

SAP S/4HANA Offerings – How do customers choose?



SAP S/4HANA Public Cloud

Customers who desire:

- A complete, modern, native SaaS ERP solution with the **full benefits of public cloud**
- The **fastest path** to innovation and the lowest TCO
- A **clean Cloud ERP** solution without converting old/legacy ERP processes and configurations.
- To reimagine business processes and take advantage of **standardized** best practices



SAP S/4HANA Private Cloud

Customers who desire:

- Gradual transformation to a pure SaaS landscape at their **own pace** with a well defined conversion methodology
- Software, support, technical managed services, and infrastructure, from a **single point of contact**, with one set of SLAs
- Full SAP S/4HANA functionality – 25 industries/64 countries – with benefit of subscription-based, **cloud economics**
- Ability to **safeguard prior investments** including ECC customizations, configurations, and partner add-ons including SOLEXs and certified solutions



SAP S/4HANA On-Premise

Customers who require:

- Complete **control and ownership** of their application and data landscape
- The ability to manage **unique, customer-specific needs** which cannot be addressed by public cloud or private cloud offerings
- The utilization of their **existing** IT departments, infrastructure, budget, and IaaS vendor agreements
- **Specific compliance** with industry- and country-specific regulatory requirements