

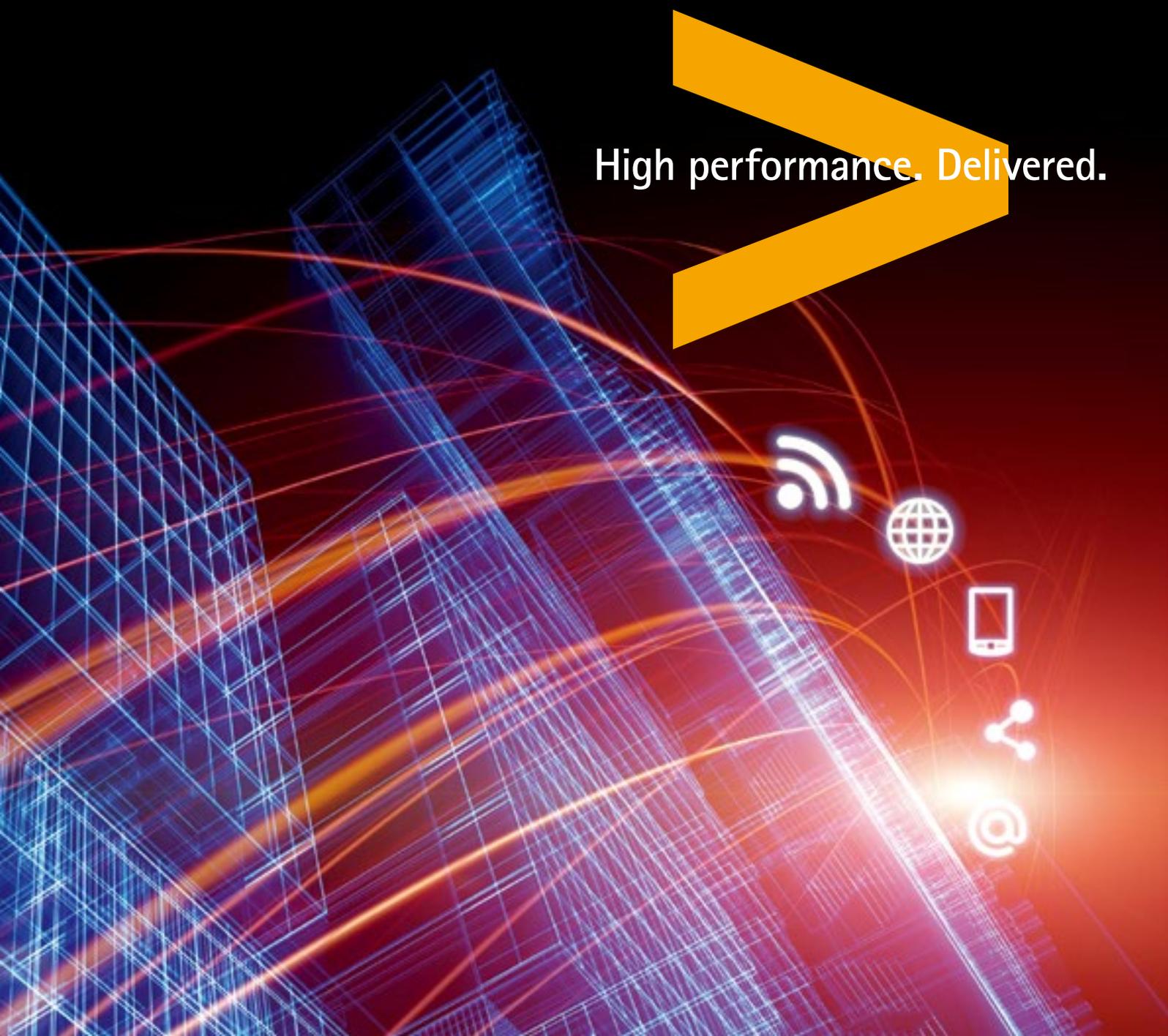
Huawei Accenture Strategic Agreement

Unlocking Agility, Speed and Scale

With Enterprise Private Cloud for SAP



High performance. Delivered.



In today's world, every business is a digital business. The competitive landscape is changing quickly and increasing numbers of organizations are implementing and reaping benefits from cloud-based solutions.

The time to differentiate by increasing agility, performance, and decreasing total cost of ownership is now. The Enterprise Private Cloud solution for SAP, offered from Accenture and Huawei, helps you leverage the cloud for your SAP environments. Above SAP ERP Central Component and Business Warehouse workloads, it also helps you to leverage in-memory analytics, mobility and other latest SAP technologies for these goals.

SAP solutions running in the cloud help facilitate implementations at pace and scale with certainty while remaining cost effective. They also help give you the agility and capability to transform the way IT and business adapts to ever-changing market and business needs preparing for a digital future.

Why SAP on Cloud?

Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS), Software-as-a-Service (SaaS) and Business-Process-as-a-Service (BPaaS) solutions—individually and collectively—help companies reduce large capital investments in IT. More significantly, they are playing an increasingly important role in driving top-line growth, which puts SAP, the key to enterprise management, at the heart of business changes for chief financial officers and chief information officers.

Table 1: The relevance of cloud-based SAP solutions to CFOs and CIOs

CFO's view: Business Analytics, Cost CFOs and executives need faster better analytics while controlling costs...		
<p>How do they...</p> <ul style="list-style-type: none"> • Address the need for real time insight with mobile access • Enhance processes around new SAP features such as HANA <p>...while controlling costs</p> <ul style="list-style-type: none"> • Enhance return on investments • Improve productivity • Help simplify and standardize systems 	<p>...and preparing for tomorrow?</p> <ul style="list-style-type: none"> • Get near real-time access to information in the enterprise today and foster a fact driven decision making culture • Position for improved business processes • Compete in a complex global economy 	<p>In the face of the challenges, CFO and executives may not realize they have a latent need to:</p> <ul style="list-style-type: none"> • Align and enhance the processes to take advantage of technology to address business requirements • Build the organizational capabilities and applications the enterprise requires to address strategic goals • Identify and obtain business analytics to steer the organization • Get more bang from the IT buck - maximize ROI
CIO view: Technical and Risk CIOs have a difficult time managing their SAP investment strategy...		
<p>How do they...</p> <ul style="list-style-type: none"> • Manage the risk of SAP upgrade and migration • Provide a more responsive Dev/Test environment to meet deadlines • Enhance sourcing strategy • Meet heightened requirements for data and insights 	<p>while controlling costs</p> <ul style="list-style-type: none"> • Deliver more with flat or declining budgets • Enhance efficiency, effectiveness • Simplify and standardize systems <p>...and preparing for tomorrow?</p> <ul style="list-style-type: none"> • Mobility – Access to SAP any time, anywhere • Capitalize on new technologies such as SAP HANA to gain competitive advantage and build new capabilities • Align IT with the needs of the business 	<p>In the face of these challenges, IT organizations need to work differently and leverage technology in new ways for results:</p> <ul style="list-style-type: none"> • Shape an IT organization that cost effectively supports the business • Implement processes more efficiently and effectively • Enhance IT sourcing strategy • Renew the technology base and standardize & simplify application architecture

Solution Overview

For enterprises and organizations that need flexible and scalable SAP solutions, Huawei and Accenture bring together a robust solution addressing that need.

Whether your business is planning to migrate existing SAP Enterprise Resource Planning systems or implement new systems and modules, Accenture and Huawei can help you accomplish this increased agility, availability, performance with SAP and cloud technologies backed by industry knowhow.

Our solution supports initiatives such as Infrastructure refreshes, OS migrations and environment virtualization to help improve performance and lower cost.

Application and Infrastructure Management is also included to simplify system and application management.

You can rely on the solution to address that in a cost effective manner lowering total cost of ownership with flexible commercials models such as operational expense models – and delivered under a single point of accountability.

The solution can be adapted for a range of industries including telecommunications, utilities, oil and gas, financial services and retail, among others (see Figure 1).

Accenture services for SAP technologies, consisting of consulting, system integration and migration, and help desk services supported by:

- Accenture Advanced Enterprise Solutions¹ for SAP which provides industry-specific, pre-configured, leading practice solutions, diagnostics tools and delivery accelerators.
- Huawei's FusionCloud solutions with converged infrastructure FusionCube, Cloud OS FusionSphere which is running on the SAP HANA platform on Huawei hardware, and cross-data center resource monitoring and capacity management (ManageOne).

Figure 1: How Accenture Advanced Enterprise Solutions and Huawei's FusionCloud work together



¹Accenture Advanced Enterprise Solutions (AAES): An industry offering that is powered by high-performance leading practices, trends and enabling Enterprise Resource Planning (ERP) technologies. It is a patented framework for industry business process based on integration with an underlying technology.

Solution Benefits

An outcome based approach helps you realize return on investment on your SAP environment.

Accenture and Huawei can provide you a platform to implement and migrate your SAP ERP Central Component and Business Warehouse environments to a managed, private cloud infrastructure – giving you a simpler, lower cost, higher performing systems and facilitating you to leverage new SAP technologies such as HANA and Fiori.

Leveraging our ability to deliver large and complex solutions, we can deliver business value at speed and scale with demonstrated methodologies and assets all under a single point of accountability.

Results Delivered by Accenture and Huawei

Accenture and Huawei help you quickly realize greater value from your SAP infrastructure investments by providing:



- An agile and robust cloud-based environment for your critical ERP workloads



- Business insights anytime to facilitate better and faster decision making
- Mobility platform enabling access to SAP Business Suite software



- Simplified systems management and operations
- Cost effective solution with low total cost of ownership



- Analytics engine with initial functional reports
- In-memory SAP HANA technologies



- Help improve recovery time of SAP systems



- Resilient application and infrastructure environments supported by automated load management; efficient disaster recovery; efficient application lifecycle; and application consolidation



- Rapid and automated provisioning of SAP environments
- Increased SAP application performance



- Demonstrated methodologies, assets and accelerators to ensure delivery at speed and scale with certainty

Our Capabilities

We invest continuously to keep our team, assets, relationships, delivery capability and service portfolio at their peak – and ahead of the rest.

Accenture

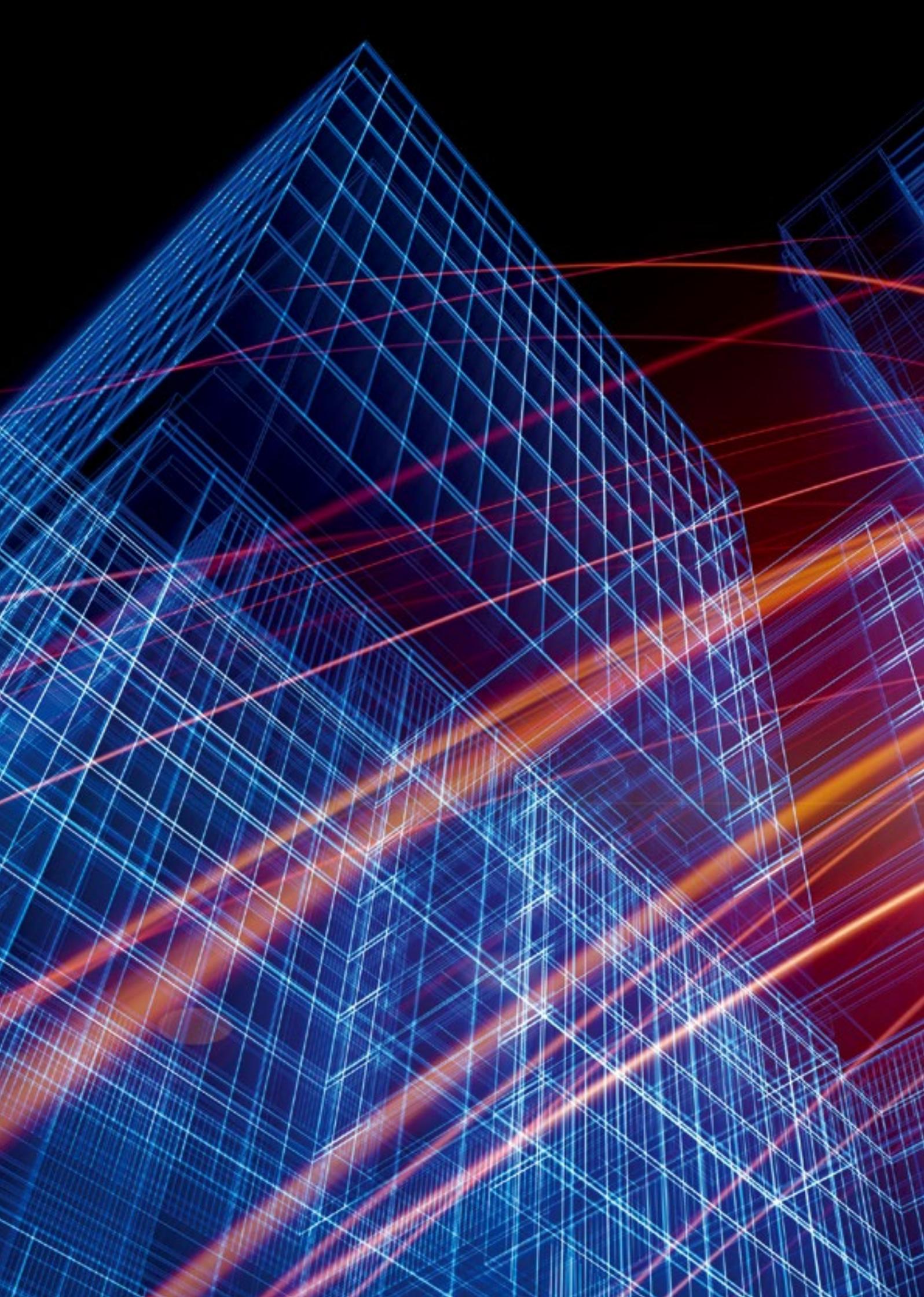
As SAP's largest service provider, Accenture offers its Application Services for SAP, consisting of consulting, system integration, migration, application maintenance outsourcing and help desk services.

Accenture Advanced Enterprise Solutions for SAP provides a set of industry-specific, pre-configured, leading practice solutions, diagnostics and delivery accelerators, field tested methodologies, templates and assets to streamline and accelerate refresh, migration, and implementation of new capabilities and modules.

Huawei

As the global strategic partner with Accenture and SAP, Huawei's solutions based on SAP serves over 200 clients in 30 countries and regions across mainstream industries such as resources, retail, government, high technology and carriers accumulating vast experience in implementation and operation. As a SAP global technology partner, Huawei has always been on a customer-oriented journey to create excellent value through open cooperation and joint innovation.

"Our multi-disciplinary, integrated teams unite industry, process and technology expertise with business acumen. We can offer precisely the right functional, industry, language and cultural skills to meet your needs."



About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

Accenture has been operating in Greater China for more than 25 years. Today, the Greater China practice has more than 11,000 people serving clients across the region and has offices in Beijing, Shanghai, Dalian, Chengdu, Guangzhou, Shenzhen, Hong Kong and Taipei.

For more information about Accenture, please visit its corporate homepage www.accenture.com and its Greater China homepage www.accenture.cn.

About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world's population. Founded in 1987, Huawei is a private company fully owned by its employees. For more information, please visit Huawei online at www.huawei.com.

To learn more about the Enterprise Private Cloud Solution offered by Huawei and Accenture, please contact:

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Leadership

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