

Case Study

Driving Innovation Led Business Growth with SAP on AWS for a Middle-East Seafood Industry Leader



About the Client

Alliance Foods Company LLC (ASMAK) is a frontline supplier of fresh and frozen marine products across the Middle East and key global markets. It has developed full-spectrum competence in food supply chain operations, ranging from bulk procurement, processing, exports, and the last mile delivery of its products to their points of consumption worldwide. Across MENA, the organization maintains an omnichannel market presence and is currently a trusted vendor for both the retail and significant enterprise customers operating in the region.

Engagement Snapshot

Headquarters: Dubai, UAE

Industry: Food - Seafood

Engagement Model: Hybrid (Onsite/Offshore)

Service Type: Application Management Service & Cloud Infra Support

Geographic Impacted: UAE & KSA

Technologies & Services

SAP S/4 HANA 1909, SAP (ABAP, Fiori, SD, MM, FICO, EWM, SuccessFactors, HCM & PPQM)

AWS (EC2 Instances, VPN, S3, WAF, KMS, RDS, IAM, CloudTrail, CloudWatch) Windows, Linux, Networking, Server Administration & Scripting



Business Needs

With the rising cost pressures, shifting market realities, and compelling agility demands, ASMAK expected better returns on its AWS and SAP investments. The business wanted to seamlessly replicate the high availability, reliability, and security of its SAP landscape across geographies with a greenfield migration from on-premises to AWS.

ASMAK engaged with AWS Advanced Consulting Partner SoltiusME, who would drive their enterprise cloud strategy, ensure business continuity with minimal disruptions through Cloud Security, and AWS Implementation for SAP

Landscape. Aiming for lower latency and higher performance, the company sought help to reduce costs for the annual SAP Managed/Hosting Service on AWS. Simultaneously the team wanted an end-to-end L3 support coverage for the critical functional modules, including **SD, MM, FICO, SF, HCM & PPQM under S/4 HANA and the SAP SuccessFactors application on the AWS platform**. They also wanted to leverage available technological enhancements consistently and was looking for a partner to deliver a strategic technology roadmap that included.

Complete setup of AWS with deployment readiness for the SAP S/4 HANA applications residing in over 14 on-premises servers

1

Continuous oversight to ensure the security, reliability, and high availability of the AWS hosted SAP landscape

3

Custom development and enhancements to meet the evolving business goals

5

End-to-end implementation of the solution in the AWS cloud infrastructure

2

Complete range of AWS Infrastructure-as-a-Service (IaaS) management functionalities to ensure the steady-state and predictability of the client's SAP assets

4

Robust Disaster Recovery Strategy to assure the optimum resilience of the client's enterprise application portfolio

6

Solution

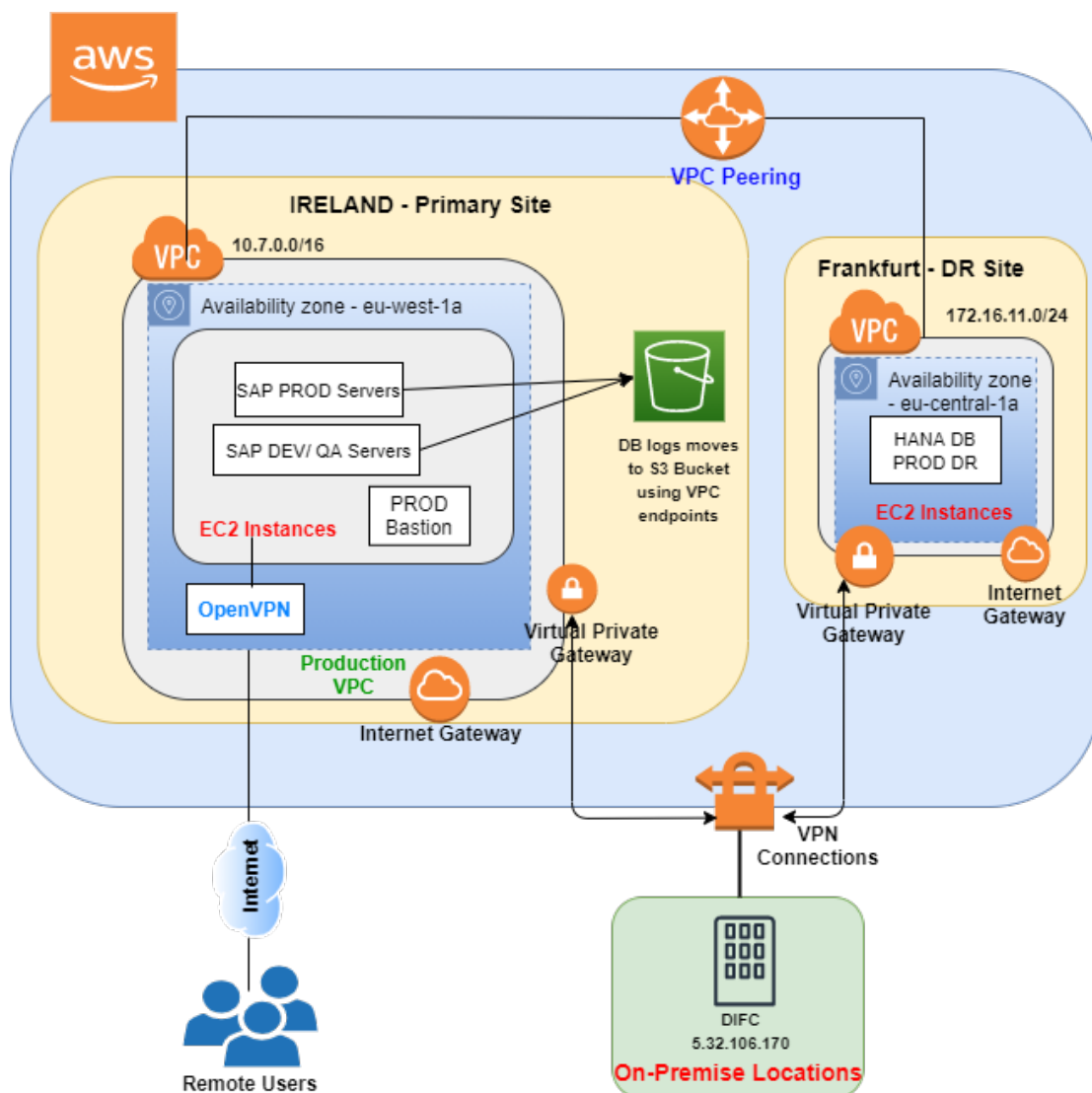
To ensure the best breed solution implementation, SoltiusME, an advanced partner of AWS and a leading IT consulting and services provider in the Middle East, was chosen to steer the engagement.

SoltiusME implemented a ticket-based model based on the agile FleXtreme global AMS framework to support ASMAK's SAP S/4 HANA modules and SuccessFactors application on the AWS platform. A service pool of 320 hours/month was fixed, with over 50% of it reserved exclusively for support priorities around SAP SD and ABAP.

SoltiusME designed and architected ASMAK's cloud setup with deployment readiness for the SAP S/4 HANA Applications enhanced with a combination of on-demand and reserved Amazon

Elastic Compute Cloud (Amazon EC2) instances. To minimize disruption and downtime with a secure, durable, and highly scalable storage, we used a phased approach with multiple technologies, including Amazon Simple Storage Service (Amazon S3) and Amazon Elastic Block Store (Amazon EBS), for the consistent and low-latency performance needed to run SAP workloads.

SoltiusME also designed and implemented a high availability and disaster recovery solution, which included AWS Identity and Access Management (Amazon IAM) to securely control access to AWS resources and deep visibility augmented with the help of Amazon CloudTrail and Amazon CloudWatch.



The highly proactive and integrated AWS IaaS and SAP Application Management support is available on-demand.

- A full-spectrum coverage of the AWS infrastructure management functionalities associated with the client's cloud-native SAP landscape, including server management, server optimization, and patch management.
- High level of security for the company's SAP resources operating in the AWS environment.
- AWS WAF enabled Web application Firewall capabilities and logically isolated Amazon Virtual Private Cloud (Amazon VPC) dedicated to ASMAK AWS account to connect further multiple VPC's separated for security and performance improvements.
- Monthly code optimization instances to ensure the peak performance of SAP Fiori.
- Comprehensive Disaster Recovery strategy on AWS cloud to ensure high availability and resilience of the SAP services across the enterprise ecosystem.



50%



improvement in SAP performance optimized by our AMS intervention with customized content and specialized knowledge inputs.

Benefits

- Pay-per-usage pricing model of the AWS services combined with the highly affordable FleXtreme AMS framework providing adequate opportunities for ASMAK to trim their OpEx commitments.
- Automated operational tasks, including backups and system refreshes using serverless computing features, reduced unnecessary manual workloads saving bandwidth of over six workdays per month.
- Enhanced SAP SD module helped optimize the performance of ASMAK's delivery vehicle fleet, with a reduced workload.
- Amazon EC2 instances elevated the ability to spin up new server instances in minutes and quickly scale up to a higher level of availability with reduced migration time.
- Fastertime to value and heightened security levels with off-the-scale infrastructure performance enhanced with hassle-free backups and maintenance.



For more information contact SoltiusME today at marketing@soltiusme.com or visit www.soltiusme.com

About SoltiusME

SoltiusME – Division of YASH Technologies is a leading IT consulting and services company, with marquee customers across the Middle East, Africa and Central Asia. As a part of YASH Technologies, a leading technology services and outsourcing partner for large and fast growing global companies, we offer comprehensive solutions and world-leading consulting and delivery experience on a global scale. As a leading SAP services partner in the region it specialises in provisioning SAP S/4 HANA Implementations, Migrations and Enterprise Support to customers across Oil and Gas, Healthcare, Chemical-Lifesciences, Professional Services, Public Sector-Government and Retail verticals. Leveraging its extensive domain and technology expertise it provides strategic consulting and transformation services to customer's SAP Applications and the underlying Infrastructure, both om-premise and on the cloud. Mobility, Analytics, HCM and Success Factors are some areas of specific focus.



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