

**Przenieś swój SAP do chmury – zoptymalizuj koszty
i zwiększ bezpieczeństwo przetwarzania danych**

Running SAP in a private cloud – benefits from Dynamic Services

- 1** Introduction
- 2** Dynamic Services – Requirements & Use Cases
- 3** Experiences I : moving ERP platform to new provider
- 4** Experiences II : provider evaluation & greenfield ERP setup
- 5** Summary and Benefits

Presented by

■ Andreas Haller

- Head of Group IT at Habasit AG
- Former IT Director at Jet Aviation

■ Relevant Job Experience

- 20 years deploying SAP in international medium size businesses
- 15 years responsibility for outsourcing business critical ERP systems (SAP)
- **7 years outsourcing SAP at T-Systems**

■ More

- Find me on linkedin, XING

The companies

■ Habasit AG

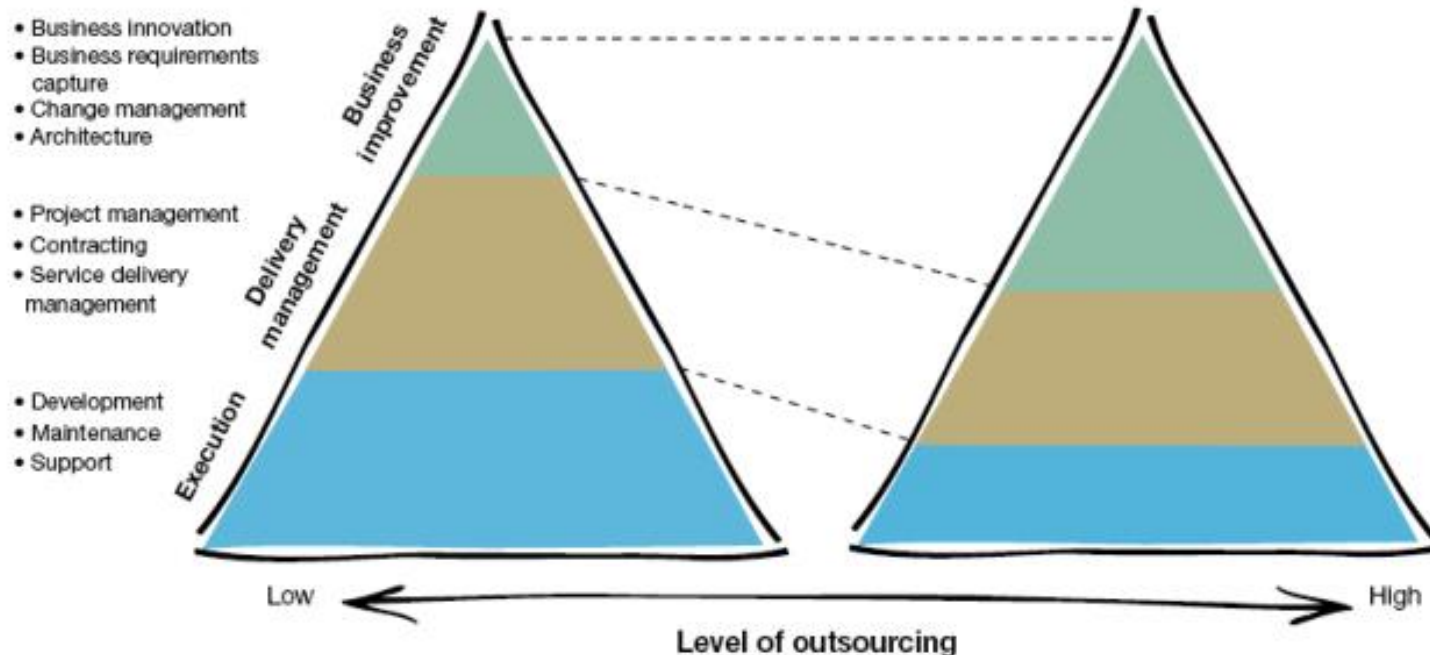
- Worldwide No 1 in belting industry
- 3300 employees worldwide in more than 70 countries
- Currently deploying new SAP solution worldwide
- www.habasit.com
- Habasit Polska, Dąbrowa Górnicza

■ Jet Aviation Management AG

- Leading worldwide business aviation service provider
- 5000 employees, 24 locations
- Single instance SAP ECC6 and BW environment with 1500 users

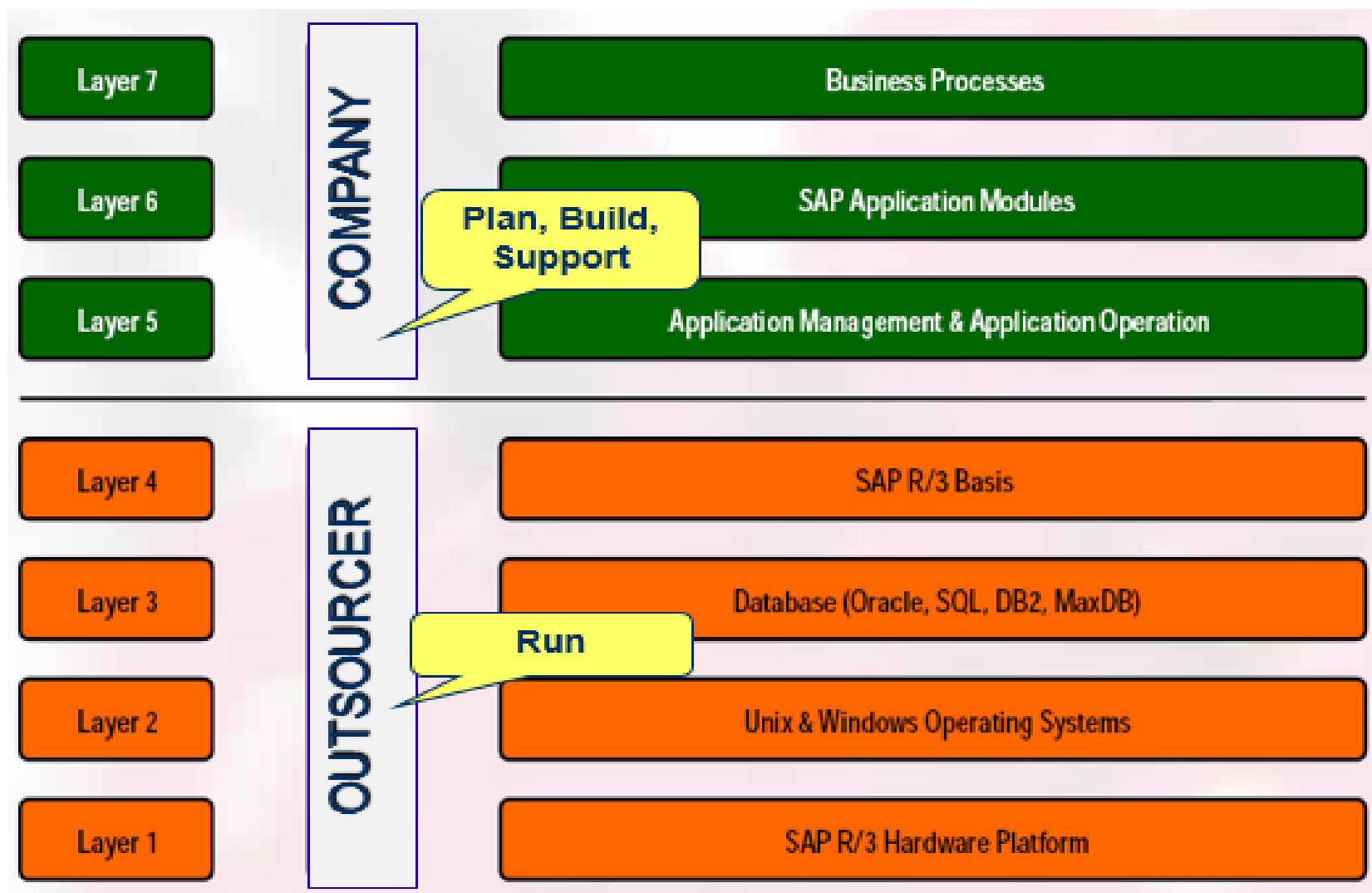
2 Dynamic Services – Requirements

- Motivation for ERP (SAP) outsourcing
 - Concentration on business innovation, not ERP infrastructure
 - Reliable 7*24 ERP services with manageable costs
 - Flexible environment that meets changing business demands
 - Strategic partnership to enable continuous improvements



2 Dynamic Services – Requirements

- ERP outsourcing strategy elements at Habasit



■ Base Scenarios

- Reliable 7*24 operations, monitoring, pro-active maintenance
- Reporting, transparent invoicing according detailed summaries
- Service & enhancement packages, improvements, reviews

■ Technical Scenarios

- Migrate productive SAP environment to new service provider (48 hours!)
- Migrate SAP platform and database (eg. Windows-Oracle to Linux-DB2)
- Greenfield SAP ERP implementation
- Upgrades and enhancement packages

■ Business Scenarios

- Sell company – application/data spin off
- Up-/downscaling based on business needs
- Temporary additional performance requirements (eg year end closing)

3 Experiences I: moving ERP platform to new provider



■ Case description

- Demand for shared environment rather than dedicated systems (back in 2007, no one talked about private clouds)
- High risk project for business continuity (global ERP with 1500 users)

■ Execution

- Partner evaluation, contracts & due diligence in 5 weeks
- Transition project to T-Systems lasted 3 months, migration in 48 hours
- Transition included platform change from Windows/Oracle to Linux/Oracle

■ Result

- On-time, on-target, on-budget transition with very few problems achieved
- T-Systems proved to be flexible and capable in a very demanding transition period
- Costs reduction achieved, service delivery proofed to be reliable

3 Experiences I: moving ERP platform - Impressions



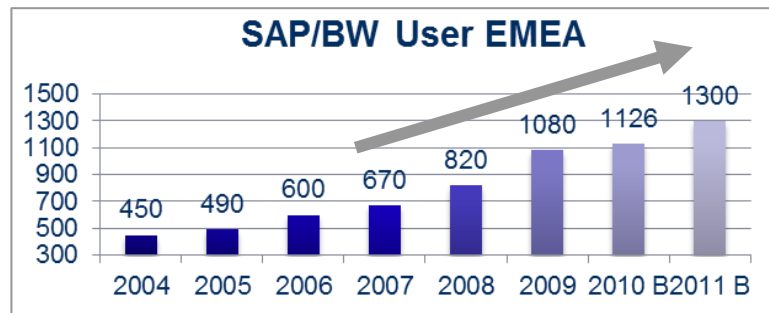
The decisive factors were expertise, the operating models and service

Jet Aviation opts for T-Systems to continue its expansion plans

Zollikofen, July 25, 2007 – Jet Aviation, one of the world’s leading business air travel service providers is outsourcing its global SAP systems to T-Systems in Switzerland. Close customer service, flexible resources and a proven environment were the determining factors in their choice of T-Systems as outsourcing partner

The contract sees T-Systems taking over the operation of Jet Aviation’s SAP infrastructure in Europe, North and South America, as well as in the Middle and Far East. For a period of five years, T-Systems will be providing the necessary computing power for all the SAP applications.

Jet Aviation applied a number of crucial rationales in its choice of T-Systems as outsourcing partner. “The references from other customers, recommending T-Systems in SAP issues were extremely convincing: T-Systems’ capabilities are well proven in applications similar to those of our own,” explained Andreas Haller, Jet Aviations Director Solutions EMEA. At Jet Aviation an important deciding factor was the proven operating model in which infrastructures and computer capacity can adapt flexibly to the customer’s need, and is billed accordingly. These dynamic ICT solutions from T-Systems are designed especially for companies that need to react quickly to changes in business procedures.



T-Systems

3. Availability cip11_P11_00

agreed availability monthly 99.5%

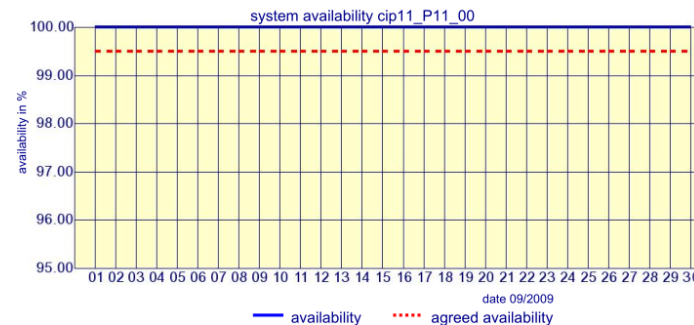
Contractual Agreed Times

	monday	tuesday	wednesday	thursday	friday	saturday	sunday
Operating Time	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00
Service Time 1	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00	00:00-24:00
Service Time 2	-	-	-	-	-	-	-

availability in 09/2009: 100.00%

availability in this quarter: 100.00%

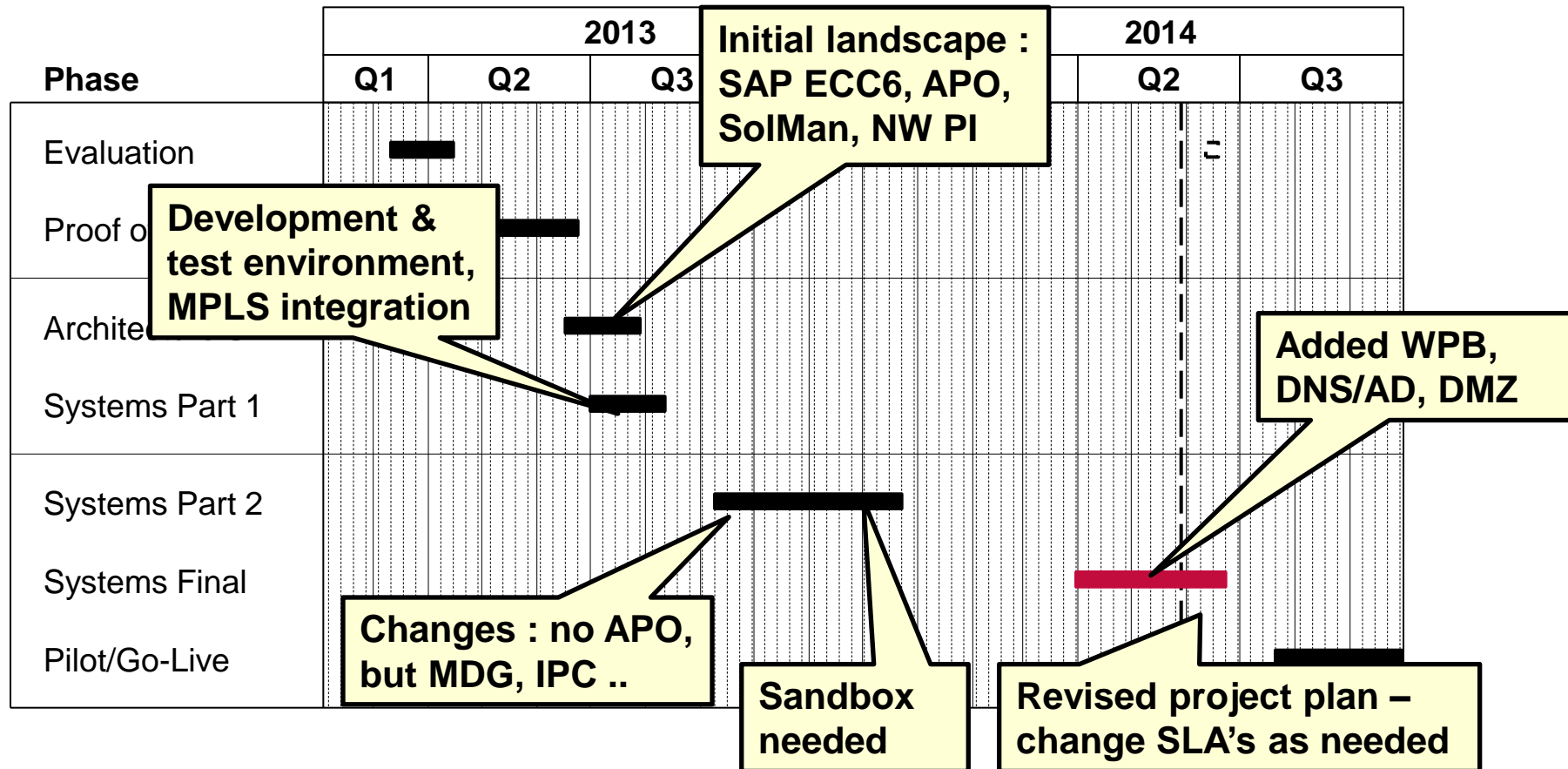
availability in 2009: 100.00%



4 Experiences II: Provider Evaluation & Greenfield Approach

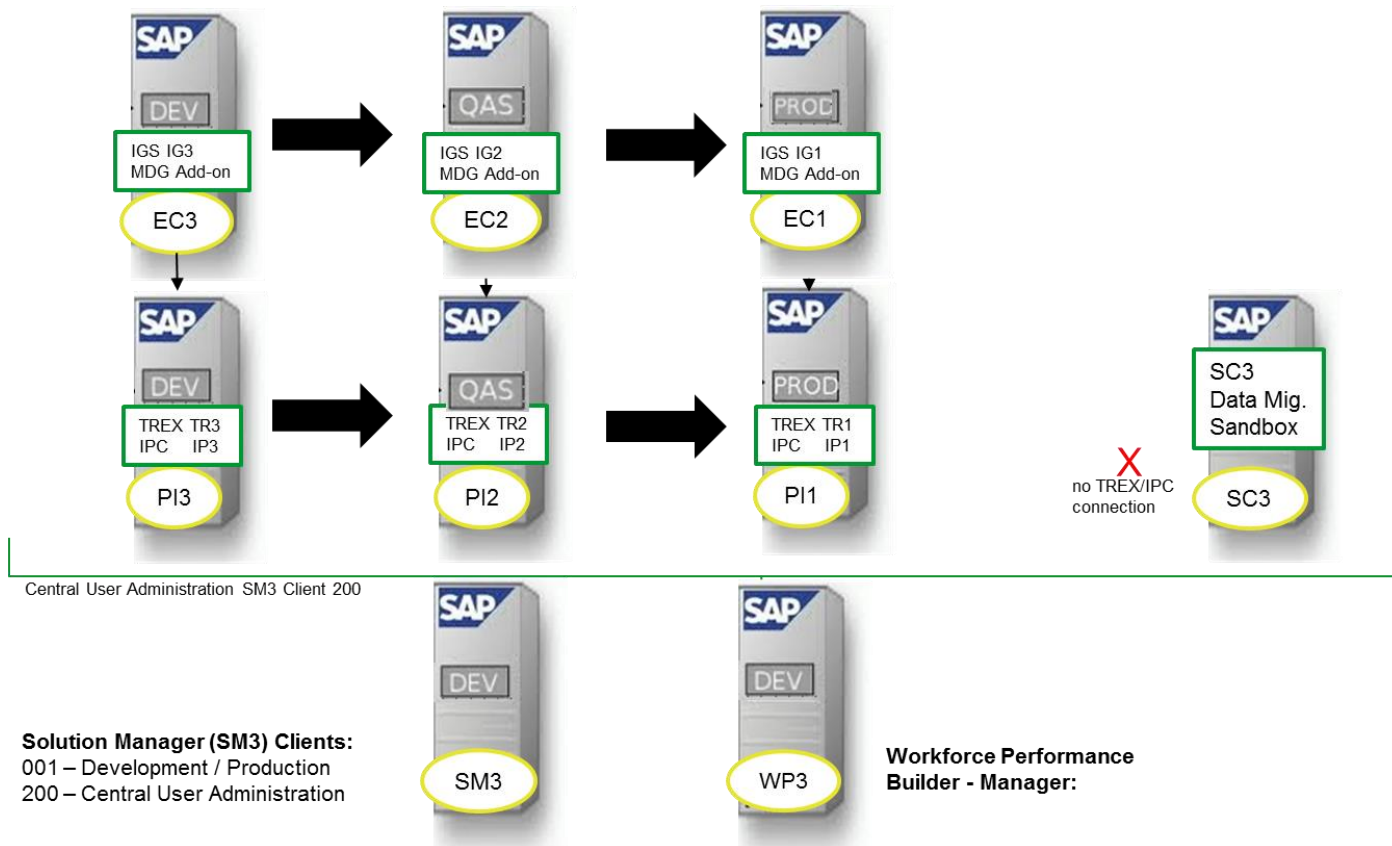


- Habasit decided to implement SAP ERP globally in early 2013
- Proof of Concept system landscape provided within 4 weeks (SAP ECC6, APO)
- Dynamic services capability was proven regularly during build-up



4 Experiences II: current landscape at T-Systems

- Step wise build of SAP environment, according to Habasit project requirements
- Successful cooperation regarding finalization of architecture and changing targets
- Short term requirements (sandbox, new components) timely addressed



4 Experiences II: Outlook

- Short term
 - Finalize DNS & AD integration of new central ERP, incl. DNS services
 - Demilitarized zone (DMZ) will be added to
 - enable NetWeaver PI based EDI messaging
 - integration of web services such as document archives, D&B

- Mid term
 - Upgrade SLA's to productive level (Full-HA) when going live
 - Stabilize and optimize productive systems during roll-outs

- Long term potentials
 - HANA evaluation
 - Mobile services connected to SAP ECC

5 Summary and Benefits



■ Summary

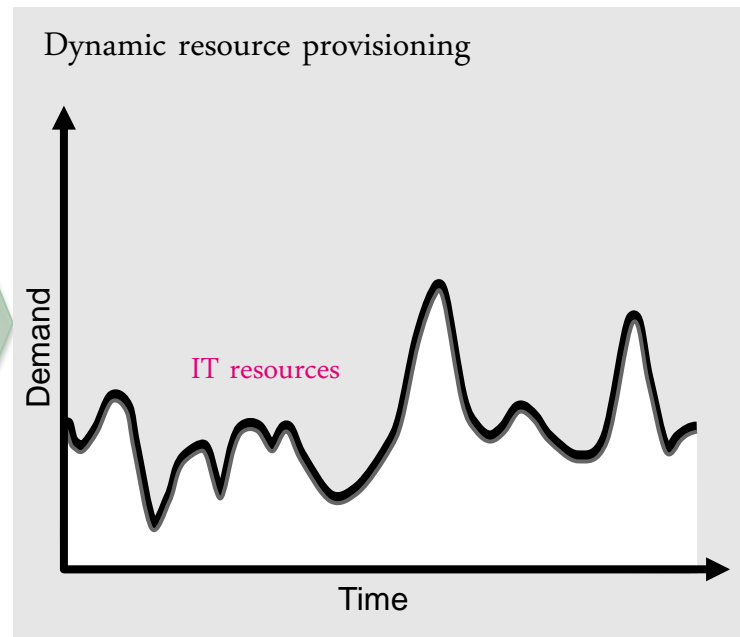
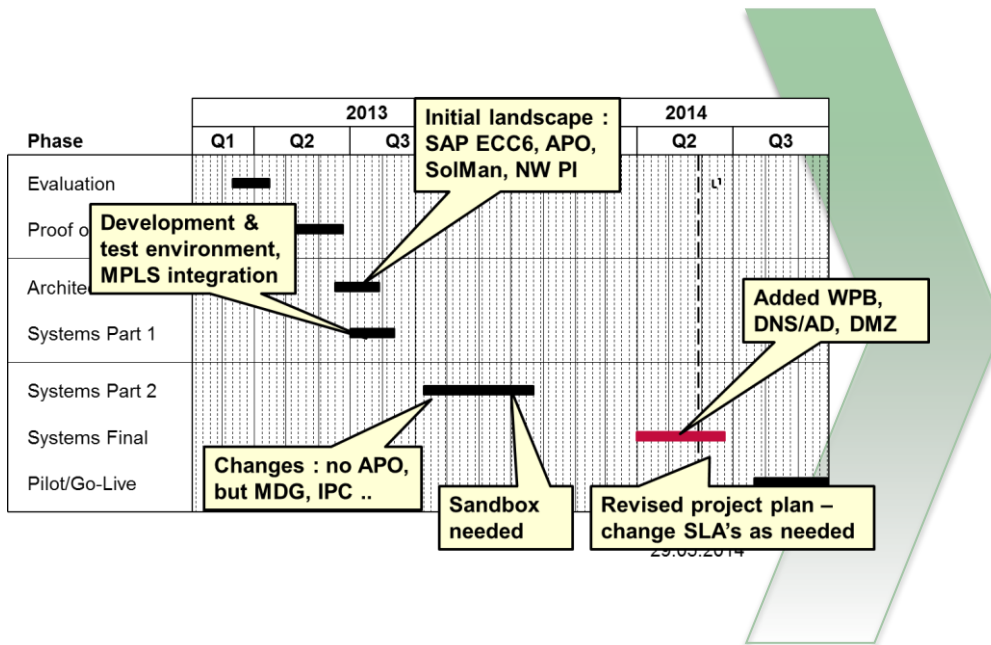
- Changing business needs require dynamic services, that work !
- Clear responsibilities and close collaboration enable success
 - Both partners need to actively contribute
- Overall positive experience over years, in many different situations

■ Main benefits

- Services and cost can be changed flexibly according needs
- Cost of services are always transparent
- Flexibility to timely address new requirements contributes to ERP project success
- Reliable and innovative partnership reached

5 Summary and Benefits

Dynamic requirements can be fulfilled with T-Systems dynamic services !



■ THANK YOU FOR YOUR ATTENTION !

www.t-systems.pl