

Arvato Systems takes the pain out of consuming IT services



NetApp solutions ease it all—the way to virtual data centers, the pain of SAP HANA transformation, and the competitive edge.

Companies turn to Arvato Systems for better IT designs than their own.

As a global IT and multicloud service provider, Arvato Systems helps businesses transform themselves into data-driven powerhouses through IT and business consulting and through the optimization of applications and processes.

Recently, a German media group wanted to improve management of 10 million clients and their subscriptions. Arvato Systems unified the media company's data and workflows and helped to unveil cross-selling potentials and to monetize data.

NetApp® solutions are Arvato Systems' standard for all NAS and NFS-based storage tasks. They enable numerous managed services, from backup to SAP in any cloud.

Data handling makes a difference

“Customers want to consume data, like water from a tap. With NetApp software in our data fabric, we can be sure data flows as needed.”

Hansjörg Metzger
CIO, Arvato Systems

Customers come first

Arvato Systems has earned its reputation for trusted IT and advice. More than 3,000 employees at over 25 locations worldwide have deep technical understanding, specialist and industry know-how, and a clear focus on each customer. The consultants find the solution that fits a client and budget and that is both practical and pragmatic.

The provider has data centers in Germany and in the United States and runs a large virtual private cloud. Like many companies, Arvato Systems couples NetApp ONTAP® and VMware solutions. Their tight fit, anywhere scalability, and broad customer base were ideal for shaping SmartShift. This program eases the transition to fully managed services, from infrastructure to applications.

“Thanks to NetApp, our services are very diverse and well-integrated. We can easily map a variety of levels to platforms from private clouds to hyperscalers. That’s why we can meet classic and agile demands,” said Sören Hühold, head of IT Transformation & Cloud Solutions at Arvato Systems.

Products like Cloud Volumes ONTAP, Azure NetApp Files, and NetApp SaaS Backup for Microsoft 365 support the provider’s services. Their layers and workflows need a lot of automation and are integrated with NetApp software to allocate storage on the fly. It also ties into streamworks, an Arvato Systems’ solution that is designed to quickly move a service to a hyperscaler and extend service scalability.

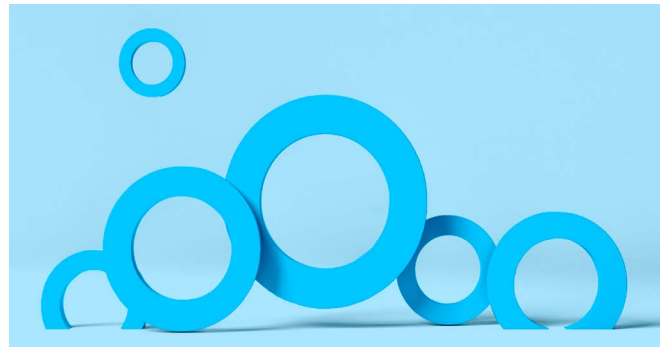
“Everything works everywhere with NetApp. Just take the NetApp Snapshot technology. We use it to develop software and customize SAP systems faster and better. The implementation is shorter and safer, and we can speed up a cloud journey across the entire SAP value chain,” said Hühold.

Delivering on the transformation challenge

Arvato Systems not only knows the SAP world inside out, they can also handle the mass of pre- and post-

systems running on Linux or Windows. It’s their daily business to guide SAP customers through HANA, S/4HANA, or C/4HANA transformations, from any starting point of the SAP product lifecycle.

Switching to SAP HANA can be a matter of a few months. Moving to S/4HANA can take years and cost a fortune if it goes wrong.



Markus Krenn is the leader of Microsoft Partner Management and Technical Account Management at Arvato Systems. He knows migration pain.

“Thousands of companies still have to put their core SAP systems on a diet and streamline processes,” Krenn said. “That’s a very individual thing. We help reorganize or refactor and fit an operating model. ‘Lift and shift’ to the cloud is just one option. A cloud-native component such as Azure NetApp Files is often the better choice.”

SAP on a public cloud

Azure NetApp Files is a Microsoft Azure native solution for shared file storage services with high performance and low latency—a great fit for SAP workloads. Arvato Systems finds it easy to manage and uses its innovative features such as cross-region replication and multiple protocol support.

“SAP HANA on Azure NetApp Files is very flexible. Setting up a new instance or test system is done quickly and without a single thought for compute or storage. Using Azure NetApp Files brought a large SAP project in Europe from an on-premises AS/400 environment to the

20 SAP systems moved in 3 months

“Using Azure NetApp Files brought Europe’s largest SAP project at the time from an on-premises AS/400 environment to the public cloud.”

Markus Krenn

Leader, Microsoft Partner Management and Technical Account Management, Arvato Systems

public cloud. After only 3 months, 20 business-critical SAP systems from our customer HANSA-FLEX were running on Azure. That was record time,” said Krenn.

The customer, an expert in fluid technology with 450 sites worldwide, cut storage capacity for its database by two-thirds. They can now order storage, if required, instead of holding unused capacity and binding capital.

Krenn’s team is now looking into NetApp Virtual Desktop Service to improve business flexibility. The service can also accelerate cross-continent access to SAP systems through the Azure hub in Dublin, Ireland. That could be a sweet spot for Arvato Systems’ German automotive customers with sites in the area around Spartanburg, South Carolina.

Private cloud with public cloud appeal

CIO Hansjörg Metzger drives Arvato Systems’ hybrid and multicloud strategy, enabling customers to order their virtual data center and multicloud services. AWS, Azure, Google Cloud, the Arvato Virtual Private Cloud, services from VMware to Kubernetes, networking, security, databases, SAP systems—all can be provisioned fully and automatically in minutes.

“With the new Arvato Flexcloud product, customers can configure and order a virtual data center by themselves. NetApp data management, especially for SAP workloads, is a vital part of it. For me, there is no way around NetApp for NAS,” said Metzger.

According to Metzger, data handling will become a differentiating factor. “Storing and managing data across clouds must be highly efficient and effective for providers. Customers want to consume data, like water from a tap. With NetApp software in our data fabric, we can be sure data flows as needed,” he said.

NetApp technologies can make a difference. How much of a difference became apparent when a long-term client looked into a 100% public cloud strategy. Arvato Systems scored with NetApp benefits for flexibility, performance, and backup. The result: a renewed service contract for a managed private cloud.

“Companies need cloud-savvy advisors such as Arvato Systems. For NetApp, it’s a pleasure to work with them. Arvato Systems brings our data center and cloud solutions to customers and helps create true data fabrics for agile businesses,” said Peter Hanke, senior director Germany at NetApp.

NetApp products

[Azure NetApp Files](#)

[Cloud Volumes ONTAP](#)

[SaaS Backup for Microsoft 365](#)

[ONTAP storage systems](#)

[Snapshot™ technology](#)



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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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