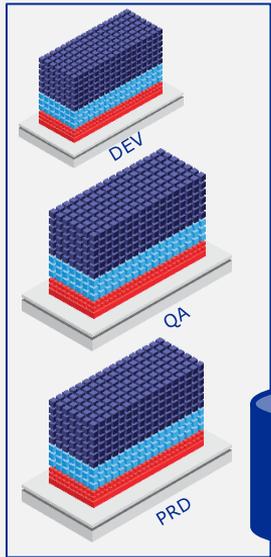
Conversion



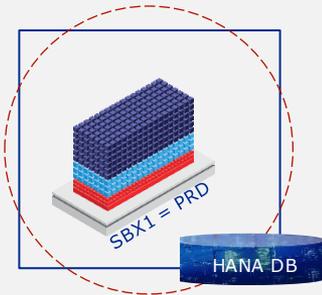
S/4HANA conversion – SBX approach

Option

e.g. DC customer (SAP BusinessSuite , ERP, etc)



SBX setup
via DSM SB, CS



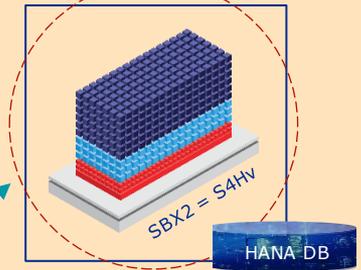
Preparatory
projects

Functional preparation

Technical preparation

SAP S/4HANA

Conversion





3. Survey

Is your SAP application HANA ready?

- Yes
- No
- I don't know





Reduce costs

Potential savings

- Less data volume on the SBX (e.g. with DSM)
- Copy only data you really need
- Switch to expensive HANA servers later
- Keep HANA servers as small as possible
- Archive data you do not take along (e.g. Archive Central)
- Learned handling of the HANA-DB or the project process in an SBX environment reduces risk in the production environment





Smaller HANA-HW (purchase)

Potential for high savings through smaller HANA HW*				
36			Months for depreciation	
Source system (HANA sizes)			price	p.m.
DEV [GB]	QAS [GB]	PRD [GB]	330.912 €	9.192 €
1024	4096	4096		
Target system (HANA sizes)			price	p.m.
DEV [GB]	QAS [GB]	PRD [GB]	221.786 €	6.161 €
256	768	4096		
Potential savings			-109.126 €	-3.031 €

* Street price (End 2029) for HANA-server



Note:: mentioned HW-prices are indicative and subject to adjustments



Smaller HANA-Hardware (Hosting/Private Cloud)

Price Indication - Private Cloud (Hosting) HANA DB-Server*					
Customer request for HANA Server (36 Month) as follows:					
Usage	Size	Solution	Flavor	p.m.	p.a.
PRD	4096 GB	S/4HANA	no	30.147 €	361.759 €
QAS	4096 GB	S/4HANA	no	23.148 €	277.779 €
DEV	512 GB	S/4HANA	no	3.038 €	36.458 €
PRD	256 GB	SolMan	no	1.884 €	22.610 €
Sum €				58.217 €	698.606 €

* includes small CI AppServer

Price Indication - Private Cloud (Hosting)			
Price in €	total	p.m.	p.a.
Private Cloud Infrastructure	2.095.818 €	58.217 €	698.606 €
Duration in Month = 36	Sum 2.095.818 €	58.217 €	698.606 €

Price Indication - Private Cloud (Hosting) HANA DB-Server*					
Customer request for HANA Server (36 Month) as follows:					
Usage	Size	Solution	Flavor	p.m.	p.a.
PRD	2048 GB	S/4HANA	no	15.073 €	180.879 €
QAS	1024 GB	S/4HANA	no	5.787 €	69.445 €
DEV	384 GB	S/4HANA	no	2.279 €	27.344 €
PRD	192 GB	SolMan	no	1.484 €	17.805 €
Sum €				24.623 €	295.473 €

* includes small CI AppServer

Price Indication - Private Cloud (Hosting)			
Price in €	total	p.m.	p.a.
Private Cloud Infrastructure	886.420 €	24.623 €	295.473 €
Duration in Month = 36	Sum 886.420 €	24.623 €	295.473 €

Potential for high savings through smaller HANA server (more then 1,2 Mio. EUR in 3 years)



How we support

- S/4HANA Readiness Check + Identification of fields of action
- SBX for Business Suite on anyDB and/or onHANA
- SBX as project system for the first SAP S/4HANA conversion
- Evaluation, training or kiosk system with real customer data
- Implementation S/4HANA-conversion
 - technically by EULabs
 - functional with implementation partner
- Research system (old ERP read-only or Archive Central)
- Provision of SAP Model Company S/4HANA – currently in clarification



SAP Cloud & Managed Services

Range of Managed Services: Options and Service Layer

Managed Services by EPI-USE Labs				
Service Layer	Remote in customer system	Private Cloud/Hosting at EPI-USE Labs	Public Cloud	Hybrid
1 Business Process Outsourcing (BPO)	Optional by affiliates or partners	Optional by affiliates or partners	Optional by affiliates or partners	Optional by affiliates or partners
2 SAP Basis	X	X	X	X
SAP Kernel				
Data base				
Operating System*	(optional)	(optional)	(optional)	(optional)
Virtualization*	(optional)	(optional)	(optional)	(optional)
3 IT Infrastruktur (Hosting)				
Server		X		
Storage				
Network				
Data Center				X
4 Public Cloud			X	X
Azure (MS)			(x)	(x)
AWS (Amazon)			(x)	(x)
GCP (Google)			(x)	(x)

*optionally available within the managed service SAP Basis or hosting or public cloud provider



Questions

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