



Essentials of Cloud Software Deployment

Opportunities in the Ecosystem of Software Vendors

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Non-Business



Moje Intro - Olga

- Studium na VŠE v Praze (semestr a stáže v zahraničí)
- Po studiu jsem postupně zakotvila ve dvou IT korporacích
 - Cisco Systems
 - SAP – konkrétně část SAP Ariba
- Jsem Češka, ale pracuji téměř výhradně v angličtině a někdy v němčině.
- Jsem také vdaná a máma 2 dětí, žijeme v Praze.



SAP - The world's largest provider of Enterprise Application Software

Key facts

- €29.52bn total revenue, thereof **€11.43bn cloud revenue**¹
- Only **Fortune 50** global tech company **headquartered in Europe**
- cca **100,000** employees across the globe

Customers

- **99 of the 100 largest companies** in the world are SAP customers
- SAP customers generate **87% of total global commerce** (\$46 trillion)
- **SMEs make up for 80%** of SAP's customers

Portfolio

- Solutions for **26 industries** and **12 lines of businesses**
- **2 dedicated SAP Cloud ERP offerings** for large and mid (RISE and GROW)
- **AI embedded** across the portfolio

Innovation and ecosystem

- Global **ecosystem** with **25,500** SAP partner companies
- >1,800 solutions from SAP and our trusted partners in [SAP Store](#)
- Support of startups



SAP in the Czech Republic

1 ONE SAP
in the heart of Europe

2 Locations
Prague | Brno

3 Offices
Metronom | Brumlovka | Spielberg

4 Legal Entities
SAP Services | SAP ČR | SAP Ariba CZ | SAP
Concur CZ

5th Largest Location Worldwide
& growth expectations



3000+
employees



108
nationalities



50% men
50% women



4
generations

32

years on the Czech
market



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Cloud solutions

- **Public cloud software solutions and services**

A third-party provider makes applications available to users over the Internet. These resources could include servers, storage, or software applications. Users do not manage or control the underlying infrastructure but have access to the resources as a service, typically on a pay-as-you-go basis. This model is attractive to organizations for its scalability, reliability, and cost-effectiveness.

- **Private cloud software solutions**

A private cloud solution refers to a cloud computing model where IT services are provisioned over private IT infrastructure for the dedicated use of a single organization or entity. This can be physically located at the organization's onsite data center or hosted by third-party service providers. Private clouds allow organizations greater control over their data and infrastructure, offering more customization flexibility according to their business needs.

- **OnPremise software solutions**

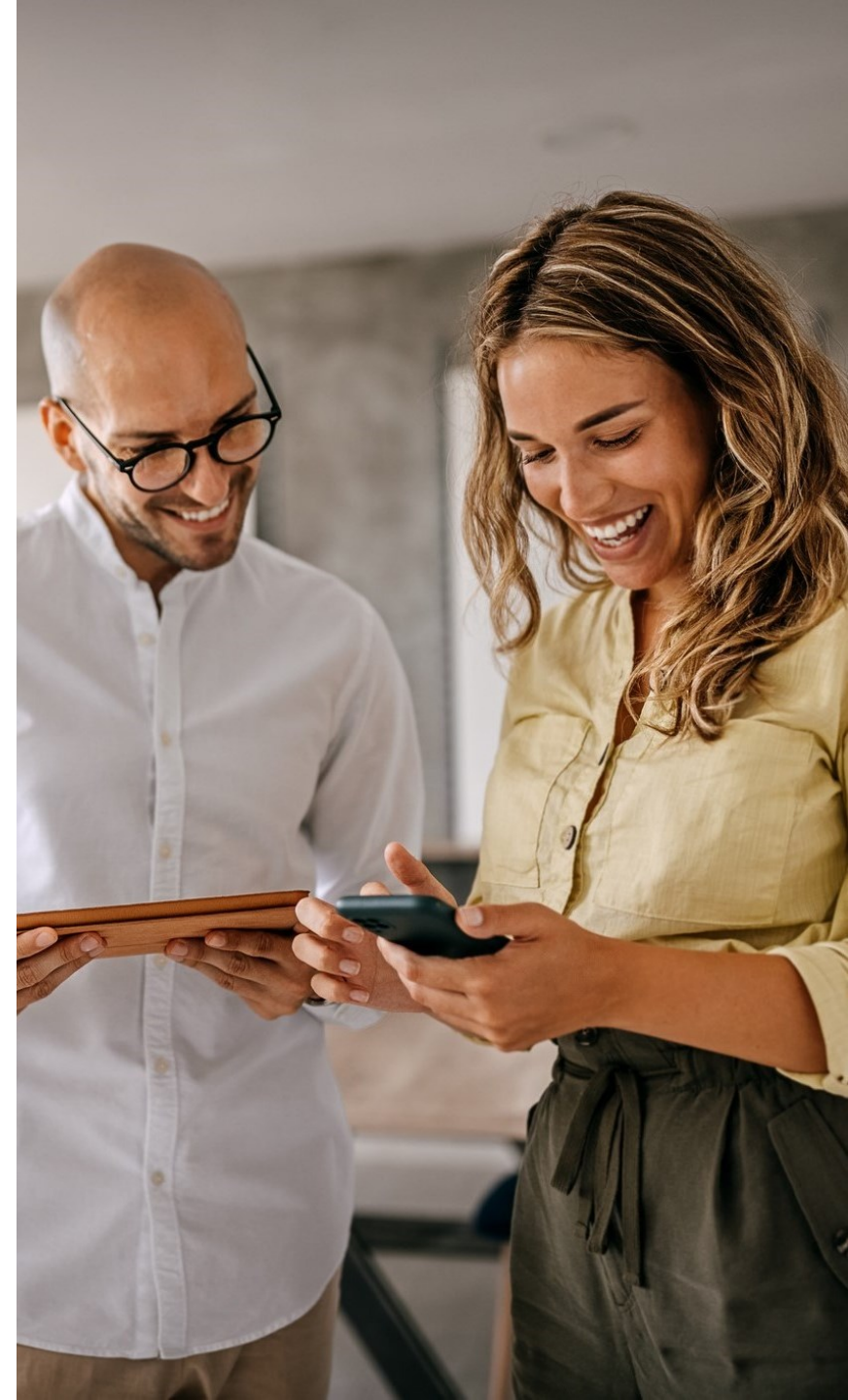
This traditional method of installing software directly on the company's servers and behind its firewall gives the company complete control over the physical servers and the stored data. The organization is responsible for maintaining the software, the server hardware, and ensuring security of the system.

- **Hybrid cloud software solutions**

A mix of on-prem, private, and public cloud services, and orchestration between these platforms. A hybrid cloud gives businesses greater flexibility, more deployment options, and helps optimize their existing infrastructure, security, and compliance.

Sample kickoff agenda - cloud deployment project

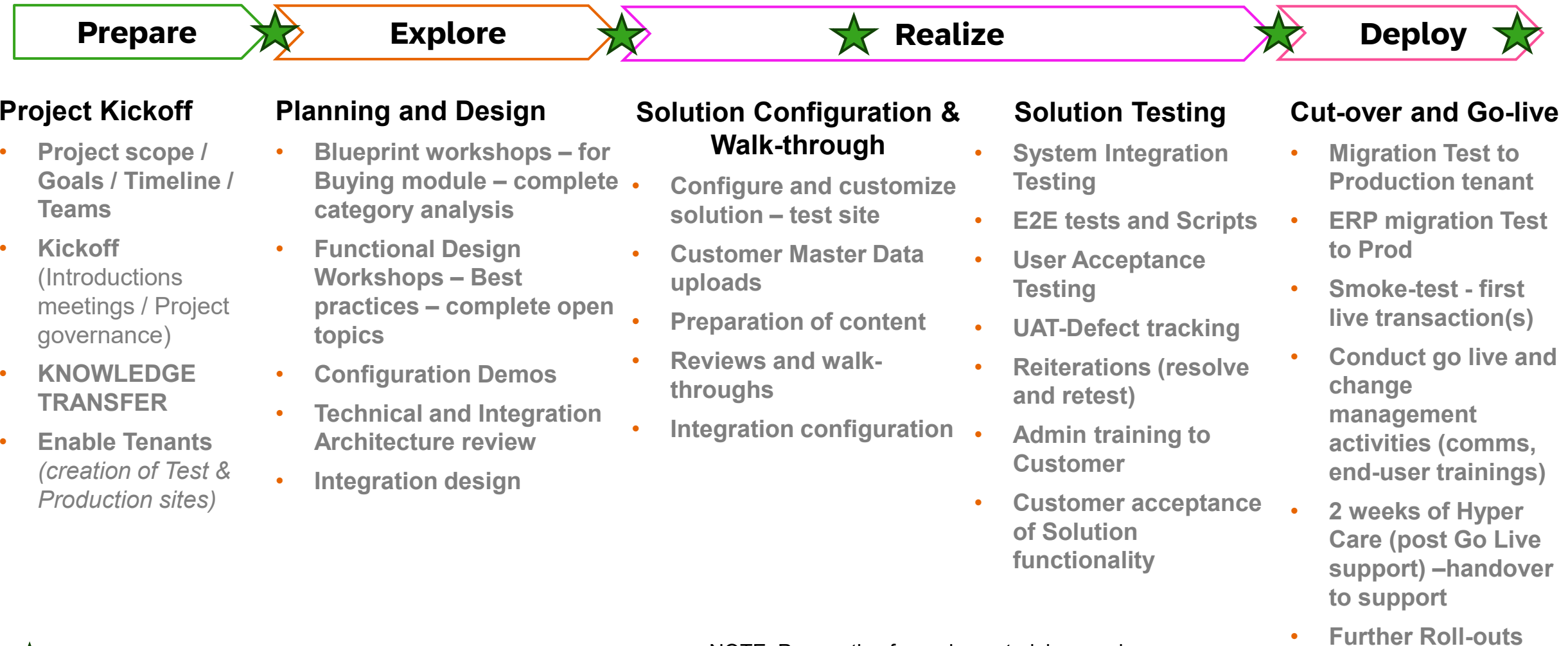
- Introduction of Team Structure and Roles
- Project Vision & Key Objectives
- Solution Foot Print
- Solution Scope & Deployment Approach
- Phase Activities & Deliverables
- Governance & Communication – regular meetings, document storage
- Project Timelines & Project Management Plans
- Risks documented at project kick-off
- Post Production Model – understanding




ClickThrough Demo of the Buying Process

View in the Slide Show Mode

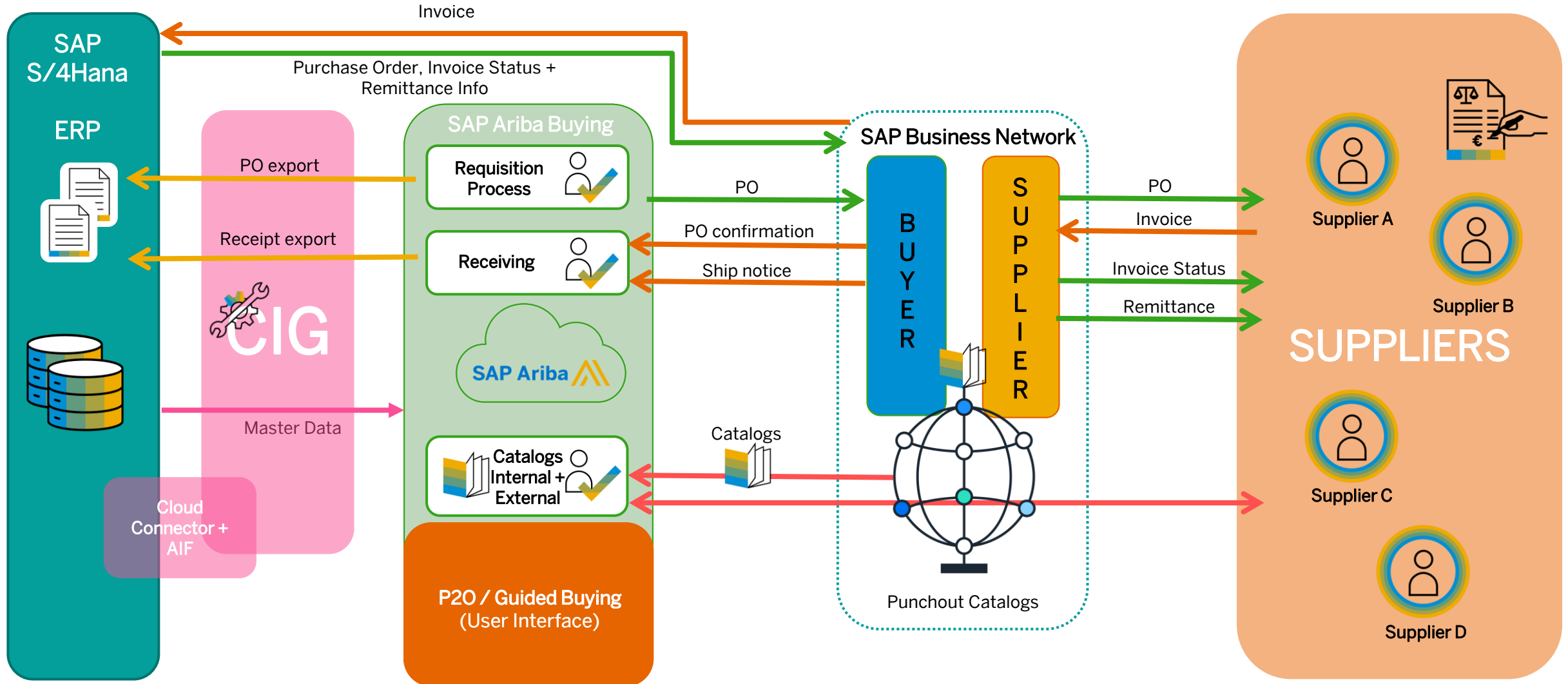
Phase Activities and Deliverables from Kickoff to Go-Live



 **Quality Gate – signoff needed at the end of each gate per email**

NOTE: Preparation for end-user trainings and communication starts in realize phase on customer’s side

SAP Ariba Buying Workflow – Solution Foot Print



Critical Success Factors

Stay within the agreed scope

- Scope changes will likely impact the project timeline, your required effort and consulting costs

Have a pragmatic mindset

- Adjust your processes to fit the standard system functionality in order to simplify future upgrades and scope expansion.
- It doesn't have to be perfect. You can always improve a solution later.

Make quick decisions

- The quicker you can make decisions, the quicker your project will be able to proceed into the right direction.

Involve stakeholders early

- Identify and involve your stakeholder early - executives, employees, labor unions, key business partners.

As a key user, actively contribute to the project

- The better you represent your business area, the better the SAP cloud solution will support your processes.
- Work with your manager to secure sufficient availability for the project.

Start preparing data early

- Start cleansing your data as soon as possible to prevent project issues and delays.

Never cut corners on testing

- Only thorough testing will result in a successful go-live and stable system.



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SAP Partners

Sell solutions

Service solutions

Run solutions

Build solutions and co-innovate



Uplatnění v ekosystému SAP - shrnutí

- Práce přímo pro SAP (nebo aplikujte na jinou softwarovou firmu)
- Práce u SAP obchodního partnera
- Práce u zákazníka
- Nezávislý konzultant/expert/projektový manažer

Thank you.

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