


Partner Managed Cloud

Increase Your Speed and Flexibility with a Managed Cloud Deployment of SAP® Software



The Best-Run Businesses Run SAP®



Implement the most current version of world-class SAP® software faster without the dedicated staffing requirements and up-front capital expenditure of an on-premise deployment. With partner managed cloud and the expertise of your preferred SAP partner, you can [focus on managing your business](#) and not IT. All costs associated with using and managing your SAP software are combined in a single subscription fee, giving you greater predictability and control over monthly and quarterly operating expenses.

YOUR REQUIREMENTS DEMAND A NEW APPROACH

Many organizations today face business challenges that demand alternative approaches to on-premise software deployments. Partner managed cloud may be a better fit for your next SAP software deployment.

The approval cycle for an IT initiative can often be shortened by funding it as an operational expense rather than as a capital expense. In addition, funding projects as an operational expense can free up cash for other business priorities.

Purchasing software on a subscription basis can eliminate the need to guess how many users, servers, and internal support resources will be required

for your project months before you actually deploy the system. By taking this approach, you pay as you go and only buy the software your organization actually uses.

It may not be necessary for you to hire and train dedicated IT resources or purchase additional hardware to support your deployment. Your organization could potentially reduce costs by outsourcing your project to an experienced SAP partner organization.

Also, you don't have to delay acting on new market opportunities or strategic business initiatives while your software is being implemented. You can potentially go live with your SAP software in a fraction of the time it typically takes for an on-premise deployment.



Spend [less time and energy](#) building and maintaining IT systems.



Use SAP Software from the Cloud As a Service

Partner managed cloud provides organizations with a fully integrated, proven SAP software solution to manage critical business processes in a cloud-based offering. A single monthly or quarterly per-user subscription fee includes software, hardware, service, and support – all provided by our trusted partners.

Your preferred SAP partner takes care of deployment, application and infrastructure management services, and ongoing maintenance and support. The partner also provides software updates to help ensure that you are always running the most current

version. Applications and servers are located in highly secure data centers that feature an array of physical and network safeguards to protect your sensitive business data.

SAP partners are qualified to help you determine the right solution and configuration for your business requirements so that you can get started quickly and only pay for the software you need. As your needs change, you can adapt and extend the software with add-on solutions that have been built by SAP software solution and technology partners to fulfill industry-specific and other needs.



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Get Greater Choice and More Flexibility

Partner managed cloud extends your range of deployment options, giving you greater choice and more flexibility. It helps you:

- **Focus on your core business** – Spend less time and energy building and maintaining IT systems. Let the talented people in your organization focus on what they do best – innovation, delivering quality products, and providing superior customer service.
 - **Improve cash flow** – Avoid the up-front cost, impact on cash flow and balance sheet, and lengthy approval cycles associated with capital expense financing. Pay as you go using your operating expense budget to free up cash and maintain the financial agility your business needs.
 - **Lower your total cost of ownership** – Instead of hiring your own dedicated staff and procuring your own IT infrastructure, lower your total cost of ownership by leveraging the expertise, centralized resources, and scale that only an experienced SAP partner can provide.
- **Accelerate time to value** – Don't wait longer than you need to get up and running. Take advantage of the core competencies and infrastructure maintained by select SAP partners to start realizing business value faster.
 - **Reduce risk** – Mitigate the uncertainty of anticipating your future software usage requirements and operating costs. Gain predictability and control by consolidating software, hardware, and support costs into a single, per-user, monthly subscription fee.
 - **Run the most current software** – Never fall behind on the latest fixes, enhancements, and new features of SAP software. Let your SAP partner help ensure that you're always running the most current technology.

FIND OUT MORE

Contact your SAP representative or your SAP partner.



Pay as you go using your operating expense budget to **free up cash**, and maintain the financial agility your business needs.



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