Rising Higher:

Buyer's Guide for RISE with SAP®

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RISE WITH SAP

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What is RISE with SAP?

RISE with SAP is a business transformation as a service offering that takes a holistic on-your-terms and on-your-timeline approach for an intelligent enterprise. The goal of RISE with SAP is to remove complexity with a simplified engagement and guided journey through an SAP customer's business transformation. The solution offers you a faster time to premier value and the flexibility you need without a high up-front investment.

The solution typically includes:

- SAP licenses
- Cloud hosting of SAP landscape
- Support services of infrastructure and SAP
- Assistance with future enhancements (i.e. SAP S/4HANA)
- Future transformation innovations

Business Transformation as a Service

RISE WITH SAP

What is the difference between RISE vs. PCE

- RISE is going to the Cloud and S4HANA
- PCE (private cloud edition) taking your current version (ECC6 for example) and moving to the Cloud

For more information visit SAP's official website >>> www.sap.com/products/rise.html

Understanding the Roles and the Cloud Solution of your choice

This chart describes the roles and responsibilities of a RISE with SAP solution.

▪ Customer Responsibilities – per RISE RACI matrix	Customer or Partner
▪ Non-RISE system support	
▪ Non-SAP system support	
▪ Networking and security	
▪ Migration Services	SAP Services or Partner
SAP RISE or PCE	RISE WITH SAP / SAP
▪ SAP HANA Licensing ▪ Application Managed Services	
▪ Core Infrastructure, OS, Database and Basis Support	
RISE and Non-RISE Infrastructure	Cloud Vendor of your choice Azure, aws, IBM, Google Cloud, Alibaba Cloud
All non-SAP workload Infrastructure	

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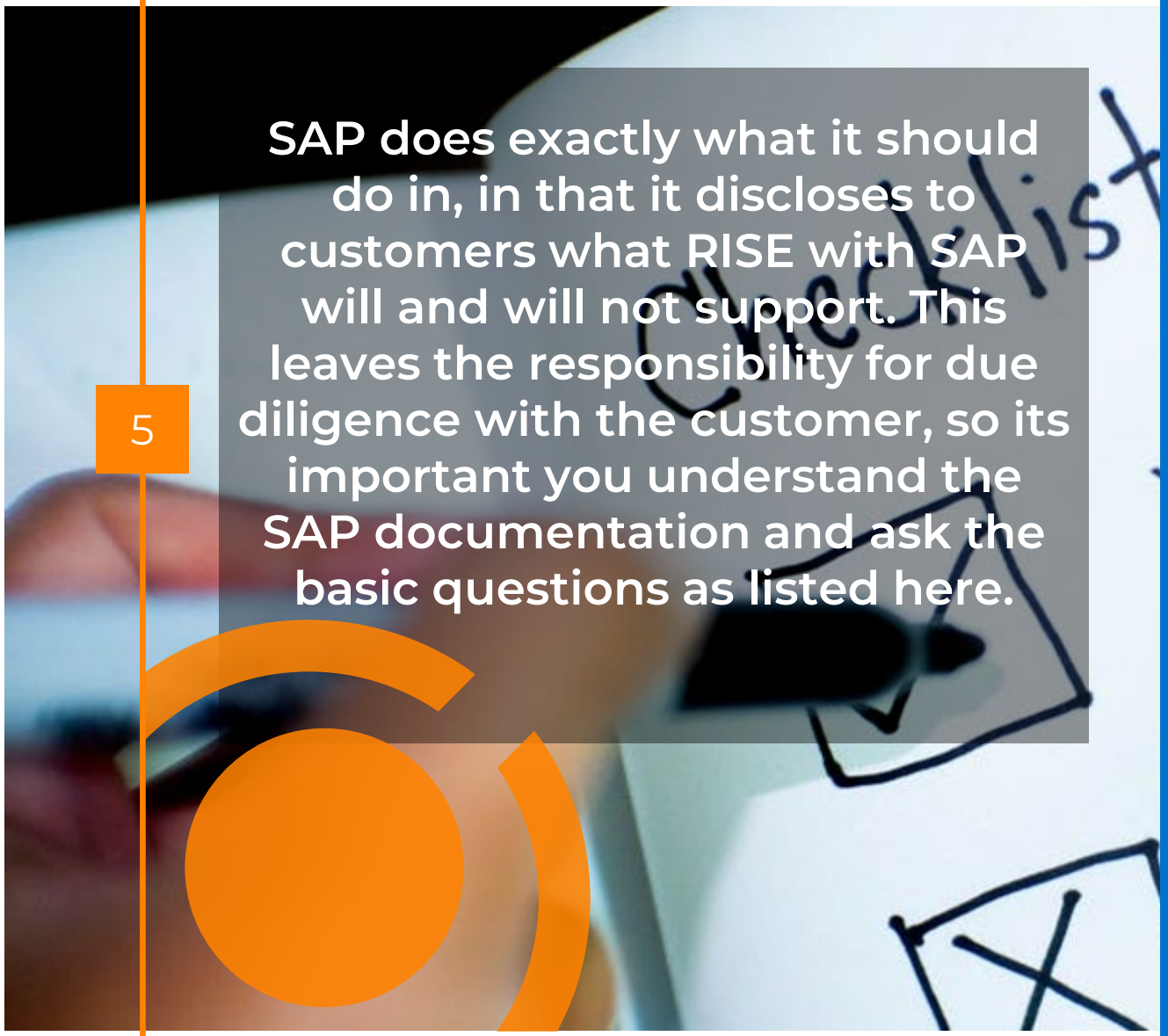
Doing your Due Diligence



SAP does exactly what it should do in, in that it discloses to customers what RISE with SAP will and will not support. This leaves the responsibility for due diligence with the customer, so its important you understand the SAP documentation and ask the basic questions as listed here.

To start ask the following questions:

- ✓ How much of our current SAP environment can be migrated to RISE with SAP?
- ✓ Options for hosting the remaining applications and who will manage them?
- ✓ What does this mean for scoping and scheduling the migration?
- ✓ What about my other non-SAP enterprise applications? Should they be hosted in a Cloud?
- ✓ Are there any pre-migration tasks (EHP's, etc) required?
- ✓ What are the customer facing responsibilities of RISE? How will they be managed?
- ✓ If moving non-SAP workloads to the Cloud, do you have Cloud skillsets internally?
- ✓ How (who) will security be managed?

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Rising Higher – *together…*

Helping enterprises rise above these challenges is a big part of the Managecore value prop. More specifically, it's why we created **ManagecoreiQ+ on RISE with SAP:** a seamless collaborative support offering that includes advisory services, SAP monitoring, SAP security services, and many other capabilities to complement a RISE with SAP solution running on a world-class Public Cloud Platform.

ManagecoreiQ+ on RISE with SAP begins to make a difference for our customers before the migration process even begins. Our advisory services shine a bright light on the process of assessing and purchasing RISE with SAP—helping customers formulate the right questions to ask their SAP account executive and walking them through the answers.

We can turn the due diligence process from an exercise in uncertainty into a truly enlightening journey and help SAP customers spot and assess the "unknown unknowns" that can otherwise derail the RISE implementation process.

Other elements of **ManagecoreiQ+** on RISE with SAP work together to give customers full visibility into their SAP Cloud environment, additive technical capabilities, and the building blocks for a constructive ongoing dialogue with SAP sales, support, and product teams. Some elements, such as our Managecore Watchdog monitoring platform that features unique technical capabilities SAP customers won't find anywhere else.

ManagecoreiQ+ also includes project management where we serve as a customer advocate and liaison with the SAP team, this is all built on a body of practical experience with SAP that few SIs or other providers can attempt to match.

Our support liaison ('RISE coordinators'), security, monitoring, and other services are just as valuable—or in some cases much more valuable—as part of an ongoing relationship that covers the lifespan of their SAP applications.

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RISE Coordinators

Single pane of glass view, monitors full landscape, interface between customer and SAP landscape

Cloud
Managed Services

SAP Basis
Managed Services

There's another critical factor to understanding how—and why–Managecore works with customers to maximize the value of their RISE with SAP investments. Our commitment to working with customers and creating value for them doesn't end when their production SAP environment goes live in the Cloud, we manage the full landscape for the life of the application.

The other most more important ingredient in the **ManagecoreiQ+** mix: our hosting and management services for:

- **Non-SAP workloads**
- **SAP add-ons**
- **Legacy applications**
- **Other workloads that complement your core SAP applications**

This service addresses one of the most frustrating, and potentially disruptive, surprises that customers encounter when they jump into adapting RISE with SAP without the experience or knowledge to ask the right questions to surface these kinds of issues.

Example Customer Use Case

The Challenge

A large manufacturer of consumer goods was looking to exit a Private Cloud solution to be able to enable additional functionality via a modernization project in a Public Cloud Solution.

- Cost containment
- Looking to run SAP S/4HANA in a modern Public Cloud
- Continue innovation to support rapid corporate business growth

Why they choose RISE with SAP?

- Financial Cost Savings -
  - No longer spending SAP maintenance costs
  - Reduced license cost
- SaaS model via RISE services
- Achieve their goal to run SAP S/4HANA on a modern Cloud Platform

The Solution

- ManagecoreiQ+
  - Google Cloud Support Services on RISE
- Support of other workloads that went Google Cloud direct

24x7x365
peace of mind support

ERPs, App, Infra
Cloud Migration

One Solution
All Managed by Managecore
(Cloud, Apps, SAP)

A ‘No Surprises’ SAP to Cloud Migration

We know that any SAP migration will have its sources of stress and difficult (if not terrifying) moments. But we also know that with the right kinds of expert help and technical capabilities, making the jump to the Cloud can be an experience that is incredibly successful, fast, efficient, risk and trouble-free.

We can’t wait to give you the opportunity to experience that difference with your own SAP Cloud journey.

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SAP Partner

Ready to start your RISE with SAP Journey?

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About Managecore

Managecore is a certified SAP® Partner and the leading provider of SAP Technical Managed Services. Utilizing highly skilled engineers and industry leading technology, Managecore is providing intelligent solutions for the enterprise customer. Managecore is also a recognized leader in SAP HANA transformations, Cloud solutions and Basis managed services.

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