



# De-Risking Your SAP Migration to the Cloud: Key Steps to Make it a Success

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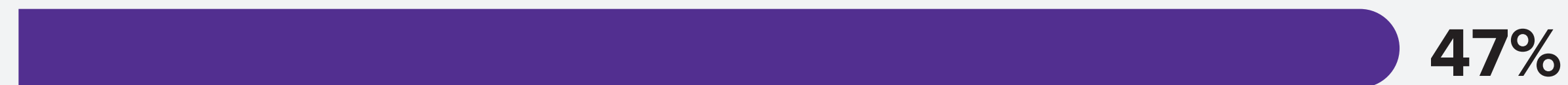


# Digital Transformation Continues to Accelerate

Organizations are continuing to move towards a digital business model, particularly in the wake of COVID-19 which has forced 47% of organizations in Europe to quickly shift to a digital first strategy which they continue to extend.

## Which of the following statements best describe where your organization is when it comes to adopting a digital first strategy?

Responding to the pandemic forced us to quickly shift to a digital-first strategy which we continue to extend



Disruptions of the pandemic highlighted the need for a digital-first strategy which we are starting to execute



Our organization recognized this prior to the pandemic and had already changed our technology and business priorities



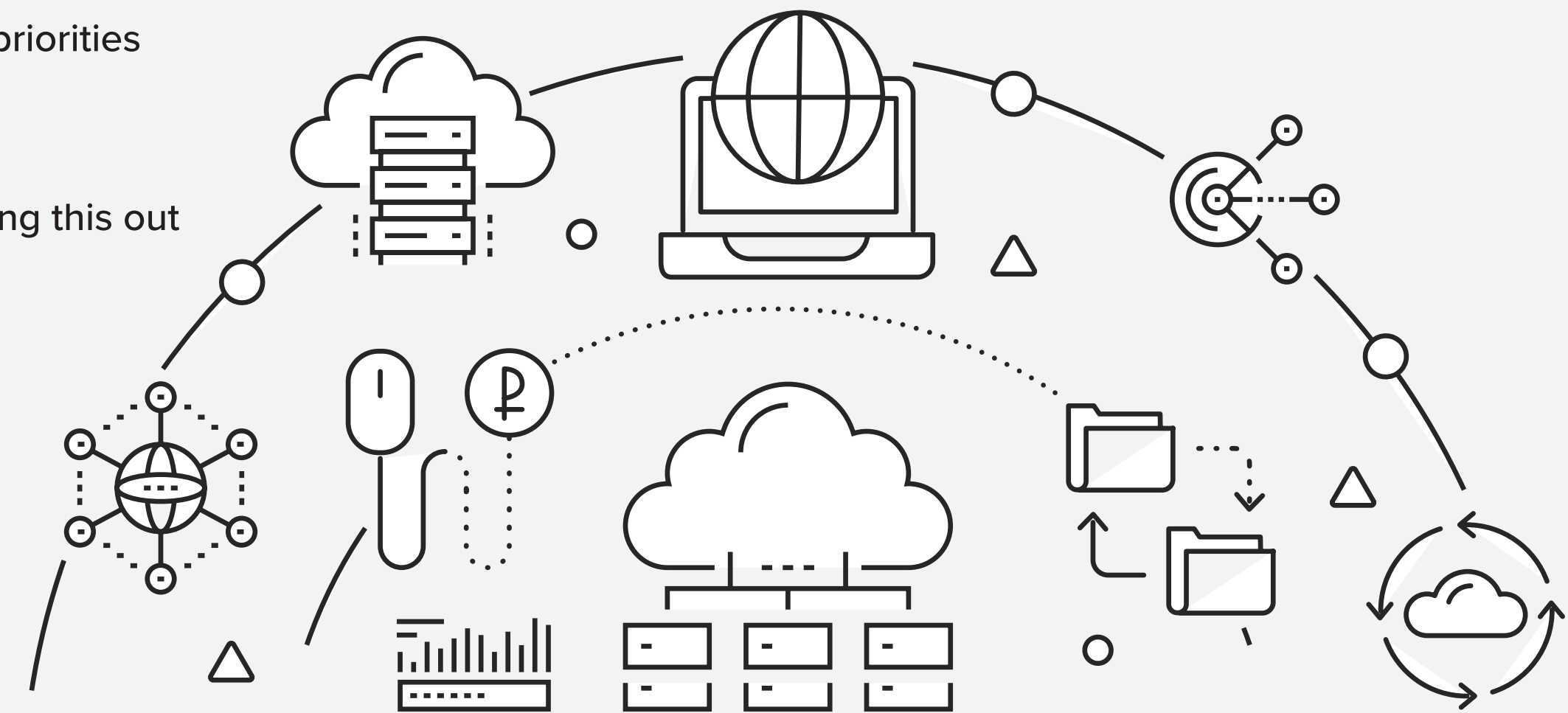
Disruptions triggered by the pandemic highlighted the need to shift to a digital-first strategy, but we're still figuring this out



We see no need to adopt a digital-first strategy



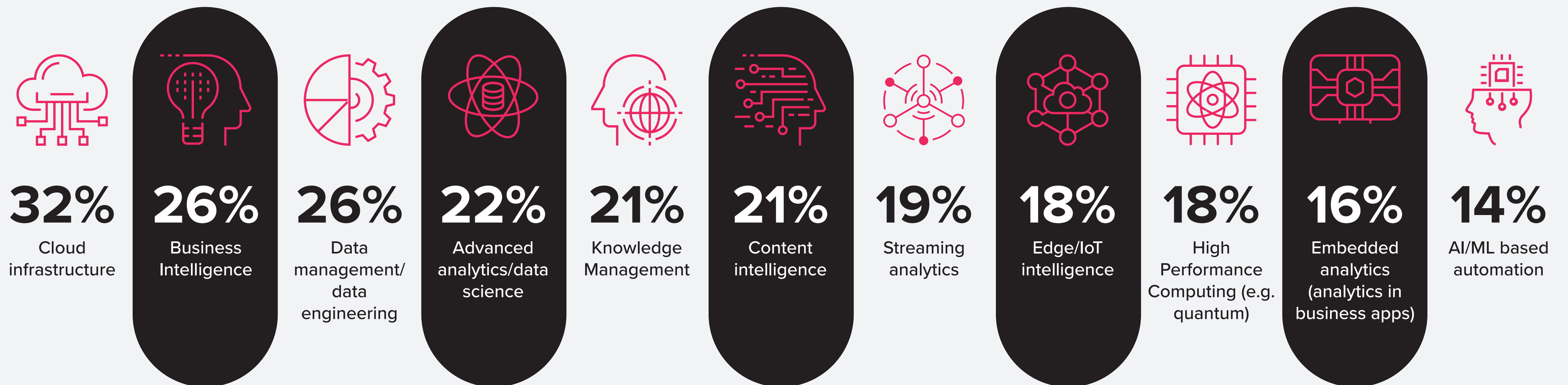
Source: IDC EMEA, Future Enterprise Resilience 2021, Wave 11, Dec 1-15, 2021 (n = 430)



# DX Requires an Agile Digital Platform Built Using Cloud and Applications for Greater Business Intelligence

To build this platform, organizations need to implement a digital infrastructure strategy and go beyond their own datacenters using hybrid cloud solutions. But this is only part of the DX story. As part of the process, they will also need to invest in enterprise intelligence technologies and solutions.

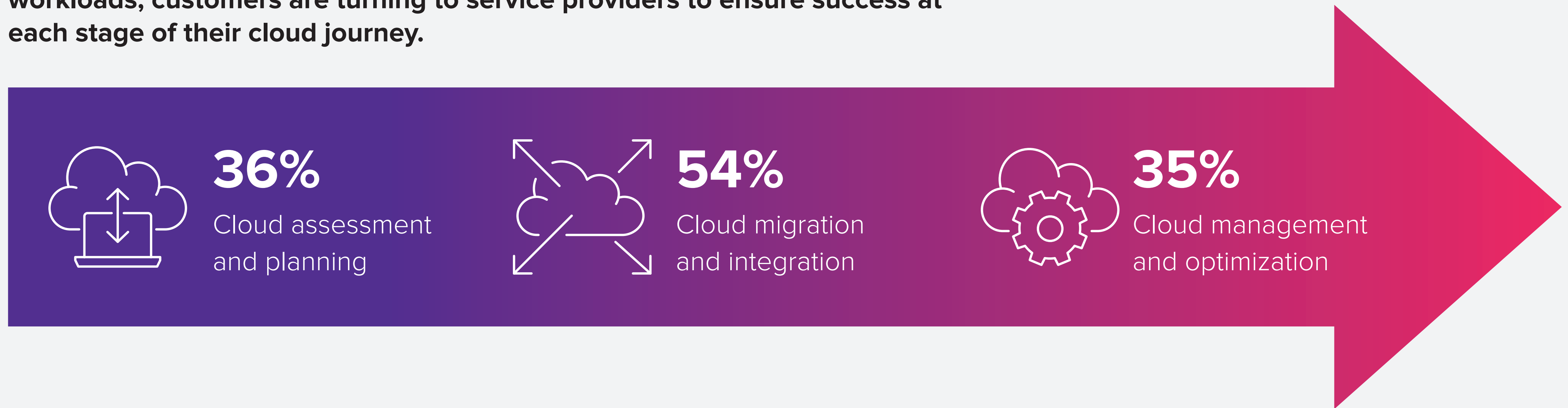
**Which of these technologies is your organization investing in as part of enterprise intelligence investments?**



Source: IDC EMEA, Future Enterprise Resilience 2021, Wave 11, Dec 1-15, 2021 (n = 430)

# Partners Are Important to Ensure Success Along the Cloud Journey

To get access to best practices and experience with cloud migrations of SAP workloads, customers are turning to service providers to ensure success at each stage of their cloud journey.



Source: IDC's European Multicloud Survey, 2021 (n = 925)

# European customers engage services providers at all stages of their cloud journey

Organizations continue to rely on their partners in the transition to cloud, due to a persistent skills gap and the demanding nature of building in house cloud capacity.

At which stage of the cloud journey do you engage a cloud support services company?

● All companies



**36%**

**CLOUD ASSESSMENT  
AND PLANNING**



**54%**

**CLOUD MIGRATION  
AND INTEGRATION**



**35%**

**CLOUD MANAGEMENT  
AND OPTIMIZATION**

Source: IDC EMEA, Multicloud , August 2021 ; n 925

# Key Criteria for Choosing the Right Partner for the Cloud Journey



**37%**

Comprehensive offering able to deliver services for various types of cloud (private, public, etc.) and various layers



**31%**

Favorable pricing



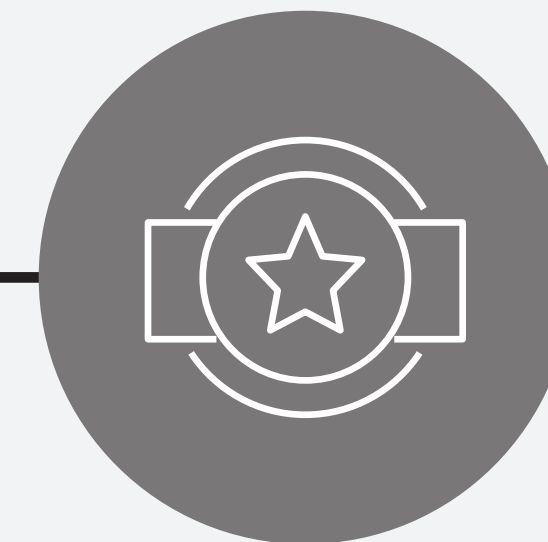
**28%**

Partnerships with global cloud providers (AWS, Microsoft, Google)



**25%**

Multicloud capabilities



**24%**

Industry-specific expertise

Source: IDC's 2021 Annual Multicloud and Next-Generation Infrastructure Survey (n = 925)



# Where business applications are running

There are various ways SAP can be modernized using cloud so organizations should select a partner who can support their chosen strategy.

Where to run your ERP applications is a key question in the modernization strategy. Most IT is still run on premises but there are several options available.

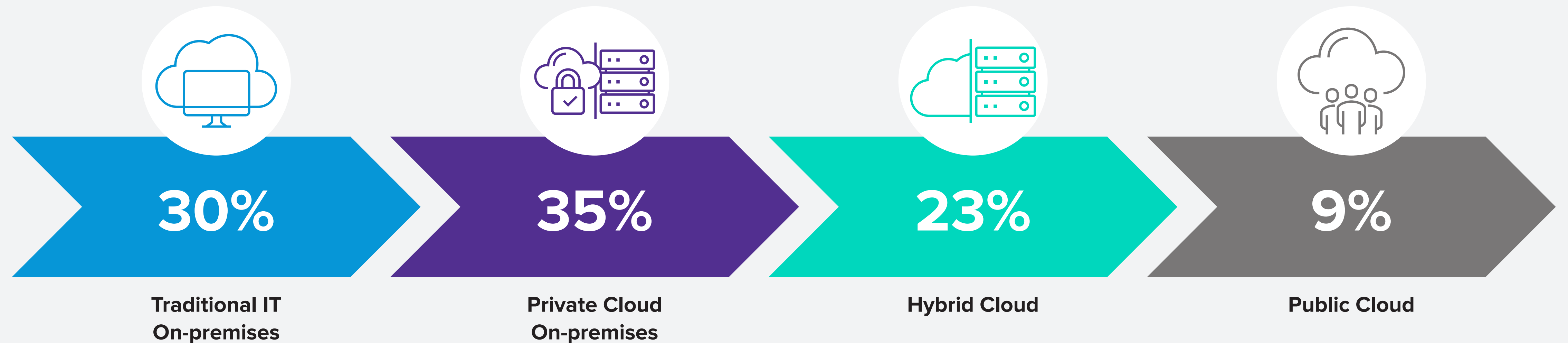
A **private cloud** can be run in the enterprise's own data centre and therefore on premises, or colocated in a third party facility.

A **hybrid cloud** could be any combination of public and/or private clouds, and can also include traditional on premises IT.

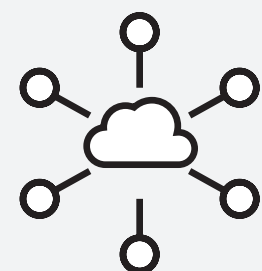
While **multicloud** is often used as an alternative term for hybrid cloud, in reality it involves the consumption of cloud services from more than one cloud service provider even competitors.

It's all about choosing the right venue for the right workload. While 4% of business apps move back to on premises, 40% of cloud migrations are successful.

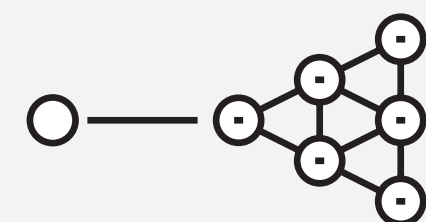
**40%** of cloud migrations have been successful



# Importance of SD WAN Multi-Cloud to SAP Cloud Deployments



Direct and secure Branch to Multi-Cloud connectivity centrally managed via Colt SD WAN portal



SD WAN powered Dynamic path selection with SLA



Common policy management for branch, SD WAN fabric & Multi-cloud



Extend the security of the cloud across the entire solution architecture



Cloud to Cloud connectivity without network backhaul



# Successful SAP Migrations to Cloud underpinned by Colt On Demand



## Rapid connectivity to Cloud

- Secure, high bandwidth, point to point connectivity with end-to-end SLAs
- Provisioned in **3 minutes versus 45+ working days**



## Flexible Cloud services adoption

- Cloud-like' pay as you use, avoids bandwidth over provisioning
- Fixed and flexible short-term contract options



## Scale network bandwidth to maximize Cloud consumption

- Secure, high bandwidth, point to point connectivity with end-to-end SLAs
- Provisioned in **3 minutes versus 45+ working days**



## Global Coverage: 210+ Cloud PoPs and growing

- Extensive On Demand coverage in Europe, APAC and the US:
- 900+ Data Centers,
  - 29,000+ enterprise buildings



## Rich UX for SAP to support client implementations

- Quick, simplified ordering through customer portal
- **Optional API integration into customer BSS/OSS systems**

# Get Networking and Connectivity Right From the Start

To achieve a more secure, reliable, and performant networking experience, you need to focus on these five aspects:



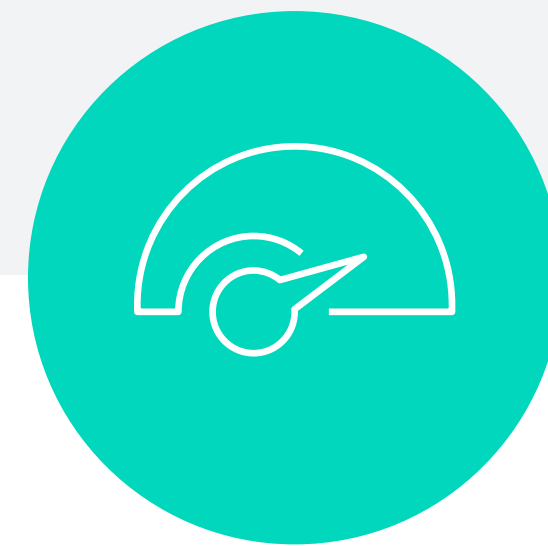
## SECURITY

With enterprises shifting their core infrastructures and services to the cloud, security has become the number 1 priority for cloud connectivity.



## LATENCY

Deterministic latency is important for mission-critical services that enterprises are moving to cloud.



## THROUGHPUT

High throughput is another key requirement that helps customers get the best out of their cloud platform.



## RELIABILITY

Reliability of private connectivity services makes it an obvious choice for most customers looking to get the best out of their cloud platform.



## CLOUD-READINESS

Choose a connectivity provider that can support any cloud strategy you choose and has optimized networking solutions for each cloud architecture.

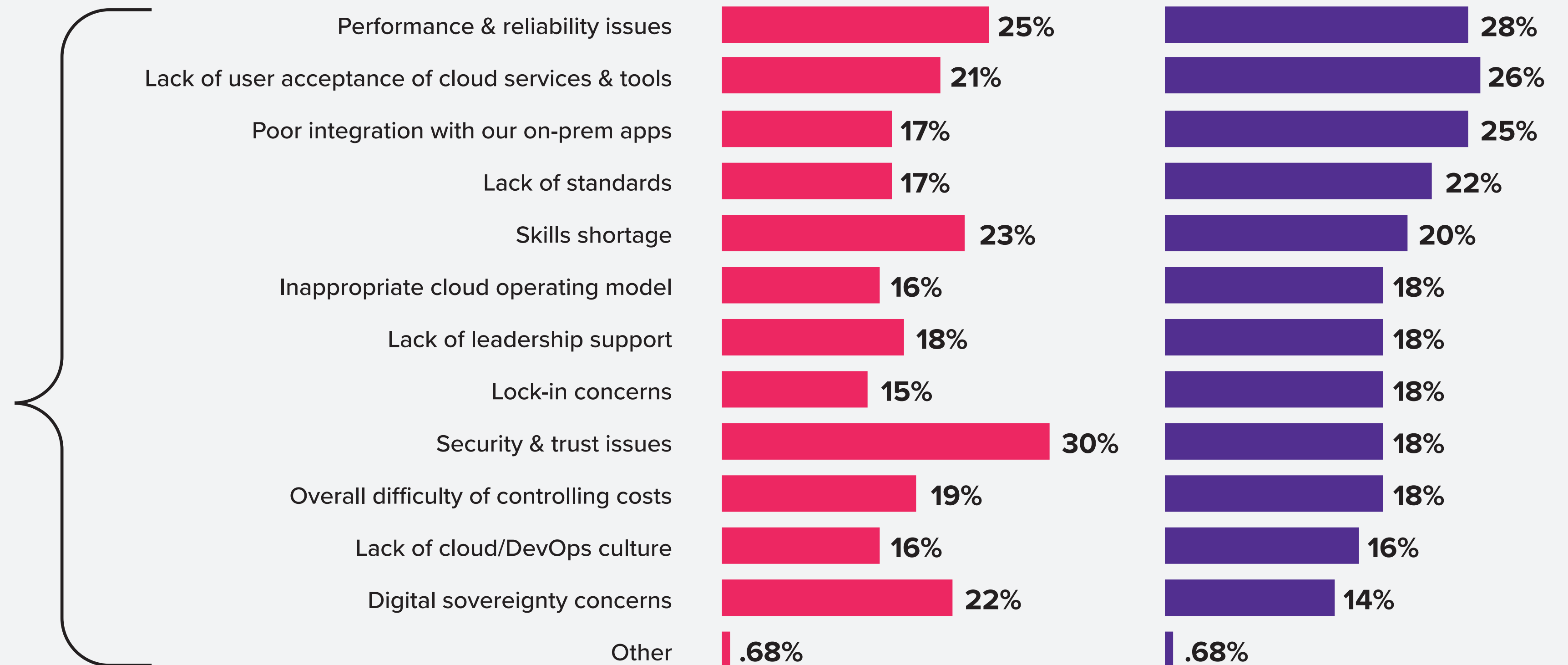
# Why public cloud deployments fail

Connectivity is a key factor for cloud success. Those that experience performance issues would do well to seek out higher-grade enterprise networking options to reduce latencies, maximize availability, and boost reliability.

What are the main reasons for your organization's public cloud deployments being unsuccessful?

## Top reasons for public cloud deployments being unsuccessful

● 2020 ● 2021



Source: IDC EMEA, Multicloud, August 2021; n = 925

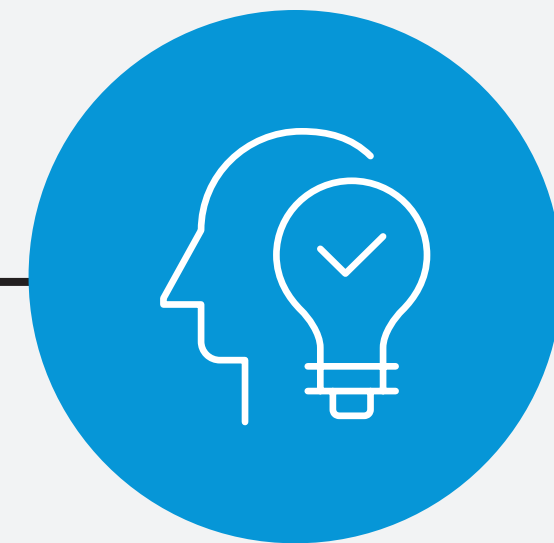


# Managing cloud today and optimizing its benefits for the future

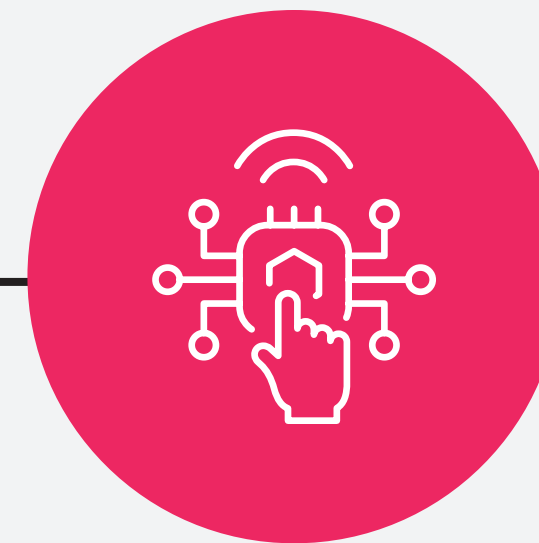
The cloud journey does not end after a successful migration in fact, that's only the beginning. During the post implementation stage, partners continue to play an important role and when it comes to cost optimization, ongoing management, and scaling for the future.



Organizations should ensure they have the tools needed to measure the impact cloud has on their costs and business processes.



Service providers and partners can play an instrumental role here as quite often they will need to guide their customers to open up to new ideas and ways of doing things.



Organizations will need to apply a FinOps approach across all their daily operations, and that includes the cost models as well as the technologies behind their processes for continual automation and modernization.



Establishing a 'Cloud Center of Excellence' (CCoE) can help organizations mitigate cloud risks, optimize operations, and manage costs.



# A Partnership That Delivers a Fast, Secure, and Successful SAP Journey to the Cloud

- Any SAP modernization journey can be complex and costly and can cause undue business disruption.
- That's why Colt and IBM have formed a strategic partnership to ensure end-to-end delivery and performance of any SAP project.
- Ensuring that SAP is run on a best-in-class, cloud-optimized network is key to delivering a great customer experience.
- Colt and IBM are committed to transforming the way the world works — Colt through the power of connectivity and IBM through the power of business transformation. Together, we enable enterprises all over the world to achieve digital transformation and therefore business transformation via a faster, more secure, and more successful journey to the cloud.

**For more information,  
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