



Decision-Making Checklist for RISE with SAP on AWS.

The decision to adopt RISE with SAP on AWS is of great significance for many user companies. This checklist will help you establish an objective basis for your decision.

Ensure comparability at the professional and licensing level.

In any case, ensure an objective comparison to an On-Prem Contract Conversion by requesting a comparative offer from SAP.

Validate the specified costs of the Contract Conversion in areas such as: Named User, Database, Services, Maintenance, Operating Models, etc.

Determine your specific Named User requirements and use your authorization concept as the basis for measurement.

Demand transparency and a breakdown of the RISE subscription costs and review the RISE contract for completeness (SolMan, BW/4HANA, Datasphere, etc.).

Validate the costs assumed by SAP for indirect usage (Digital Access).

Compare both alternatives over a minimum period of 5 years.

Finally, determine the monetary difference between RISE and an optimized Contract Conversion. The RISE with SAP offer must be at least cheaper by this amount to be commercially attractive as an alternative to an On-Premise solution.

Evaluate alternative operation and deployment models based on the following questions.

ROADMAP/ SYSTEM LANDSCAPE

After the S/4HANA migration, do systems like BW/4HANA, Solution Manager, etc., which are not included in the RISE standard model, still need to be operated?

IT INFRASTRUCTURE AND OPERATIONS

What would the continuation on On-Premise/ Hosting infrastructure cost, including larger tech refreshes over 5 years?

Besides the physical resource requirements, are you also aware of the SAPS requirements of your system landscape for appropriately sizing a target environment for comparison calculations?

What is your current service model for the SAP operations team, and does it align with the SAP RISE service catalog?

Is there a cloud competence team (infrastructure), and have you already deployed workloads with negotiated agreements at AWS?



SECURITY AND COMPLIANCE

Do specific industry-specific or legal compliance requirements need to be met?

Do your applications require high availability and performance that can be ensured by RISE with SAP?

How important is network latency and data processing speed for your business processes? (Very important/Important/Not important)

SUPPORT AND MAINTENANCE

Are the SLAs (Service Level Agreements) of RISE with SAP suitable for your needs?

Do you require comprehensive support (24/7), and how important is having a German-speaking contact person to you?

Do you prefer proactive maintenance with predefined maintenance windows, or individual upgrade paths?

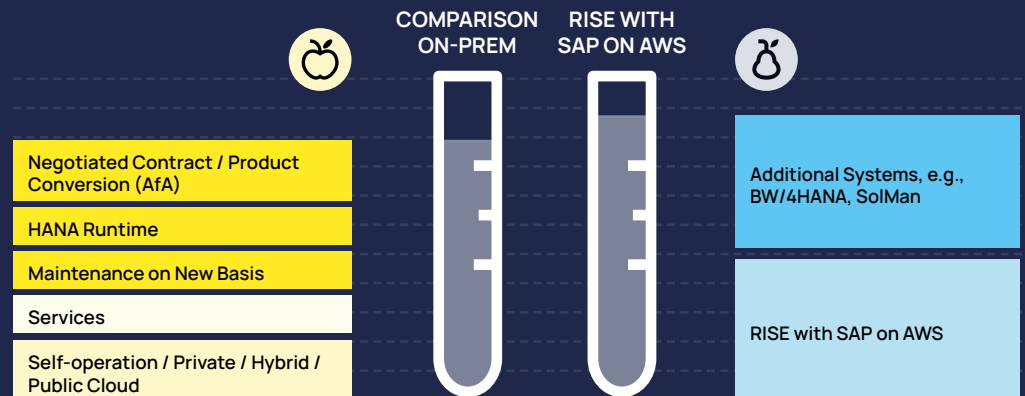
How important is it for you to gain early access to SAP innovations and updates that may be available first in RISE?

SAP Business Case „RISE with SAP“ Demystified.



In Focus:

Creating Comparability Between RISE with SAP, Other Cloud Options, and S/4HANA On-premise.



Need support?

LICENSES / MAINTENANCE

- Target calculation for Contract Conversion based on current contract overview
- Target calculation for Product Conversion based on current license distribution
- Comparison calculation in the target RISE model based on Full-Use Equivalents

INFRASTRUCTURE & OPERATING MODEL

- Consideration of AWS-native vs. On-Prem vs. SAP RISE
- Self-operation vs. Outsourcing through Managed Service/Cloud Partner

- Sizing and cost consideration for IaaS, operation, migration project

PREPARATION OF DECISION DOCUMENT

- Selection criteria
- Risk assessment
- Cost comparison
- Negotiation strategy



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