



# Build the SAP cloud your way

Secure. Flexible.  
Efficient. Sustainable.

A strong foundation is paramount for any stable construction – and the same holds true for your SAP infrastructure. Given the volatile nature of today's business landscape, a singular “perfect” choice can be elusive. The question is, how do you craft a safe, adaptable, low-latency, and cost-effective SAP system, all while emphasizing sustainability?

In the digital era, data access and security are top priorities. This brings up a decision: choose the private cloud with its control, customization and security or the public cloud with its scalability and reach? Each has its clear benefits and potential drawbacks.

#### Public cloud

- **Merits:** Scalable infrastructure, reduced upfront hardware costs (shift from CAPEX to OPEX), and enhanced accessibility.
- **Challenge:** Unforeseen expenses can arise when fully operating in the public cloud.

#### Private cloud

- **Merits:** Enhanced security, reduced latency for real-time SAP S/4HANA data, superior integration, and customization capabilities.
- **Challenge:** It may have higher initial setup costs.

Opting for a singular method often feels like a compromise. But you don't always have to settle. Envision a customized solution that is sustainable and cost-efficient, blending the strengths of both private and public clouds – a hybrid cloud solution that provides flexibility and security tailored to your specific workload needs. When infrastructure is integrated seamlessly, you tap into the collective strengths of each deployment method to build your SAP cloud, your way.

## The perfect ecosystem for your SAP cloud

With partners like Public Cloud Group, SUSE, VMware, and NetApp, Fujitsu ensures optimal performance and security for your SAP workloads. Our collaboration with Equinix streamlines your SAP S/4HANA transition to a hybrid multicloud.

# Let's build the SAP cloud that fits your business

More than just a "one size fits all", we believe in crafting a tailored solution that balances data safety, system adaptability, and availability just the way you need it to.

## Our comprehensive approach includes:

- **Assessment** – we determine your cloud readiness and create a roadmap with Fujitsu BestPlace Service.
- **Deployment** – we shape the ideal environment for your applications, data, and workloads.
- **Migration & transformation** – we merge workload migration with application innovation, leveraging modern platforms and SaaS.
- **Security** – we fortify your hybrid cloud with our security services, including threat monitoring.
- **Management & optimization** – enjoy seamless estate management with comprehensive services.
- **Automation** – together with Public Cloud Group, we facilitate seamless hybrid workload transitions.



## Your benefits:

- Interconnected SAP solutions across diverse locations and clouds
- Scalable IT infrastructure through consumption-based offering and Equinix co-location options
- Emphasis on sustainability with > 90% renewable energy and reduced operational emissions
- Leverage servers, storage, and systems "as a service" with Fujitsu's uSCALE ensuring flexibility and adaptability
- Efficient energy consumption aligned with business needs
- Liquidity and cost transparency due to the elimination of upfront capital costs and pay-per-use

**"Since partnering with Fujitsu two years ago, our average deal size has surged nearly 10-fold. The market has changed significantly and uSCALE has enabled us to run with it. It enables us to go after larger deals because we no longer have to think about the cash flow concern."**

**Nick Barron**  
CTO, Harbor Solutions

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