q.beyond delivers SAP in the cloud for medium-sized enterprises

■ NetApp

NetApp ONTAP and flash set the pace for cloud transformation and migrations from SAP ECC 6.0 to S/4HANA

q.beyond helps SMEs get ready for a digital tomorrow.

The German company, based in Cologne, is a full-stack service provider that has the right answers to the questions about new business and IT models. Their goal: to make customers faster, more efficient, and more competitive.

At q.beyond, NetApp® solutions are the standard in their virtual private cloud, supporting uniform managed services and cloud operating models. As small and midsize enterprises move to SAP in the cloud to remain competitive, q.beyond provides the SAP transaction performance and application availability they demand.

NetApp enables q.beyond to leverage its cloud and application expertise to deliver data in a way that maximizes its value to the customer.

Migrate live to S/4HANA in 48 hours

"More and more customers want to know what systems their applications are running on. NetApp is seen as a mark of quality."

Thomas Schenk
Head of Platform Infrastructure, q.beyond

DIY was yesterday; managed cloud is today
q.beyond is a provider of cloud services, SAP applications, and IoT technologies to enterprises, with an emphasis on integration. More than 1,100 professionals help SMEs with digitization. The company specializes in consulting with customers to solve their enterprise IT challenges through direct dialog.

Today, SAP transformation is a big IT topic for small and midsize enterprises, because support for SAP ECC 6.0 will end in 2027. For many q.beyond customers, switching from the classic SAP ERP to S/4HANA means replacing legacy hardware systems such as IBM AS/400, moving to the cloud, and setting up new processes and operating models to complete the transformation.

"Instead of renewing their server rooms, more customers want to use a public cloud for SAP as well. From a 'lift and shift' approach to modernizing entire supply chains in the cloud, q.beyond can help them do that," said Christian Klinkerfuß, division manager of Platform Services at q.beyond.

q.beyond dedicates 4,000 square meters to virtual private cloud in order to provide highly available, largely standardized services, from digital workplaces to SAP landscapes. This virtual private cloud is built on NetApp flash storage in NAS configurations and NetApp ONTAP® data management software.
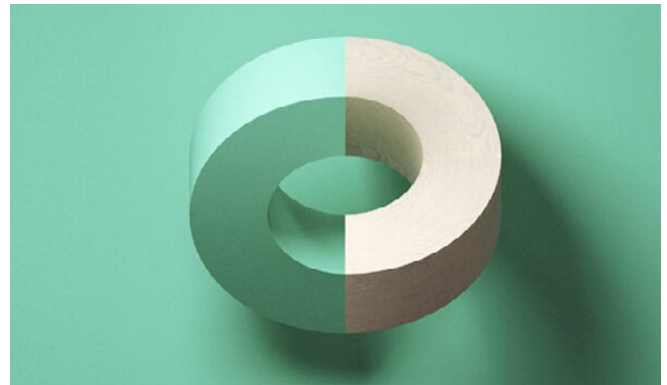
Managing data anywhere with ONTAP
"q.beyond and NetApp have been business partners for many years. The broad use of NetApp solutions is a strategic decision," said Thomas Schenk, head of Platform Infrastructure at q.beyond. "More and more customers want to know what systems their applications are running on. NetApp is seen as a mark of quality."

Performance is a must-have as well. NetApp flash performance, ONTAP data management, including Snapshot™ technology, and close integration with SAP are important to elements of the q.beyond virtual private cloud. q.beyond can efficiently manage and protect hundreds of SAP HANA instances.

According to Schenk, "With NetApp, we can provide our customers with high stability and maximum flexibility for growth. We convince our customers on the basis of ONTAP, with its fast system copies and extremely short RPOs. This is not possible with any other vendor."

Individual files or entire file systems are backed up as an image in seconds using NetApp Snapshot technology. These copies can be restored quickly, without having to restore database dumps. Because SAP systems can be copied and cloned at lightning speed, q.beyond can massively accelerate SAP dev/test and QA processes.

"The beauty is that ONTAP as a cloud-native service also works 1:1 on Microsoft Azure. Azure NetApp Files combines the benefits of storage as a hyperscaler service with NetApp data management and performance certified for SAP HANA," said Carsten Smolik, head of SAP Operation Services at q.beyond. "Cloud resources are thus quickly and easily adaptable. Unnecessary costs are avoided."

Kickstart into the hybrid cloud with NetApp and Microsoft Azure
Because q.beyond is a Microsoft and SAP partner and a member of partner programs such as Embrace and SAP Datacenter Migration Sprint, they know how to implement cloud and integration projects quickly. q.beyond's application and cloud expertise achieves another level of quality with a software data fabric powered by NetApp. Customer data is always where it's needed—at q.beyond's virtual private cloud, in a public cloud, or in a multicloud.

Achieve more with data

q.beyond focuses on the combination of Microsoft Azure and SAP S/4HANA. If requested, q.beyond can integrate SAP with Microsoft 365 or add Azure platform services so that customers can derive added value from their data; for example, with data analytics and business intelligence. Seamless integration of Azure NetApp Files with other Azure cloud services helps deliver that value.

SAP on Azure and NetApp data management can save on costs while also accelerating business goals, such as mergers and divestitures.

Gain a competitive edge with a big bang

One of q.beyond's retail customers in Europe wanted to transform a complex SAP landscape to SAP S/4HANA, managed by q.beyond in their virtual private cloud. A phased rollout was not an option. After 18 months of extensive prework and process transformations, q.beyond converted one of Europe's largest retail establishments to SAP S/4HANA with a big bang by migrating a 24TB SAP system live in just 48 hours. NetApp Snapshot technology accelerated the process and reduced risks by moving data fast and reliably.

"Converting a large SAP retail landscape to SAP S/4HANA in a 'big bang' scenario stands and falls with flawless data migration. NetApp Snapshot copies and replications were crucial to meet the deadline and start up a new retail and shopping era with customer interaction in real-time," said Carsten Smolik.

NetApp products

AFF systems
ONTAP data management software
SnapCenter® licensed capability of ONTAP
SnapMirror® data replication
Snapshot technology
Azure NetApp Files

n NetApp