SAP Customers: Can You Lower Your Total Cost of Ownership?

Accenture SAP® Platform Cost Assessment
Helping You Answer that Question

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Today's Hardware and Software Challenges

Many companies are facing important investment decisions as they look at the hardware needed to support their mission-critical SAP applications. The reasons vary. Companies just beginning an SAP implementation face an initial investment. Companies with existing SAP implementations may be dealing with expiring hardware leases, or with aging hardware in need of a technology refresh. Other companies are looking to consolidate their systems or extend their existing functionality and, for that, they need additional computing power. Still other organizations are looking for additional hardware because their upgrade requires more CPU, disk space and memory to run SAP's new enterprise release 4.7.

For any or all of these hardware upgrade scenarios, can a bundled migration to a lower-priced platform deliver a return on investment? Can it lower a company's total cost of ownership (TCO)? Answering those questions through rigorous financial and technical analysis is the purpose of the Accenture SAP Platform Cost Assessment from Accenture and Avanade.

Why Consider the Microsoft Platform and Intel Technology?

If you are making a hardware acquisition now or in the near future, Microsoft® and Intel® technologies offer large and small organizations alike a platform that can lower the cost to acquire and operate SAP systems. Companies deploying SAP on Microsoft platform and Intel technology can achieve savings in hardware and software acquisition, administration and operations

software costs. Organizations implementing this platform have seen benefits such as*:

- From 20 to 70 percent savings on server acquisition through the use of lower-cost Intel-based servers.

- Up to 70 percent savings on database and operating system licensing and administration costs.

- Up to 50 percent savings on the acquisition and deployment of system management software.

The performance and cost savings delivered by Microsoft platform and Intel technology have not gone unnoticed by organizations today. The latest industry figures show Microsoft Windows® to be the deployment platform for approximately 60 percent of all new SAP installations. In fact, Windows has been SAP's top shipping platform for the last three years. Many large companies are running Windows and Microsoft SQL

*As observed in industry reports, as well as Accenture proposal activity and internal studies.

Server™ for their SAP applications, some with over 1,000 concurrent users. Because Windows has been shown to be enterprise ready, scaleable and reliable for large-scale implementations, companies across a wide variety of industries are now deploying their SAP applications on Windows to reduce their total cost of ownership.

Making the Case for Change: Running the Platform Cost Assessment

How can CIOs and technology managers determine if the Microsoft platform and Intel technology is right for them? That's the value of Accenture and Avanade's proprietary cost assessment. For companies looking at buying new hardware and/or upgrading their SAP systems, this diagnostic tool provides a comprehensive financial review of different platform options.

- Hardware acquisition and maintenance costs
- Non-application software and maintenance costs
- System and database administration costs
- Platform migration costs

The multi-year TCO model produced by the Accenture team will show both budgetary and cash flow views of the data, indicating where the break-even point will occur for your organization. Finally, Accenture will work with you to create a plan for implementing or migrating to your platform of choice.

What results have occurred from running the assessment for companies? Accenture and Avanade recently ran one for a $1 billion global company in the health and life sciences industry and identified $2.5 million in savings the company could realize over five years by migrating to a Microsoft platform and Intel technology.

Act Now!

Find out more about the Accenture SAP Platform Cost Assessment:

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How does it work? Simply put, we roll up our sleeves and get "down and dirty" as we work closely with clients over a two-week period to do a multi-year TCO analysis on a cash flow and budgetary basis. During the first week, we identify the platforms that will be compared, as well as the mySAP™ applications that are within scope. We interview stakeholders, request hardware and software quotes, drawing on our network of technology partners, and we work with your company's technical team and the relevant hardware vendor to define a system architecture.

In the second week, we identify support requirements for each platform, identify the conversion costs, and develop a high-level implementation timeline.

The result: a complete cost picture showing:

- Current and proposed production, development and test environments

Bringing It All Together: Accenture, Avanade, Intel and Microsoft—Working with SAP, Collaborating With You

With a 30-year track record delivering large-scale, complex SAP implementations for its clients, Accenture is well-positioned to help companies find and deliver value to your organization. Accenture brings its insights and experience from SAP projects across all industries, while Avanade, jointly owned by Accenture and Microsoft, provides more Microsoft expertise than any other system integrator. Complementing these strengths is Intel's experience delivering data center-class performance, reliability, availability and scalability for SAP users, with Intel architecture currently powering 65% of all new mySAP Business Suite deployments.

About Avanade

Avanade is the premier global technology integrator for Microsoft solutions and a joint venture between Microsoft and Accenture. Avanade's certified technologists help customers use Microsoft technology to realize a lower total cost of ownership for their infrastructure and application investments. More information is available at www.avanade.com

About Intel

For over three decades, Intel Corporation has developed technology enabling the computer and Internet revolution that has changed the world. Intel is at the forefront as a primary building block supplier for the Internet economy. Today, companies incorporate Intel architecture-based solutions across their IT environments to create successful e-Business infrastructures. For more information on Intel and its role in e-Business, visit us on the web: http://www.intel.com/ebusiness/

About Microsoft

Founded in 1975, Microsoft is the worldwide leader in software, services and Internet technologies for personal and business computing. The company offers a wide range of products and services designed to empower people through great software-any time, any place and on any device.

About Accenture

Accenture is a global management consulting and technology services company. Committed to delivering innovation, Accenture collaborates with its clients to help them realize their visions and create tangible value. With deep industry expertise, broad global resources and proven experience in consulting and outsourcing, Accenture can mobilize the right people, skills, alliances and technologies. With more than 80,000 people in 47 countries, the company generated net revenues of US$11.6 billion for the fiscal year ended August 31, 2002. Its home page is www.accenture.com.