

G-Cloud 15

SAP Cloud Implementation and Migration Services



Atos

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1. What is SAP Cloud Implementation and Migration Service?

The digitalisation of businesses and industries requires organisations to adapt, innovate and respond at speed. Moving critical applications such as SAP to S/4HANA Cloud is one of the most impactful transformations an organisation can undertake, enabling infrastructure modernisation, accelerated innovation and measurable business improvement. S/4HANA Cloud is seeing strong global adoption, driven by its ability to modernise platforms, optimise cost models and enhance end-to-end business processes.

However, for many Public Sector organisations, there are additional considerations: data sovereignty constraints or higher security requirements due to data classifications that must be incorporated, which can result in the need for Sovereign Cloud delivery and hybrid and multi-cloud solutions to ensure the right fit. Atos provides services specific to the requirements of the Public Sector.

The Atos SAP Cloud Implementation and Migration Service enables clients to migrate their existing SAP landscapes from any environment to the cloud. Atos brings a proven track record, with over 50 successful S/4HANA migrations delivered globally. Additionally, Atos has implemented more than 25 hyperscaler projects aligned to the RISE with SAP roadmap, alongside extensive experience across SaaS and SAP BTP programmes, with 12 implementations in each area.

As an SAP Global Value Added Reseller, Atos has resell authorisation for both SAP RISE private and public editions of solutions.

The Cloud migration service can migrate your SAP landscape to Amazon's AWS, Microsoft's Azure, or Google's GCP. Not all clouds are built equally, and we will discuss and advise on which cloud is the best fit for your business.

For all engagements, we advise starting with a brief Discovery engagement to ensure that the migration method delivers the best value and lowest risk for both IT and the business. Our Discovery portfolio includes:

- an advisory assessment including a value case,
- definition of a customer-specific roadmap and
- Proof of Concept migrations if applicable.

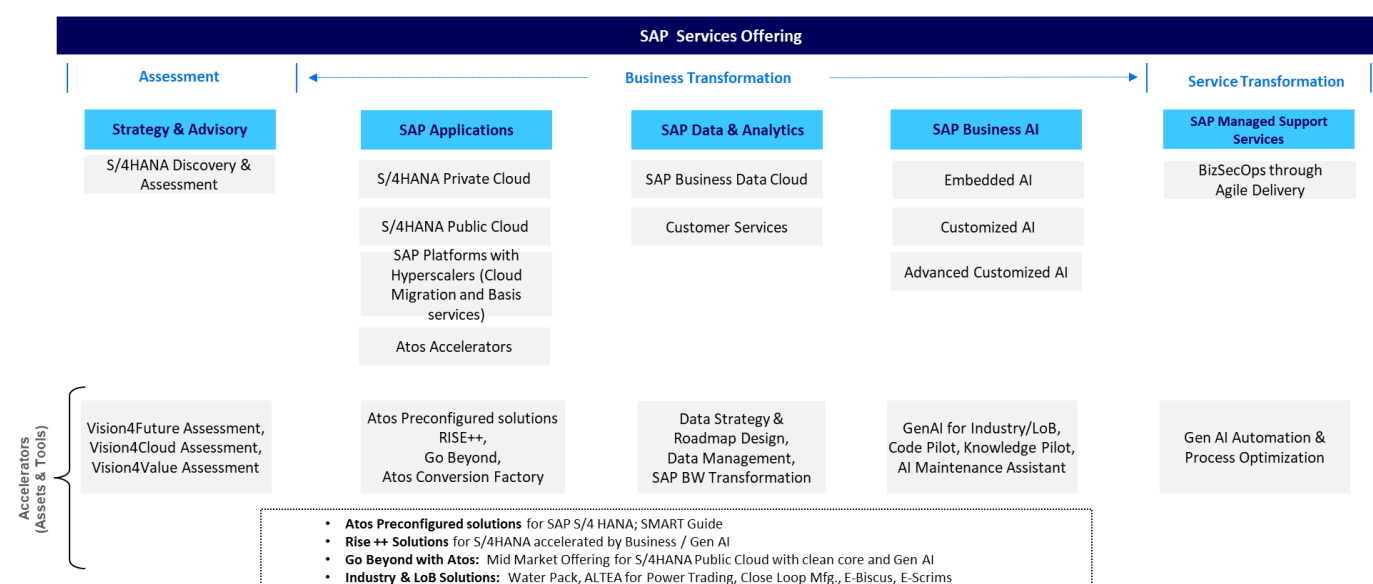
From an SAP Technical perspective, this service covers the SAP Technical (SAP Basis) and Cloud operations, and from an application perspective, it covers S/4HANA and BW/4HANA migrations.

With our Cloud services, we help customers utilise the potential of Cloud PaaS by leveraging the commercial benefits of our partnerships with hyperscalers AWS, Azure and Google, delivering a cost-effective, low-risk transformation.

Atos SAP Extended Services Offering combines all our leading SAP capabilities, services, and toolkits, based on our experience in SAP Business Transformations

Atos SAP Extended Migration & Implementation Services Offering

Engaging through Customer Transformation Journey



Atos services and accelerators for migration to SAP Cloud

Our offering helps enterprises effectively upgrade, transform, automate and manage their SAP environments on the cloud to quickly realise the full business value of becoming an intelligent enterprise.



2. What does it deliver?

Atos will work alongside you to discover, define and decide the deliverables that maximise the benefits available to you from moving SAP to the cloud.

The service offers three migration options from your current SAP platform to the new RISE for SAP:

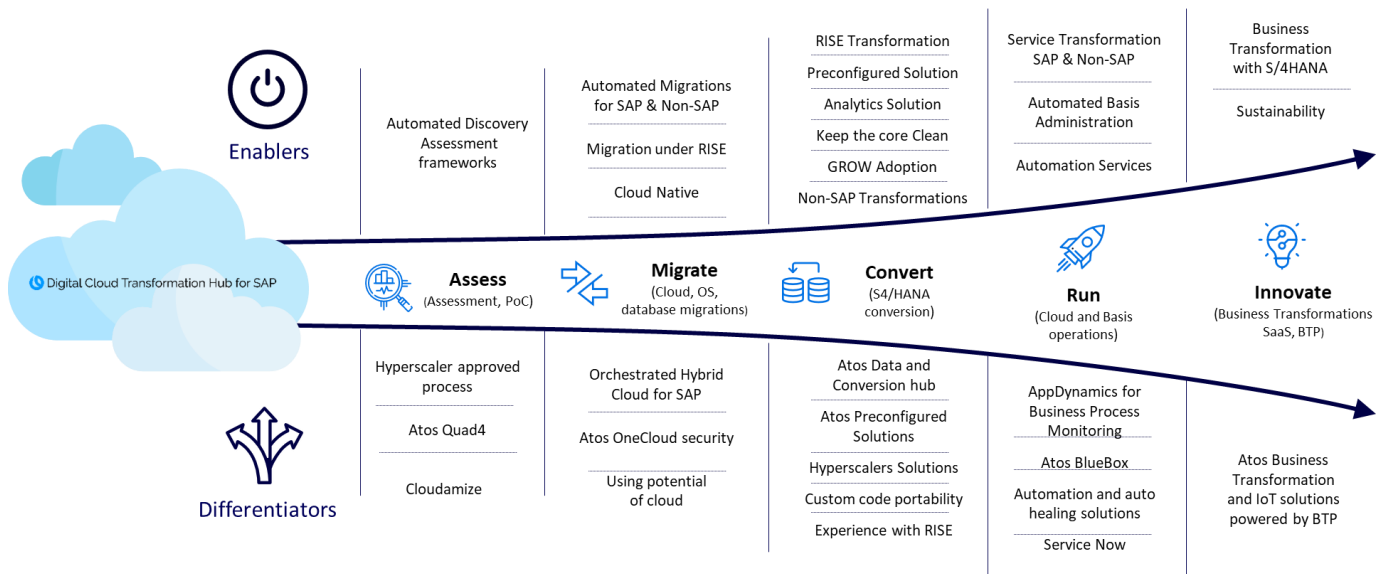
1. greenfield implementation (i.e. a new implementation on the SAP Cloud Business Suite).
2. brownfield migration (i.e. a conversion from the existing SAP system into the SAP Cloud Business Suite).
3. selective data migration (i.e. a data migration on a greenfield SAP Cloud Business Suite—this includes system consolidations). This is a specialised offer that Atos can do, or with the help of partners.

For brownfield migrations, we leverage our Atos Conversion Factory migration frameworks, tools, expertise, and high levels of automation, while for greenfield implementations, we leverage our Public Sector knowledge, reflected in our Atos S/4HANA Preconfigured Solution for the Public Sector. For selective data migrations, we have proven partnerships with SNP and EPI-USE, who provide automated tooling to ensure a secure, efficient and low-risk approach

Below is our portfolio of services to safely and efficiently guide customers through the transformation to the S/4HANA RISE and GROW models, supported by the SAP ERP Cloud and SAP ERP Cloud Private platforms.

Atos Digital Cloud Transformation Hub for SAP

The Journey Towards Cloudification. Full stack unit for RISE, GROW and native transformation



The Journey towards Cloudification

As a certified HANA Cloud partner, our customers benefit from our broad infrastructure capabilities, including Cloud, On-Premise, and Hybrid platforms. Regardless of a customer's landscape, Atos' extensive capability and partner network will ensure we can support any customer with their S/4HANA strategy. Atos has considerable experience in SAP deployments on different Cloud platforms, including AWS, Azure, Google and SAP Cloud. In addition, our Cloud offering supports the operation of a Hybrid Cloud. We work with our customers to assess the optimal solutions in terms of landscape, scaling, and Cloud partner, and subsequently deliver the migration using proven methods and tools to accelerate and assure the system migration to Cloud.

Atos' expertise in SAP implementations and migrations has been independently recognised, with Atos positioned as a Leader in SAP S/4HANA System Transformation across multiple regions by the global analyst and advisory firm ISG. As well as a Leader globally in the RISE with SAP Implementation category.

Business Focus:

Our unique Vision4SAP advisory offering helps our customers optimise their SAP Solution, from consolidating their systems landscape through to aligning their processes, drawing on our experience of over 15 years of Consolidation and Harmonisation programs. We work with our customers in our Vision4SAP engagements to deliver a clear roadmap and recommendations to define the optimal extent of system consolidation and process

harmonisation to drive value and efficiency in their business operations. This results in a clear strategy and aligned processes before starting the implementation and migration to S/4HANA, which, in turn, will lead to internal stakeholder buy-in, an effective change management framework, and a more efficient implementation.

Our management consulting framework includes the relevant components and functionality to:

- Align and operationalise Business and IT-strategy from a top-down perspective, including both business and IT requirements analysis.
- Share best practices from comparable Consolidation and Harmonisation programs to optimise the approach specific to each customer.
- Provide a well-founded, coherent business case which is aligned with industry trends and strategic business targets.
- Choose the most beneficial implementation and migration approach.

Atos has extensive Public Sector expertise and experience, including expertise on SAP solutions for central government agencies, local government authorities, and airport authorities, with a focus on security and compliance. We also have an S/4HANA Preconfigured Solution for Public Sector organisations, to enable rapid and cost-effective deployment of the new platform and processes. This Preconfigured Solution can help our customers accelerate their S/4HANA enablement. This offering will allow our customers to realise the benefits of an Intelligent Enterprise faster, including increased automation, greater visibility across end-to-end business processes, greater planning agility, and personalised insights delivered to all employees in the context of their role.

We assist our customers on their journey to Cloud through vertical solutions, including Atos preconfigured S/4HANA Cloud for back-office and Safe Cloud solutions for data and applications security.

Atos has teamed up with SAP, in support of both customer journeys **RISE with SAP Cloud ERP Private and SAP Cloud Public** and **GROW with SAP Cloud ERP**, which are SAP's strategic SaaS offerings that help customers take their business-critical elements into the cloud, accelerating their digital transformation and value realisation of their investments in their journey to an intelligent enterprise.

These offerings offer a holistic 'on-your-terms' and 'on-your-timeline' transformation to the intelligent enterprise. This offers you a faster time to premier value and the flexibility you need without a high up-front investment.

The RISE offering is a subscription service for both platform and application software solutions, focused on existing SAP customers, managed under a single contract, offering Private Cloud instances of SAP S/4HANA dedicated to a single customer, as well as Public Cloud Elements. Alternatively, GROW with SAP is a subscription-based SaaS focused on new customers based on a Public Cloud approach, where multiple clients share the same platform. Each offering and strategy has its own strengths, and Atos can help guide our clients in making the right platform choice.

But Atos is not simply a partner of SAP; it was also one of the very first SAP partners to go live on SAP S/4HANA Cloud, private edition. This successful implementation spanned the entire Atos business- to all 105,000 employees across 71 countries – and was made possible in record time. The learnings from our own transformation to S/4HANA are incorporated into the services we offer our customers.

Drive Digital Transformation with SAP S/4HANA:

We offer a range of Digital Transformation services that guide our customers in the following areas:

- **Awareness & visioning:** Innovation workshops that showcase the art of the possible (for example, Employee Experience, Internet of Things, and Artificial Intelligence use cases) and analysis of technical readiness to reach those goals. These include demonstrations of relevant solutions and an evaluation of the current solution.
- **Strategy & design:** Definition of the future 'To Be' architecture; Implementation plan and approach; Business Case Support and Proof of Concept solutions to determine technical feasibility for re-implementation, conversion or an enhanced approach such as conversion with selective data migration.
- **Deploy & simplify:** Building and implementing the future SAP landscape, including training and change management, template design, build and rollout.
- **Run & Improve:** Operation, support and optimisation of the architecture.

As an SAP Global Strategic Services Partner, our Public Sector experts understand how best to leverage SAP solutions for your industry and will work with you to achieve the optimal **Architecture and Design** solution for your organisation. Based on our recommended system architecture, we provide a high-fit solution that may include an industry-specific solution, a more generic best-practice process baseline, or a combination of both. The result is a scalable architecture with the right components, which, in turn, enables an accelerated implementation approach designed to suit our customers' organisations and people.

We also leverage **SAP Best Practices via SAP Signavio Process Navigator** as a starting point for each new implementation to enable an assured implementation and effective adoption by the user community. This means we use the SAP S/4HANA delivered processes as the baseline for the design, rather than starting from scratch, thereby resulting in an accelerated implementation project. Not only does this streamline implementation, but customers can base the landscape on best-practice processes that have been extensively researched and designed.

Atos also offers two distinct accelerators for the implementation of S/4HANA:

1. **A Sandbox S/4HANA system** for the purpose of system walk-throughs, training, supporting initial discovery workshops, and enabling customers to test the end-to-end processes with the new user interface (Fiori). This Atos Cloud System can be used to define a more accurate business case and improve project planning when implementing S/4HANA. This enables, in turn, reducing project risk because more processes have been tested. the new user interface. The system can then remain available as a reference throughout the project.
2. **Free of charge, Atos Preconfigured Solution on S/4HANA**, with additional preconfigured processes and documentation that further accelerate our implementations.

Our decades of experience implementing and supporting SAP systems for our customers have given us a wealth of lessons learned and an understanding that there is no 'one size fits all'.

We also ensure that the framework we use to design and manage our delivery is underpinned by proven methodologies, and as such, we have adopted the SAP Activate Methodology as standard for all our projects. catering for both waterfall and agile approaches, which deliver accelerators, including templates, guides, and content-rich artefacts such as test scripts, business process maps and descriptions. This is further enriched with our Atos SMART-Guide, structured guidance for delivering S/4HANA projects following a phased approach with workstreams, work packages and deliverables relevant for specific project types based on Atos' vast experience and best practices from multiple successful SAP projects.

SAP Data Management and Analytics

Atos developed solutions that leverage the capabilities of SAP Business Data Cloud, the SAP solution to unify, govern, and share data across systems and landscapes in a secure and compliant way. The main features of this cloud native platform are:

- Prebuilt intelligent apps. E.g. HR Workforce management, Procurement Spend Management
- Live querying of SAP and non-SAP systems
- Advanced AI and ML features, including advanced simulations for forecasting risk analysis and planning

Atos provides accelerators to help existing BW customers migrate their Business Warehouse to BDC, including automated code analysis, document generation, risk mitigation, accurate complexity estimation, and improved cost estimation.

Another Atos accelerator enables the rapid integration/configuration of data into SAP Business Data Cloud to reduce the effort and time required to set up and manage data flows between systems, which results in users accessing the data more quickly and easily, enhancing their decision-making capabilities.

Below are some logos of recent S/4HANA transformation success stories



Figure: customer logos of transformation success stories



3. What technology does it use?

SAP S/4HANA Cloud is at the core of SAP Cloud SaaS, which also includes SuccessFactors for HCM, Ariba for procurement, Concur for expenses, and the SAP Business Technology Platform that enables the intelligent enterprise, as well as SAP Business Data Cloud for Business Intelligence.

Both Public and Private editions of SAP S/4HANA are hosted on the European SAP Cloud, where you can select the underlying cloud technology from AWS, Azure, Google Cloud or SAP Cloud. SAP is currently offering a UK Sovereign Cloud platform for clients with more stringent data sovereignty and security requirements.

An alternative approach, using the SAP S/4 HANA on-premises edition, can be hosted on-premises or on major cloud providers certified to host SAP, including AWS, Azure, and Google Cloud.

The Atos SAP Cloud Platform is a PaaS that enables the Digital Transformation of our customers by delivering a comprehensive set of services to manage both cloud and non-cloud environments. This includes Security and Connectivity.

Security

SAP Cloud Platform Identity Authentication simplifies the user experience in the cloud by providing single-sign-on capabilities. Employees and partners log in just once – from anywhere and on any device. Administrators gain a single central entry point for configuring user-management processes across all cloud-based applications. The service also supports identity federation. With all internal and external identities in one place, administration is more efficient, less error-prone, and more secure. SAP Cloud Platform Identity Authentication is based on trusted security standards. You can establish authentication and single sign-on mechanisms using proven technologies such as the Security Assertion Markup Language (SAML) or OpenID Connect. You can also connect several identity providers (IDPs) in a heterogeneous landscape to streamline your identity processes.

Connectivity

The Connectivity service enables SAP Cloud Platform applications to securely access remote services running on the Internet or on-premises. This service also allows you to connect to on-premises systems using the Cloud Connector and establish a secure tunnel from your on-premises network to applications on SAP Cloud Platform, while you retain full control and auditability over what is exposed to the cloud.

Atos' differentiators are the delivery of an accelerated proof of concept (PoC) for customers to assess the Cloud solution, accelerated migration to Azure and our expertise and experience with our Public Sector vertical solutions, including the preconfigured back-office solution.

The Atos SAP Cloud Offering is part of the Global Smart Platforms Capability, which also includes ServiceNow and Salesforce.



4. What terms apply?

To the fullest extent permitted under G-Cloud 15 Framework Agreement and the Call-Off Contract, Atos will provide the Services in accordance with the Atos Supplier Terms (which will include, but may not be limited to , the Supplier Acceptable Use Policy, Supplier Data Processing Agreement, Supplier Specific Shared Responsibility Model, Supplier SLAs and Supplier Licence Terms and any applicable Third-Party Terms outlined in this Service Description document and the Order Form) and this Service Description document.

For clarity:

- Atos Supplier Terms may be modified in accordance with the provisions of the Call-Off Contract, and remain effective except where expressly overridden.
- Hyperlinks included in the Atos Supplier Terms and Service Description document remain effective where they point to Atos' or the relevant Third-Party Terms or documents. Should a hyperlink cease to function, Atos will work with the client to update it through the agreed procedure.

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5. Termination

Termination shall be in accordance with:

- The G-Cloud 15 Framework terms and conditions
- Any terms agreed within the Order Form of the relevant Call-Off Contract
- For this specific service, by default Atos ask for at least thirty (30) days prior written notice of termination without cause.

Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and indicated in the Order Form) related thereto.



6. How do I order?

Please contact our team at: gcloud@atos.net

- We will prepare a quotation for your review, including any applicable volume discounts.
- Once the quotation is agreed, we will issue the necessary documentation (as required by the G-Cloud Framework) and request a purchase order from you.
- Upon receipt of your purchase order, we will configure the services in line with the agreed requirements. Where applicable, you will also receive access to our self-service portal to begin provisioning services.
- If you are a new customer, you may need to complete additional 'new supplier' forms.
- Invoices will be issued to you and to Crown Commercial Service (CCS), quoting the purchase order number, for the services procured.
- We will also submit the required monthly management information reports to Government Procurement.



7. Glossary

Term	Definition
AI	Artificial Intelligence
AWS	Amazon Web Services
BDC	Batch Data Communication
BW	Business Warehouse
ERP	Enterprise Resource Planning
GCP	Google Cloud Platform
GROW	Goal, Reality, Options, Way Forward
HCM	Human Capital Management
HR	Human Resources
IDP	Identity Provider
ISG	Information Services Group
IT	Information Technology
ML	Machine Learning
PaaS	Platform as a Service
PoC	Proof of Concept
RISE	RISE with SAP is a managed cloud offering that helps organisations move their SAP systems to the cloud.
SaaS	Software as a Service
SAML	Security Assertion Markup Language
SNP	ServiceNow Platform



8. Why Atos

Atos has been a trusted partner on every G-Cloud iteration since the framework began, helping Public Sector organisations modernise with confidence. We combine global expertise with deep UK experience, delivering secure, scalable cloud solutions that meet the highest government standards.

As Europe's leading provider of cloud and cybersecurity services, Atos offers end-to-end capabilities - from migration and hosting to SaaS and consultancy - supported by UK delivery centres and strategic partnerships with hyperscalers.

Our focus on innovation, sustainability, and social value ensures that customers not only achieve operational excellence but also contribute to a greener, fairer future. With Atos, you gain a proven partner committed to driving efficiency, resilience, and transformation across public service.



About Atos

Atos Group is a global leader in digital transformation with c. 67,000 employees and annual revenue of c. €10 billion, operating in 61 countries under two brands — Atos for services and Atos for products. European number one in cybersecurity, cloud and high-performance computing, Atos Group is committed to a secure and decarbonized future and provides tailored AI-powered, end-to-end solutions for all industries. Atos Group is the brand under which Atos SE (Societas Europaea) operates. Atos SE is listed on Euronext Paris.

The purpose of Atos Group is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Learn more at: atos.net