



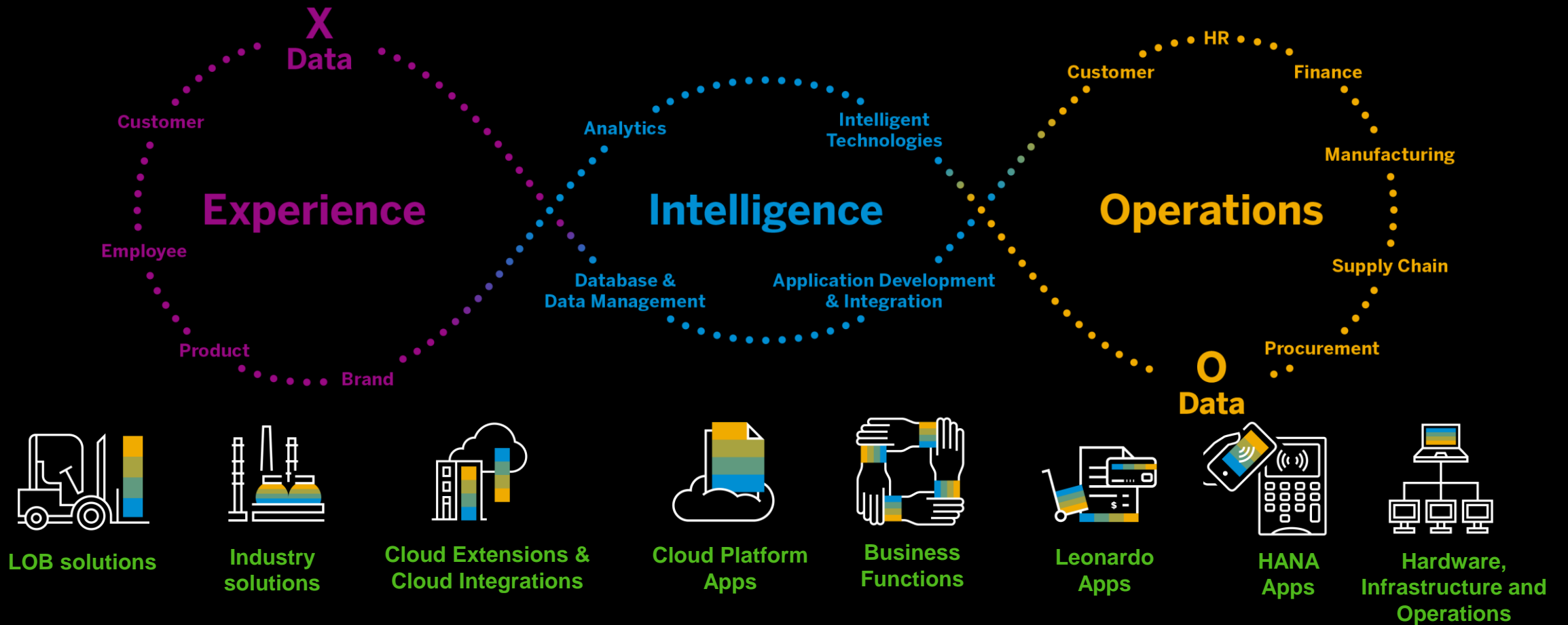
SAP-certified in DevOps

Partner Innovation Lifecycle Services

March 2020

PUBLIC

SAP Partner opportunities with the Intelligent Enterprise to accelerate value creation for customers



* Partner Play & PLS Engagement

Partner Innovation Lifecycle Services (PLS)



SAP Partner Innovation Lifecycle Services (PLS) is a global team of experts supporting **partners** who provide **hardware** to run the intelligent enterprise, partners who **operate** and **run** the intelligent enterprise and partners who **extend** the **intelligent enterprise** by delivering the **best quality Co-Innovated and Certified products** built across SAP product portfolio & platforms, ultimately contributing to the **success of our customers**.

Let's co-innovate and together make our customers best run businesses...!!



- ❖ **Safeguard Customer Investments**
- ❖ **End to end framework and frictionless experience for partners**
- ❖ **Scale and accelerate adoption of SAP and partner Portfolio**

A Global Network to Help Our...



Customers



Partners

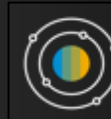


ISV's



Hardware &
Infrastructure Providers

In Their Digital Transformation Journey



IoT



Analytics



Big Data



Machine
Learning



Blockchain



Data
Intelligence

SAP Cloud Platform

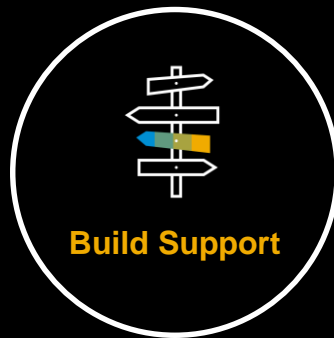
Leverage Services from Partner Innovation Lifecycle Services (PLS)



Landscape

Leverage enterprise grade hosted landscapes to build / test your products with remote access

SAP Remote Access & Connectivity



Build Support

Enablement, technical coaching to port, build solutions on SAP platforms.

Build Services



Idea to Market

Co-Innovate with SAP to transform your ideas to innovative solutions with end to end support

Co-Innovated with SAP



Software Certification

For your completed products boost customers' confidence with certification from SAP

Software Certification



IT Operations

Get your IT Operations capabilities audited and certified by SAP to unlock revenue opportunities

Outsourcing Partner Certification



Hardware & Infrastructure

Certify hardware, storage, edge devices and IaaS platforms that support SAP Solutions

**Hardware Certification
IAAS Certification**



Support Services

Premium qualification
Premium certification
SoIEx Advisory

**Premium Qualification
Premium Certification
OEM use case validation**

For more details, visit us at : <https://www.sap.com/pls>

Outsourcing provider certifications



Application

SAP® Business Suite
solutions operations

SAP S/4HANA®
solutions operations

SAP SuccessFactors®
solutions operations

BPO operations

DevOps



Platform

Hosting operations

SAP HANA®
operations

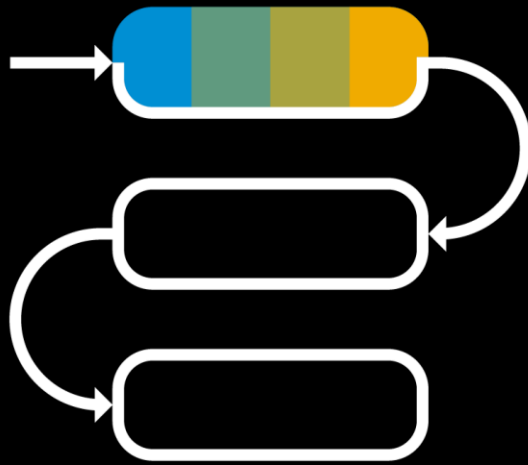
Cloud and Infrastructure operations

SAP-certified in DevOps

is a new **certificate for vendors of cloud-solutions or –extensions**
who **follow a DevOps approach**

Like the existing SAP operations certifications, it aims
to **support the go-to-market of partners**

The Three Pillars Of **DevOps**



The principle of **Flow** accelerates the stable delivery of applications from Development over Test Cases and Security aspects until automated and scalable Operation in the SAP Cloud Platform



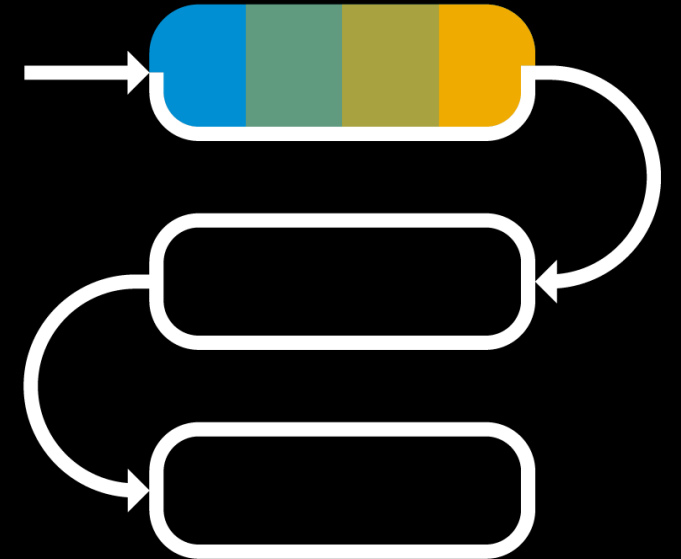
The principle of **Feedback** enables safer systems of work, more transparency, and is basis for Continuous Learning



The principle of **Continuous Learning** establishes a culture of trust and openness, which leads to permanent improvement.

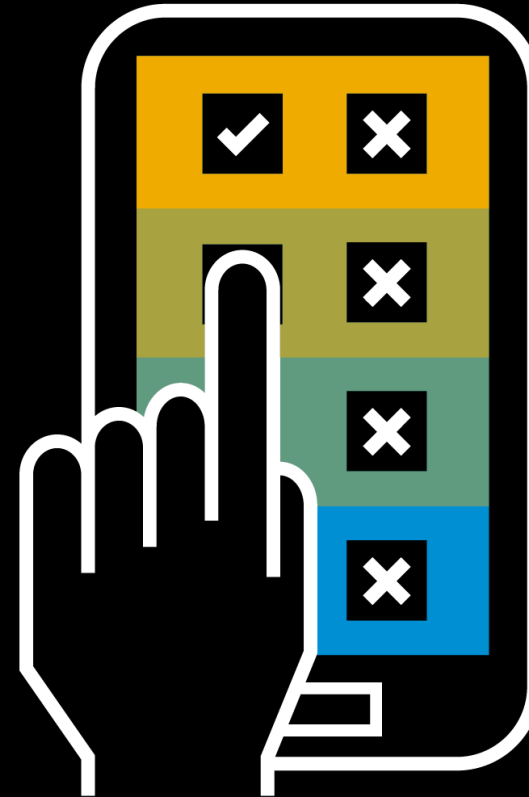
The Principle Of **Flow**

- Definition of the Pipeline
 - Team Setup
 - Coding
 - Repositories
 - Tests and Product Standards
 - Deployment to Production
- Infrastructure
 - Provisioning
 - Scaling
 - Lifecycle
 - Backup & Restore
 - Promise for Availability
- Resilience Principles
 - Failure Units
 - Data Handling
 - Caching
- Business Metrics
- Change Management



The Principle Of **Feedback**

- Getting Feedback
 - Automated Tests
 - Manual Tests
 - Infrastructure Monitoring
 - Security Monitoring
 - Incident Management
- Action triggered
 - Error Correction
 - Scale-Out / Scale-In
- Load Tests



The Principle Of **Continuous Learning**

- Regular Team Meetings
 - CIP days / weeks
- CIP in place
 - Number of CIP items
 - Community work
 - Collaboration
 - Training Plans



Thank you.

Contact information:

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<http://www.sap.com/outsourcing-partner-guide>