We Design and Deliver Digital Solutions for Global Clients

We’re Architected for Today’s Challenges

DIGITAL TRANSFORMATION SOLUTIONS & SERVICE PROVIDER

2,500+
brilliant minds globally

10 Global Offices & 2 Global Innovation Labs

50 Fortune 500 clients engaged

Reborn in 2013 with startup ethos

Awards

Microsoft’s U.S. National Managed Solution Partner

Microsoft’s 2017 Supplier of the Year

2017 Microsoft Business Analytics Award Finalist

Analyst Mentions

Gartner
Market Guide for Unified Price, Promotion and Markdown Optimization Applications – June 2017

Gartner

Forrester
How To Fund DevOps And Spur Innovation Treat DevOps Tools As An Integral Part Of Product Planning And Budgeting – June 2017
Brillio Cloud Services Portfolio

**Readiness Assessment**
- Evaluate the fitment and feasibility of adoption of cloud services

**Public/Private Cloud Migration**
- Enabling migration of customers to public cloud leading to significant reduction in TCO

**Hybrid Cloud Implementation**
- Enabling to move to a more scalable, instantly deployable, supporting multiple Cloud vendors

**Inter Cloud Migration**
- Enabling migration to a different cloud platform from the existing one

**Cloud Orchestration**
- Enables a robust managed operational service for, easier to bill and manage Cloud platform

**Cloud Operations**
- Cloud operations management includes performance monitoring, capacity planning and optimization, optimizing infrastructure usage costs and continuous service improvement

**Cloud Security**
- Cloud security management includes establishing security policy, identity and access management and 360 degree security engineering

**Cloud Governance**
- Cloud governance services ensure 100% compliance to ITIL aligned best practices with regards to cloud implementation
Challenges

High Total Cost of Ownership
The cost of maintaining and expanding on-premises SAP capacity is much higher than with cloud storage and virtual servers.

Agility
Using disparate IT technologies hinders business efficiency, collaboration, and agility.

Scalability
The on-premise infrastructure cannot be scaled up as quickly as the business requirements & shortened innovation cycle demands.

Archiving & Storage
The cost and complexities of maintaining, storing & securing data is ever increasing.
SAP on Azure - The argument is over!

- Purpose Built Infrastructure
- Large Workloads
- Scaling
- DB Support – SAP/ORACLE/IBM/SQL
- Platform
- Compliance
Brillio helped COATS, UK based global leading industrial thread and consumer textiles manufacturer to migrate and support SAP workloads to Azure.

**PRODUCT AREAS**
- Threads
- Zips
- Yarns
- Embroidery

**KEY BRANDS**
- Anchor
- Cisne
- Rowan
- Free Spirit
- Opti
- Camila

<table>
<thead>
<tr>
<th>Statistics</th>
<th>Value</th>
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<tbody>
<tr>
<td>Customers around the world</td>
<td>12 K</td>
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<tr>
<td>Net sales generated worldwide</td>
<td>$1.5 B</td>
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<tr>
<td>Countries presence worldwide</td>
<td>60</td>
</tr>
<tr>
<td>Highly motivated employees worldwide</td>
<td>20 K</td>
</tr>
<tr>
<td>Produce enough thread to make jeans for each human on earth each year</td>
<td>8 B</td>
</tr>
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Motivation

• Complex and distributed SAP landscape:
  ✓ Systems spread across six continents and 60 manufacturing facilities
  ✓ Each system was at a different level of maturity & had different versions
  ✓ The disparate systems led to delay in decision making

Lot of under & un-utilized applications were a cost burden to maintain

Coat’s strategy was to move towards Data driven insights for accurate demand forecasting, improved customer service and delivery performance

“Invisible technology, visible performance” - Digitally transform business and IT approach and make “Factory of Future” vision a reality

Spinning up new systems used to take days, and wasn’t conducive for the dynamic capacity planning that Coat’s wanted

While Cost savings was one of the key parameters, Coats motivation for moving to Azure was aligned to their overall strategy of Digital transformation to become factory of the future.
Pre Migration

SAP Landscape
- Solution Manager
- SAP Router
- ECC - EU, IN, ASIA, US
- APO - DN, SNP
- SAP Fiori
- MDM & MDM Portal
- Web Dispatcher
- GRC
- BW & BW Portal
- BPC
- BCS
- SAP E-commerce

Environment
- 40+ TB Database – Oracle 11.2.0.2 | 11.2.0.4

Geography
- 4 Geo Locations – East Asia | South Asia | Europe | North America
## Technology Stack

<table>
<thead>
<tr>
<th>Azure IaaS</th>
<th>Network</th>
<th>OS</th>
<th>Database</th>
<th>SAP</th>
<th>Monitoring, ITSM Cost Optimization, Backup &amp; Recovery</th>
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<tbody>
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<td><a href="https://example.com/cliptm">CLIP™</a></td>
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### Scale of Support

- **7000+ users**
- **190+ VMs**
- **38+ HANA instances**
- **50+ TB Storage**
- **6+ SQL Anywhere instances**

### Total HLIs - 7

- Production DB’s are on HLI
  - ECC (4) - CNP, CCP, CIP, CEP | APO (2) - AAP, ADP
  - BW (1) - BGD

### Server Split

- **App Server vs DB Server**
  - DBH – 41 | APP Servers – 68
  - NE-4, WE-31, WU-160

- **Server Split**
  - DEV-56 | QAS-27 | PRD-87 | SBX-17 | UTL-9

- **Linux vs Windows**
  - Windows – 70
  - Linux - 120
The Journey

Cloud Readiness Assessment
Rapid discovery of assets - Leveraged best practices, templates, questionnaires, check lists and accelerators of CLIP™

Migration – Phase 1
- On premise SAP Landscapes like BCS, BPC & BIW with Unix/Oracle platform are migrated on Azure with Windows 2012/Oracle11g platform
- Implemented SAP GRC & Fiori on Azure with Windows 2012/Oracle11g Platform.
- SAP DEV, QAS & PRD environment connected with Microsoft DPM for Backup.

Migration – Phase 2
- SAP BCS, BPC, BIW, GRC and Fiori Landscape are migrated from Windows 2012/Oracle11g to SUSE Linux/HANA1.0 Platform.
- BIW Production systems across 4 regions (Europe, North America, East Asia & South Asia) are consolidated to Single PRD system.

Migration – Phase 3
- All workloads including ECC, APO moved to HANA on Azure
- Leveraging HLI
- ASM to ARM Migration on Azure cloud
- Implemented SAP BO & BODS Landscape with SAP SQL Anywhere/Windows 2012
- End to End VM provisioning automation implemented

Support & Continuous Improvement
- Digital Index led delivery transformation
- Platform led scalable architecture
- Consumption based cloud backup solution
How did COATS benefit?

**Cost Efficiency**
- TCO reduction up to 60%
- Execution efficiency up to 30%

**Faster time to Market**
- *Same day factory planning*, same day rush orders instead of taking 24-48 hours prior to the migration

**Operational Efficiency**
- Time taken for reports significantly improved from 6 hours to under 10 minutes – *an improvement of almost 98%*

**Real-time Insights**
- Data driven insights enabled accurate demand forecasting, sales projections and hence improved production capacity planning
Cloud Adoption Enables Market Growth

The efficiencies from the digital transformation has led to increase of stock price by almost 50%

By adopting Azure and implementing Brillio recommended digital transformation initiatives, Coats Group PLC was able to successfully drive their shareholders’ wealth through:
- Same day factory planning, same day rush orders
- Accurate prediction of inventory costs, manufacturing volumes, and sales projections
- Reduction in IT infrastructure maintenance and overall TCO
Accelerators

Digital Index™
Transformation blueprint - Assessment of Digital Maturity

CLIP™
Platform for
• Assessment
• Migration
• Support

OptiMigrate™
Migration Methodology tailored for SAP migration to Azure
Best Practices

1. Know your risks & Plan for them
   - Brillio CLIP™ - Cloud Migration Lifecycle Mgmt. platform

2. Upfront prioritization of workloads is critical
   - Brillio Optimigrate™ - Roadmap & upfront RoI strategy framework

3. Define & manage a transparent co-ordination amongst all stakeholders
   - Brillio PITCH™ - Interactive smart device enabled Dashboards

4. Optimized process is the best process
   - Brillio RADAR™ - Dynamic performance testing & improvement

5. Cost optimization is an on-going mission
   - Brillio CSEM™ - Real-time Cost & expense monitoring & Mgmt. module

6. Proactively plan for Support
   - Brillio Smart Operations - ITSM automations & continuous process improvement

- Brillio
Leading Digital Transformation with SAP on Azure

“Working with Brillio enabled us to seamlessly and securely deploy a unified business intelligence platform across offices in more than 50 countries. We now have greater visibility of key performance trends, the ability to identify problem areas and quickly optimize sales strategies by data across multiple local markets.”
- Hizmy Hassen, Chief Digital and Technology Officer of Coats

“Brillio has a proven track record of SAP on Microsoft Azure customer success, making them a great digital partner to help implement Coats’ digital transformation initiative. ... We are pleased to work with Brillio to help deliver the full power of Azure to our mutual customers.”
- Brad Berkey, Worldwide General Manager at Microsoft

“Brillio is an example of the new partners who are at the forefront of digital transformation with our customers. They have created offerings by working closely with our Microsoft Practice Development Unit and are working with our NSP team to bring these offerings to our mutual customers. These offerings contain a framework of reusable IP and managed services so that they can accelerate the transformation and help customers embrace the cloud.”
- Stephen Boyle, U.S. VP, Partner Strategy and Programs, Microsoft
Brillio: Business, Solutions, Experts In 1 Scaled Ecosystem

Joshua Lee
Head of Global Alliances
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THANK YOU
Why Brillio?

**Rapid Discovery**
Reduction in discovery effort by **30%**

**Accelerated Migration**
Reduce overall migration timeline by **28%**

**Increased Efficiency**
Streamline operations and provide an alternate hosting environment for SAP applications. Reduces development and deployment cycles and increases efficiency up to **40%**

**Increased flexibility and performance**
Offers agile infrastructure provisioning, which is **200 – 300** times faster for development and testing when juxtaposed with traditional hosting environments.

**Cost Effectiveness**
Brillio’s CLIP™ cost optimization mitigates cost of storage and management. Enterprises stand to gain **~ 20-50%** cost savings.

Brillio ensures enterprises have a seamless and streamlined migration experience while moving on-premise SAP workloads to MS Azure cloud landscape.
Coats SAP on Azure Architecture