



# SAP SAVINGS INITIATIVES >>

## MULTIPLE MEANS TO DRIVE DOWN SAP HOSTING COSTS

More organizations depend on SAP than on any other business software. The chances are that yours is one of them.

But are you in control of SAP – or is SAP in control of you?

As SAP features become richer and usage increases, the complexity of your SAP solution and your critical dependence on it increase too. It's easy for costs to get out of control. This is not just about the basic support and hardware costs: it's about the technical innovation and best practice needed to achieve more with less .

Optimizing current and future SAP hosting cost and usage is complicated further by SAP technical evolution. As SAP gets richer in scope and function, it becomes more complex and expensive to host in a way that responds to business demands for more flexibility.

Now is a good moment for a 'time out'. Take an audit of SAP hosting and identify every opportunity to drive out cost.

Save costs now and establish best-practice for the path ahead.

# BUILD YOUR SAP EXPERIENCE ON OURS

Atos Origin has 25 years' experience of SAP. But that is only valuable to us if we can make it valuable to you. Nowhere is that clearer than in the mission to drive cost out of SAP operations.

350,000 business professionals around the world rely on our hosted SAP services. By engaging with Atos Origin, the organizations they serve benefit from:

- » 30% reductions in their original SAP hosting costs
- » Consistently high availability and quality
- » Establishing strong SAP best-practice
- » Accessing new development as it happens

## WHAT AND WHY

When it comes to cost, many organizations are victims of their own success in SAP: because there are so many situations in which SAP adds business value, there are also increased risks of cost-creep.

Let's look at a typical scenario.

Take a company with around 5000 users worldwide using SAP. The company has built business-critical SAP solutions. They have dedicated hardware and a strong SAP IT operations team who manage the SAP infrastructure and ensure expertise and availability. In this scenario, where are the cost-saving opportunities, what are the priorities, and how are they set?

We have four top tips:

- » Identify all current SAP operations and analyze what could be automated and what could be moved offshore. Use Atos Origin SAP automation tools to rationalize repetitive tasks. This reduces management and administration costs and helps minimize support requirements.
- » Audit total requirement for storage and processing, differentiating between archive and live data. Aggregate the sub-totals and re-work the physical infrastructure to match. You may want to host apps, processing and storage yourselves, or you may prefer to entrust it to us. Both approaches exploit virtualization.
- » Carefully consider energy consumption for the

alternative scenarios. Atos Origin is better able to minimize your energy costs when we act as host, simply because the scale of our operations presents more opportunities for load-balancing.

- » Don't pay for what you don't use. Rationalize all support and licensing practice. If you virtualize with us, you will also be able to regulate supply as SAP requirements fluctuate.

It takes money to save money, so do it wisely: don't spend 10k to save 8.

With our depth of experience, we will help you benchmark against what we consider to be best-practice and to prioritize the potential initiatives we identify together.

## NEXT STEPS

For Atos Origin, SAP is a strategically selected speciality. (We've got the trophies to prove it: we are multiple winners of the SAP Partner Excellence Award for Customer Satisfaction and Quality Performance). There are a number of choices open to you, designed to help you get to the heart of our expertise and to deliver quantifiable savings in the shortest possible time.

To start, we'd like to invite you to:

- » An initial assessment and workshop in the Atos Origin SAP hosting factory
- » A business case assessment, comparing your current costs against our industry benchmarks

We make these initial engagements easy and attractive, and we don't ask you to take anything on trust: we establish conditions in which you can prove for yourself the savings on offer.

## WHY ATOS ORIGIN

Atos Origin can audit your SAP hosting usage and related IT load. It's a low-risk and easy engagement.

You can do this by department, by division or across the enterprise.

You will discover how to:

- » Identify potential SAP hosting savings and establish an implementation program
- » Optimize usage according to group and departmental requirement
- » Drive out at least 30% SAP hosting costs
- » Benefit from the experience of 5,500 SAP professionals

## "FIRST UNDERSTANDING - THEN VIRTUALIZATION"

For more information:  
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