

Practice  
Development Unit

C&E PDU

**FY17**

Partner Success story



Title	<i>SAP ECC (ERP) Production Landscape on Azure</i>
Partner Name/ID	<i>Protera Technologies / MPN 1110131</i>
Customer Name/Customer Decision maker name/Title	<i>Elevance/Kara Lawrence, CFO</i>
Description	<p><i>Elevance Renewable Sciences, Inc. is a green high-growth specialty chemicals company that creates specialty chemicals from renewable feedstocks. Elevance uses a proprietary technology called olefin metathesis to deliver specialty chemicals that exceed the performance of existing products while leaving a smaller environmental footprint. The company serves personal care products, detergents and cleaners, engineered polymers, and other specialty chemicals markets.</i></p> <p><i>In 2013, Elevance outsourced the hosting and technical management of their SAP ECC landscape to Protera. In 2016, Elevance asked Protera to for IT optimization options to reduce the cost and increase the agility of their SAP Systems. Protera proposed to migrate the systems from the existing co-location Data Center to the Azure Cloud to best meet Elevance's requirements. The deal is tracked through the CSP program</i></p>
Stakeholders	<i>Protera's Services Delivery Team and Cloud Solutions Architects. CI&amp;M PDU - Michelle Olson and Peter Lopez, Partner Sales Excellence: SAP- Brad Berkey, EPG CR AE - Ryan Shepherd – PDP – Recruit - Tanya Beutler, BDM - Jim Toepel , CSA - Ruth Yakubu, SAP SSP - Takayuki Hoshino, Hybrid DCSSP - Matthew Russo</i>
Outcome/impact	<p><i>Protera prepared the migration plan, designed the Azure target architecture and completed the migration of the ERP ECC Landscape from the current co-location data center to Azure in just under 3months.</i></p> <p><i>Protera delivered the solution – Azure and SAP Management Services for a fixed monthly Services Fee.</i></p> <p><i>Elevance reduced their SAP Services cost while leveraging the benefits of Protera's Application Management Platform.</i></p>
Technical Solution	<p><i>SAP Business Suite (ERP) &amp; Solution Manager. Windows/MS SQL</i></p> <p><i>Protera FlexBridge Migration Services</i></p> <p><i>Protera AppCare Cloud and Application Management Services</i></p> <p><i>Deployment on Azure VMs</i></p>
Offer	<p><i>Azure VMs, Protera FlexBridge and Protera AppCare</i></p> <p><i>For more information see Protera's expert Azure for SAP Webinar Series – Featuring Elevance – on March 9 @1pmEST</i></p> <p><i><a href="http://pmarketing.protera.biz/acton/media/7195/webinar-moving-sap-hana-to-the-cloud-azure-customer-success-story-elevance?sid=TV2:VIAAtCtXG">http://pmarketing.protera.biz/acton/media/7195/webinar-moving-sap-hana-to-the-cloud-azure-customer-success-story-elevance?sid=TV2:VIAAtCtXG</a> (the recording is available online after the webinar)</i></p>

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Partner Success story



Microsoft  
Partner



Gold Cloud Platform

Title

*SAP DR systems on Azure (Hybrid Cloud Deployment)*

Partner Name/ID

*Protera Technologies / MPN 1110131*

Customer Name/Customer  
Decision maker name/Title

*Chromaflo /Michael Boster, CIO*

Description

*Chromaflo is a global supplier of pigment and chemical dispersions Chromaflo Technologies and integrated tinting specialist CPS Color's colorant business combine to create one of the leading independent global colorant system and pigment dispersion platforms worldwide, serving customers in architectural and industrial coatings as well as the thermoset plastics markets.*

*Over the past few years Chromaflo was expanding their global business footprint in the US and internationally, their business leadership required the implementation of a Business Continuity plan. In 2016, Chromaflo asked Protera to design and deploy a Disaster Recovery system for their SAP ECC (Base ERP System) Production Systems. The deal is tracked through the CSP Program.*

Stakeholders

*Francesco Esposito – Microsoft Account Executive. Protera Solutions Architects team. Protera provides managed hosting and global ITO services to Chromaflo since its creation in 2011 after a spin-off from Evonik. CI&M PDU - Michelle Olson and Peter Lopez, Partner Sales Excellence: SAP- Brad Berkey, EPG CR AE - Ryan Shepherd – PDP – Recruit - Tanya Beutler, BDM - Jim Toepel , CSA - Ruth Yakubu, SAP SSP - Takayuki Hoshino, Hybrid DCSSP - Matthew Russo*

Outcome/impact

*In just 6 weeks Protera designed and deployed a DR Solution for Chromaflo's SAP ECC Production landscape on Azure. The solution is based on SAP industry best practices, and required closed to no production downtime to implement. Protera provides the solution to Chromaflo as a Managed Service - Recovery as a Service (RaaS) for SAP. The DR solution cost effectively meets Chromaflo Business Continuity plan requirements and is designed to leverage the flexibility of the Azure cloud to scale up as their business further expands.*

Technical Solution

*SAP ECC (ERP) Production Landscape on Windows/MS SQL in a co-location data center in IL Production DR Systems on Azure VMs.*

*The Protera team leveraged Protera's FlexBridge Migration Readiness Assessment Report to analyze the existing SAP production systems and automatically create the Architecture design and Sizing of the DR systems on Azure.*

Offer

*Protera Technologies FlexBridge Free Migration Assessment – <http://pmarketing.protera.biz/acton/media/7195/sap-to-hana-and-azure-with-protera-flexbridge>*

*For more information see Protera's expert Azure for SAP Webinar Series – Featuring Chromaflo – on February 9 @1pmEST <http://pmarketing.protera.biz/acton/media/7195/disaster-recovery-for-sap-with-azure-cloud> (the recording is available online after the webinar)*

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Partner Success story

**TATE & LYLE**



Title	SAP Business Objects on SAP HANA on Azure Large Instances
	Partner Name/ID Protera Technologies / MPN 1110131
	Customer Name/Customer Decision maker name/Title Tate & Lyle / Paul Prabakar, VP, IT Innovation / Brad Huggins, Manager IT
Description	<p>Tate &amp; Lyle was looking for a cloud based financial reporting solution based on SAP BOBJ and SAP HANA. This is an initial phase of a multi-year financial reporting project sponsored by the Tate &amp; Lyle CFO. This SAP solution was sold in concert with the SAP sales team, a SAP SI partner and Microsoft ESG. The financial reporting solution is hosted on Microsoft Azure. The eMicrosoft EA helped to fast track the deal for administrative / contracting purposes as well as previous client experience with Azure and Microsoft express connect already in place. The deal took approximately 5 months including RFI &amp; RFP responses. There are other SAP workloads that are potential new opportunities depending on the outcome and performance of this engagement.</p> <p>The deal is tracked through the DPOR registration program</p>
Stakeholders	Microsoft EPG Region Central. Ryan Shepherd – Account Executive, Tanya Beutler – Practice Development Professional, Jim Toepel – Sr. Business Dev Manager, Ruth Yakubu – Cloud Solutions Architect, Takayuki Hoshino – SAP Solutions Specialist, Matthew Russo – Hybrid Data Center Solution Specialist
Outcome/impact	Cloud based SAP HANA financial reporting solution that allows the client to validate SAP application performance & benefits as well as validation of Microsoft Azure platform for current and future SAP workloads. It is also delivery of the first outsourced enterprise solution at Tate & Lyle as a model for future requirements. This engagement lays the groundwork for future enterprise applications to be hosted and supported in the Azure platform.
Technical Solution	<p>The solution is deployed on multiples Azure VMs and Large Instances in two Azure regions; US East and US East 2 (Some Azure VMs are only available in one Regions and Azure Large Instance are available in a Different region). In total 15 Azure Instances are deployed for this solution; 5VMs in Region East 2 and 6 Azure VMs and 2 Large Instances (1.5TB each) in Region East 2. with the support of Microsoft team of CSAs and Black belts Protera designed the Azure Architecture required for the SAP Business Objects and BW on HANA landscape.</p> <p>Key learnings for this project include: Practical Implementation of Network Communication between Azure Large Instances, On Prem Systems and Protera Support and Monitoring Platform</p>
Offer	Azure VMs and Large Instances

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Title

*SAP ERP Production Disaster Recovery solution on Microsoft Azure*

Partner Name/ID

*Protera Technologies / MPN 1110131*

Customer Name/Customer  
Decision maker name/Title

*Bayou Steel Group LaPlace / David Baisley, Senior IT Analyst*

Description

*Bayou Steel Group was formed in 2016 as a spin-off of Acelor Mittal. Operations in our LaPlace headquarters began in 1979, with the goal to transport raw materials and semi-finished and finished goods. We now operate a modern melt shop, in-line rolling mill, scrap-processing facility and shipping and receiving dock.*

*Protera was involved in architecting the target DR landscape in Azure and provided technical guidance on SAP's Best Practices & certified approach on building the environment. We provided project management leadership, technical leadership, implementation, transition and ongoing steady state support.*

Stakeholders

*Protera's Services Delivery Team and Cloud Solutions Architects. CI&M PDU - Michelle Olson and Peter Lopez, Partner Sales Excellence: SAP- Brad Berkey, EPG CR AE - Ryan Shepherd – PDP – Recruit - Tanya Beutler, BDM - Jim Toepel , CSA - Ruth Yakubu, SAP SSP - Takayuki Hoshino, Hybrid DCSSP - Matthew Russo*

Outcome/impact

*In just 3 weeks Protera designed and deployed a DR Solution for Bayou Steel's SAP ECC Production landscape on Azure. The solution is based on SAP industry best practices, and required close to no production downtime to implement. Protera provides the solution to Bayou Steel as a Managed Service - Recovery as a Service (RaaS) for SAP. The DR solution cost effectively meets Bayou Steel's Business Continuity plan requirements and is designed to leverage the flexibility of the Azure cloud to scale up as their business further expands.*

Technical Solution

*SAP ECC (ERP) Production Landscape on Windows/MS SQL in a co-location data center in IL. The SAP DR Systems are on Microsoft cloud Azure VMs. The Protera team leveraged Protera's FlexBridge Migration Readiness Assessment Report to analyze the existing SAP production systems and automatically create the Architecture design and Sizing of the DR systems on Azure.*

Offer

*Windows Azure*

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Partner Success story



Title	SAP ERP Production Disaster Recovery solution on Microsoft Azure	
	Partner Name/ID	Protera Technologies / MPN 1110131
	Customer Name/Customer Decision maker name/Title	NatureWorks / Eric Nielson, Senior IT Manager
Description	NatureWorks is now a world-leading biopolymers supplier and innovator with its Ingeo portfolio of naturally advanced materials made from renewable, abundant feedstocks with performance and economics that compete with oil-based intermediates, plastics, and fibers. These materials also provide brand owners new cradle-to-cradle options after the use of their products. Protera was involved in architecting the target DR landscapes in Azure and provided technical guidance on SAP's Best Practices & certified approach on building the environment. We provided project management leadership, technical leadership, implementation, transition and ongoing steady state support..	
	Stakeholders	Protera's Services Delivery Team and Cloud Solutions Architects. CI&M PDU - Michelle Olson and Peter Lopez, Partner Sales Excellence: SAP- Brad Berkey, EPG CR AE - Ryan Shepherd – PDP – Recruit - Tanya Beutler, BDM - Jim Toepel , CSA - Ruth Yakubu, SAP SSP - Takayuki Hoshino, Hybrid DCSSP - Matthew Russo
Outcome/impact	In just 3 weeks Protera designed and deployed a DR Solution for NatureWorks' SAP ECC Production landscape on Azure. The solution is based on SAP industry best practices, and required close to no production downtime to implement. Protera provides the solution to NatureWorks as a Managed Service - Recovery as a Service (RaaS) for SAP. The DR solution cost effectively meets NatureWorks' Business Continuity plan requirements and is designed to leverage the flexibility of the Azure cloud to scale up as their business further expands.	
	Technical Solution	SAP ECC (ERP) Production Landscape on Windows/MS SQL in a co-location data center in IL. The SAP DR Systems are on Microsoft cloud Azure VMs. The Protera team leveraged Protera's FlexBridge Migration Readiness Assessment Report to analyze the existing SAP production systems and automatically create the Architecture design and Sizing of the DR systems on Azure.
Offer	Windows Azure	