

# Rapidly changing markets require IBM Rapid IMPACT

Welcome to SAP on Azure—the next generation of ERP



In the midst of the tremendous disruption in today's market and new global challenges, it's more important than ever for business leaders to make informed decisions—quickly.

From navigating new complexities within the organization to maintaining business continuity and the health and safety of employees, these unprecedented times require a new approach. Companies must find a way to stay proactive instead of reactive—and to identify the most optimal opportunities to act. In addition, the volatility is placing increased significance on financial considerations: enhancing liquidity, increasing cash flow, lowering operating costs. Making cuts is not enough. Instead, it's essential to systematically address resiliency and financial concerns, build capabilities that will help your organization stay competitive, and take the most strategic steps in order to find success on the other side of the crisis.

### Capture immediate financial opportunity while building resiliency for the future with the cloud

One of the keys to moving your business to even greater success is tapping into the full potential of your ERP solution. The first step? Taking a closer look at moving

or implementing SAP on Azure to evaluate the risks and rewards with IBM's Rapid IMPACT assessment.

A two-week, remotely managed assessment, Rapid IMPACT uses a hypothesis-based approach to quickly analyze your existing (or new) ERP platform and provides quantitative data points to help you plan your journey. This singular offering also builds the business case aligned to your core strategy and goals associated with SAP and the cloud. Finally, Rapid IMPACT guides you to make the right enterprise-wide decisions—and identify the right approach for your unique, real-time needs.

From remodeling supply chains and reducing high datacenter infrastructure cost to optimizing operating expenses and strengthening balance sheets, see what steps you can take to stay on the leading edge, even in uncertain times. When you leverage the power of IBM Rapid IMPACT, we'll also help you evaluate the financial impact of moving to SAP on Azure so you can take action for both near- and long-term advantage.

### A partner, not just a product

IBM is one of the top five global system integrators for Microsoft and is recognized as a leader by IDC for worldwide Microsoft implementation services.

## IBM Rapid IMPACT:

- **Provides immediate insights** and clarity on which tactics can result in the greatest financial impact, including viable near-term cost reductions that allow for longer-term success.
- **Quantifies IT operating costs**, including ways to optimize Azure consumption licenses.
- **Pinpoints mid- to longer-term opportunities** to enhance liquidity and to create more resilient, more flexible, more scalable, more cost-effective operating models.
- **Helps identify your best path** to cloud migration to Azure, including the end-to-end impact and information on how to mitigate risks.

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#### For more information:

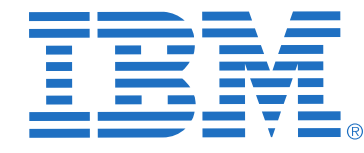
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The IBM Global Business Services (GBS) SAP team includes over 37,000 SAP consultants, 19,000 of whom are trained in SAP S/4HANA. Complementing that team are 4,600 GBS practitioners trained in Microsoft technologies across 27 countries. The GBS team also has extensive experience delivering highly complex SAP implementations and has deeply rooted relationships with both Microsoft and SAP.

With 34 years of industry experience, proven SAP on Azure expertise, and a deep history in architecture and build as the global system integrator with the largest SAP customer base, IBM doesn't just provide products; we become a trusted advisor. Our GBS team is uniquely qualified to guide you through not only your SAP on Azure journey—but also to the most optimized decisions for your financial success.

## Building the case for change

Our goal is to guide companies in deciding how, when, and where to make highly informed decisions to capture significant financial value. The IBM Rapid IMPACT team will help you make the business case for your journey. We'll help you identify opportunities for success across your implementation and migration, such as automation and streamlined processes to drive substantial optimization in working capital and operating expenses.

For example, a recent study by Forrester Consulting projects that clients can see a three-year cost savings of \$7.2 million from retiring legacy hardware and software. In addition, surveyed clients also experienced faster time-to-market for SAP releases, avoided costs of overprovisioned hardware, and avoided the costs of physical datacenter space.

## Cloud-based innovation delivered

Azure's scale and burst capacity combined with Microsoft's security, privacy, compliance, and machine learning capabilities make Azure a leader in hyperscale for complex SAP workloads.

By leveraging Azure for your SAP workloads, you can take advantage of the cloud—and transform your business to create significant competitive advantage. The Azure platform also enables you to accelerate innovation by leveraging AI, DevOps, predictive analytics, business insights from petabytes of data in a data lake, machine learning, IoT, blockchain, and more. These capabilities aren't available unless your company is in the cloud. IBM GBS can help you navigate your best path forward and show you where you can innovate to find both near- and long-term success.

#1 in SAP Customer Satisfaction | SAP S4/HANA Innovation Partner of the Year |  
Microsoft Gold Partner | SAP Quality Partner of the Year and Value-Added Reseller 2 Consecutive Years



## Case study

# Deluxe Corporation

## Overview

More than a century ago, W.R. Hotchkiss invented a little product that changed banking: the checkbook. With a big idea and plenty of dedication, he took a \$300 small business loan and founded Deluxe Corporation. That humble beginning turned into a century of helping enterprises, small business and financial institutions deepen customer relationships through trusted, technology-enabled solutions.

## Challenge

As part of its continual transformation, the company made a commitment to two growth markets, payments and cloud solutions, while continuing to service clients with its traditional portfolio. In making this transition, Deluxe confronted several key issues—from fragmented financial reporting to challenges with bringing the full value of its end-to-end portfolio to life across its entire customer base.

## Solution

First and foremost, Deluxe and IBM formed a bi-directional partnership based on trust. Deluxe entrusted IBM to enable its continual transformation to service constituents, and IBM committed the full weight of its organization to assist Deluxe in the journey. IBM also tightly coupled with/led SAP and Microsoft Corporation to ensure that

Deluxe would get the full value from its investment across vendors including IBM Red Hat.

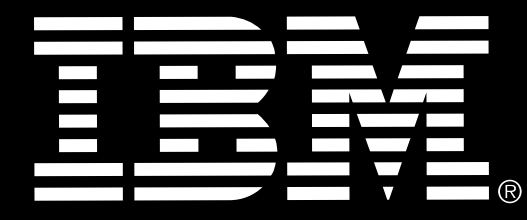
Deluxe leveraged IBM's Rapid IMPACT approach to help build a business case for how the company could maximize its investment in ERP consolidation. The focus of the SAP S/4HANA on Azure implementation was to lower cost and bring increasing value to how Deluxe services its customers. The partnership between Deluxe and IBM included Deluxe's purchase of both Microsoft Azure and SAP licenses from IBM in order to reduce cost and centralize management of the overall program.

In record time—and streamlined cost—IBM helped Deluxe implement SAP on Azure, even amid one of the most challenging periods in modern history, enabling Deluxe to continue its mission of helping businesses succeed without disruption.

The objective of this intense, high-speed project was to accelerate Deluxe's transformation as the leading payments provider for small businesses and financial institutions, and six months after engaging with IBM Global Business Services, Deluxe went live on April 1, 2020 with release 1, accelerating the deployment by leveraging SAP S/4HANA on Azure.

## Results

Deluxe has adopted best practices and harmonized business processes starting with financial consolidation. Given the profound impact on Deluxe's small- to mid-size business focus, these benefits are helping Deluxe enhance liquidity and optimize operating expenses for the benefit of its customers.



# Start driving rapid impact today

The key to making informed—and high-impact—financial decisions starts with IBM Rapid IMPACT. See how to enhance your liquidity and lower operating costs. Learn which ERP path to take, and how to not only survive but thrive in the midst of today's rapidly changing market landscape. And lean into the singular expertise and leading-edge approach of SAP S4/HANA's Innovation Partner of the Year.