

# How Matariki Forests made their journey to SAP HANA in the cloud a success



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NEW ZEALAND'S MOST TRUSTED SAP PROVIDER



# Who are Matariki Forests?

Third largest forestry company in NZ

Headquartered in Auckland

Primarily owned by Rayonier group

130,000 hectares of forest

Employ 100 people & 700+ contractors

SAP environment ...

SAP customer for 10 years +

SAP ERP

SAP BW

SAP BPC

SAP BusinessObjects

SAP SSO

[ start of the journey ]

Firstly ...

Technology is key

( innovate or become irrelevant )

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Secondly ...

SAP is the strategic direction

( SAP & ESRI partnership )

Thirdly ...

## Focus on Planning

( Tactical | Operational | Export Logistics )

Direction ...

Cost / benefit makes SAP HANA the  
obvious choice

First step = migrate SAP BI suite to  
HANA



HANA appliance options ...

Hardware purchase or lease

Hosting partners

Public cloud

# Why Amazon Web Services?



Largest public cloud provider

# Why Amazon Web Services?



50+ price reductions  
over past 10 years

# Why Amazon Web Services?



Over 1 million active customers  
every month

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LIONSGATE

DOW JONES

Newsweek

Nintendo

Expedia



General Electric



Kellogg's

Discovery COMMUNICATIONS



News Corp



NOVARTIS

NETFLIX



htc



The Weather Company

TATA MOTORS

The New York Times



COMCAST



AUTODESK

NOKIA

Alcatel-Lucent

NASDAQ OMX



Time Inc.

Johnson & Johnson



Schneider Electric



TOSHIBA

mlbam

SHARP

CONDÉ NAST

FT FINANCIAL TIMES

The Coca-Cola Company.

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*“There is no public cloud infrastructure provider that has more robust enterprise capabilities.”*

Marc Benioff, Chairman & CEO, Salesforce

*“AWS is our trusted partner that is going to run our company for the next 140 years.”*

Jim Fowler, CIO, General Electric

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# Why SAP on AWS?

Strong relationship with SAP

SAP certified infrastructure, incl. HANA

Proven migration path

Large and growing customer base

Pay for only what you use

# Why SAP on AWS?

Certified HANA Nodes  
(BYO HANA License)

61GB | 122GB | 244GB | 2TB  
(1TB coming soon)

Certified Scale-Out to 14TB (OLAP)



# Key questions for any business ...

Is managing data centres and owning servers  
key to the success of our business?

Can we provision, manage and secure  
infrastructure better and cheaper than AWS  
(or other providers)?

[ how was it done ]

## Infrastructure creation steps ...

Create AWS accounts and VPC's  
Integrate with on-premise  
Deploy common management tools  
Deploy SAP infrastructure  
Testing, testing, testing

# Pricing model ...

Non-production: Online ~60 hours / week  
Model = On-demand

Production: Online 100%  
Model = 1 year partial reserved

# SAP migration approach ...

SAP BW & BPC = SUM DMO  
(one step upgrade and migrate to AWS)

SAP BOBJ = New build on AWS (on SAP ASE),  
content migration, then DB migration to HANA

Cutover ...

No different to any upgrade or migration

Migration and verification achieved in  
standard downtime window (1.5 days)

[ a few useful tips ]

# General guidelines for SAP on AWS ...

Design for failure

Automate deployment  
(“infrastructure as code”)

Size for today, scale for peaks

Tailor operation model to business

Automate common tasks



# General guidelines for SAP migrations ...

DB less than 200GB = SUM DMO

Larger DB's require creativity  
e.g. parallel DB replication, AWS DMS, Tsunami, etc

[ outcomes for Matariki Forests ]

For Matariki Forests ...

Improved planning visibility

“Platform for anything”

Options are endless, e.g. geospatial

No server or spend limitations

Flexibility & agility for future

# Challenges ...

AWS upskilling

Adapting operational model

Infrastructure spend is more visible

Next steps ...

Cloud adoption strategy  
Operational model maturity  
Further migrations (incl. S/4HANA)

For Matariki Forests ...

SAP is the right strategic partner

AWS is the right strategic platform

[ some final thoughts ]

Some final thoughts ...

Strategy first  
Follow-through is key  
Innovate (or die?)  
Challenge the status quo



Thank you

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Questions?

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