Partnering to accelerate success for RISE with SAP

SAP, Microsoft, and Protera take the complexity and cost out of RISE with SAP cloud transformation

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Enterprises are in the process of major transformation, transitioning core business systems to the cloud. RISE with SAP offers a simplified cloud migration path, which can be further accelerated and streamlined with the right set of partners.

To get a sense of how and where an aligned partnership can help, Foundry talked to SAP's Eric Adriansen, RISE cloud ERP specialist, and Microsoft's Laz Uriza, Global SAP on Azure sales and strategy lead. Krishna Battula, senior enterprise IT manager at Parker Hannifin, rounded out the discussion. From the SAP technology standpoint, Battula oversaw a RISE with SAP implementation on Microsoft Azure with support from Protera, an SAP-certified RISE with SAP migration and managed services provider partner.

How can a tightly coupled partnership between SAP, Microsoft, and a managed services provider facilitate better business outcomes for RISE with SAP?

Microsoft's Uriza: Microsoft has partnered with SAP for over 30 years. We have been doing the work to make sure we have a robust offering across the entire stack as we talk about AI, security, collaboration, and infrastructure. Protera understands the business and the customers, which allows for seamless integration of Microsoft and SAP technologies. They are the glue that makes this partnership really stick for our customers.

SAP's Adriansen: Having a tightly coupled partnership gives customers the ability to adopt and consume innovations that the ecosystem brings to the table. In one example, SAP and Microsoft have a bidirectional integration between their respective AI assistants Joule and CoPilot for Microsoft 365. If a user wanted help setting up a new business partner or headcount requisition, it is one seamless interaction.

What are the key business benefits achieved by running RISE with SAP on Azure?

Microsoft's Uriza: When you're implementing RISE with SAP on Microsoft, you have access to the entire Microsoft innovation portfolio. That means access to the connectivity of Teams, the added security of Sentinel, and everything we're doing with AI and CoPilot. It also gives you a better connection to all the other independent software vendors and technologies sitting in our cloud infrastructure that are also our partners.

SAP's Adriansen: It's all about risk, scale, speed, and the ability to do more with less. SAP and Microsoft are bringing innovations to the table, and customers are not able to consume them if they are on outdated versions of the software. Letting SAP manage workloads enables organizations to shift focus from keeping the lights on to better meet the needs of their business users by consuming innovation at a greater pace and scale.

Parker Hannifin's Battula: We chose to go to the cloud because we didn't have an internal skill set, and we preferred the OpEx model for an incremental, phased approach. We are a manufacturing company, and we wanted to focus on the application of the technology and how it could bolster productivity, not back-end stuff. We also had our own Microsoft Gov Cloud prior to SAP for our aerospace division, so we opted for a single instance strategy.

EXECUTIVE
VIEWPOINT

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What key services are critical to effectively supporting RISE with SAP and surrounding workloads after implementation goes live? How does Protera help?

Parker Hannifin's Battula: It was super important that Protera understood RISE with SAP because we were one of the few customers starting implementation in 2021 and the first customer in Azure Gov Cloud. While it was continuous learning for all of us, the managed service provider must know RISE with SAP as well as the SAP NS2 Secure Cloud so they can provide support. While Protera is doing operational support for the division that is already in production, they are parallel orchestrating a RISE with SAP upgrade of our entire landscape with multiple systems and products from SAP.

One core promise of RISE with SAP is simplified licensing. How can you help organizations facilitate effective financial governance in the post-go-live stage?

Microsoft's Uriza: At Microsoft, we believe in optimization and making sure our customers run as lean as possible. We do a constant review of how to optimize our systems and our customers' consumption, so they can free up capital to fuel their appetite for innovation and new business opportunities.

SAP's Adriansen: We help customers set up governance processes to find the right path to SAP S/4HANA and RISE with SAP. This helps them consume more standard functionality out of the box in a timely manner for additional value and innovation.

What next steps after "go live" ensure organizations fully reap the rewards of RISE with SAP?

Parker Hannifin's Battula: Make sure you have all the tools available to proactively monitor the system and landscape to avoid any kind of unplanned outages. When you are live, the last thing you want is any kind of disruption to the business.

Microsoft's Uriza: It depends on the customer journey, but for many, RISE with SAP provides an opportunity to reassess their digital state — and try to clean up all the data they've been carrying around for 20 years in a way that makes more sense for different business processes. We want to make sure customers go live successfully and get quick wins so they can understand the new reality of the technology and where they could use more innovation.

SAP's Adriansen: We continue to innovate the support model to help organizations migrate and modernize. For example, we made recent investments in RISE with SAP methodology, including a new onboarding experience and Clean Core success plan. These efforts help our customers make Clean Core actionable and get recommendations on how to progress in their transformation journey.

To accelerate your RISE with SAP services on Azure with Protera [click here](#).