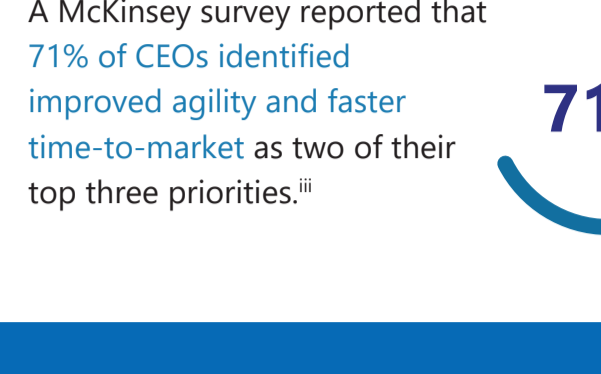


Make Resilience a Reality for Your SAP Landscapes in Azure:

Achieve Performance Even Faster Than On-Premises

With Azure NetApp Files, a native Azure service, you will be able to run your mission-critical SAP workloads faster and with more resilience in Azure. Meet your reliability and performance targets. Certified for SAP HANA production.ⁱ

Accelerate time-to-market by deploying environments 40% faster



Solution

Azure NetApp Files enables quick deployment of development and test environments through instant clones of your database using NetApp Snapshot™ copies, while integrating into important SAP workflow automations. With the ability to choose from multiple service tiers, you can optimize costs without compromising performance.

Problem

“Our dev teams are under constant pressure to meet the business needs for faster updates, changes, and new services. Often, this means moving massive data sets to access high-performance compute and storage. We need the ability to scale up and scale out environments using PBs of data in minutes, that can then be reduced as soon as our dev/test is completed.”



Deliver business continuity for SAP with 99.99% uptime guaranteed by Azure

45% of enterprises lose \$500K to \$5+M for every hour of server downtime.^{iv}



Problem

“We can’t afford any application downtime. We need a reliable infrastructure along with the protections to ensure that any service disruption can recover quickly to minimize business impact.”



Solution

Azure NetApp Files is the first and only data service that supports an SAP HANA scale-out architecture so you can build a landscape in Azure that will support a standby node. This means that in the case of disruption your environment will failover within five minutes, minimizing the impact of any unforeseen situation on your business operation.

Our 99.99% uptime guarantee – built-in – means you do not need to hand-build additional availability environments to meet your availability targets in Azure.

Azure NetApp Files meets stringent KPIs to become first public cloud file service certified for SAP HANA

65% of mission-critical workloads are still running on-premises.^v

SAP partnered with Microsoft Azure to accelerate cloud migration for SAP customers.^{vi}



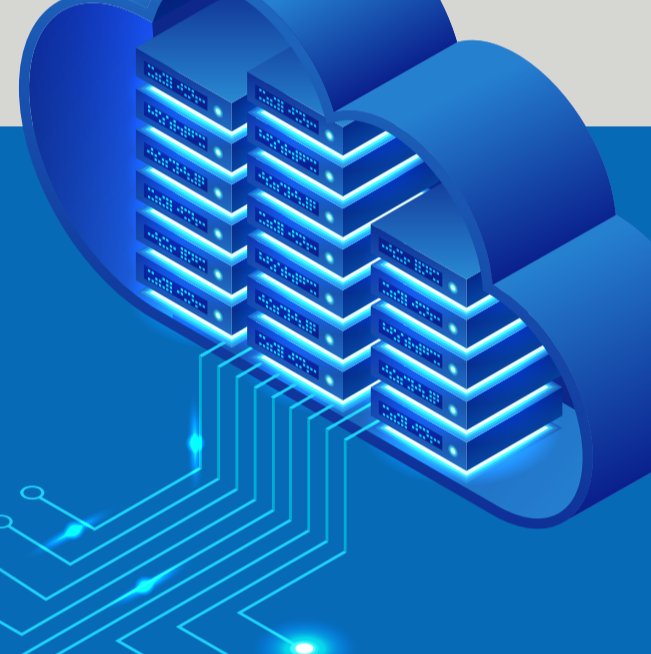
55% According to IDC, 55% of SAP customers are in early stages of cloud maturity.^{viii}

Solution

Azure NetApp Files delivers on-premises or better performance with sub-millisecond latency for both HANA scale-up and scale-out workloads. Certified for SAP HANA production databases, Azure NetApp Files delivers <1ms latency. This means **for the first time in the cloud** you will achieve file performance shared across multiple compute nodes that has never been available before.

Problem

“We are trying to move more applications to the cloud, but we need to have assurances that we do not experience any degradation in performance when deploying in Azure.”



Reduce backup runtime by 99%, and restore and recovery times by 70%^{viii}

58% of organizations are migrating to the cloud specifically to ensure business continuity.^{ix}

Resilient SAP environments are reducing risk by implementing technologies that can achieve backup targets in minutes versus hours or days.



Problem

“We need to protect our environments against unwanted or unplanned data outages in order to meet our governance policies for our business-critical SAP landscapes.”

Solution

Back up a 2.3TB SAP HANA database in 2 minutes with Azure NetApp Files^{*} and restore 70% faster when compared with a file-based data backup.

Snapshot copies protect data with fast, reliable backup and recovery, while maximizing efficiency by taking up no additional data footprint and having no impact on application performance. Not all snapshot technology is created equal; the NetApp Snapshot technology built into Azure NetApp Files delivers more stability, scalability, recoverability, and performance than most competing snapshot technologies.



“With ANF (Azure NetApp Files) we get scalability and flexibility, which is important for businesses to run and have a faster time-to-market for their products. With ANF we are able to deploy environments almost 30-40% faster. We are able to reduce the total number of outages by 80% because of the stability that ANF provides.”

Lalit Patil,
CTO for HANA Enterprise Cloud, SAP

Read the case study [here](#) and watch the video [here](#).

Case Study: CONA Services

“We chose Microsoft because, one, they’re a strong partner for the Coke System. Two, they’ve got a great product in Azure. And three, they’re as committed to innovation as we are.”

Brett Findley,
Chief Services Officer, CONA Services

CONA Services provides IT services to Coca-Cola companies, one of the world’s largest Microsoft Azure and SAP users. CONA Services was looking for a low-cost cloud, agile architecture, and future capabilities from an innovative partner. To meet their needs, they required high performance, stability, and real-time analytics and BI to enable them to make critical business decisions in the fast-paced world of consumer goods. At the time, the project represented the largest SAP HANA instance of its kind ever to be migrated to Azure.

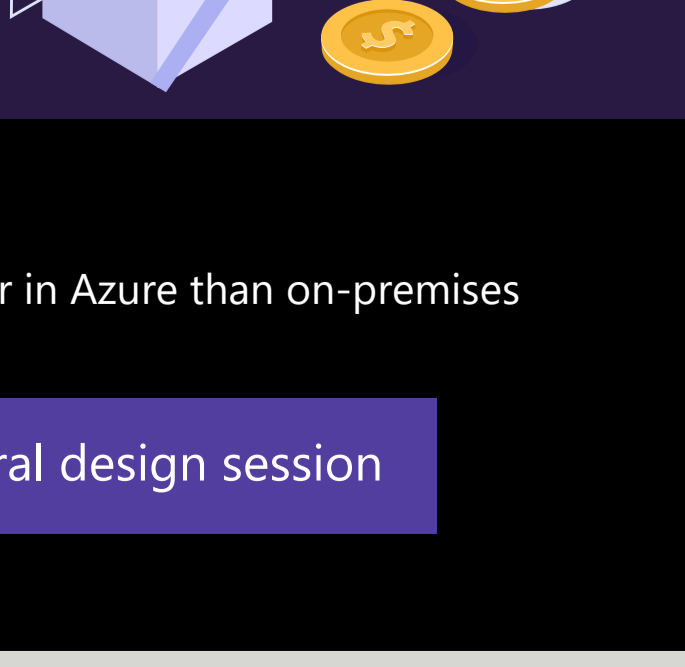


“We chose to migrate to Azure for three main reasons: cost, strategy, and speed,” says David South, Director of Architecture at CONA Services. “As we started looking at the migration, we saw a big cost advantage with SAP HANA on Azure over the cloud we currently used. We’d gain strategic advantages from our relationship with Microsoft and the capabilities it brings—especially in analytics. And the speed was all about how quickly we’d get new capabilities in Azure and could act on them.”

Brett Findley,
Chief Services Officer, CONA Services

The new CONA Azure platform handles approximately 160,000 orders a day, which represents an annual \$21 billion of net sales value.

Watch the video and read the full customer story [here](#).



Run your SAP workloads faster in Azure than on-premises

[Book an architectural design session](#)

ⁱ <https://www.netapp.com/us/media/tr-4746.pdf>

ⁱⁱ <https://www.statista.com/statistics/1115793/actual-vs-expected-business-benefits-of-increased-cloud-management-worldwide/>

ⁱⁱⁱ <https://www.mckinsey.com/business-functions/mckinsey-digital/our-insights/unlocking-business-acceleration-in-a-hybrid-cloud-world>

^{iv} <https://www.statista.com/statistics/753938/worldwide-enterprise-server-hourly-downtime-cost/>

^v Survey Uptime Institute

^{vi} <https://news.microsoft.com/2019/10/20/sap-partners-with-microsoft-for-first-in-market-cloud-migration-offerings/>

^{vii} <https://news.sap.com/2019/05/idc-study-sap-partners-revenue-opportunity-digital-transformation/>

^{viii} NetApp performance testing benchmarks

^{ix} <https://www.statista.com/statistics/488002/enterprise-cloud-investment-drivers/>

^{*} NetApp performance testing benchmarks