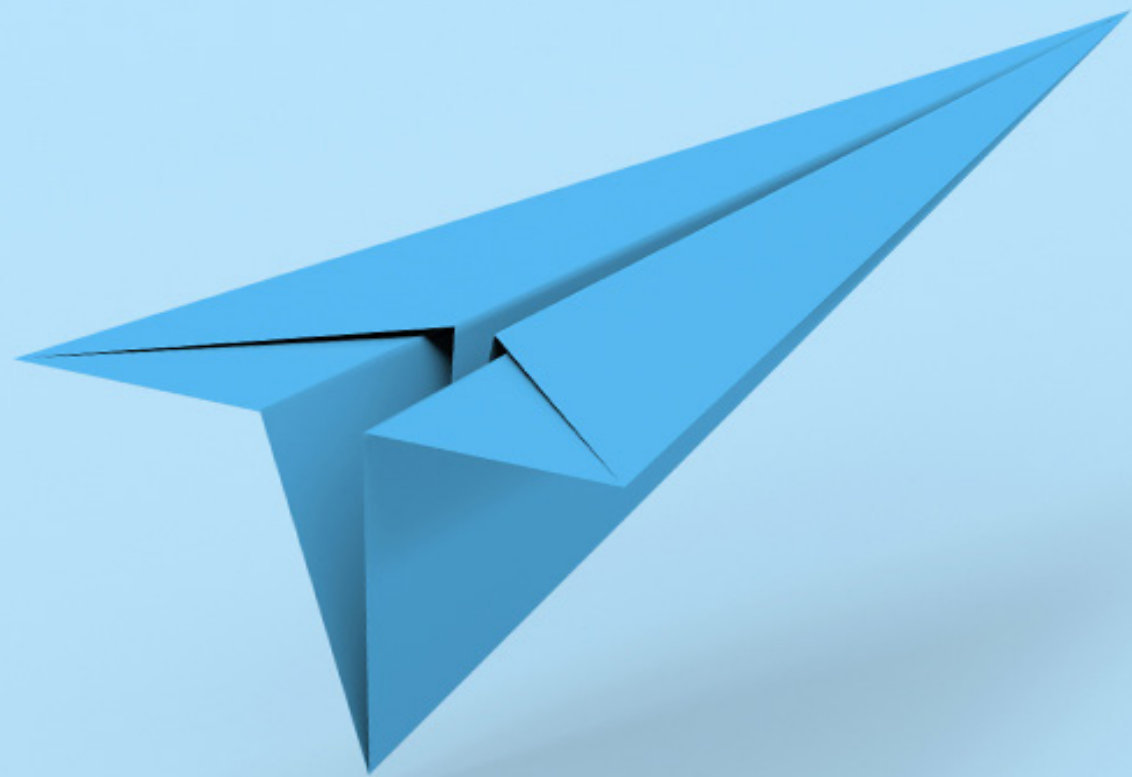E-BOOK

SAP on IBM Cloud

Embrace IBM Cloud, powered by NetApp, to deliver a true enterprise-class SAP environment

NetApp | IBM **Cloud**

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Choosing the right cloud solution

The pressure is on for modern-day businesses to evolve. Companies with higher digital maturity report 45% revenue growth compared to just 15% growth for lower-maturity companies.[1] Transforming your company with a cloud strategy for your SAP landscape can give it the growth and staying power to remain among the most successful companies.

But getting your SAP workloads to the cloud can be challenging. SAP solutions demand performance and security. They demand scale. They demand availability. The right cloud meets these demands while enabling you to turn your data into insight and, ultimately, a competitive advantage. Your cloud partner is one your most important business partners.

So, how do you know which cloud is right for your business?

The key to success is choosing a cloud that enables your organization to realize all five of these key benefits:

1 Maximize the value of your SAP data

2 Minimize risk

3 Enable continuous availability

4 Achieve performance SLAs

5 Reduce costs

Why IBM Cloud and NetApp?

It's important to work with a proven partner. According to Gartner[2] and IDC,[3] IBM Cloud powered by NetApp is the preferred cloud solution for SAP workloads.

The combined power of IBM and NetApp (the official storage provider for SAP on IBM Cloud) brings you the best of breakthrough technologies that accelerate time to value. These technologies also provide power, performance, and scalability—all in the cloud—and include industry-leading cloud solutions and artificial intelligence with machine learning (AI/ML) models.

With SAP on IBM Cloud, you can be confident that your business will be agile enough to keep up in a dynamic, digital world. Together, NetApp and IBM have decades of experience in creating joint customer successes with SAP. This means you get SAP specialists and cloud expertise that no other partnership can offer.

The proof is in the numbers:

#1
IBM Cloud received the highest overall customer rating among leading cloud providers.[2]

67%
of large customers prefer IBM Cloud to run SAP business applications.[3]

>5K
instances of SAP running on IBM Cloud.

Decades
of combined joint customer success with IBM, NetApp, and SAP.

99.999%+
availability with NetApp all-flash storage at the foundation.

Maximize the value of your SAP data

SAP applications are key to the success of countless data-driven enterprises. Modern infrastructures incorporate AI capabilities to help extract the most value from your data. An AI-enabled cloud platform allows you to access real-time information across your entire enterprise and deliver insight where it can provide immediate value. This requires an infrastructure that lets data flow unhindered from edge to core to cloud.

Because NetApp is the official storage provider for SAP on IBM Cloud, you get the added benefits of a data fabric powered by NetApp. A data fabric makes it easy to manage data across multiple on-prem and public cloud environments. It enables you to provide a seamless hybrid multicloud experience. Your data is always on, always available, and easily consumed. You gain better insights into your business, helping you make better-informed decisions to successfully guide your organization forward.

IBM Cloud offers simple paths to AI and the Internet of Things (IoT) to help you derive the most value from your SAP data.

"The NetApp concept of the data fabric was the sweet spot. No other vendor could offer this kind of future outlook."[4]

Minimize risk

For most large enterprises, SAP is a critical application. It provides the engine for personalized, self-service banking services; streamlined lending operations; and a better customer experience. It enables retailers to make intelligent merchandising decisions, improve warehouse management, and reduce transportation costs. It helps automotive manufacturers accelerate time to market, optimize operations, and increase quality.

But regardless of industry and deployment model, any SAP infrastructure must deliver unwavering security and data protection. You can count on IBM Cloud powered by NetApp storage to provide the rock-solid data protection your SAP workloads require.
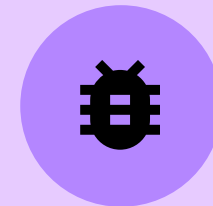
Prevent unwanted access

SAP on IBM Cloud offers FIPS 140-2 Level 4 encryption (the highest level of encryption key management), keep-your-own-key technology, and role-based access control to help prevent accidental and malicious IT configuration changes. Even IBM won't have access to your data. Comprehensive logging and auditing monitors user activity and provides visibility to operations teams and management.

Meet compliance requirements

Technologies built into NetApp ONTAP® software enable you to meet the requirements for GDPR, HIPAA, PCI DSS, and more. Secure purging helps you meet privacy standards by cryptographically shredding and sanitizing individual files. "Write once, read many" file locking helps you comply with strict regulations. Geofencing helps meet data sovereignty regulations.

Protect against ransomware

NetApp ONTAP software includes several tools to help stop ransomware in its tracks, including NetApp Active IQ® Unified Manager. This utility can alert you when conditions indicate that a ransomware infection might be in progress.

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Enable continuous availability

As the backbone of large enterprises, SAP applications require continuous storage availability. If the infrastructure running your SAP applications goes down, the entire business can grind to a halt. Not only does this stoppage stall productivity, it can also have significant financial repercussions. At an average cost of nearly $68,000 per hour for high-priority applications, the cost of downtime in your SAP environment can quickly add up.

SAP on IBM Cloud offers 99.999%+ availability, so you know that your data will be available when and where you need it. Because SAP on IBM Cloud uses NetApp storage, you get high reliability and availability without having to build your own protection models. NetApp Snapshot™ technology enables you to back up your SAP data in minutes, with near-instantaneous recovery if you need it. Because it's an in-place, read-only image of your data, it has no impact on performance, and it doesn't add data that you must pay for and manage.

When you need to create secondary copies of your data to protect against site failures, you can quickly and efficiently move your data across regions. Disaster recovery and business continuity are significantly improved—without the ongoing expense of building and managing a separate, off-site data center.

Achieve performance SLAs

Most cloud infrastructures aren't fast enough for large landscapes. For this reason, cloud-based solutions have generally been limited to nonproduction SAP project landscapes and small-scale production landscapes. SAP on IBM Cloud is different.

IBM Cloud offers the most powerful SAP-certified servers[5] in more global data center locations than any other cloud service provider, holding four out of the top five SAP benchmark spots.[6] Dedicated bare-metal servers that are certified to run SAP HANA and host all your SAP business applications (such as SAP S/4HANA or SAP BW/4HANA) provide the performance, control, and security you need.

With NetApp all-flash storage at the foundation, you get performance you can count on to support the most rigorous SAP applications.

Performance that can't be beat

SAP on IBM Cloud offers bare-metal servers with NetApp cloud-based file and block storage services to deliver up to:

- 12TB physical RAM
- 224 CPU cores
- 180,000 IOPS
- 550,000 SAPS benchmark results[7]

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Reduce costs

IBM Cloud lets you rapidly deploy and scale SAP-certified bare-metal servers on demand with your choice of SAP offerings, ranging from small to large configurations. Spin up your SAP environment and scale out on-demand faster and more easily than with private infrastructure—all at a lower cost than other cloud vendors.[8]

With the lowest cost of the major cloud vendors and one of the broadest portfolios of SAP-certified cloud infrastructure, you can choose the solution that works for your business requirements and your budget.

IBM Cloud is the only cloud service provider that doesn't charge for data transfer between IBM Cloud data centers, allowing you to put your SAP workloads where they work best for you. Using IBM's private network, you can move data to, from, and between servers with minimal latency and at no cost.

Because NetApp provides the storage, you get all the same storage efficiencies that you'd get on premises: data deduplication, data compression, thin cloning, space-efficient backups, and more. It all adds up to less required storage capacity for your data; faster, more agile dev ops, leading to shorter project timelines; and more savings for your business.

See how SAP on IBM Cloud powered by NetApp is helping these customers significantly reduce their IT costs.

Global Omnium reduces IT costs by **15%**.

OSRAM saves **seven-digit figures** annually.

Prysmian Group saves **20%** in less than a year.[8]

Papel San Francisco (PSF) reduces costs by **30%**.

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What puts SAP on IBM Cloud ahead of the pack?

With more than 46 years of SAP experience, IBM is a Global Platinum partner and one of SAP's most awarded associates. IBM has been co-innovating with NetApp for over 20 years, so you can be sure you're putting your critical SAP workloads in the hands of those who know the cloud and SAP best. IBM provides access to more than 37,000 SAP-certified professionals to help you successfully transition to the cloud.

When you choose to run your SAP workloads on IBM Cloud, you get a secure, enterprise-grade solution developed and managed by cloud and SAP experts. With NetApp providing file- and block-attached services, SAP on IBM Cloud offers the high performance and high availability needed to meet certified SAP requirements—all at a significantly lower cost than other cloud vendors.

What makes IBM Cloud different?

✔ Decades of collaboration with SAP

✔ No-cost data transfer between data centers

✔ Production-level SAP-certified VMware environments

✔ Three different cloud models—public, private, and hybrid—on the same cloud platform

✔ Over 30,000 SAP-certified professionals

✔ Bare-metal GPU options

✔ Flexible subscription options: monthly, yearly, and 3-year plans

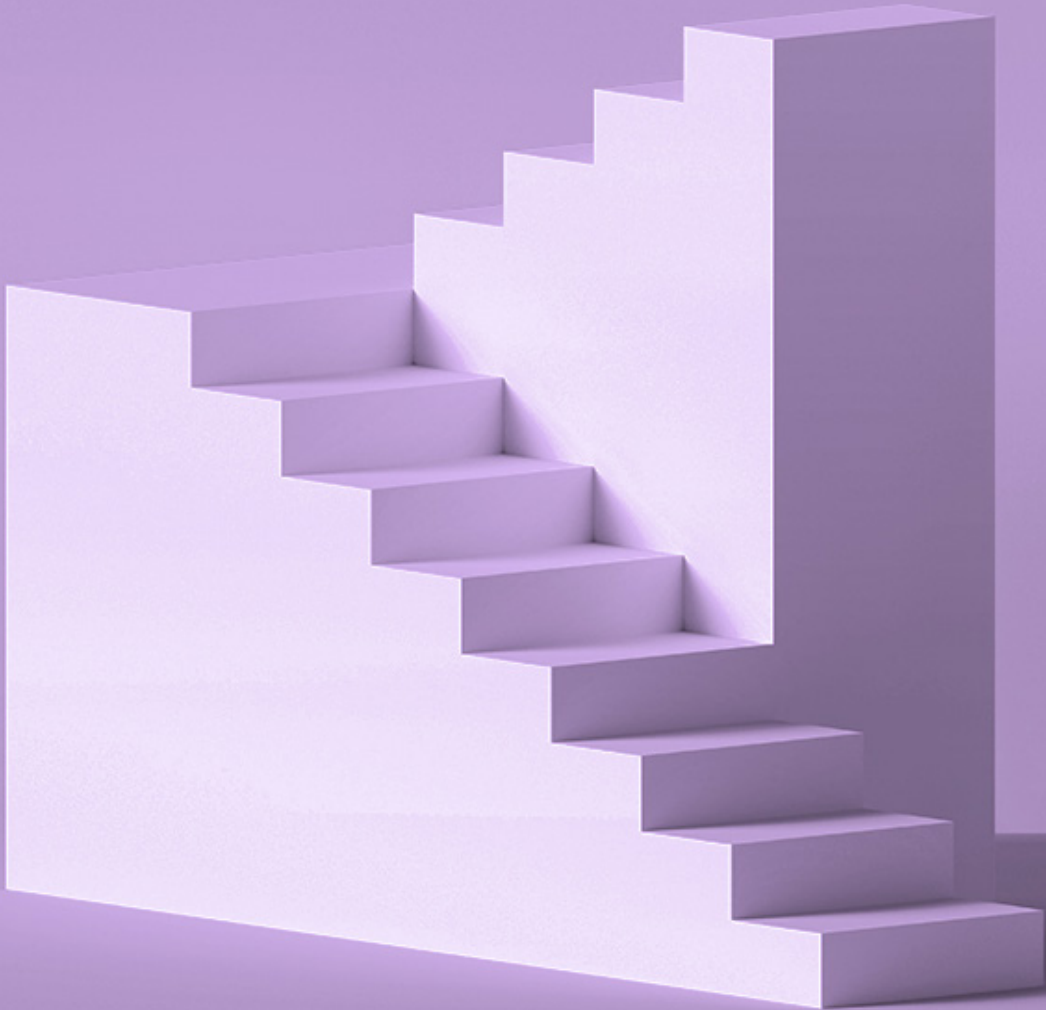✔ Free technical support with ticket, phone, and chat access

Next steps

IBM Cloud is uniquely positioned with the highest-performing and most capable SAP-certified bare-metal solutions of any cloud provider. And with NetApp as IBM Cloud's storage provider for SAP, you know you're getting an industry-proven storage solution at scale on IBM Cloud.

Learn how NetApp and IBM Cloud can help your organization migrate your SAP landscape to the cloud—starting today.

- NetApp and IBM Cloud
- NetApp solutions for SAP
- IBM Cloud and NetApp bring SAP solutions to enterprise-class customers
- SAP on IBM Cloud
- Accelerate your enterprise with SAP in the cloud
- NetApp on IBM Cloud for SAP Workloads

Questions? Contact us at ng-ibmcloudsales@netapp.com

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6. SAP on IBM Cloud webpage.

7. SAP Application Performance Standard (SAPS) is a hardware-independent unit of measurement that describes the performance of a system configuration in the SAP environment. It is derived from the Sales and Distribution (SD) benchmark, where 100 SAPS is defined as 2,000 fully business processed order line items per hour. View IBM results (2019-2021).

8. Cloud Vendor Costs: IBM Has Lowest, AWS Remains Pricey, 2020.

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About NetApp
In a world full of generalists, NetApp is a specialist. We're focused on one thing, helping your business get the most out of your data. NetApp brings the enterprise-grade data services you rely on into the cloud, and the simple flexibility of cloud into the data center. Our industry-leading solutions work across diverse customer environments and the world's biggest public clouds.

As a cloud-led, data-centric software company, only NetApp can help build your unique data fabric, simplify and connect your cloud, and securely deliver the right data, services, and applications to the right people—anytime, anywhere.

To learn more, visit **www.netapp.com**

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