



Microsoft Online Tech Forum

云上的就绪创新

Ready innovation in the cloud

-企业的可信赖路径

-The trusted path to enterprise

SAP on Microsoft Azure

再鼎医药CIO:

Edmund Fang

Delaware:

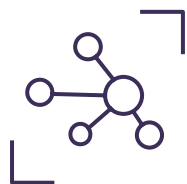
Tim Ding

Microsoft:

Kylin Tong

为什么SAP应用程序使用Azure?

Why Azure for SAP applications



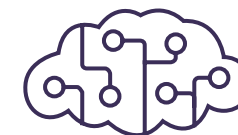
适用于所有SAP工作负载的可扩展基础架构

Scalable infrastructure
for all SAP workloads



与SAP和生态系统的全面合作

**Comprehensive partnership
with SAP and ecosystem**



洞察和创新平台

Insights and
innovation platform

SAP 与微软的合作伙伴关系

可信赖的合作伙伴关系，助您进行智能企业之旅

SAP and Microsoft partnership
The trusted partnership for your intelligent enterprise journey



可信赖的合作伙伴关系 Trusted partnership

- 25年以上的合作伙伴关系为我们的共同客户的利益
- 微软在Azure上运行大型SAP
- SAP在Azure上运行17个内部业务格局
- 25+ year partnership for the benefit of our mutual customers
- Microsoft runs large scale SAP on Azure
- SAP runs 17 internal business landscapes on Azure



通过设计共同创新 Co-innovation by design

- 并置工程资源
- SAP Leonardo和Azure IoT, Azure上的SAP云平台
- SAP SaaS解决方案-数据托管, 成功因素, 在Azure上运行的商业云
- Co-located engineering resources
- SAP Leonardo and Azure IoT, SAP cloud platform on Azure
- SAP SaaS solutions—Data Custodian, Success Factors, commerce cloud run on Azure



无缝产品 Seamless offerings

- Azure上SAP HANA企业云
- 拥抱协作以迁移到S / 4HANA
- 联合进入市场以获得无缝的客户体验
- SAP HANA enterprise cloud with Azure
- Embrace collaboration for migration to S/4HANA
- Joint go to market for seamless customer experience

“在我们长期的合作伙伴关系的基础上，微软和SAP相互利用彼此的产品，不仅为我们自己的组织提供支持，而且使我们的企业客户能够通过Azure上的SAP S / 4HANA运行其最关键的应用程序和工作负载。”

“Building on our longtime partnership, Microsoft and SAP are harnessing each other’s products to not only power our own organizations, but to empower our enterprise customers to run their most mission-critical applications and workloads with SAP S/4HANA on Azure.”

—Satya Nadella, 微软CEO

SAP 与 微软 — 首选云合作伙伴关系

SAP and Microsoft—preferred cloud partnership

拥抱协作包括：

- 从本地SAP ERP到Azure上的SAP S / 4HANA的简化迁移
- 协作支持模型可简化解决方案
- 共同开发市场之旅以支持客户需求

Embrace collaboration includes:

- Simplified move from on-premise SAP ERP to SAP S/4HANA on Azure
- Collaborative support model for simplified resolution
- Jointly developed market journeys to support customer needs



“这种伙伴关系旨在降低客户在云中迁移到SAP S / 4HANA时的复杂性并最大程度地降低成本。SAP和Microsoft的强大力量共同为客户提供了与两个行业领导者合作的保证，使他们能够自信而有效地过渡到智能企业。”

“This partnership is all about reducing complexity and minimizing costs for customers as they move to SAP S/4HANA in the cloud. Bringing together the power of SAP and Microsoft provides customers with the assurance of working with two industry leaders so they can confidently and efficiently transition into intelligent enterprises.”

—Jennifer Morgan

联合首席执行官, SAP SE



Azure上SAP 合作伙伴生态

SAP on Azure Partner Ecosystem

全球 SI 合作伙伴 Global SI Partners



区域/本地 SI 合作伙伴 Regional/Local SI Partners



ISV 解决方案合作伙伴 ISV Solution Partners



SAP on Azure Customers

零售, 食品
与消费品
RETAIL, FOOD,
AND CPG



汽车,
化学品及制造业
AUTO,
CHEMICALS, AND
MANUFACTURING



采矿,
石油和天然气
MINING,
OIL, AND GAS



能源, 药业品,
服务以及多部门
ENERGY, PHARMA,
SERVICES, AND
MULTI-SECTOR



The Delaware logo features the word "delaware" in a white, lowercase, sans-serif font. The letter "d" is stylized with a small orange circle above it. The logo is positioned on a purple triangular background that points towards the bottom right of the slide.

delaware

双核联动

Dual-core linkage

SAP on Azure之路探讨

Discussion on the way to SAP on Azure

Tim Ding
2019.4



1989

2014

走向市场

Go to MKT

S/4HANA | SAP HANA 扩展市场

Microsoft 与 SAP 合作开发市场互操作解决方案例如Power BI

S/4HANA | SAP HANA extended alliance
Microsoft and SAP jointly market interoperability solutions such as Power BI for SAP HANA

技术合作伙伴

Technology partner

从1993年就开始紧密的技术合作

在Waldorf 和 Redmond有共同开发团队

Microsoft Azure 是经SAP认证的解决方案平台

Strong technology agreement since 1993

Development co-located in both Waldorf and Redmond

Microsoft Azure is a certified platform for SAP solutions

客户

Customer

紧密的客户合作关系持续近20年以上

Microsoft 在SAP系统上运行有约100K 的用户

SAP 是 Microsoft 全球顶级客户使用标准化的 Microsoft 解决方案

Strong customer relationships for more than 20 years

Microsoft runs on SAP with 100K users
SAP is a top Microsoft global customer with standardized Microsoft solutions

6



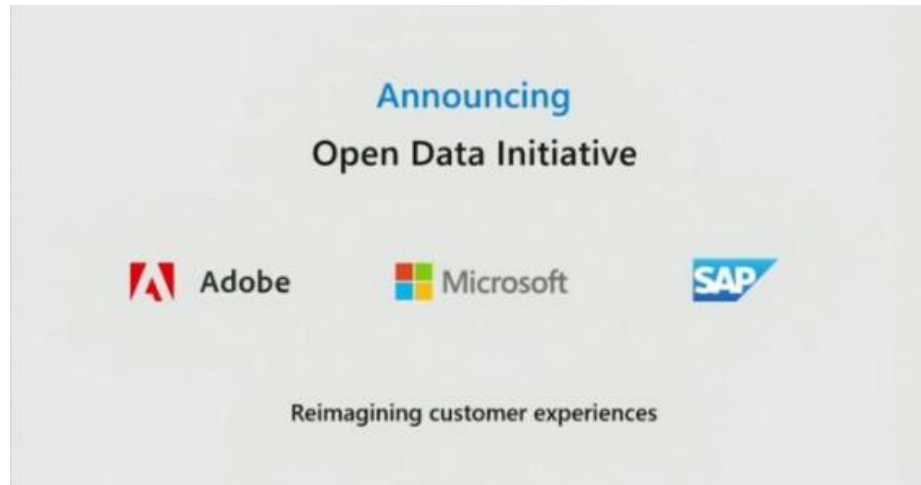
2018.9.25 开放数据时代来临

The advent of the open data era

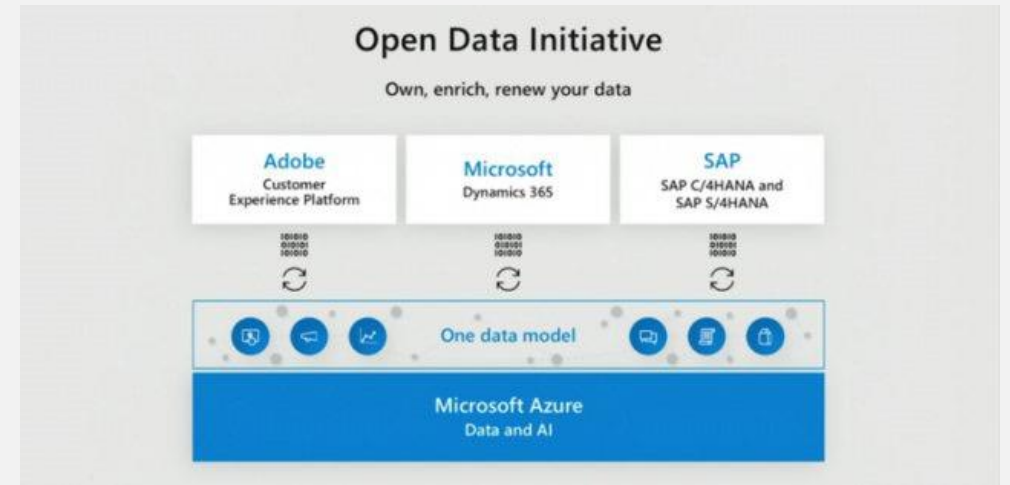


开放数据计划意味着？

What does an open data plan mean?




- 独立拥有并保持对其所有数据的完全和直接控制；
- 可启用AI 驱动业务流程获取洞察力；
- 合作伙伴轻松通用数据模型。



- Independently own and maintain full and direct control over all their data;
- AI-enabled business processes can be enabled to gain insight;
- Partners easily common data model



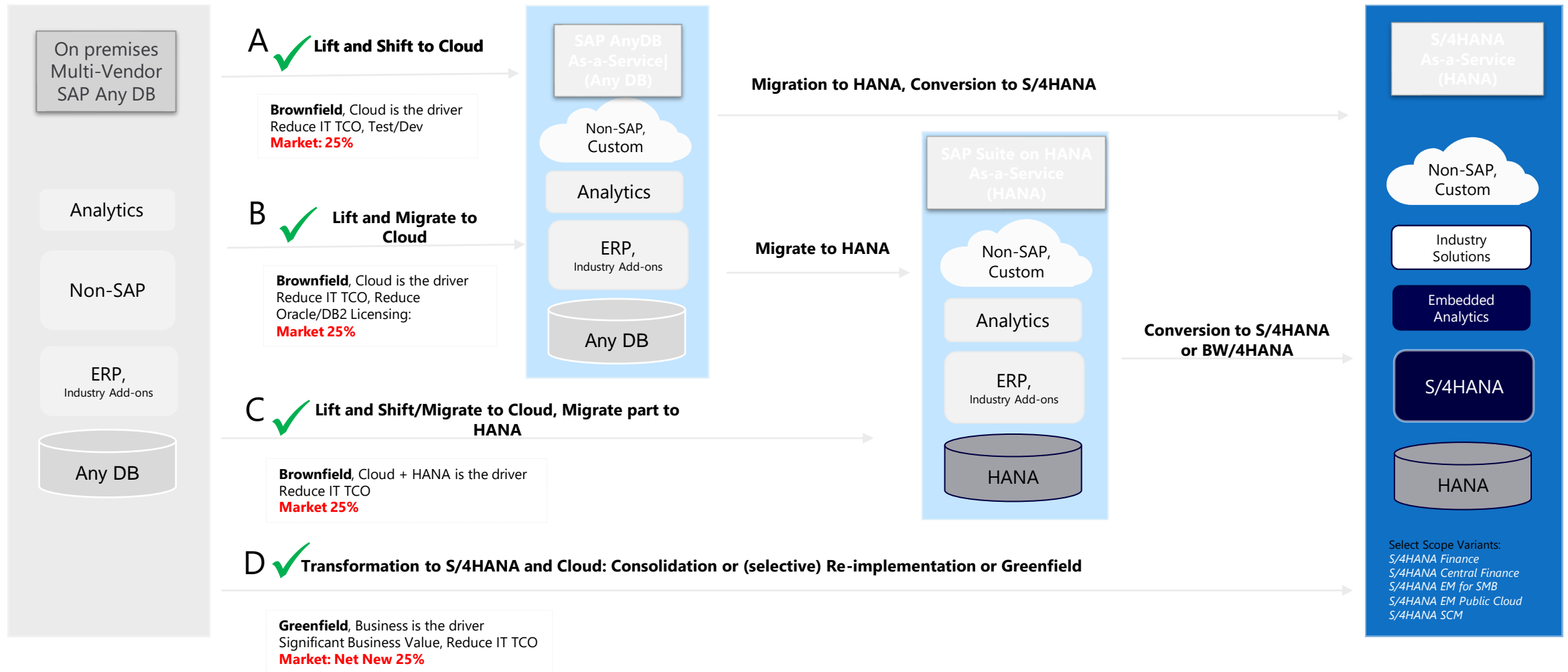


趋势 - 可预见的未来内：
解锁企业孤立数据，创造新价值；
数据驱动的安全隐私合规计划；
新一代智能应用程序，多服务体系 and 元数据。
通用数据模型下的AI 驱动趋势。

- Trends-within the foreseeable future:
Unlock enterprise isolated data and create new value;
Data-driven security privacy compliance program;
A new generation of smart applications, multiple service systems and metadata.
AI-driven trends under a common data model

第一步：SAP ERP 企业云路线图

FIRST STEP – ENTERPRISE CLOUD ROADMAP FOR SAP ERP



Delaware 简介 overview

€400 mio revenue
2400 professionals
26 offices
14 countries



In recognition of excellent contribution to SAP

Delaware Consulting

is awarded an SAP Pinnacle Award in the category
SAP S/4HANA Partner of the Year – Cloud

This award exemplifies your extraordinary partnership as an SAP Partner in delivering solutions to help solve business and technology challenges in 2016.

We thank you for your outstanding contributions in helping to raise the level of success for us and for our mutual customers all around the world.

Rodolpho Cardenuto President, Global Channels and General Business, SAP	Barry Padgett President, SMB Team, SAP	Diane Fanelli SVP and GM, Global Channels and Platform Solutions GTM, SAP	Arlen Shenkman EVP, Global Business Development, SAP
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- Brazil
- France
- The Netherlands
- Belgium
- Luxembourg
- Hungary
- UAE
- China
- Singapore
- Malaysia
- Philippines

2017年度SAP 全球S/4 HANA 合作伙伴最高奖项
2017 SAP Global S/ 4 HANA Partner Highest Award



S/4HANA on Azure with delaware

可信任 Trusted

德莱维是使用 Azure 平台部署SAP 生产环境的先驱. 第一个ECC 生产环境在2015年上线. 第一个S/4HANA 生产环境在2018年1月1日上线. 在2018年头四个月, 我们还将部署3套S/4 HANA生产环境. 德莱维长期是SAP与Microsoft的全球战略合作伙伴

Delaware is a pioneer in deploying SAP production environments using the Azure platform. The first ECC production environment went live in 2015. The first S / 4HANA production environment went live on January 1, 2018. In the first four months of 2018, we Three S / 4 HANA production environments will also be deployed. Delaware has long been a global strategic partner of SAP and Microsoft

方法论 Methodology

德莱维提供 S/4HANA 迁移步骤 Delaware provides steps for S/4HANA Migration:



德莱维 在Azure上的S/4HANA on Azure Testlab可以帮助客户使用从自身生产系统复制的数据, 体验尝试运行S/4HANA

Delaware's S / 4HANA on Azure Testlab on Azure can help customers experiment with running S / 4HANA using data copied from their production systems



Best from two worlds..



- Adobe
 - APO
 - Ariba
 - BO
 - BPC
 - HANA
 - HCI
 - Hybris
 - IBP
 - MDM
 - MII
- > Mobile Platforms
 - > OpenText
 - > S/4 HANA
 - > SAP BI
 - > SAP Cloud Platform
 - > SAP CRM
 - > SAP ECC
 - > SAP Mobile
 - > SAP PO
 - > Solution Manager
 - > SuccessFactors
 - > SAP Leonardo



- > .NET
- > .NET open source
- > ADAM
- > Azure
- > BizTalk
- > Cortana Analytics
- > Dynamics 365
- > Dynamics AX
- > Dynamics CRM
- > Logic Apps
- > Microsoft BI
- > Office365
- > Sana
- > SharePoint
- > Sitecore
- > Digsuite
- > Virto Commerce
- > Epi Server
- > Aprimo
- > InRiver



德莱维中国获得的殊荣和质量认证体系



SAP Pinnacle award for SAP S/4HANA Partner of the year - Cloud

Top partner recognized for:

- ▶ 德莱维通过使用所有部署模式（包括S / 4公共云，S / 4私有云，S / 4在内部和HANA上的套件）领先的交付了基于SAP HANA的企业解决方案。德莱维在全球36多个客户合作中建立了一套知识体系，使客户能够加快其数字化转型。这一旅程的一个关键部分是与SAP共同创新三年计划，旨在塑造专业云服务，包括在德莱维全球业务中实施SAP S / 4专业服务解决方案。（2017.12）
- ▶ Delaware takes the lead in delivering SAP HANA-based enterprise solutions by using all deployment models, including S / 4 Public Cloud, S / 4 Private Cloud, S / 4's internal and HANA suites. Delaware has established a knowledge system in cooperation with more than 36 customers around the world, enabling customers to accelerate their digital transformation. A key part of this journey is a three-year plan for joint innovation with SAP aimed at shaping professional cloud services, including the implementation of SAP S / 4 professional service solutions in Delaware's global business. (2017.12)

ISO9001

德莱维中国交付中心升版ISO9001质量体系认证

Delaware China Delivery Center upgraded to ISO9001 quality system certification

2017/05/15 ~ 2020/05/14

ISO 20000-1"2011 / ISO 27001

德莱维中国保持针对信息安全管理建设，得到ISO20000 以及 ISO27001体系认证

Delaware China maintains the construction of information security management, and obtained ISO20000 and ISO27001 certifications

能力成熟度 CMMI 3级认证

经过严格的现场审核和评估，德莱维哈尔滨交付中心有限公司成功通过了CMMI3级认证这一重要国际认证。

After strict on-site audit and evaluation, Delaware Harbin Delivery Center is limited Successfully passed CMMI Level 3 certification, an important international certification.



强强联手：Delaware 全球微软与SAP云合作

Strong alliance: Delaware global Microsoft and SAP cloud cooperation

delaware competences

SAP专业资源
SAP Professional
Resource

600+ SAP
顾问 Consultant

项目和解决方案
Projects & Solutions

15+
Sap on Azure
项目 Project

微软专业资源
MS Professional
Resources

400+ Microsoft
顾问 Consultant

协同支持

Collaborative support

全球管理服务
Global Mgmt
Services

持续创新

Consistent Innovation

SAP on Azure
创新包
Innovation Package

技术, 集成与
创新
Tech/Integration/Inno
vation

加速器 Booster
(迁移, S/4 on Azure trial
案例, 本地团队...)

100+ Azure
案例 Case

24/7-管理
一站式支持
One-stop
support

SAP Gold
合作伙伴
Partner

IP增值
服务 (数字化, 移动,
IOT, 行业聚焦)

Gold Cloud Platform

Gold 云平台合
作伙伴
Gold Cloud Platform
Partners

协作与信任
Collaboration
and trust



德莱维全球
“Cloud First”
战略
Delaware Global
“Cloud First”
Strategy



我们的全球SAP S/4HANA体验 Our Global SAP S/4HANA Experience

截至2018年6月 Until Jun 18

105+ HANA 实施 Implement:

20 S/4HANA 云 Cloud, 25+ on S/4HANA, 35+ SoH

S/4HANA Cloud	SFIN

S/4HANA – 1511, 1610 & 1709	Suite on HANA



delaware

S/4HANA on Azure

案例分享
Case Study



项目背景

Project Background

再鼎医药作为一家立足中国，面向全球的生物制药公司，再鼎医药以全球患者亟待满足的医疗需求为己任，研发、生产并推广创新药物。

再鼎医药通过内部研发和授权许可等方式建立全面的产品线，主要研究领域包括肿瘤、自身免疫、传染性疾病。其研发管理团队曾带领多个成品获得CFDA和FDA的认可，并在中国尝试新药快速审批途径并获得批准，同时也与多个跨国制药巨头建立了长期的战略合作伙伴关系。

中国生物技术新锐再鼎医药已于2017年11月正式在美国纳斯达克上市。

As a biopharmaceutical company based in China and facing the world, Zaiding Pharmaceuticals takes the medical needs of patients around the world as its mission to develop, produce and promote innovative drugs.

Zaiding Pharmaceutical has established a comprehensive product line through internal R & D and licensing, and its main research areas include cancer, autoimmunity, and infectious diseases. Its R & D management team has led a number of finished products to obtain the approval of CFDA and FDA, and tried the rapid approval of new drugs in China and obtained approval. It has also established long-term strategic partnerships with multiple multinational pharmaceutical giants.

China Biotech's cutting-edge Zaiding Pharmaceuticals was officially listed on NASDAQ in November 2017.



项目需求

Project Demand

快速部署SAP S4HANA系统，替换现有的相关ERP系统，建立稳定、可靠的ERP系统，满足系统各项需求和弹性扩张

实现业务财务一体化等集成化功能，建立标准的业务流程并持续优化；

满足GxP等相关法规的要求，特别是质量追溯体系及数据可靠性的要求；

通过与CRM、BPM等系统的接口集成，实现业务效率的提升。

Quickly deploy the SAP S4HANA system, replace the existing related ERP system, and establish a stable and reliable ERP system to meet various system requirements and elastic expansion

Realize integrated functions such as business and financial integration, establish standard business processes and continue to optimize;

Meet the requirements of GxP and other relevant regulations, especially the requirements of quality traceability system and data reliability;

Improve the business efficiency through integration with interfaces such as CRM and BPM.



选择S/4HANA on Azure的理由

Reason to choose S/4HANA on Azure

SAP & MICROSOFT

宣布战略合作分享 2 个世界的最佳实践，数据互相开放，互为认证
Announced strategic cooperation to share best practices in 2 worlds, data is open to each other and each other is certified

支持架构

Support architecture
应用系统需要强有力的基础架构来支撑
Application systems need strong infrastructure to support

云落地中国

Cloud landing in China
超过40个Cloud Region可供选择
More than 40 Cloud Regions to choose from

敏捷性

Agility
有能力快速响应变化迅速的也需求
Ability to respond quickly to rapid change and demand

灵活性

Flexibility
按需求获取所需要的资源
Get the resources you need on demand

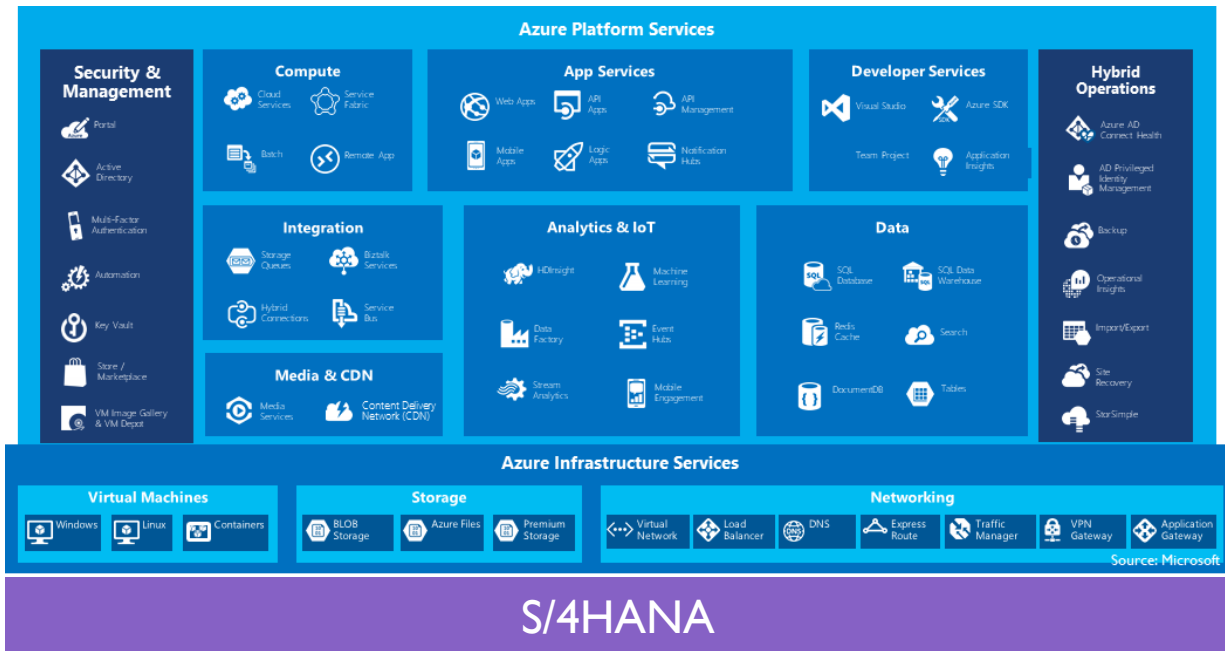
可持续

Sustainable
提供基于云技术的灾难恢复解决方案
Provide cloud-based disaster recovery solutions



选择S/4HANA on Azure的理由

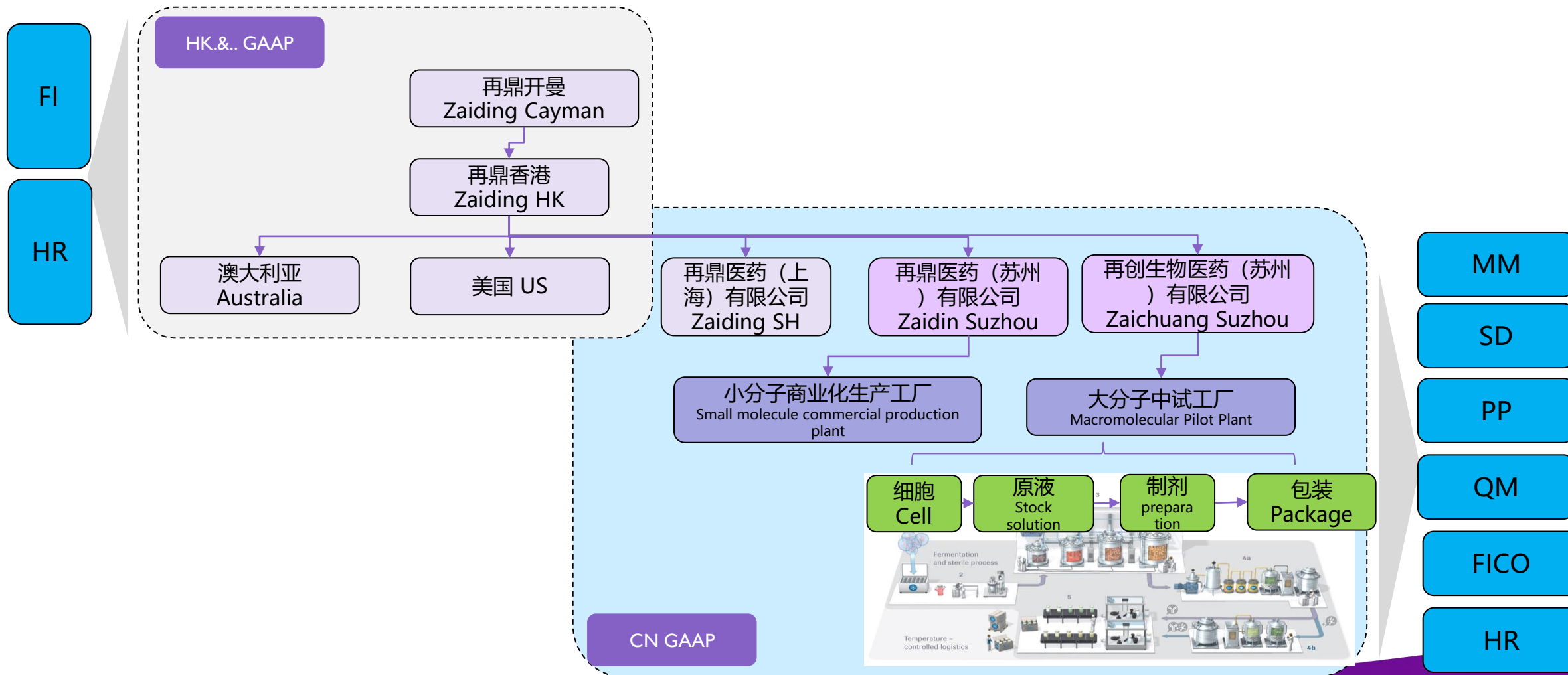
Reason to choose S/4HANA on Azure



- 集成单点登录的身份认证方案
- 集成Azure 系统与SAP S/4 HANA
 - 优化业务流程
 - 寻找最优功能
 - 快速改进与革新
- > 增进报表质量，内嵌 ERP数据到 Power BI
- Integrated single sign-on authentication scheme
- Integrate Azure System with SAP S / 4 HANA
 - Optimize business processes
 - Finding the best features
 - Rapid improvement and innovation
- > Improve report quality, embed ERP data into Power BI

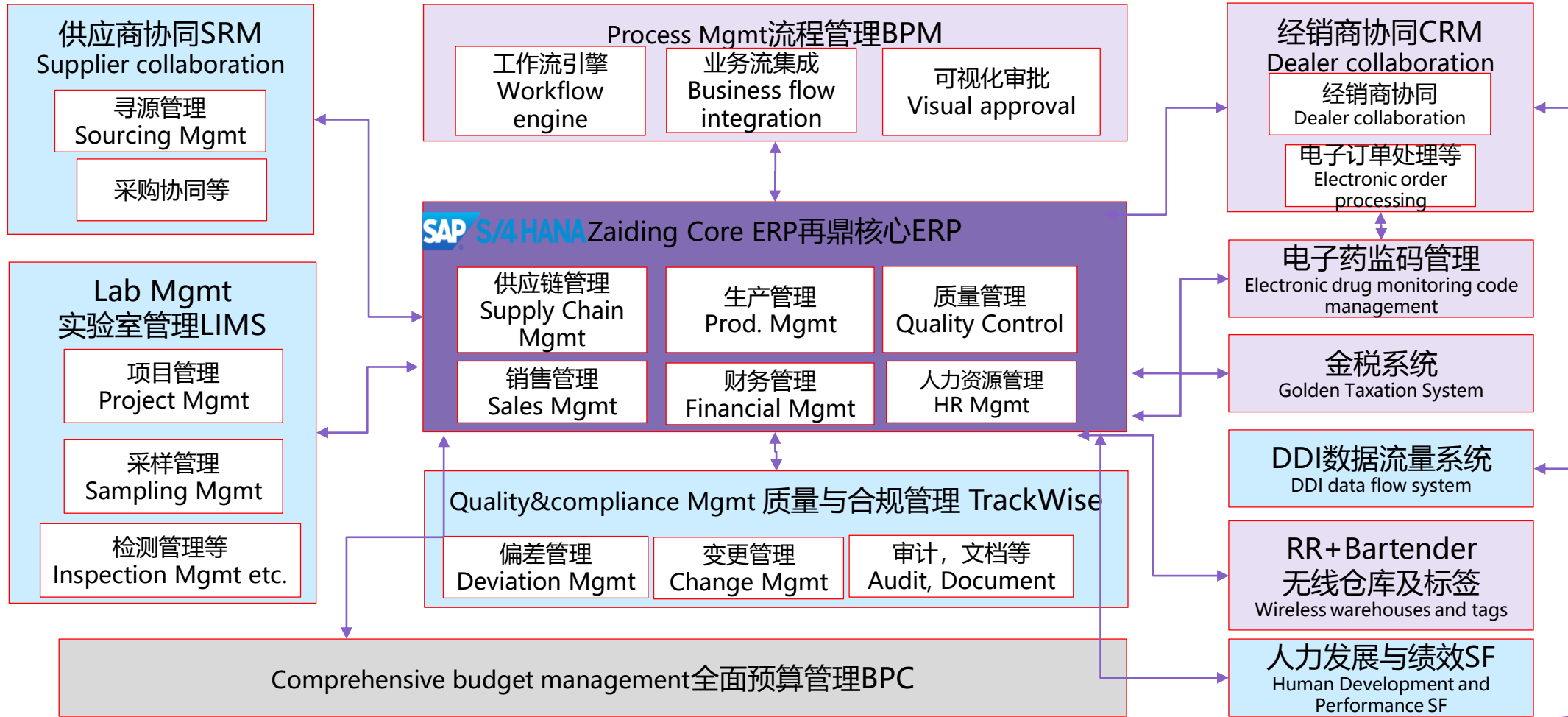
再鼎医药SAP实施范围：组织范围与模块范围

Zaiding Pharmaceutical SAP implementation scope: organization scope and module scope



再鼎医药信息化系统架构规划示意

本期项目考虑与CRM, BPM, RF标签系统的接口



SAP HANA on Azure – M系列虚拟机 M series VM

超线程虚拟机，配有 Intel® Xeon® E7-8890 v3 2.5GHz (Haswell) 处理器。M 系列配有多达 **128 个内核和 3.8 TB 内存**，提供前所未有的计算性能，可支持大型内存中工作负荷

M系列虚拟机得到**SAP官方认证**，性能完全满足SAP系统与HANA数据库的高标准部署需求

M系列虚拟机已经在**Azure中国区**部署与推广

Hyper-threaded virtual machine with Intel® Xeon® E7-8890 v3 2.5GHz (Haswell) processor. The M Series is equipped with up to 128 cores and 3.8 TB of memory, providing unprecedented computing performance and supporting large in-memory workloads

M series virtual machines are officially certified by SAP, and their performance fully meets the high standard deployment requirements of SAP system and HANA database

M series virtual machines have been deployed and promoted in Azure China

VM Size	vCPU	RAM	Local SSD	Persistent Data Disks Max	Workload
M64	64	1 TB	2 TB	64	OLAP, OLTP
M64ms	64	1.75 TB	2 TB	64	OLTP
M128s	128	2 TB	4 TB	64	OLAP, OLTP
M128ms	128	3.8 TB	4 TB	64	OLTP

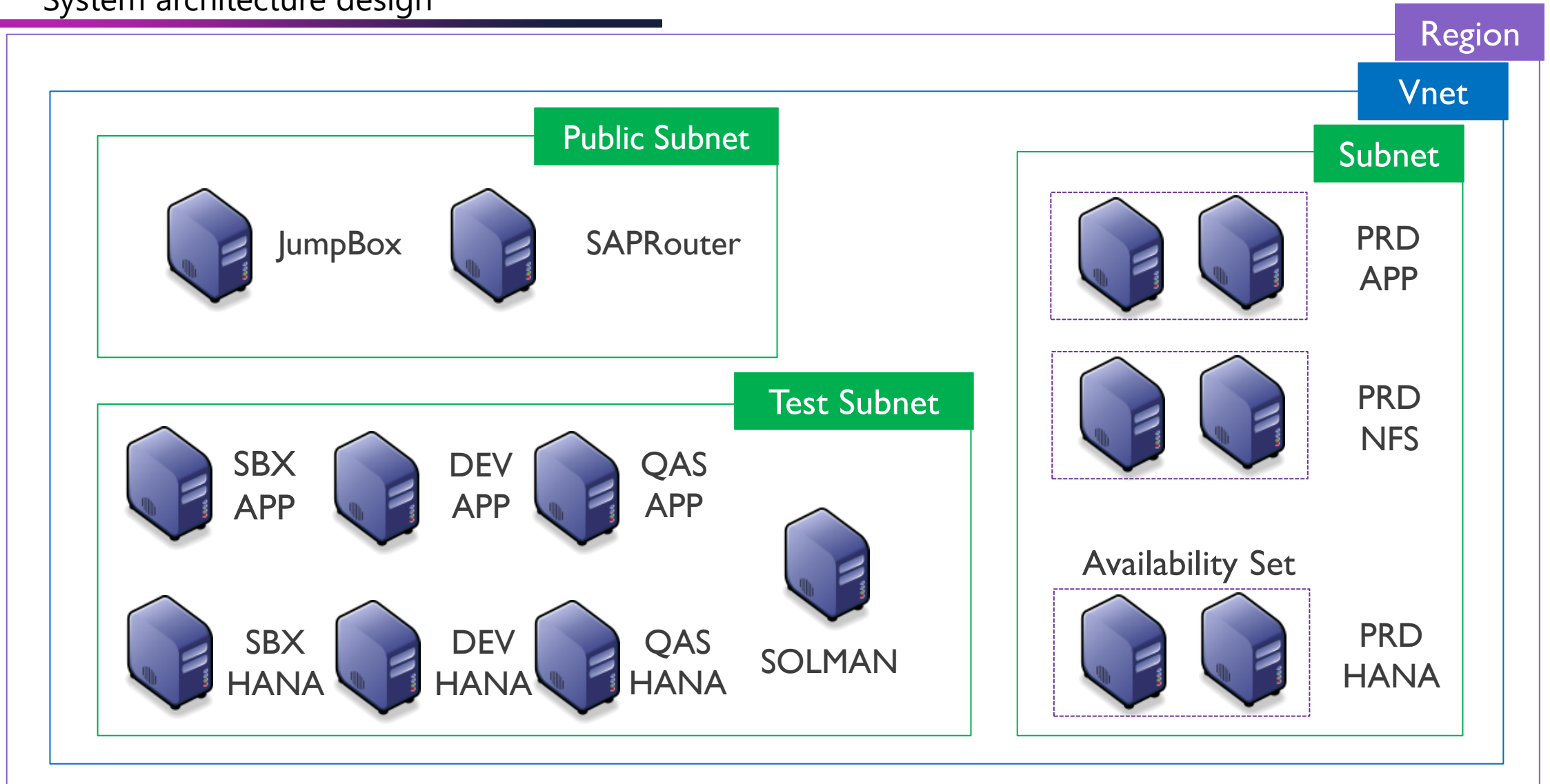


VM Size

SBX SAP APP	DEV SAP APP	QAS SAP APP	PRD SAP APP
E4s_v3	E4s_v3	E4s_v3	E4s_v3
SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3
SBX HANA	DEV HANA	QAS HANA	PRD HANA
M32ls	M32ls	M32ls	M32ls
SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3	SLES FOR SAP 12 SP3

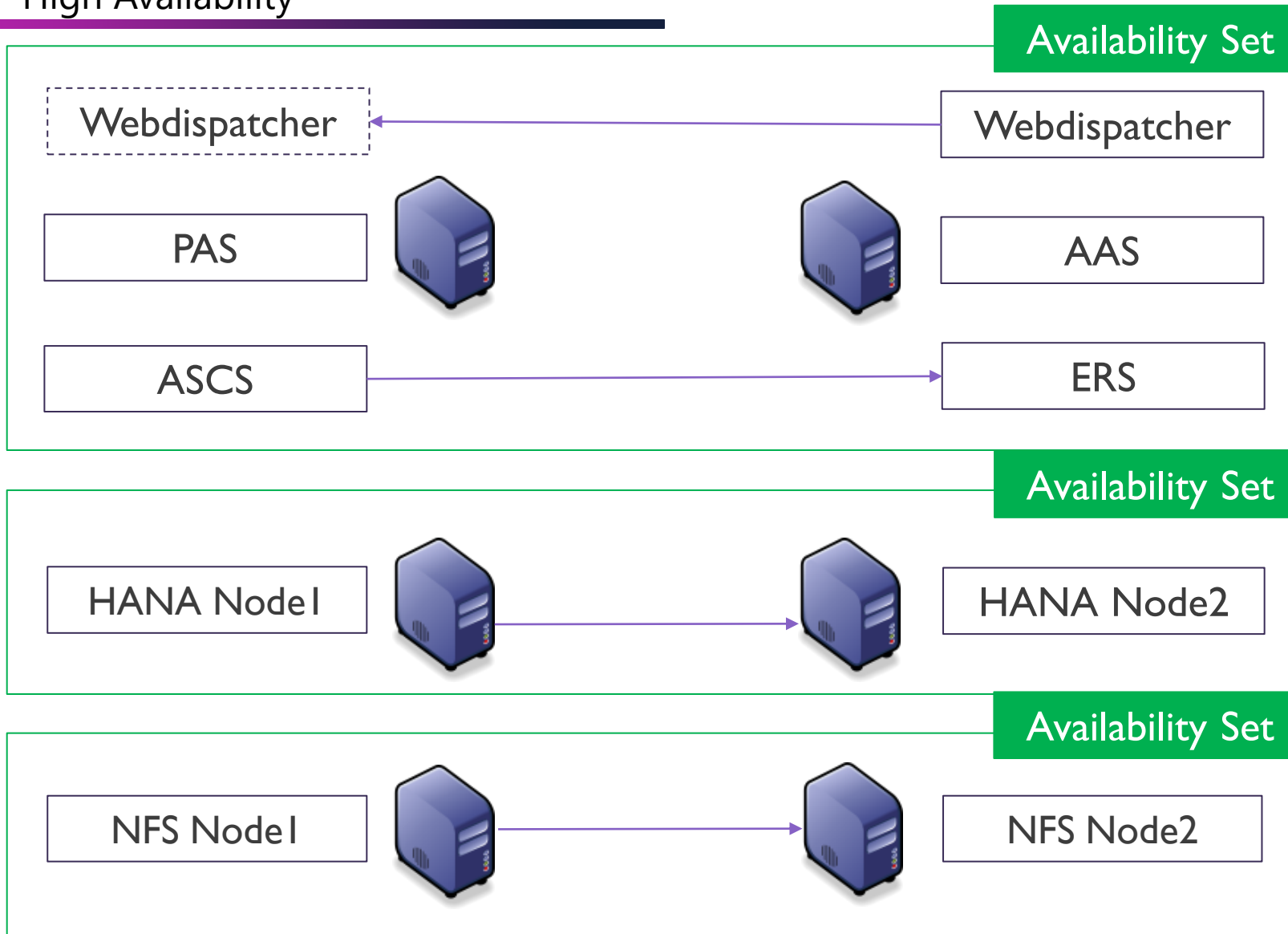
系统架构设计

System architecture design



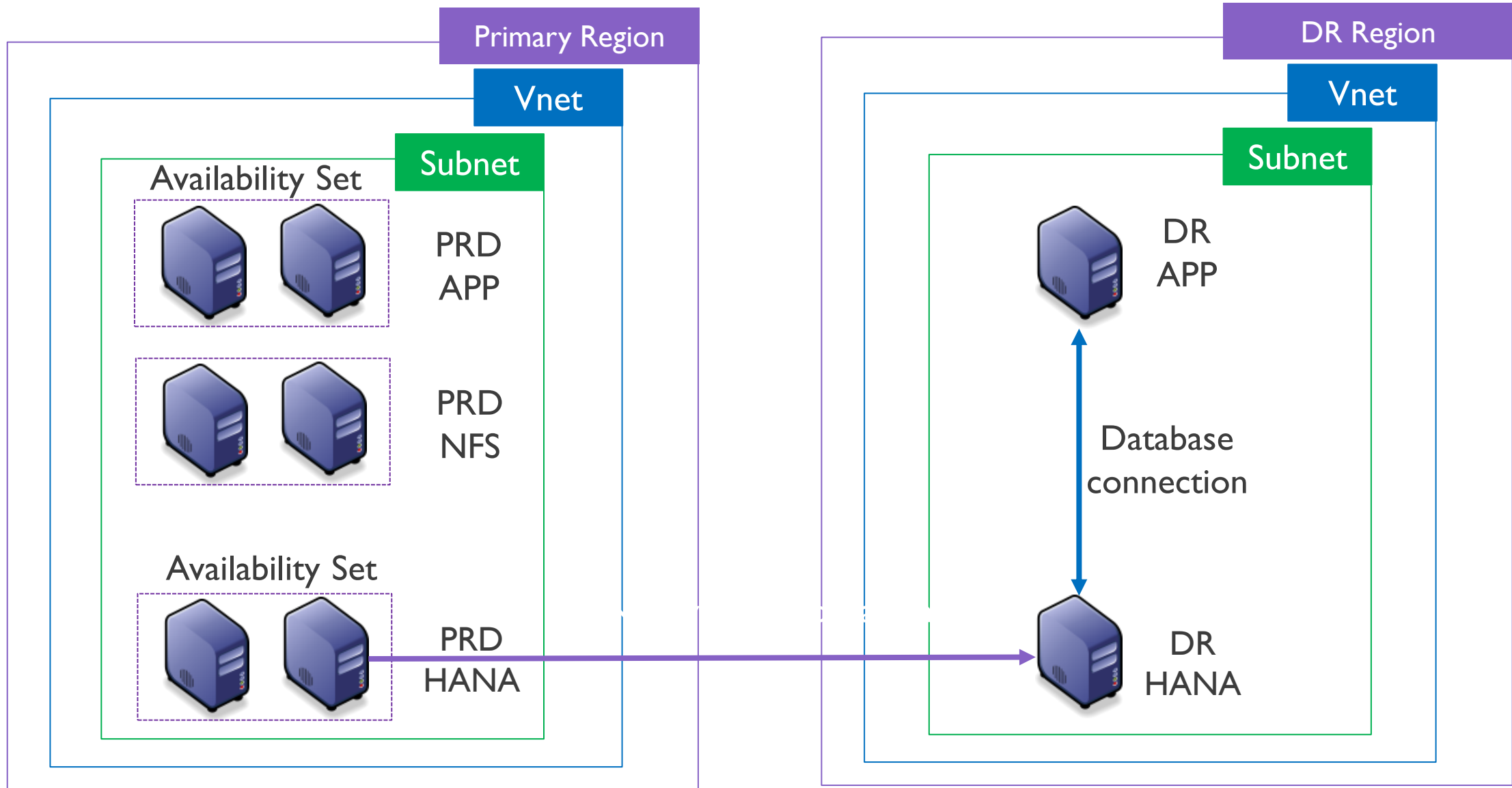
SAP高可用

SAP High Availability



SAP灾难恢复

SAP Disaster Recovery



系统可用性指标

System availability indicators

可用性种类 System Availability Category	指标 Indicators
单台虚拟机 Single VM	99.9%
可用集中的2台虚拟机 2 virtual machines in the available set	99.95%
SAP应用程序高可用部署 SAP application high availability deployment	99.99%
灾难恢复解决方案 Disaster Recovery Solution	99.99%
高级存储 Advanced storage	99.999%
Blob对象存储 Blob object storage	99.999999999% (11 of 9)



Azure云平台合规性 Azure cloud platform compliance



Standard	Audit frequency	Auditor
SOC 1 Type II	Quarterly	Deloitte
SOC 2 Type II	Quarterly	Deloitte
FedRAMP (NIST SP 800-53 Rev. 4)	Annually	Kratos SecureInfo
ISO/IEC 27001:2013	Semi-annually	British Standards Institution (BSI)
ISO/IEC 27018:2014	Semi-annually	British Standards Institution (BSI)
ISO 9001:2015	Annually	Coalfire ISO
ISO/IEC 20000-1:2011	Annually	Coalfire ISO
HITRUST	Annually	Coalfire



S/4HANA on Azure Testlab : 快速评估 Fast Evaluation



轻松部署 Easy deployment

包含2个月的时间部署在Azure上灵活使用
Includes 2 months to deploy on Azure for flexible use

自主研究 Independent research

体验真实的S/4HANA影响, 按需可长时间保留, 企业自行决定
Experience the real S / 4HANA impact and retain it for as long as needed, the company decides

数据 Data

自有可识别的数据集, 限制在 1 个company code, 2个季度的数据
Own identifiable data set, limited to 1 company code, 2 quarters of data

FIORI 角色 FIORI Role

包含一组核心角色, 即可体验SAP新一代用户体验
Includes a set of core roles to experience SAP's next generation user experience

成本复用 Cost reuse

TESTLAB 在迁移项目时可以作为开发系统使用, 现有投资不会丢失
TESTLAB can be used as a development system when migrating projects, and existing investments will not be lost

系统影响 System impact

仅包含SAP ECC与SOH系统, 不包含集成系统, 不影响现有系统环境
Contains only SAP ECC and SOH systems, does not include integrated systems, does not affect existing system environment



联系人

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Thank you