



Assess, Create, and Adopt a Virtualization and Cloud Strategy

Virtualizing Your SAP® Software Landscape

Overview

Do you want to run production SAP® software that supports your core business in a virtual environment? Have you been putting it off due to lack of expertise in-house? Now you can move ahead with confidence by working directly with top experts from SAP and VMware. The joint advisory workshop for SAP solutions on the VMware platform brings together the deep software knowledge, virtualization know-how, best practices, and experience of both companies. Working as trusted advisers, we'll facilitate a joint strategy workshop for SAP software virtualization, build team knowledge, and provide a road map for your virtualization journey.

Running software applications in a virtualized VMware environment is now a mainstream best practice that allows organizations to save time, money, energy, and space. Because you can use physical servers more efficiently, you can quickly scale your server infrastructure to meet business demands without the added investment of purchasing additional hardware. Fewer machines results in lower up-front investment costs and energy usage. Virtualized environments are also easier to manage as SAP software upgrades and other changes are managed centrally, with less risk. Virtualizing business-critical SAP software in a VMware environment also improves the efficiency, flexibility, and availability of applications, enabling you to transform service delivery while significantly reducing operational costs.

Despite the opportunity to harness this competitive advantage and fuel business growth, however, many companies are hesitant to include business-critical SAP software in a virtualization road map, because they lack virtualization expertise specific to SAP software. Unfortunately, this lack of in-house expertise poses significant business risks and often overshadows the potential benefits.

To address these issues, SAP and VMware now offer a convenient service to assess the benefits of running your SAP solutions on VMware as part of a cloud and virtualization initiative. The **advisory workshop for SAP solutions on the VMware platform** is an engineered service of fixed price, duration, and scope. Through this two-day workshop, we'll outline how to accelerate your organization's transition to a virtualized

environment using VMware solutions that abstract complexity and create an elastic pool of computing, storage, and networking resources. And by virtualizing all SAP software in your IT infrastructure, you can dramatically reduce ownership costs.

Trust Your Virtualization Strategy to the Industry Experts

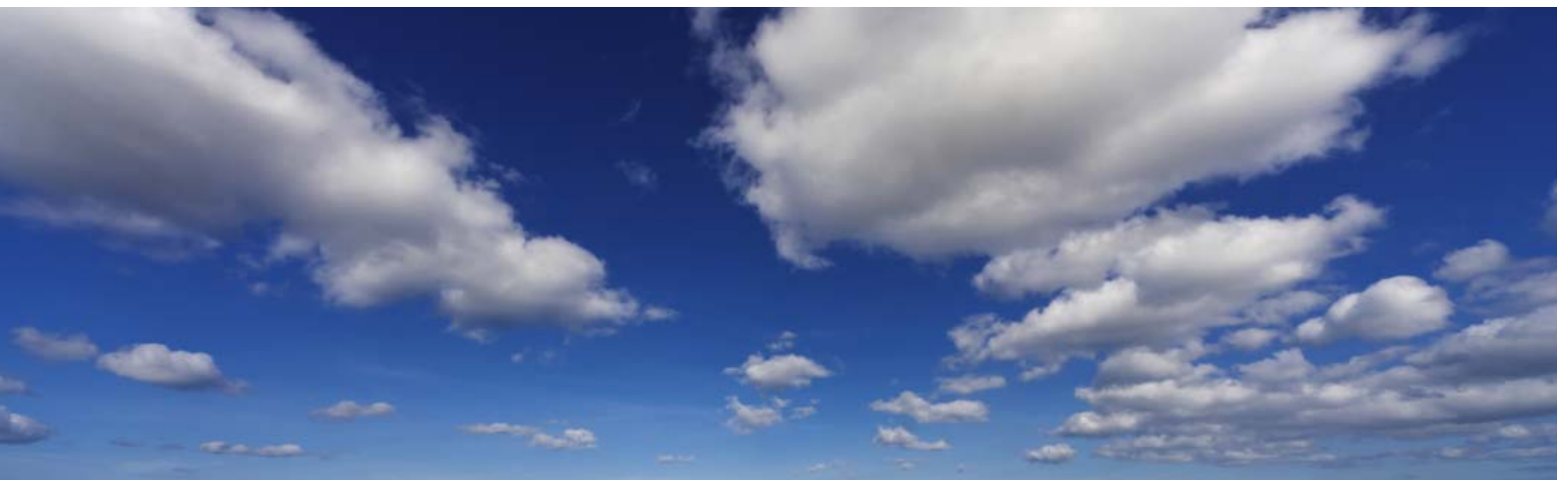
Through this workshop, SAP Consulting and VMware will leverage their combined product knowledge and consulting experience to create the best plan for virtualizing your business-critical SAP software. You'll have access to the deepest software knowledge, virtualization know-how, best practices, and real-world experience from SAP and VMware.

Working as a unified team, SAP and VMware consultants facilitate a joint strategy assessment for SAP software virtualization, build team knowledge, and provide a road map optimized for your business. Together, they will:

- Review best practices for SAP software virtualization, business continuity and disaster recovery priorities, and your company's current virtualization experience
- Discuss the technologies, methodologies, and best practices for SAP software virtualization so that your team understands key "how and why" decision points for effective long-term management.

- Perform a high-level evaluation of your current state, and capture the business and technical requirements and pain points to formulate relevant, high-level use cases.
- Conclude with a review of case studies from other customers, discuss your identified use cases and how virtualization can address them, and review a high-level transformational road map.

In expanded engagements, VMware and SAP consultants can perform a deeper analysis of your environment, reviewing architecture options, proposing a solution, and providing a risk analysis for virtualization show-stoppers in your environment. For all engagements, key deliverables



include case studies, a customer use-case analysis, and a high-level transformation road map. By the conclusion of the workshop, you'll have an accelerated path to virtualization while dramatically reducing the risk of virtualizing your strategic SAP software investments.

Why SAP and VMware

If you're looking to accelerate the process of virtualizing your SAP software, why trust this initiative to anyone else but the experts in these technologies? Together, we'll provide holistic guidance from both an application and infrastructure perspective.

SAP runs 80% of its own global infrastructure on VMware vSphere.

Our combined expertise in VMware technologies and SAP software, as well as our jointly developed migration strategies, best practices, and intellectual property, will help you safely and reliably run production SAP software on a virtualized infrastructure. For example, we'll help you understand the impact of virtualization changes across your organization and determine the best architecture, infrastructure, process, organizational structure, and governance controls for your business. As a result, you'll reap the benefits of virtualization faster and with less risk.

The SAP-VMware Difference

Value	How It's Delivered
Reduced risk and downtime	<ul style="list-style-type: none"> • Experts with real-world experience who provide advice and understanding applied to your unique situation, reducing migration risks and operational downtime for your virtualized SAP® software environment • On-site expertise for hands-on, immediate help and insight
Faster time to market	<ul style="list-style-type: none"> • An accelerated deployment and implementation with our expertise and proven methodologies • Best-practice designs and architectures to get it right the first time • Tested, validated reference architectures from industry experts
Greater operational readiness	<ul style="list-style-type: none"> • Customized road maps to meet the unique demands of your environment • Sharing of key “how and why” decision points for effective long-term management
Better return on your VMware and SAP software investments	<ul style="list-style-type: none"> • A strategy and solution that's optimized and tuned for your environment • Benefits that result from consultants' insider knowledge of the SAP and VMware code base and product road map

Part of a Complete Set of Virtualization and Cloud Services

We're ready to engage in each phase of your landscape transformation – and it all starts with developing the right strategy (see table below). Begin with the advisory workshop for SAP solutions on the VMware platform to develop a strategy, and then leverage additional services for architectural design, configuration of the software landscape, solution migration, and implementation for minimal impact on your operations. Expanded engagements can include a review of architecture options, proposal of a solution, and risk analysis for virtualization show-stoppers in your environment.

Learn More

VMware's industry-leading platform provides the stability and security required to virtualize and operate business-critical SAP software with confidence. Together, VMware and SAP provide the experience, expertise, and reliable, repeatable methodologies

to help you reduce risk and downtime, accelerate your virtualization transformation, and prepare your team to effectively manage the environment. To learn more, contact your SAP or VMware sales representative or visit us online at www.sap.com/services.



Virtualization and Cloud Management – Services Overview

Strategy	Discovery	Plan and Design	Implementation	Optimization
Virtualization Advisory Workshop	SAP® Software on VMware Assessment	SAP Software on VMware Plan and Design	SAP Software on VMware Implementation	Virtualization Post-Go-Live Services
<ul style="list-style-type: none"> • Business and technical challenges, objectives, and goals • Road map support • Best practices • Risk analysis 	<ul style="list-style-type: none"> • Current-state assessment • Future-state requirements and recommendations • Implementation road map • Platform migration road map 	<ul style="list-style-type: none"> • Project planning • Architecture design • Migration strategy • Sizing 	<ul style="list-style-type: none"> • Migration • Implementation of management solutions • Testing • Going-live support 	<ul style="list-style-type: none"> • Optimization • Operational readiness • Performance tuning

Expert guidance throughout your transition



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