

Success Story

The Right Cloud Solution for SAP HANA

Sirius relies on the Enterprise Cloud of IONOS

Lots of companies want to use SAP HANA as a cloud service, ready-made cloud solutions are also often oversized and limited when it comes to adaptability. IT consultancy Sirius has found an individual, flexible, and economic solution in collaboration with IaaS provider IONOS.

Technical progress is commonplace in the IT world. However, real paradigm shifts that introduce completely new approaches and architectures and make existing ones obsolete are a much rarer event. In the field of business intelligence, the launch of the SAP HANA application platform several years ago was just such a paradigm shift. SAP HANA is powered by an “in-memory computing engine”, which is constantly storing data in and retrieving data from the working memory. With unprecedented possibilities in real-time data analytics and process optimization for business users, this emerging technology is attracting the attention of IT managers all around the world. It enables a significant increase in business performance, as well as exploitation of completely new lines of business. For example, international retail chains are using SAP HANA to query inventory and sales in real time, to optimize the flow of goods, and to provide particularly attractive customer offers. However, SAP HANA also poses some challenges. Its enormous resource requirements in particular –

financial resources, hardware resources, and human resources – and its complexity make the launch and operation of the platform a challenging task for any company. With regard to the diverse deployment and application possibilities, the right decisions need to be made in order to gain maximum profitability from the platform. The most convenient option at first glance is not the best option for every company. For example, SAP offers the option to buy SAP HANA as a managed cloud service, which should mean that there are no problems with regard to the platform hardware requirements. However, this deployment option has adaptability, control, and, in some cases, economic limitations – limitations that are unacceptable for some companies or application scenarios.

Cloud Solution an Obvious Advantage for Sirius

Sirius Consulting & Training AG, a Hessian consultancy with a focus on the optimization of IT processes, uses SAP HANA as a test and development environment. Sirius develops individual applications for its customers using the platform and on the basis of the SAP Solution Manager. “Our strength is our holistic approach,” said Michael Kern, Consultant at Sirius Consulting. “We not only support our customers during the design phase, we also help them to implement projects. Our method



is to use our self-developed reference models that are based on many years of experience and involve all departments in the company."

Until now, Sirius operated SAP HANA itself in its own data center. This required considerable resources and did not align with Sirius' philosophy.

„Due to its flexibility, cloud technology is the right choice for us if we want to operate our company cost-effectively in the age of digitization... And we practice what we preach to our customers. For example, we have been using managed cloud services in almost all areas for several years – from the ERP system through to Microsoft Office and the file service. Cloud services enable us to save resources for the maintenance of internal IT systems and allow us to invest them in our consulting activities instead.“

Michael Kern
Consultant at Sirius Consulting

Christoph Tschirsich, Managing Director O&I at Sirius, explained why a cloud solution would also be a better option for the development and test environment: "As a project-based service provider, we often experience that computing power requirements

vary depending on the project and project phase. With IaaS, resources can be switched on at the click of a mouse whenever they are needed and can be switched off again just as fast. You no longer need to keep resources available and infrastructure costs become transparent and predictable. This level of flexibility and scalability is unattainable with an on-site infrastructure."

Enough Power for HANA?

When searching for a suitable cloud solution, Sirius started by examining predefined managed cloud services, like those offered by SAP for HANA, for example. But this model did not offer Sirius the required level of freedom:

„We found these ready-made packages oversized and therefore more expensive... For one thing, we wanted to be able to adapt our environment more flexibly than this option would have allowed. We also would have had to pay for product features that we didn't need. We needed a customized solution that was better suited to our needs.“

Christoph Tschirsich
Managing Director O&I

Sirius was initially drawn to the Berlin-based Infrastructure-as-a-Service specialist IONOS due to their attractive price model with minute-by-minute billing and the promise of being able to configure the reserved servers exactly as required. With constructive preliminary discussions and satisfied reference customers, Sirius made the decision to set up a pilot project with the Enterprise Cloud of IONOS. There were two key aspects which would determine the success of the proof of concept: The technical support from the experts at IONOS and a server configuration with enough working memory capacity for SAP HANA.

„The managed solution from SAP would definitely have made it easier for us to set up the system... But the extra effort and expense put into our customized solution at the beginning has paid off. The technical teams at Sirius and IONOS worked closely together. We always felt like equal partners.“

Christoph Tschirsich
Managing Director O&I

A Win for Both Sides

After the proof of concept had been successfully completed, the system went live. “We were definitely able to say that we had found the right solution for us. The test and development environment meets all our requirements, is stable, and can be operated with minimal outlay. And we were also pleased that the costs had become much more transparent and that they had even decreased,” explained Christoph Tschirsich. IONOS also benefited from the collaboration with Sirius, as Achim Weiss, CEO of 1&1 IONOS SE, stated: “The project shows that it is feasible to implement computing and data-intensive applications using cloud resources. We used the project to build on our existing SAP expertise. We were also able to optimize our infrastructure for SAP applications.”



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