



SAP IN THE CLOUD, IS IT THE BEST FOR YOU & HOW?

CHRIS CARTER – CEO, APPROYO



THE WORLD HAS EVOLVED



The question for your business just a few years ago was.

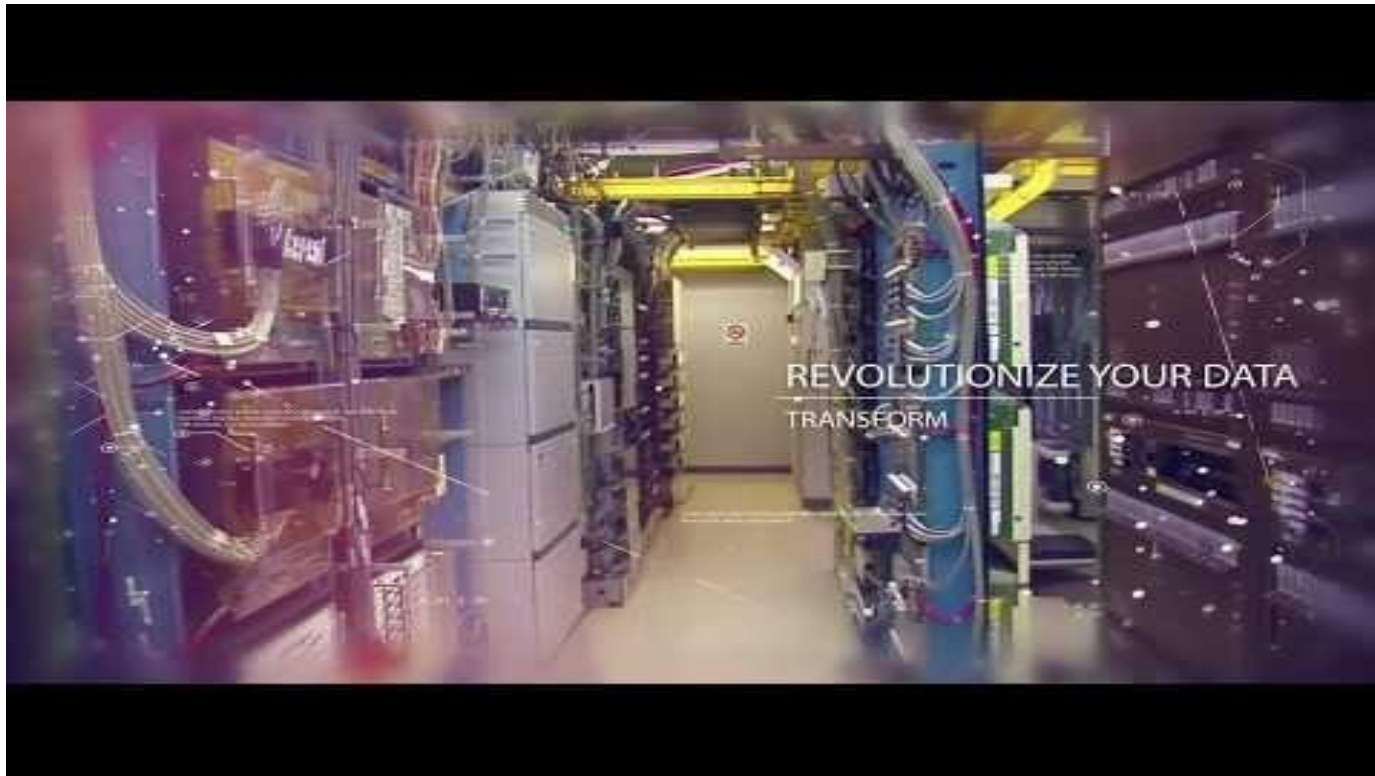
“Why the Cloud?”

In 2017, the new question is....

“Why not Cloud?”



WHO IS CHRIS.....



MEET CHRIS CARTER



- Founder of Approyo
- I work with companies to put the data into the cloud and to understand their data
- Worked with Big Data for over 25 years
- Creator of the first Customer SAP HANA Cloud Environment

- Georgia Tech Graduate
- Proud Father



MEET APPROYO



- Approyo is an SAP HANA and Big Data Focused Organization
- We want to help organizations:
 - Get into SAP HANA
 - Start Utilizing SAP HANA
 - Grow with SAP HANA
 - Continue to support SAP HANA 24 x 7

Approyo

Simply, we bring data and information to users as fast as possible with SAP HANA. We help companies ensure dreams of success.



CLOUD IS THE NEW NORMAL IN BUSINESS AND LIFE



- **85 percent** of enterprises have a multi-cloud strategy according to a report from Rightscale
- According to Gartner, it is predicted that by 2020 a **corporate no-cloud policy** will become as rare as a no-internet policy is today
- By 2018, approximately **3.6 billion internet** users are projected to access cloud computing service, compared to 2.3 billion in 2013

<http://www.rightscale.com/blog/cloud-industry-insights/cloud-computing-trends-2017-state-cloud-survey>

<http://www.gartner.com/newsroom/id/3354117>

<https://www.statista.com/statistics/321215/global-consumer-cloud-computing-users/>



CLOUD IS THE NEW NORMAL IN BUSINESS AND LIFE



- The **average employee actively uses 36 cloud services** at work
- By 2020, its estimated there will be **9 Billion Mobile users** in the world
- By 2020, its estimated there **212 Billion devices** will be connected to the cloud
- **The Cloud is the new normal**



YOU CAN'T DELAY. THE CLOUD OFFERS:



- Fast implementation time, providing quick access to functionality
- Reduced IT efforts because both hardware and software operation and maintenance are the provider's responsibility
- Flexibility due to subscription rather than licensing contracts and “pay-what-you-use” concepts
- Scalability to support changing business needs and supporting growth



TYPES OF CLOUDS



- Public
- Private
- Hybrid



WHY SAP IN THE CLOUD NOW?



- SAP is Cloud first now and for future
- SAP Specific Applications optimized for the Cloud
- Frequent updates to Cloud Solutions
- Scalable solutions for SMB up to Enterprise



BENEFITS OF SAP IN THE CLOUD?



Effortlessly Scalable

Respond with seamless flexibility to ever-changing demands and unexpected opportunities without worrying about the underlying infrastructure



Easily Manageable

Enable a shift of resources to value-add, technology-enabled innovation thanks to rapid innovation cycles and leave the long upgrade projects behind



Fully Secure

Conduct business knowing that the solutions you rely upon are designed for security and protected 24/7 by dedicated world-class experts



EFFORTLESSLY SCALABLE FROM SMB TO ENTERPRISE



SAP in Cloud offers the flexibility and scalability you need to meet today's business needs, while discovering and capturing tomorrow's opportunities

- **Cost certainty:** Software license, infrastructure, management, all in one easy-to-predict subscription
- **Scale up, scale out:** Business solutions ready to scale and adapt at the moment you need them, leveraging the world class SAP datacenter network



FULLY SECURE FOR BUSINESS



Protected by experts

Designed with security in mind and continuously updated to keep your business safe from a broad spectrum of threats

Standards compliant

Strict policies govern access to, and the handling of, all data to ensure compliance with relevant authorities and laws around the world



Security: in-place, in-transit

SAP protocols provide cyber and physical security to safeguard your data and business processes



EASILY MANAGED SO YOU CAN UNLEASH INNOVATION



Ready-to-Run Best Practice Processes



Guided Configuration



Rapid Innovation Cycles



Empower business & IT



NEXT STEPS: WHAT TO LOOK FOR IN A CLOUD PARTNER?



- Which cloud services do you provide?
- How long will it take to implement a cloud solution?
- Security and certifications in place
- Platform – Microsoft Azure, AWS, Google, others?
- Ongoing Support?
- SLAs.... Read this!



DON'T WAIT TO MOVE TO THE CLOUD



- Engage a cloud Partner
- Review the SLAs
- Review the Platform Options
- Create a Migration Plan
- Enjoy the benefits before you get left behind



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- LinkedIn - <https://www.linkedin.com/in/christopher-carter-885159/>
- Approyo website – www.Approyo.com

