



CLOUD ADOPTION GATHERS SPEED

Cloud computing is fast becoming a C-suite discussion topic as its role as an enabler for digital transformation gets firmly established. Its rapid growth strongly endorses the inevitability of cloud computing. Pegged at almost USD 200 billion in 2019, it is forecast to grow 3.5 times to USD 685 billion by 2027, a CAGR of 17.6%.¹ It's safe to assume that cloud technologies find a place in almost every enterprise today. Several factors, both at a macroeconomic and a business level, are behind this phenomenal growth.

On the macroeconomic front, advances in technology such as artificial intelligence (AI), machine learning (ML), internet of things (IoT) and blockchain have given birth to the digital consumer and aided a meteoric rise in social media usage and expanded its influence. Businesses are expected to cater to diverse requirements and deliver personalized experiences to customers. Plus, the extraordinary circumstances triggered by the pandemic and ensuing stay-at-home advisories worldwide, which created over 1 billion remote workers almost overnight², further added to the challenges.

Businesses must be resilient, responsive to market dictates, and ready to switch to new working models seamlessly and swiftly to thrive in such uncertain and demanding conditions. For this to happen effectively, they must collaborate beyond their organization's boundaries and build an ecosystem of business partners. They must rely on data to drive decision making and establish intelligent and automated operations to navigate the complex business environment. At the same time, in such dynamic environments, enterprises would prefer to reduce capital investments.

Cloud technologies can singlehandedly help an enterprise address these critical requirements making a cloud-first strategy imperative for them to survive and succeed. Cloud's footprint sprawls across the enterprise and covers business and IT applications, infrastructure and platforms. More and more enterprises are keen to move their core processes to the cloud for all the reasons we discussed earlier. This paper explores the transition of a business-critical function, SAP solutions, from on-premise to Azure in the cloud.



SAP on Azure is a formidable force to reckon with

Several compelling reasons justify why SAP on Azure is a winner -

Performance and scalability – Azure delivers excellent performance and scalable infrastructure for SAP loads. According to Microsoft, Azure offers 192-gigabyte to 12-terabyte SAP HANA-certified virtual machines in more regions than other public cloud providers. Azure already runs some of the largest SAP workloads across virtual machines and large instances³.

Intelligent decision making and better results – Owing to globalization and market expansion, enterprises have data spread across many systems, often disparate and operating in silos. Huge investments have been made to harness the data from multiple sources and feed it into advanced analytics and AI engines to gather meaningful insights and deliver better outcomes. Microsoft Power BI and the ability to build low-code apps and workflows with Microsoft Power Platform in combination with SAP's comprehensive analytics solutions suite comprising business intelligence, data warehousing and enterprise planning tools make this possible.

Offer new and better customer experiences – Enterprises can capitalize on the power of IoT, DevOps and Kubernetes to launch apps that promise superior customer experiences, a high expectation today.

Cost savings and cloud agility – When moving SAP landscapes to Azure, the payback period is nine months, the return on investment is 102% over three years, and time to market gets shortened, according to a Forrester total economic impact study⁴. The SAP Cloud Appliance Library offers a simple and quick way to kick start SAP projects in the cloud, while SAP Landscape Management helps automate and standardize SAP operations, thus reducing costs. Azure's automation and cost management tools also add to these benefits.

Apps and data are secure – The Azure platform, with over a billion in annual investments and 3,500 cybersecurity experts⁵, is geared to offer the highest level of security and the largest compliance range to cater to stringent enterprise needs. The Azure Active Directory is configured for smooth single sign-on with SAP and identity access control. Additionally, the Azure Security Center for threat monitoring and Azure Sentinel for SIEM ensure advanced protection⁶.

No disruption to business

operations – Migration to the cloud is ably supported by Azure’s backup and site recovery services assuring critical business continuity. Further, there is a continuous effort from SAP and Microsoft to co-innovate around SAP S/4HANA on Microsoft Azure with migration tooling and automation, enhanced monitoring, and platform and application security and provisioning.

More scope for productivity and

collaboration – Azure comes backed by an arsenal of Microsoft tools such as Office 365, Teams and Power Platform, making it simpler to integrate business processes with environments that users are familiar

with. Additionally, innovation becomes easier and faster with prebuilt services from Microsoft Azure and SAP Business Technology Platform.

Joining forces for the greater good

A strong partnership between SAP and Microsoft works to the advantage of enterprise customers as they get the best support for their fundamental requirements.

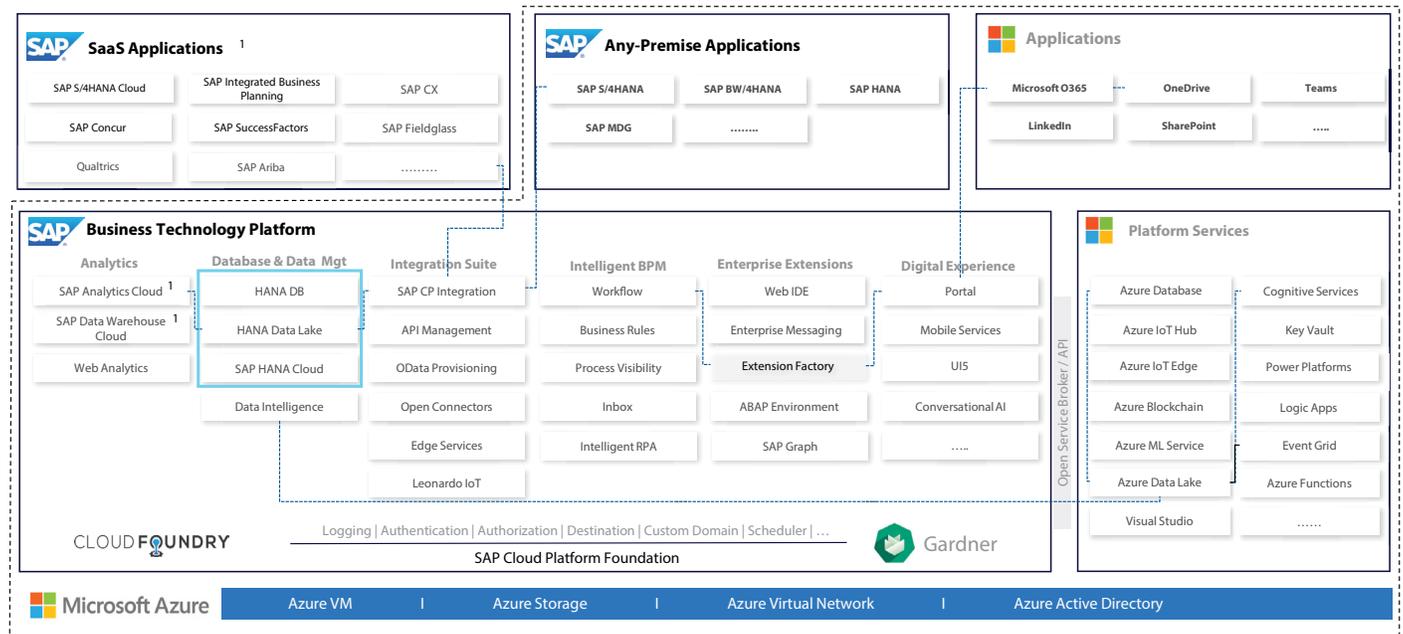
The SAP and Microsoft collaboration is designed to accelerate business transformation by harnessing the power of the cloud. Together SAP and Microsoft facilitate digital transformation and quicken the cloud journey in enterprises. They help move SAP workloads, including

the intelligent platform SAP S/4HANA, into Azure while preserving the language and framework of the primary industry they are serving. With such an approach, it is easier to plan for cloud adoption without diluting the customer requirements and context. Moreover, it becomes possible to negotiate quicker, streamline teaming and enable speedier, risk-managed implementations.

A great deal of thinking has gone behind making these outcomes a reality. The important pillars of this partnership are -

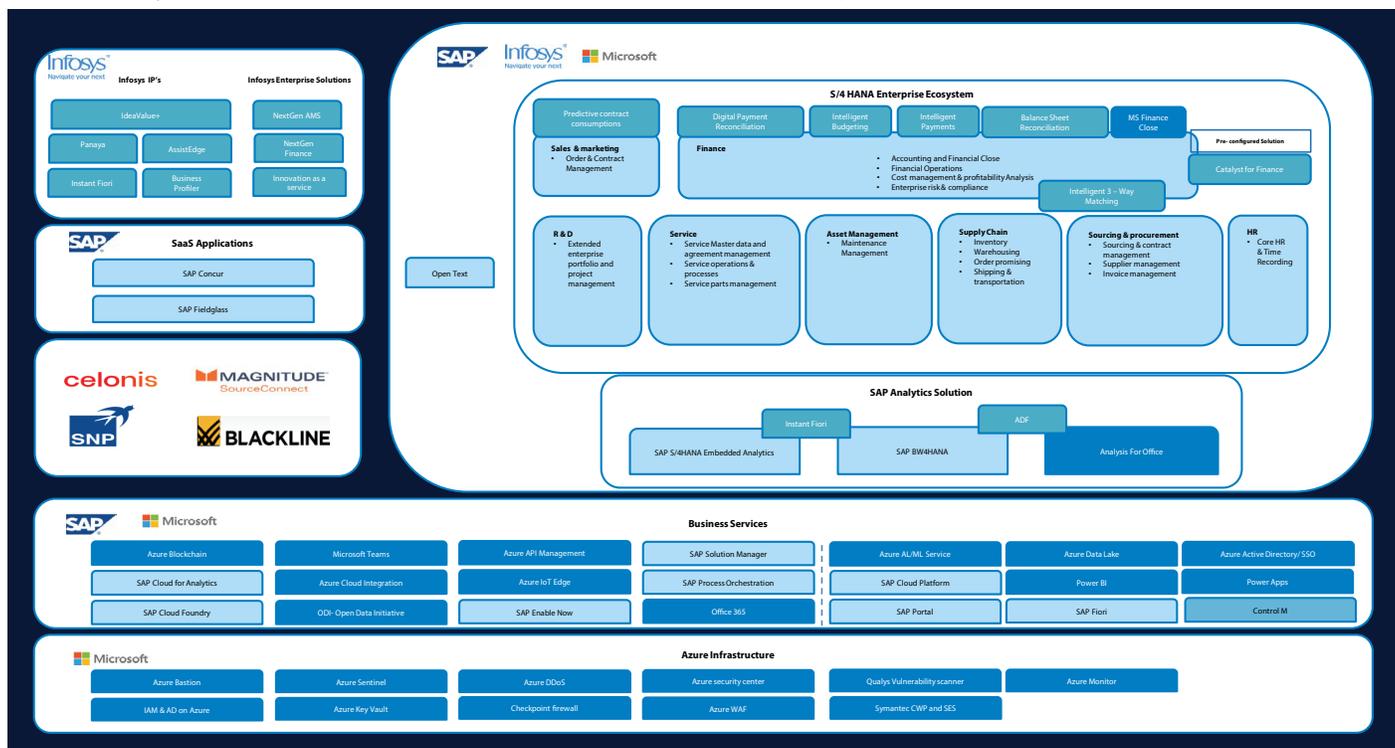
Essential architecture – a jointly developed tech blueprint from SAP and Microsoft, it extracts the necessary SAP and Azure technologies to run customer applications.

SAP Essential Architecture on Microsoft Azure



Market approved journeys – With providing industry-specific roadmaps for SAP S/ 4HANA and other SAP solutions a primary objective, this partnership harnesses specialists’ expertise and deploys best practices to make it customer relevant.

Industry Reference Architecture – Telecom as an example



Optimized platform – a suite of foundational services to catalyze continuous innovation on the SAP Business Technology Platform. It is achieved by integrating and extending SAP solutions and third-party applications that run on Azure.

Engagement and services – a reliable assessment and discovery methodology that connects the customer, SAP, Microsoft Azure, and system integrators on common ground.

From this alliance emerges a services plan to facilitate a transition into an intelligent enterprise.

Raising the bar further

Already a primary partner to both Microsoft and SAP individually, Infosys has aligned jointly with them to get the best from both platforms and deliver it to customers. Infosys plays a strategic role in this outcome-oriented partnership, and its industry know-how and experience add a valuable dimension for an

enterprise. Infosys Catalyst (preconfigured industry solutions), Innov8 (accelerators for digital transformation) and Industry Cloud Solutions (industry-specific SAP solutions) are part of Infosys Cobalt, a power-packed and comprehensive portfolio of services, solutions and platforms to accelerate the cloud journey. These assets introduce their own industry flavor through intelligent industry-tailored solutions that address specific gaps in the SAP solution while accelerating digital transformation.



INFOSYS CATALYST

#15+ industry focused pre-configured S/4HANA solutions

- CPG
- Pharma
- Chemicals
- Oil Fields
- Utilities
- Energy
- Manufacturing
- Automotive
- Hitech
- Fashion
- Forest
- Retail
- Professional Services
- Beverages
- Agriculture

INFOSYS INNOV8 INTELLIGENT ENTERPRISE

- *Intelligent Contract Management*
- *Automated goods receipts – ML and RPA solution*
- *Auto invoice processing - RPA and ML for invoice verification*
- *Auto payment processing-Rule based RPA payment processing*
- *Predictive Inventory Planning*
- *End to End Batch Traceability*
- *Intelligent slotting for distribution center*
- *Predictive Returns Management*
- *Freight cost optimization*
- *On time delivery prediction*
- *Predictive Revenue Assurance*
- *Intelligent Budgeting*
- *Blockchain based end to end parts traceability*
- *IoT Based Transport Capacity Optimization*
- *Automated Material Handling in JIT/JIS Process*
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SAP INDUSTRY CLOUD

- **CPG**
 - TradeEdge
 - Infosys Genome
- **Utilities**
 - Enhanced Customer Experience for Utilities
 - Intelligent solution for Vegetation Management
- **Professional Services**
 - Leads and Proposal Management
 - WIP Management
- **Manufacturing**
 - Commodity Index driven dynamic contract pricing
 - PEDIMENTO process Cockpit
- **Life Sciences**
 - Personalized medicine
 - Change Control and Regulatory Approvals (CCRA)

Infosys SAP S/4HANA Intelligent Industry solution leveraging Azure Services – Available on Azure Marketplace

Intelligent Order Creation



Azure Form Recognizer, Azure functions, Azure Logic apps, Azure Custom Vision

- Cognitive services, match the incoming order to relevant templates or create new templates
- Using deep learning algorithms-based Azure Form Recognizer, 'read' incoming document data
- One time mapping of the template to SAP objects at field level

[Click Here – Intelligent Order Creation](#)

MFG, CPG, LS

Intelligent Cycle Counting enable Smart Warehouse



Azure functions, Azure Custom Vision Model, Azure ML, Azure IOT Hub

- Accelerated physical inventory counting
- Real time and automatic update of count in WMS
- Safe navigation through high racks and narrow storage spaces
- Higher operational efficiency across multiple warehouses
- Increased stock visibility and transparency

[Click Here – Smart Warehouse cycle count](#)

MFG, CPG, LS, O&G

On Time Delivery for Consumer Products & Goods, Retail



Power BI, Azure ML Services, Azure Data Lake

- On-Time Delivery Score- With this Solution, the customer is able to improve OTD SCORE by 5%
- Accuracy - able to predict on-time vs late/early deliveries with 80% accuracy
- First Day Shipments - expected to bring up to 20% improvement in DAY 1 Shipments
- Win Battle of Financial Penalties - help avoid financial Penalties due to late delivery

[Click Here - On-Time Delivery for CPG](#)

RETAIL, CPG

Predictive Revenue Assurance



Power BI, Azure Data Lake

- Accuracy:- prioritize overdue invoices for recovery with 91% accuracy
- Revenue Assurance:- improve revenue collection by 30% YoY
- Customer Risk Classification: 7000+ customers, as per Risk-based Ranking Prediction
- Payment Terms:- Identification of 1000+ customers for negotiation of more suitable terms for payment and delivery

[Click Here- Predictive Revenue Assurance](#)

MFG, CPG, LS,O&G

The three-way partnership in action

The coming together of three strong entities implies significant advantages for the enterprise.

Moving heavy SAP workloads to Azure is not a simple task as organizations need to determine the optimal way to transition without disrupting the regular business transactions. While the reference architecture from SAP and Microsoft is a solid starting point, enterprises will seek answers to many questions as they embark on this journey. For example, enterprises can often be stumped by the plethora of technology options available for the cloud journey, slowing down the migration process. They also need to assess the impact on their current infrastructure and its readiness for the move. Add to this the requirement for analytics to derive value-adding insights and the best way to generate tangible

business benefits, and the transition multiplies in complexity. Clearly, this calls for an expert's involvement to help enterprises steer the complicated path to the cloud.

Infosys helps enterprises through this journey on the strength of its multi-dimensional and integrated value proposition and proprietary tools and methodologies. For example, Infosys S/4Assist, part of **Infosys Cobalt** provides much needed visibility into the assessment and clarifies the SAP to Azure journey direction.

Next, there are multiple migration paths available for this transformation journey, including -

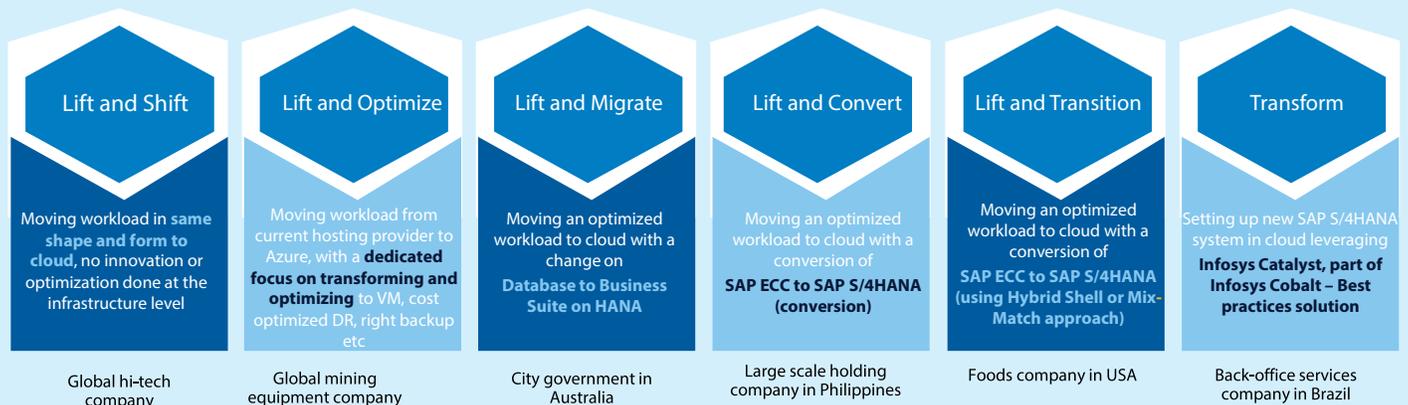
- Lift and shift - move SAP ERP to Azure as a first step and ultimately shift to SAP S/4HANA on Azure
- Migrate to cloud and HANA – move SAP ERP to SAP S/4 HANA on Azure

- Implement RISE with SAP S/4HANA on Azure –this business transformation as a service offering moves on-premise SAP S/4 HANA workloads to Azure

Infosys S/4 Assist, a comprehensive tool that addresses all aspects of SAP S/4 HANA assessments, helps enterprises select the right path for migration. Further, in combination with the RISE with SAP offering, Infosys Cobalt can truly enable digital transformation.

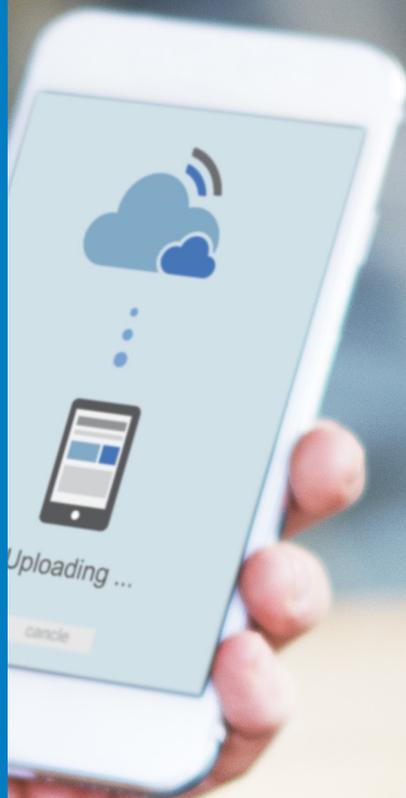
Infosys provides a detailed assessment free of charge using the SAP certified Infosys S/4 Assist tool to evaluate in-use ERP landscapes. The comprehensive assessment identifies issues as well as opportunities to migrate to S/4HANA on Azure. Importantly, it highlights the migration's impact on technology, functionality and infrastructure. This visibility ensures a drop of 15 - 25% in efforts, provides predictability and saves time.

Infosys, Microsoft and SAP have helped customers on every variant of this journey



The best chance to succeed

Cloud computing is here to stay. Acknowledging that it is the future, many enterprises are veering towards a cloud-first strategy. Moving business-critical SAP workloads to the cloud requires careful planning and massive efforts. The Microsoft Azure, SAP and Infosys partnership can help enterprises navigate this complex journey successfully and aligned with their industry's requirements and expectations. The partnership can set up the cloud journey in a way that enterprises can truly harness the transformational benefits of the cloud.



About the Authors



Chris Ceska

SAP Solutions Leader - Global Black Belt Team (GBB) – Azure, Microsoft

Chris Ceska is an SAP Solutions Leader in the Azure Applications and Infrastructure Global Black Belt Team at Microsoft. Chris is part of a virtual team of technical, partner and consulting resources to advance SAP solutions and customer adoption of Microsoft Azure for SAP Workloads. He also focuses on Microsoft Azure SAP go-to-market strategies with sales, marketing, and engineering on current and future product requirements and customer experience. Chris has a deep technology background working for tech giants as well as startups in both technical and sales roles. He has spent many years inside the SAP Ecosystem – including functional and application development, as well as Cloud Infrastructure. In his own words; “I am fortunate that every day I get to represent technology that I am passionate for and has the potential to have dramatic impact on our client’s business”.



Damien Johnson

Chief Architect - Cloud Service Provider Strategy, SAP

Damien Johnson is currently serving as Chief Architect for the Global Customer Success Organization, where he has been working on SAP and cloud service provider strategy and enablement. In this role he works across all functions at a global level to enable alignment and execution of cloud provider partnerships and accelerate our customers journey to the Intelligent Enterprise.



Ramesh Chougule

AVP - SAP Cloud and Digital Lead, Infosys

Ramesh has over 23 years of experience in technologies and business processes and has performed variety of roles in consulting, sales and delivery of ERP programs. In his current role, Ramesh is responsible for developing SAP Cloud and Digital business in North America. The role involves defining strategy and GTM plan for SAP on Cloud, developing intelligent industry solutions using AI/ML/IoT/Blockchain technologies, and selling SAP programs by building partnerships with SAP AG and Hyperscalers (Azure, GCP and AWS). He also lead Infosys’ flagship Innov8 program with purposeful SAP Innovations and Partnerships aimed at defining tomorrow’s business models for key industries such as Life Sciences, CPG, Automotive Suppliers, Hi-Tech and Utilities. In his previous role as a partner in Infosys’ business consulting division, he led digital transformation programs enabled by SAP S/4HANA implementations in Life Sciences and CPG industries.

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- 6 [Microsoft Trust Center Home](#)

Infosys Cobalt is a set of services, solutions and platforms for enterprises to accelerate their cloud journey. It offers over 14,000 cloud assets, over 200 industry cloud solution blueprints and a thriving community of cloud business and technology practitioners to drive increased business value. With Infosys Cobalt, regulatory and security compliance, along with technical and financial governance comes baked into every solution delivered.

For more information, contact askus@infosys.com



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