BCX and IBM offer improved returns on SAP migrations

Enterprises need to simplify their transition to SAP HANA before the 2025 migration deadline, surfacing questions around the best infrastructure to meet their business objectives from flexibility to agility, scalability, improving customer experiences and enabling adaptability.

The message to hundreds of delegates at the joint BCX and IBM virtual event in November for South African audiences was that SAP S/4HANA on IBM infrastructure provided by BCX delivers greater flexibility and responsiveness while ensuring mission-critical application availability.

"Customers are experiencing new pressures and pain points in the current business environment," said Kosta Lochaitis, Technical Sales Leader at IBM Southern Africa. "Sales, finance, the supply chain, business intelligence and other areas of the organisation are all dealing with challenging complexities, such as poor integration, visibility, and the ability to make informed operational and strategic decisions. That's where SAP HANA deployed by the experts on our infrastructure gives organisations competitive advantage today."

Some of the benefits these customers gain, he said, include lower total cost of ownership (TCO) due to simplified data modelling. Another is using prediction, simulation, and analyses to evaluate the financial implications of strategic business options. Businesses may want to automatically process back orders or enhance their spend analyses using real-time reports across purchasing categories. One example, he says, was when his team helped a customer use SAP analytics to push KPIs from multiple business intelligence (BI) environments into one for a single view.

"It's about enabling the customer's business and we do that with SAP on IBM infrastructure because these two organisations have a tightly integrated ecosystem that gives organisations the solutions they need to accelerate their evolution," said Heman Kassan, Executive: SAP Customer Lead at BCX.

Lucy Mathosa, Executive SAP Consultant at BCX, said, "We deployed SAP HANA on IBM infrastructure in our own environment to get seven major advantages. We gained visibility into product and customer profitability, robust SLA management, effective stock management, proactive cost management, efficient resource planning, reduced revenue leakage, and improved timeliness and reporting accuracy."

"SAP S/4HANA on IBM infrastructure enables business transformation for us through seamless, streamlined processes while also allowing for scalability. It's a key enabler and foundation for achieving our strategic objectives because it is a business-led programme to standardise, optimise, simplify and ultimately transform the business," she said.

Many other organisations are making the same move. More than 2 500 business worldwide have moved to SAP HANA on IBM Power Systems in less than 48 months. A Forrester study says these organisations generate 137% ROI and a seven-month payback.

Yasal Akgun, technical Sales Lead for Power Systems at IBM MEA, said, "The cost to acquire the solutions is the same as the x86 infrastructure but it delivers better than x86 TCO and better performance. And BCX is bundling the turnkey solution and underpinning it with the right infrastructure and services to ensure customers are flexible, resilient, and their environments perform while being cost-effective."