SAP Migration on AWS Cloud (AIMS)

1.Executive summary

Discus Business Solutions played a crucial role in assisting Dishman Carbogen Amcis Ltd in migrating their SAP landscape to the AWS Cloud. With over 30 years of experience in the pharmaceutical industry, Dishman Carbogen Amcis required an efficient and comprehensive solution to manage their entire product life cycle, from research and development to commercialization, while ensuring compliance with industry regulations. SAP (Systems, Applications, and Products) is a widely utilized enterprise resource planning (ERP) system that enables companies across various industries to streamline their business processes. In this case, Dishman Carbogen Amcis relied on SAP to manage critical activities such as clinical trials management, regulatory submissions, post-approval activities, and overall product lifecycle management. By partnering with Discus Business Solutions, Dishman Carbogen Amcis successfully migrated their SAP landscape to the AWS Cloud. This migration offered numerous advantages, including enhanced scalability, improved performance, and increased flexibility. Leveraging the cloud infrastructure provided by AWS, Dishman Carbogen Amcis gained the ability to efficiently manage their supply chain, financial operations, and manufacturing processes. Moreover, the migration to AWS Cloud facilitated compliance with regulatory requirements, while ensuring the tracking of inventory and sales for Dishman Carbogen Amcis. With Discus Business Solutions' expertise in SAP services and AWS Cloud, the migration process was streamlined and executed seamlessly. Discus Business Solutions remains committed to supporting companies in the pharmaceutical industry, offering comprehensive SAP services that enable effective business process management, regulatory compliance, and optimization of inventory and sales tracking. The successful migration of Dishman Carbogen Amcis' SAP landscape to the AWS Cloud stands as a testament to Discus Business Solutions' capabilities and commitment to delivering innovative solutions tailored to the unique needs of their clients.

About the Customer

Dishman Group was founded in 1983. Since that time, the Dishman Group's focus has been on the research and development of various in-house technologies to manufacture quaternary ammonium compounds (quats) and active pharmaceutical ingredients. Through several acquisitions,The pharmaceutical industry has become a global organization with multiple manufacturing facilities in India, Europe, and China, serving the pharmaceutical, biopharmaceutical, healthcare, and general industries.

The challenge

Challenge 1

Dishman Carbogen Amcis Ltd often face challenges related to uptime, which refers to the amount of time that a system or process is operational and available for use. This can include challenges related to maintaining the availability and reliability of production equipment, ensuring that supply chains remain uninterrupted, and ensuring that critical data systems are always accessible.

Challenge 2

Hardware end-of-life (EOL) is a one of the challenge that faced by Dishman
Carbogen Amcis Ltd, as it refers to the point at which a piece of equipment or technology is soon going out of support by the manufacturer.

This leads to following challenges, such as:

1. Difficulty in obtaining spare parts or replacement units, which can lead to costly downtime and disruptions in production.
2. Difficulty in maintaining or troubleshooting the equipment, as manufacturers may no longer provide technical support or software updates.
3. Difficulty in meeting regulatory requirements, as outdated equipment may not comply with current standards and guidelines.

Challenge 3

Performance issues can occur in a variety of areas, including business operation to reporting

Some common performance issues that Dishman Carbogen Amcis Ltd may encounter include:

1. Slowness, which can lead to costly downtime and disruptions in production
2. Routine reporting gets delayed due to poor system performance
3. Data system failures or slowdowns, which can impact a company's ability to access and analyze critical information.

Challenge 4

Depending on a single OEM for support can be a significant risk for Dishman Carbogen Amcis Ltd, as it can leave them vulnerable to disruptions in the event that the OEM is unable to provide the necessary support or services. Some of the main challenges that can arise when a company depends on a single OEM for support include:

1. Limited options for replacement parts or services in the event that the OEM is unable to provide them.
2. Difficulty in obtaining technical support or troubleshooting assistance in a timely manner.
3. Lack of flexibility in terms of pricing and contract terms.
4. Difficulty in maintaining compliance with regulatory requirements, as outdated equipment may not comply with current standards and guidelines.

3.Why DBS as an (AWS Partner)?

As an Amazon Web Services Advanced Consulting Partner, we deliver the cloud services clients need to drive innovation, scalability and resilience.

An experienced and certified team in SAP and AWS can provide top-quality solutions and services. This combination of expertise and certifications can lead to effective and efficient implementation and usage of these technologies.

We as an SAP Partner, Provide round-the-clock support so that customers and users can receive assistance and resolve issues at any time, leading to improved customer satisfaction and reduced downtime.

Our previous track record of successful SAP migrations demonstrates the team's ability to efficiently and effectively manage complex projects, ensuring a smooth transition and minimal disruption to business operations.

Minimizing downtime and project duration are important goals in any implementation or migration project. We ensure that business operations are minimally disrupted and that the project is completed efficiently, leading to faster benefits and ROI.

4. The solution

DBS has prepared solutions for this migration plan and design architect as per SAP and AWS best practices.

The architecture leverages two AWS Availability Zones (AZs) in an AWS region to provision primary and secondary HANA database instances. AWS Cloudendure is used to set up synchronous data replication between the two database instances.

In addition, other AWS services such as Amazon Elastic Block Store (Amazon EBS), Amazon Elastic File System (Amazon EFS), Network Load Balancer, and Amazon Route 53 are leveraged to protect the single points of failure and provide resilience at every level of the SAP environment.

❖ The SAP-AWS Experts of DBS worked with the customer to understand the usage and throughput needs. Based on these elements designed the right configuration of Amazon Web Services that could support the seamless functioning of the application and expedite its maintenance on the AWS Cloud, without compromising on its performance.
❖ DBS proposed the client its SAP Managed/Hosting Services on AWS as the best solution to the problem because it will not only help the client host its fully-functional SAP HANA-based application on the AWS Cloud as quickly as possible but also optimize its performance, maintenance, and monthly AWS costs
❖ Right sized AWS environment
❖ Established Site-2-Site VPN
❖ The SAP-AWS Experts of DBS are also managing the client's AWS Account to ensure smooth performance of the Infrastructure and optimize its monthly AWS costs
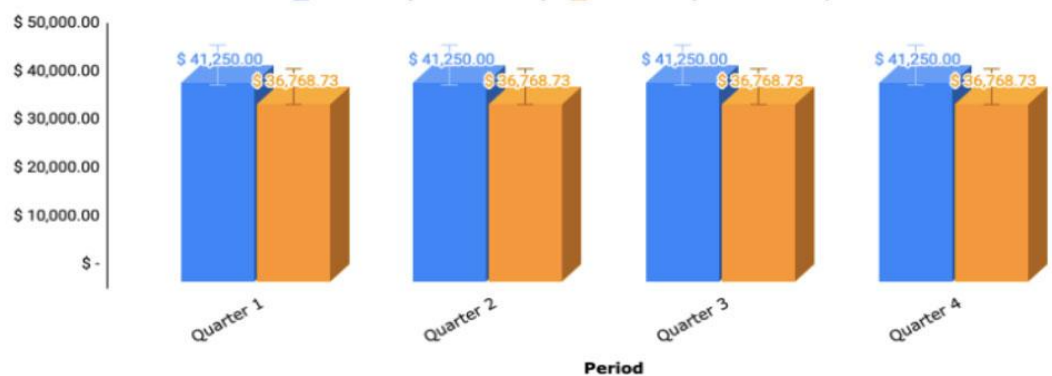
5. Results

We as an AWS partner provide good performance which is a crucial aspect of any migration or implementation project, and can result in improved customer satisfaction, reduced downtime, and increased productivity. A combination of a strong team, proven solutions and services, and effective implementation can lead to good performance and successful outcomes.

Providing near 100% uptime guarantee is a great goal for any implementation or migration project. High availability is critical to the success of any business and near 100% uptime ensures minimal disruption to operations. A combination of a strong team, proven solutions, and effective implementation and monitoring can help ensure near 100% uptime.

Providing hassle-free Disaster Recovery (DR) solutions is an important aspect of any implementation or migration project. A strong DR plan helps ensure the quick and effective recovery of critical systems and data in case of any unexpected disruptions. An experienced team with expertise in DR solutions can help ensure that DR is integrated into your overall solution architecture, providing a hassle-free DR experience.

We offer Pay-As-You-Go service is a cost-effective and flexible billing model for cloud services. With this model, you only pay for the resources and services that you actually use, without any upfront costs or long-term commitments. This can help control costs and align expenses with actual usage, making it a popular billing option for many organizations.

Also Providing no connection issues service is an important goal for any implementation or migration project. Reliable and stable network connections are critical for the success of any business, and a lack of connection issues can help ensure optimal performance and minimal downtime. Our experienced team with expertise in network solutions can help ensure that your network connections are stable, secure, and free from issues.

Benefits

Discus business solutions provide some important outcomes turned into key benefits are:

Total cost of owner : We help customer to manage their cost by significant margin with compare to their old infrastructure below is snap of the same Blue color represent old infrastructure and Orange represent AWS cost

AWS also Offers a pay-as-you-go pricing model that can lower costs compared to traditional on-premise solutions which also helped them on saving a cost

Hassle free DR : Now customer can manage & do DR without taking downtime as we we implemented AWS DRS which required no downtime and less step to perform the drill and other managed activities

Compliance : Being a pharma client it is very important to have all the compliance in place , With AWS we helped them to get all the compliance readily available whenever needed like ISO, SOC, PCI etc..

Scalability: Allows companies to easily scale their infrastructure up or down to meet changing demands.

Reliability: Provides a highly available and resilient infrastructure with a global network of data centers.

Innovation: Offers a wide range of services and tools that can help companies innovate and improve their operations.

Flexibility: Provides a flexible and adaptable platform that allows companies to quickly implement new technologies and solutions.

Security: Provides a secure platform with a range of security features and services to protect customer data and meet compliance requirements.

Testimonials

DBS has been our SAP global infrastructure and AWS support partner for more than 5 years. One of our most seamless SAP project has been migration to cloud which was planned and managed by the DBS team. Their support team is proactive and ensures our SAP runs flawlessly and whenever support is required they are available

-Sanjeev Jain
Vice President IT, Dishman Group

Discus Business Solutions successfully helped us migrate our on-premises SAP databases to AWS. After careful planning, the migration was carried out without any disturbance to our business processes. The day-to-day management of SAP is also in good hands at Discus Business Solutions.
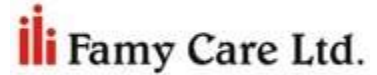
-de Jong, Jeroen
IT/QA Head

Discus Business Solutions manages our IT landscape which includes SAP, infrastructure, software and user support. Pharma being a very regulated industry we wanted a partner who can understands our business, compliance & end user requirements. They have been our partner since 2 years, they have been managing our day to day IT operations. With their IT support we are assured that if there is any issues than it will be resolved in a timely manner with proper RCA keeping long term approach in mind

-Kunal Shah
Executive Director, AIA Engineering Limited

Discus Business Solutions (DBS), an ISO 9001:2015 certified products & Services based IT consultancy and software solutions provider, is renowned for simplifying the digital transformation journey for enterprises. With our commitment to excellence, a dedicated team of over 100 professionals, and a global reach across five continents, DBS has successfully served a diverse clientele in industries such as engineering, manufacturing, pharmaceuticals, FMCG, and trading houses. We take pride in offering flexible, comprehensive, and configurable solutions tailored to specific industry niches.

DBS excels in delivering end-to-end AWS solutions that drive business excellence. Our expertise extends to providing certified AWS solutions designed for various verticals within organizations. As part of our commitment to enabling seamless digital transformations, we have forged a strong partnership with Amazon Web Services (AWS) and have gained extensive expertise in deploying customer solutions on the AWS cloud platform.

Our skilled team comprises trained and certified technical consultants with exceptional project management expertise. We have successfully undertaken numerous SAP migration projects, leveraging the power of AWS to seamlessly transition our clients' business-critical systems to the cloud. By leveraging AWS, we have enabled organizations to experience the benefits of enhanced scalability, improved performance, and increased flexibility. Our expertise in AWS cloud migrations has empowered businesses to optimize their operations, reduce infrastructure costs, and ensure regulatory compliance.

In addition to SAP and AWS expertise, we have a proven track record in delivering a wide range of services, including but not limited to business process optimization, system integration, data analytics, and mobile application development. Our commitment to innovation and customer satisfaction sets us apart, as we continuously strive to exceed expectations and drive measurable business outcomes for our clients.

DBS remains dedicated to simplifying the digital transformation journey for enterprises, leveraging our strong SAP competency, extensive AWS expertise, and a customer-centric approach. With our comprehensive solutions and a focus on industry-specific requirements, we are well-equipped to help organizations navigate the complexities of the digital landscape and unlock their true potential for growth and success. DBS is consulting partner of AWS and currently in SELECT tier.