

APEX Delivers Cloud Experience On-premises for SAP S/4HANA

RISE with SAP S/4HANA Cloud, private edition, customer data center option with Dell Technologies APEX

RISE WITH SAP, POWERED BY APEX

With Dell Technologies APEX as-a-Service as the underlying infrastructure for RISE with SAP S/4HANA private edition, customer data center option organizations can keep SAP landscape and data securely in their data center or colocation environment and reap the benefits of a cloud operating model.

- **Speed time-to-value by removing complexity.** SAP-certified infrastructure and validated designs delivered on APEX shifts the focus from managing infrastructure to accelerating innovation.
- **Better respond and adapt to change by maximizing scaling flexibility.** SAP technology platforms on APEX provides the agility and efficiency needed to respond to ever-changing market conditions and business needs.
- **Ensure compliance and reduce risk by securing end-to-end processes.** Control and protect SAP landscape and data - from where it is located to who can access it, to how it is protected.

A cloud experience on-premises

Many organizations now adhere to a cloud-first policy, considering cloud-based technology solutions before all others. They look to public cloud to provision services quickly, scale capacity on demand, and pay for resources as they go. They now expect to take advantage of these capabilities everywhere. But cloud first is not cloud only, organizations want the flexibility to choose the right path for their objectives.

Many organizations are choosing to keep mission-critical SAP® software landscape and data on-premises.

- Certain organizations are required by stringent regulatory compliance and laws to host their data and information within a geographical region or country.
- Others in highly regulated industries are reticent to move to the cloud due to privacy and security concerns.
- Many organizations want keep data centers close to users to ensure low latency and consistent performance that can only be guaranteed over private LANs and WANs.
- For some separating the SAP HANA® application from that data that is needed to move application and data to the cloud introduces too much risk.
- Not only data movement between SAP HANA and users but potential costs of data moving through interfaces to other systems or even to other public clouds makes costs too unpredictable for many organizations
- Increasing nationalistic and trade tensions are driving on premises deployments when the public cloud providers are based outside of certain geographic areas.
- Simply some organizations lack access to public cloud services.

RISE with SAP S/4HANA® Cloud, private edition, customer data center option with Dell Technologies APEX combines SAP's private managed cloud with Dell's infrastructure-as-a-Service to help organizations leverage cloud capabilities while keeping SAP landscape and data securely on premises.

SAP S/4HANA Cloud, private edition, customer data center option with Dell Technologies APEX

Together, SAP and Dell Technologies provide a simplified as-a-Service and cloud experience under one contract, so organizations can react quickly to capture new opportunities and ensure that technology stays aligned with business requirements. Available through SAP, the customer data center option of S/4HANA Cloud, private edition helps facilitate a seamless move to SAP S/4HANA and accelerates digital transformation in the journey to become intelligent enterprises.

With this approach organizations can have the agility and control to manage their most performance-sensitive workloads at the location of their choice. The solution also helps offload day-to-day IT maintenance combining the technology and expertise of SAP, the world's largest provider of enterprise application software¹, and Dell Technologies, the industry's leading cloud IT infrastructure vendor.²

This subscription-based solution is fully compliant with the SAP Private Cloud concierge standard of service, architecture and security while being delivered on-premises. This model, where you pay-per-use, is backed by an end-to-end SLA for the full solution stack assured by SAP. Working with SAP, Dell Technologies APEX delivers the SAP S/4HANA Cloud solution on SAP-certified Dell EMC servers, storage, networking, and data protection resources that are supplied, installed, monitored, and managed by Dell in the organization's own data center or in a colocation facility of choice. With APEX, technology can be deployed faster, and capacity can be scaled up or down on demand based on changing business requirements – customers pay for what is consumed. Using APEX, SAP S/4HANA Cloud, private edition, delivers this flexibility while allowing customers to maintain control of their data security.

SAP S/4HANA Cloud, private edition, customer data center option

The customer data center option of SAP S/4HANA Cloud, private edition is a key component of the RISE with SAP, a business-transformation-as-a service offering. The intelligent ERP suite comprises digitally enabled processes that increase efficiency, predictive and simulation capabilities for improved decision making, and intelligent automation to provide the resiliency and agility of an intelligent enterprise.

With this deployment option organizations can now benefit from the full value of SAP S/4HANA Cloud with lower costs, complexity, and risk. With one set of service level agreements and one point of contract, organizations can achieve significant benefits including:

- Faster deployment with well-established conversion methodologies
- Scalable performance, operational reliability, infrastructure security, and lower total cost of ownership
- Access to SAP Business Technology Platform to simplify integration and extensibility
- Use of the full scope of SAP S/4HANA Cloud with support for 25 industries, 64 countries, and 39 languages
- Rapid savings by ending maintenance fees and costs to maintain a technology infrastructure

Dell Technologies APEX

APEX is Dell Technologies' breakthrough portfolio of as-a-Service offerings that simplify digital transformation by increasing IT agility and control. APEX is a transformational technology experience, delivering as-a-Service capabilities wherever they are needed. Organizations can focus less on managing infrastructure and more on running their business, accelerate innovation by quickly adapting to ever-evolving business requirements, and run IT operations more effectively on their terms – all while minimizing risk and maximizing resources.

- Streamline and automate procurement cycles remove the burden of IT management
- Scale up and down as needed to match demand, while freeing up capital for other important initiatives
- Customize to meet specific business requirements across entire IT ecosystem

APEX delivers all-inclusive technology services for a range of data and workload requirements, combining the ease and agility of as-a-Service with the power and control of Dell Technologies infrastructure. It represents a commitment to provide our entire portfolio as a service, delivered in a standardized way that only Dell Technologies and our community of partners can. APEX offers all the innovative technology that organizations around the world rely on every day backed by Dell Technologies' recognized global services, scale, and supply chain leadership.

¹ SAP Corporate Fact Sheet, <https://www.sap.com/documents/2017/04/4666ecdd-b67c-0010-82c7-eda71af511fa.html>

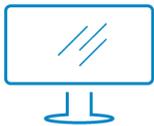
² Based on IDC Worldwide Quarterly Enterprise Infrastructure Tracker: Buyer and Cloud Deployment, Q2 2021, October 1, 2021

Why Dell Technologies

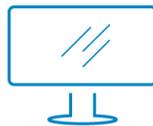
Dell Technologies provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information. Dell Technologies services customer across 180 countries – including 96 percent of the Fortune 500 – with the industry’s broadest and most innovative technology and services portfolio. Dell Technologies’ global business footprint includes manufacturing in more than 20 locations, ~50 distribution and fulfillment centers, more than 760 parts distribution centers, more than 2,500 service centers and 25 repair centers, and more than 35,000 full-time Services and Support employees. The company is number 14 on The Gartner Top 25 Global Supply Chain Ranking and has been awarded 43 total STAR Awards from the Technology Services Industry Association (TSIA) for commitment to outstanding innovation, leadership, and excellence in the technology services industry.³

For more than twenty-five years, Dell Technologies has partnered with SAP to deliver hundreds of solutions to more than 15,000 joint customers across many industries. Our SAP Innovation Lab, located at the PartnerPort in Walldorf (Germany), is where we develop innovative infrastructure for SAP and best practices for customer SAP solutions – from edge to core to cloud. From infrastructure and data protection, to flexible consumption models and professional services, Dell offers choice no matter where you are on the path to becoming an intelligent enterprise.

³ Dell Technologies Key Facts, Updated September 2021: https://www.delltechnologies.com/asset/en-us/solutions/business-solutions/briefs-summaries/key_facts_about_dell_technologies.pdf



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