# adapt IT

Increase your speed and flexibility with Adapt IT's Partner Managed Cloud. **Spend less time & money building and maintaining IT Systems.**

# WHAT IS PARTNER MANAGED CLOUD?

With Adapt IT's audited and certified Partner Managed Cloud and SAP expertise, you can focus on managing your business and not IT.
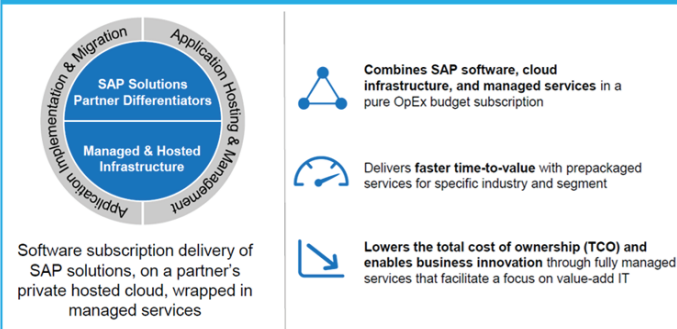
All costs associated with using and managing your SAP software are combined in a single subscription fee, giving you greater predictability and control over monthly and quarterly operating expenses.

## YOUR REQUIREMENTS NEED A NEW APPROACH

PMC allows our customers to have the benefits of a cloud solution without the challenges of Cloud. We provide our customers with a dedicated instance where the environment and data belongs to the client. This instance is accessible anywhere through locally installed SAP GUI interface. PMC is a Bridge to pure cloud for business.

By using Adapt IT's SAP Partner Managed Cloud, businesses obtain their entire landscape from Adapt IT. Adapt IT buys the relevant software license from SAP and packages with other software, managed services, cloud hosting, customisation and/or other services into a complete SAP cloud solution, which is then leased to the customer. This simplifies the process of finding the right provider and landscape, allows the customer to transfer fully to an OpEx solution and generally provides substantial savings over other pricing models.

### What is Partner Managed Cloud?

- **SAP Solutions Partner Differentiators**
- Application Implementation & Migration
- Application Hosting & Management
- **Managed & Hosted Infrastructure**

Software subscription delivery of SAP solutions, on a partner's private hosted cloud, wrapped in managed services

**Combines SAP software, cloud infrastructure, and managed services** in a pure OpEx budget subscription

Delivers **faster time-to-value** with prepackaged services for specific industry and segment

**Lowers the total cost of ownership (TCO) and enables business innovation** through fully managed services that facilitate a focus on value-add IT

SAP HANA ERP cloud strategy encompasses a range of cloud hosting and delivery models. On one end of SAP is the S/4HANA Public Cloud - a standardised SaaS offering, completely run and operated by SAP. The HANA Enterprise Cloud (HEC) provides somewhat more flexibility, but is still highly structured as a standardised SAP service.

The Adapt IT Partner Managed Cloud is different. Adapt IT has the freedom to design, price and customise each solution for their market, segment or tenant. In many cases, that makes it an ideal solution - especially in Africa where cloud adoption is increasing throughout businesses.

"Customize your solutions design and pricing with Adapt IT's Partner Managed Cloud. "

# GET GREATER CHOICE AND MORE FLEXIBILITY

Adapt IT's Partner Managed Cloud extends your range of deployment options, giving you greater choice and more flexibility.

It helps you:

## FOCUS ON YOUR CORE BUSINESS

Spend less time and energy building and maintaining IT systems. Let the talented people in your organization focus on what they do best - innovation, delivering quality products, and providing superior customer service.

## IMPROVE YOUR CASH FLOW

Avoid the up-front cost, impact on cash flow and balance sheet, and lengthy approval cycles associated with capital expense financing. Pay as you go using your operating expense budget to free up cash and maintain the financial agility your business needs.

## LOWER TOTAL COST OF OWNERSHIP

Instead of hiring your own dedicated staff and procuring your own IT infrastructure, lower your total cost of ownership by leveraging the expertise, centralized resources, and scale that only Adapt IT can provide.

## ACCELERATE TIME TO VALUE

Don't wait longer than you need to get up and running. Take advantage of the core competencies and infrastructure maintained by Adapt IT to start realizing business value faster.

## REDUCE RISK

Mitigate the uncertainty of anticipating your future software usage requirements and operating costs. Gain predictability and control by consolidating software, hardware and support costs into a single, per-user, monthly subscription fee.
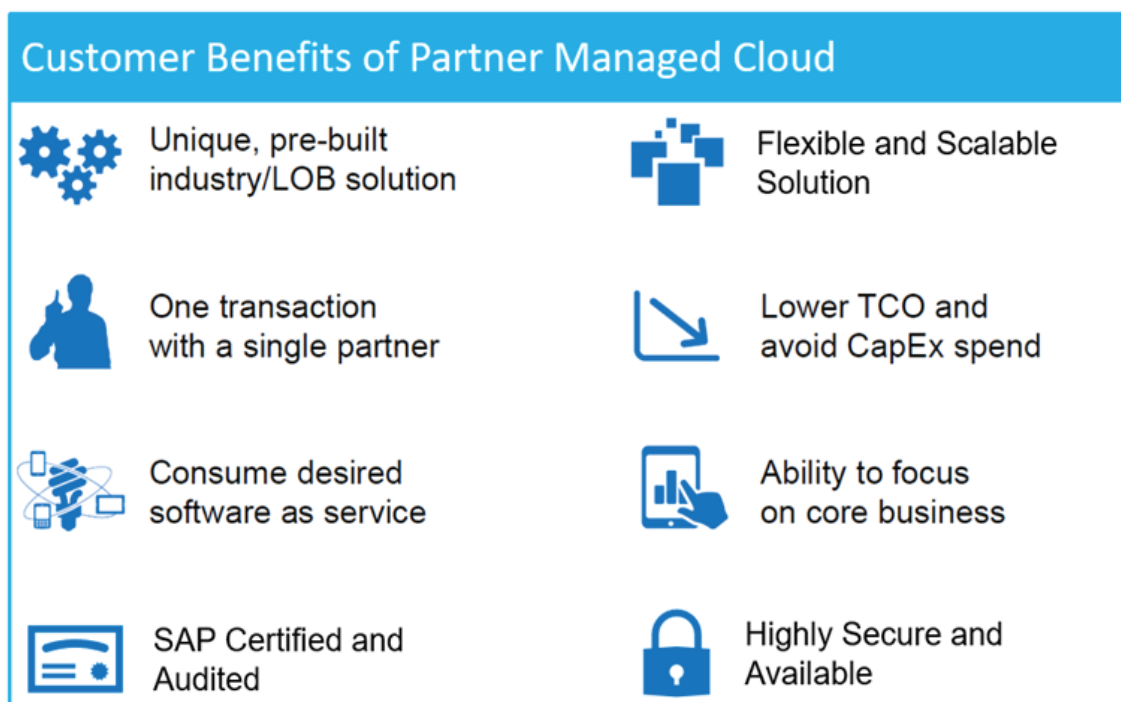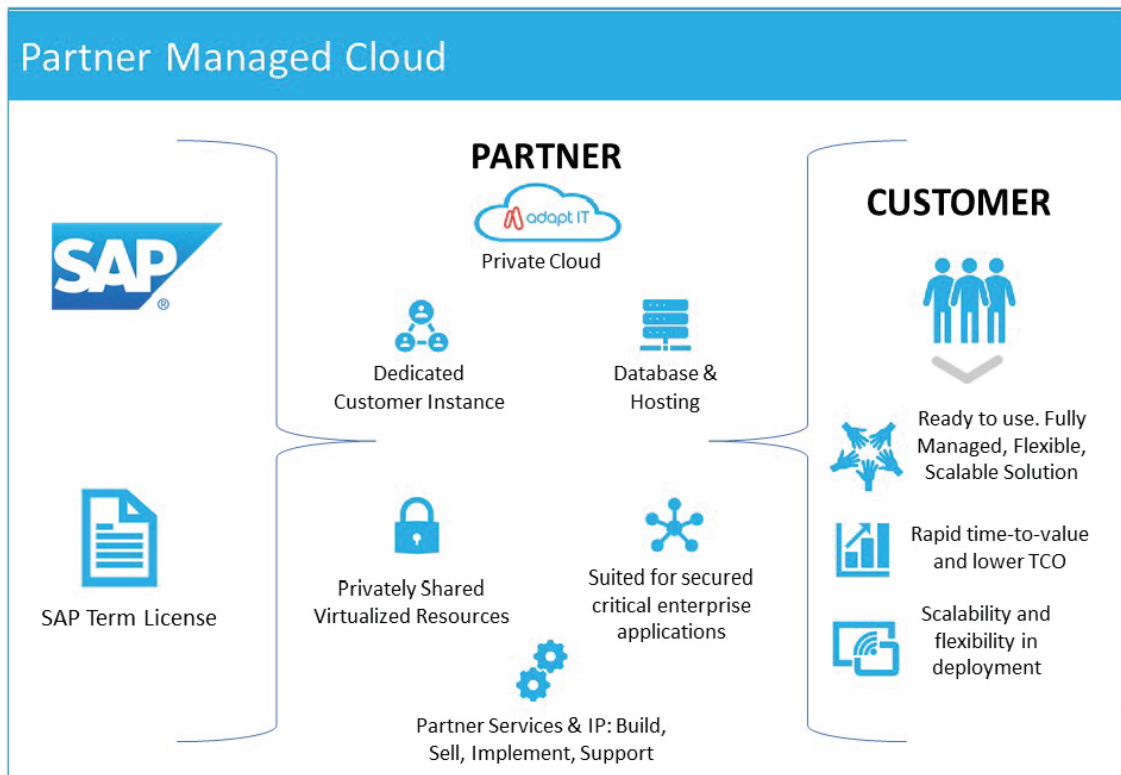
## RUN THE MOST CURRENT SOFTWARE

Never fall behind on the latest fixes, enhancements, and new features of SAP software.  Let Adapt IT help ensure that you're always running the most current technology.

## OPEX NOT CAPEX

The approval cycle for an IT initiative can often be shortened by funding as it is an operational expense rather than as a capital expense. In addition, funding projects as an operational expense can free up cash for other business priorities.

# ADAPT IT'S PARTNER MANAGED CLOUD

## Partner Managed Cloud

**PARTNER**

adapt IT
Private Cloud

**SAP**

Dedicated
Customer Instance

Database &
Hosting

**CUSTOMER**

SAP Term License

Privately Shared
Virtualized Resources

Suited for secured
critical enterprise
applications

Partner Services & IP: Build,
Sell, Implement, Support

Ready to use. Fully
Managed, Flexible,
Scalable Solution

Rapid time-to-value
and lower TCO

Scalability and
flexibility in
deployment

## Customer Benefits of Partner Managed Cloud

Unique, pre-built
industry/LOB solution

Flexible and Scalable
Solution

One transaction
with a single partner

Lower TCO and
avoid CapEx spend

Consume desired
software as service

Ability to focus
on core business

SAP Certified and
Audited

Highly Secure and
Available

# WHY ADAPT IT?

**1300+** employees
**10 000** customers
**53 Countries** Africa and Worldwide
**JSE Listed** ADI Software and Services Provider

**National Offices:** Johannesburg, Durban,
Cape Town
**International Offices:** Mauritius, Botswana, Kenya,
Nigeria, Singapore, Ireland, Australia and New Zealand

# CERTIFICATIONS

**SAP®** Certified
in Hosting Operations

**SAP®** Certified
in SAP HANA Operations

**SAP®** Certified
in Cloud and Infrastructure Operations

**SAP®** Certified
in Application Operations for SAP Business Suite

**SAP®** Certified
in Application Operations for SAP SuccessFactors®

**SAP®** Certified
in BPO Operations

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