

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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