

SAP Virtualization & Private Cloud Computing

From Traditional to Virtualized system utilization



Overview

There are many reasons for an enterprise to use virtualization and cloud computing. Some of the most compelling are:

- ✓ Efficient use of IT infrastructure
- ✓ Effective utilization of systems for projects
- ✓ Cost and resource optimization with Green IT

Gartner refers to Cloud Computing as “the most important IT theme in 2010” (Gartner Symposiums ITXPO, 11/2009). This is further justified through infrastructure cost reduction and optimization of the entire SAP solution.

The Challenge

The strategic orientation of your IT Department needs to focus on the requirements and benefits for your clients. While IT operations need to be highly standardized, the business requirements of IT projects have to be aligned with the dynamically changing environment. Both areas – IT operations and IT projects – have to be carefully organized, automated and in alignment with established methods and processes to ensure maximum cost reduction. Virtualization and automation technologies open new possibilities for your IT organization. The development and realization of the Transformation roadmap requires expertise in various technologies and methods.

Areas of your IT organization

As experienced consultants, we focus on the following three interdependent areas to provide enterprise wide benefits to your organization:

- ✓ IT Operations
- ✓ IT Project, and
- ✓ IT Service Management

IT Operations

Virtualization of your data center results in a reduction of your IT Cap-Ex and Op-Ex and also results in resource optimization. The following considerations are critical to ensure efficient use:

- ✓ Operation & Support
- ✓ Capacity & Availability
- ✓ Backup & Restore
- ✓ Monitor & Control
- ✓ Design & Optimization
- ✓ Expertise

- ✓ Service Level Management
- ✓ IT Control
- ✓ Financial Management
- ✓ Contracts

Your advantage

Some of the significant advantages of Virtualization of your IT environment with us include:

- ✓ Data center Cap-Ex and Op-Ex reduction focused
- ✓ Data center Resource Optimization
- ✓ Simplified, automated and rapid system provisioningfn
- ✓ Current landscape assessment and virtualization readiness validation
- ✓ Strategic organizational goal optimization through our deeply experienced consultants
- ✓ Independent analysis of the entire IT stack, including hardware and software from multiple vendors
- ✓ Thorough understanding of technology and business processes
- ✓ Leverage our customizable

The GOPA Way

We have had a strong focus on virtualization for more than 8 years. Through our vast experience we have the ability to satisfy the changing demands for system provisioning and operations of our customers. Our expertise enables us to answer questions with regards to landscape management; from classic system provisioning (for example: manual procedures of Blade and Storage Technologies) to full virtualization and the automated private cloud.

With the goal in mind to offer IT infrastructure as a Service (IaaS) as a cost efficient, effective and flexible solution, we introduced the "Private Cloud Scenario" (client requirement: Provisioning of 15,000 SAP systems per year).

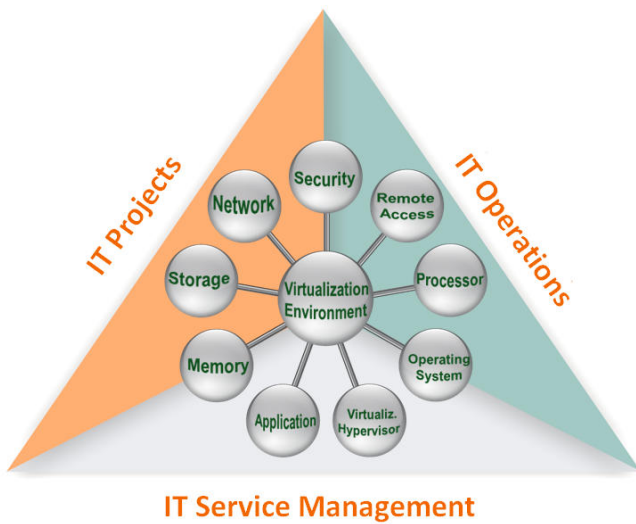
We are working closely with SAP and other close partners in innovation centers in Walldorf, Germany and Silicon Valley to further develop and enhance SAP virtual system landscape solutions. As system architects, we are combining the innovations of manufacturers and system vendors to find new solutions.

Why GOPA IT?

Use our strengths and benefit from our experience, know-how and our network as your reliable partner.

Vast experience in landscape management of SAP and non-SAP systems (about 2000 client projects).

- ✓ We know virtualization. From classic provisioning methods to private enterprise cloud.



IT Projects

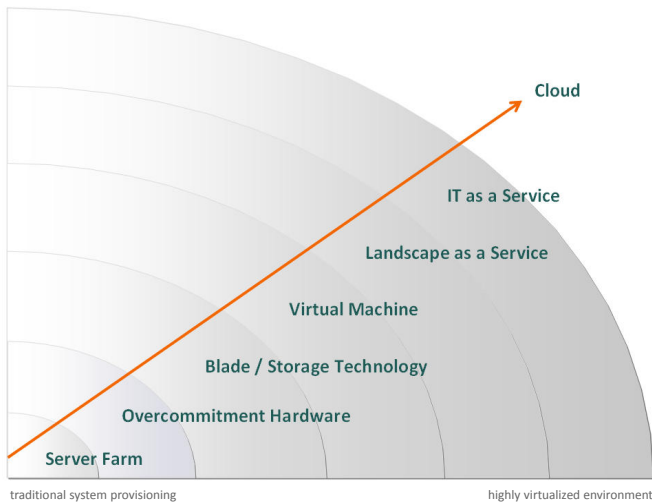
Increasing demand of dynamically changing projects conflict with highly standardized and static IT operations. The IT organization has to meet these demands by using a flexible and dynamic model of system provisioning thereby increasing the focus on the following areas:

- ✓ Landscape-as-a-Service(LaaS)
- ✓ Development, QA, & Training Systems
- ✓ Templates
- ✓ Merger & Acquisition
- ✓ Design & Optimization
- ✓ Value Prototyping

IT Service Management

IT Service Management (ITSM) is the stepping stone for availability of IT resources in the data center and project operations. It determines procurement, cost management and control in compliance to the service levels agreed upon:

- ✓ Our consultants understand project requirements.
- ✓ As independent consultants, we work as your system architects to fulfill your requirements.
- ✓ All manufacturers and software vendors will be considered as we design your solution.
- ✓ GOPA IT Management Consultants know the requirements of optimized IT Service Management.
- ✓ Our proven "Transformation Model" is customized for individual customer needs.



Our offer to you

As your consulting partner, we will support you throughout the implementation phases of your IT strategy. Our Transformation model and the corresponding services focus entirely on your needs, technical potential and trends in the area of system virtualization



Assessment

During this phase, we will work together with you to gather your requirements, make an integrated assessment and evaluation of your current infrastructure. As part of our deliverables, we will provide a proposal which will outline your future potential and provide recommendations for actions.

Validation & Setup

Based on the results of the assessment we will work together with you on an individual strategy with the goal of a transformation roadmap

Implementation & Training

We will support you in all areas of the implementation phase; from Planning and Risk Management to proof-of-concepts and assessment of components; implementation of virtualization tools as well as training.

We encourage you to take advantage of our experience of over 2000 successful client projects. We will consult you individually and independently throughout your technological journey.

Solutions

We have developed efficient solutions through our long-standing partnership with SAP and other loyal partners. We can offer you a customized set up for your specific business needs.

Virtual Landscape Management for SAP

With eCloud Manager for SAP it is now easier to manage all SAP-systems through one tool/cockpit in an integrated virtual landscape.

This innovative Cloud Technology facilitates rapid system provisioning of SAP landscapes in only a few minutes, including all modules of the SAP Business Suite, SAP BusinessObjects Portfolio (ABAP, Java or both) and traditional SAP applications. eCloud Manager enables controlling system landscape and applications through simple, system wide monitoring



The eCloud Manager Suite, and the eCloud Manager SAP-edition, were developed in cooperation with the SAP Value Prototyping Hub, fluid Operations and GOPA IT Consultants.

- ✓ Complete virtualization strategy and implementation support from **GOPA IT Consultants**.
- ✓ The eCloud Manager Product Suite is developed by **fluid Operations**.
- ✓ Rent-a-Lab and Virtual Appliance Infrastructure is provisioned by **SAP Value Prototyping**.

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