



**InvenioLSI**

Succeeding Together

**SAP**

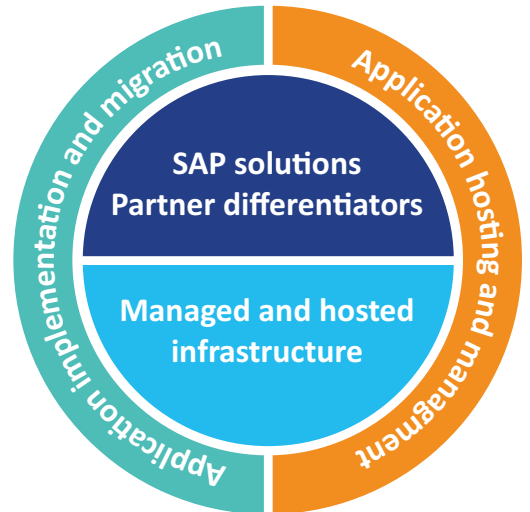


**Overview: Partner Managed Cloud**



# What is Partner Managed Cloud?

Packaged and managed SAP solutions with Partner IP delivered in a managed and hosted infrastructure based on operating expenditure (OpEx) consumption model. Flexibility with capital expenditure (CapEx) consumption model is also available.




**Enables the creation of an integrated solution across hardware, software, IT, and business services**



**Grants complete offering flexibility to the partner and autonomy to package, price, and set terms and conditions for the solution**



**Means almost any SAP product can become the pillar of on-demand success in the market**



## SAP provides:

- On-premise and cloud license solutions from SAP
- Infrastructure and Service Level Agreements (slas) to PCM partner
- Support and ongoing maintenance for SAP licensed solutions

SAP Concur 

SAP Ariba 

SAP SuccessFactors 

SAP Analytics and HANA

SAP Benefits  S/4 HANA

SAP Time and Attendance



## Provider offers:

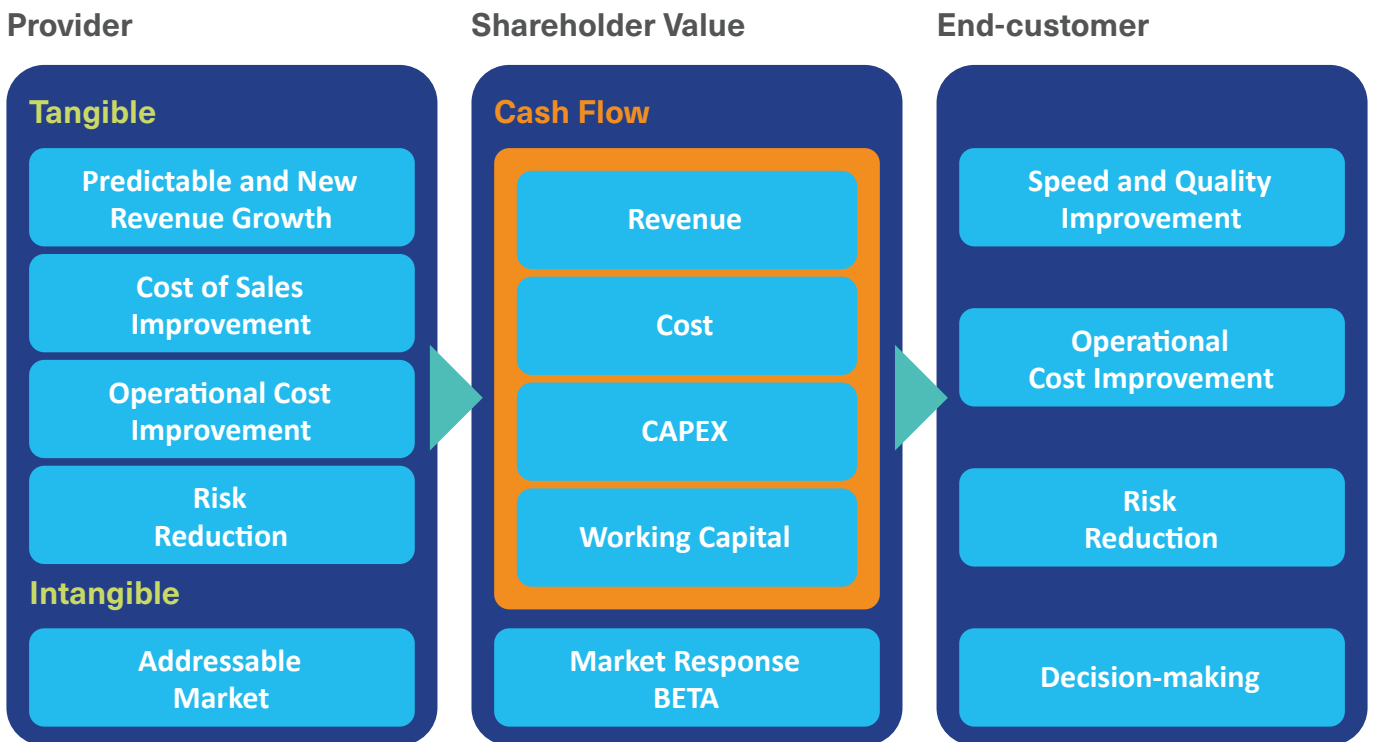
- Provider-owned use rights from SAP
- Enriched SAP cloud solution through broader services and solution scope
- Cloud solution based on cloud solution from SAP bundled with one or more qualified services
- Services that could vary from prime contracting and implementing to BPO Application implementation, management, and support services



## Customer receives:

- Fully managed BPO service for one or more functions Enriched SAP solutions
- Single-vendor experience for subscription license, services, and support
- Chance to capitalize on true cloud and BPO benefits

# PMC allows Providers autonomy to create shareholder value for both the Provider and the End Customer simultaneously



Partner-Managed Cloud: Full-service subscription delivery of traditional SAP software on a partner’s private hosted cloud, wrapped in managed services

## Value-added Enablement and Empowerment Sessions from invenioLSI/SAP

Based on invenioLSI’s and SAP’s experience with projects of this nature, invenioLSI/SAP will provide immediate enablement and empowerment on-site workshops for the client to provide the client’s CORE Project Team with the contextual, foundational knowledge of key details, functionality, capabilities, and components within the PROPOSED SAP-based SOLUTION.

We (invenioLSI/SAP) have recently conducted these Enablement/Empowerment Sessions at two of our most recent new Client Projects @ Clark County, NV, and the State of NV. In both cases, the invenioLSI/SAP clients found these sessions highly valuable in terms of enabling their readiness for detailed SOLUTION Configuration and Business Process Transformation Workshop.



## PMC value for customers focuses on time-to-revenue and reduction in costs and risks

Provider	Value Drivers	PMC Contribution
Improvement – Speed and Quality	<ul style="list-style-type: none"> <li>Decreasing delays associated with buying and installations</li> <li>More streamlined implementation rather extensive customization</li> <li>Shifting focus from IT systems to superior products and services</li> </ul>	<ul style="list-style-type: none"> <li>Provider by invitation only</li> <li>Provider skilled in services</li> <li>SAP-certified competencies</li> </ul>
Improvement – Operational Costs	<ul style="list-style-type: none"> <li>Increasing cashflow through shifting from CapEx to OpEx models</li> <li>Reducing TCO via managed optimized systems and overhead</li> <li>Increasing accessibility of services through internet/mobile hosting</li> </ul>	<ul style="list-style-type: none"> <li>Provider allowed to build termed service offering w/ SAP software</li> <li>Provider owns software license/maintenance</li> </ul>
Risk Reduction	<ul style="list-style-type: none"> <li>Limiting buying and operating risks with single service provider</li> <li>Decreasing software obsolescence/downtime with latest versions</li> <li>Increasing flexibility to adjust innovation portfolio in time</li> </ul>	<ul style="list-style-type: none"> <li>Trusted SAP providers with proven solutions</li> <li>Provider contractually bounded by SAP support</li> <li>Provider contracted with SAP on basis of termed licenses</li> </ul>
Decision-making	<ul style="list-style-type: none"> <li>Increasing decision-taking of the line of business in technology purchase</li> </ul>	<ul style="list-style-type: none"> <li>Provider supported by aligned SAP expertise</li> </ul>





# Partner Managed Cloud

**PMC for On-Premise Solutions**

**SAP On-Premise Solutions**

**PMC for Cloud Solutions**

**SAP Cloud Solutions**



**Partner industry/LoB expertise combined with SAP solutions, hosted in a cloud environment, managed by the provider**

**SAP Concur** 

**SAP Ariba** 

**SAP SuccessFactors** 

**SAP Analytics and HANA**

**SAP Benefits**  **SAP S/4 HANA**

**SAP Time and Attendance**

**Partners provide#**

IP | Implementation | Hosting | AMS  
Process Execution Support

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IP | Implementation | AMS  
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# Why Private Cloud?



**Cost:** Progressive scaling benefits.

**Elasticity:** Scale capacity with changing requirements.

**Flexibility:** Resizable compute capacity; allowing you to quickly scale up and down for special projects like SAP HANA & S4/HANA migrations.

**Security:** Configure security and network access as needed.

**Agility:** Kick-off new projects immediately (instead of waiting to order and provisioning of cloud environment).

**Efficiency:** Administrators can manage a much larger number of systems compared to on-premise; due to tools available in invenioLSI Cloud.

**Ability to Innovate:** You can quickly prototype new technologies which may leverage services available in the Cloud-like Blockchain, Machine Learning, etc.



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