



# AGILE INTELLIGENCE WITH SAP® AND AWS

## ▶ BUSINESS INTELLIGENCE AT THE PACE OF AGILITY: SAP® BI ON AWS

### EXECUTIVE SUMMARY

Our client, a **multinational pharmaceutical company**, needed to deploy a new generation SAP® Business Intelligence solution with **innovative user experience** to its Sales users in Australia in a very short time frame.

By leveraging AWS, they were able to deploy the entire BI solution in the cloud and **go-live in 4 months**.

### CHALLENGES

The client's Australian Sales Team had a **tight schedule** and required the solution to be live within 4 months.

The client's IT department needed to provide the hardware from their US data center in an **even shorter time frame** to allow the application team to start working on the solution, while most of the data center team was already fully staffed on a parallel data center migration initiative.

Also, the Australian users had experienced long response times with other solutions deployed in the US data center, and expressed the **need for a more responsive user experience for the BI application** especially since they had to manipulate a large amount of data and perform frequent drill down.

### ABOUT OUR CLIENT

A multinational pharmaceutical company, with operation across **80 countries in 5 continents** and revenues in excess of **5 Billion US Dollars**.

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## THE SOLUTION

Based on SAP® BW and Business Objects™, the solution was provided as a service and allowed the Australian users to gain real-time insight into their business, anywhere and anytime; the solution included Sales reporting dashboards, drill down and discovery functionalities as well as mobile access.

The SAP Solutions were deployed in the AWS cloud (EC2, S3, Glacier, VPC, IAM, Config, CloudWatch) providing the **reliability**, **scalability** and thanks to its proximity to the end users, the **responsiveness** they needed.

AWS provided an incredible level of **agility** allowing to substantially reduce the **solution's time to market**. At the same time, being SAP® certified, the solution on AWS could be managed by the client leveraging the in house SAP® competency center.

## HOW THE SOLUTION HELPED

The new BI solution allows the Australian Sales Team to have a common layer to access information and perform real-time analysis on their business, being able to make data-driven decisions on the most current data.

The adoption of the AWS infrastructure not only enabled an even faster deployment, but it also minimized the users' response time thanks to the infrastructure proximity, leading to an outstanding user experience both for desktop and mobile access.

## RESULTS, ROI AND FUTURE PLANS

By leveraging AWS we were able to manage the challenging timeline delivering a high-quality modern BI solution in 4 months.

The users' community is using the solution on a day-by-day basis both at the office and on the field when visiting customers, thanks to the mobile access and to the excellent response time provided by AWS global infrastructure.

The lack of upfront investment required by the cloud is also providing the client the flexibility and comfort to deploy additional solutions that could provide the business the tools they need to run better.

## ABOUT THE AUTHOR

### ERMANNNO GALLO Technology Practice Manager

Ermanno has about 20 years of experience in the design, implementation, migration, management and deployment of complex architectures.

He is a pioneer in the field of cloud based technologies, with a particular focus on the Infrastructure and Platform As a Service model.

Ermanno has collaborated with multinational companies helping them with large Enterprise Transformation projects, migrating their SAP and Oracle based landscapes to the AWS cloud.



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