



A European manufacturer  
boosts agility, compliance, and  
cost efficiency on AWS.



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## Summary

A leading European industrial manufacturing enterprise undergoing a business acquisition required a rapid SAP carve-out and migration to AWS, followed by long-term managed services support. Leveraging AWS Migration Acceleration Program (MAP) funding and proprietary tooling (including EPI-USE's Data Sync Manager DSM suite), the partner successfully migrated the SAP ECC and BW landscapes to AWS with minimal downtime.

Today, the enterprise benefits from 24×7 proactive MSP coverage, cost optimization, resilience, and enhanced agility for ongoing SAP initiatives.

The engagement demonstrates the full lifecycle value of AWS Managed Services: beginning with a successful migration, embedding ITIL-aligned operations, and evolving into a partnership that continuously improves performance, resilience, and cost management.

## About the Client

The client is a European industrial manufacturing enterprise specializing in advanced materials and refractory solutions used in critical industries worldwide. With a workforce spread across multiple countries, the enterprise supports global manufacturing supply chains and requires its IT systems to maintain high reliability and responsiveness.

As an enterprise player, the organization faces stringent compliance requirements, operational continuity needs, and the constant demand for agility to adapt to new market conditions.

## The Opportunity

Following a business acquisition, the enterprise faced the challenge of carving out SAP data from existing systems and standing up a new SAP ECC and BW landscape in AWS.

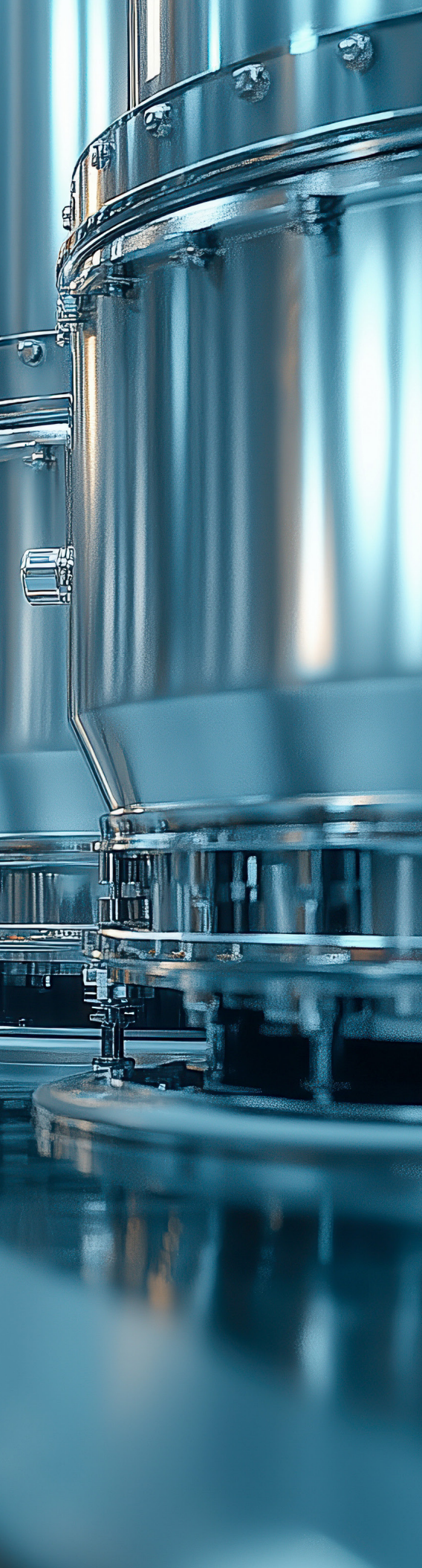
## Business and Technical Drivers

The engagement was driven by the following needs:

- + Minimize downtime during the carve-out and migration to maintain uninterrupted operations
- + Modernize legacy on-premises SAP ECC environments for improved performance
- + Ensure regulatory compliance and resilience through robust backup and disaster recovery
- + Transition into a managed services model that provides continuous support, agility, and cost optimization

These drivers reflected a broader organizational strategy to reduce capital IT spend, accelerate innovation, and create a cloud-first foundation for future SAP projects.





## The Solution

EPI-USE delivered a multi-phase solution under the AWS MAP framework, blending proprietary tooling, AWS cloud services, and ITIL-aligned managed services practices.

### Key Solution Elements

#### Data Carve-Out & Migration

- + EPI-USE's Data Sync Manager (DSM) software suite enabled selective SAP data replication.
- + Ensured business-critical data was migrated with precision and minimal downtime § [Learn more about DSM](#)

#### AWS Infrastructure Backbone

- + Amazon EC2, Amazon EBS, and Amazon S3 supported compute and storage needs
- + VPC networking and IAM roles established a secure and scalable backbone

#### Disaster Recovery

- + Short-range DR strategy leveraging Oracle Data Guard replication
- + Protects SAP workloads with failover capabilities

#### Compliance

- + AWS Backup with Vault Lock ensured immutable backups
- + Supports audit and regulatory mandates

#### Patch Management

- + AWS Systems Manager Patch Manager automated patching across SAP and infrastructure components
- + Reduced security and operational risk

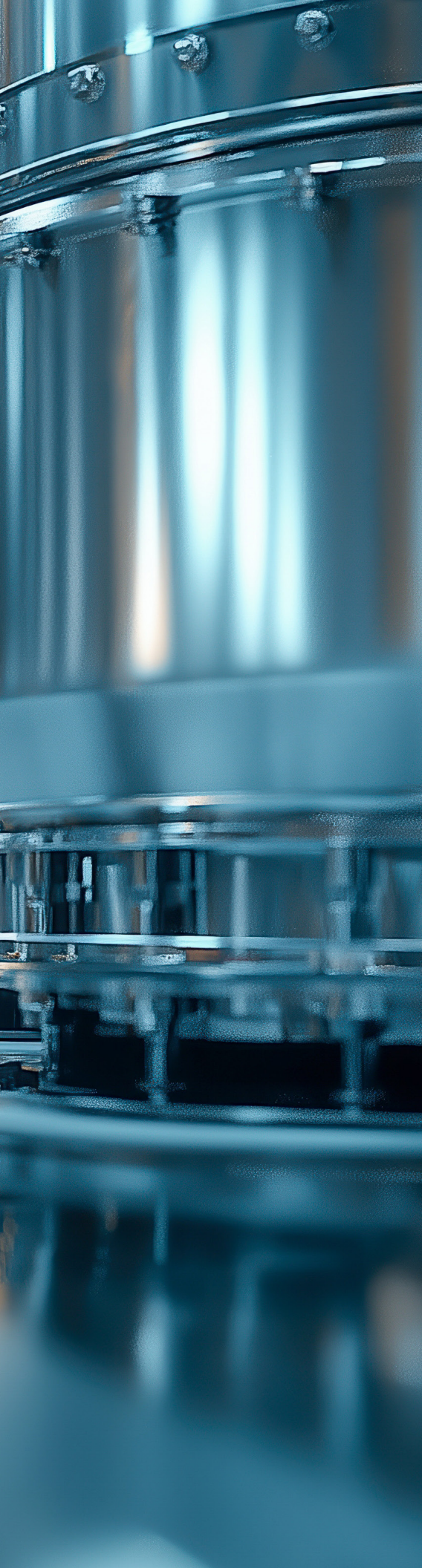
#### Observability

- + Amazon CloudWatch dashboards provided visibility into SAP performance and availability
- + Real-time monitoring and alerting

#### Managed Services

- + 24x7 managed services model covering SAP Basis support
- + Infrastructure operations, incident and change management
- + FinOps cost reviews and ongoing optimization





## Outcomes & Benefits

The enterprise achieved significant technical and business benefits from the migration and managed services engagement:

### Performance

- + SAP systems demonstrated faster response times and improved reliability compared to on-premises environments

### Agility

- + Change management processes enabled quicker deployment of new SAP projects
- + Supports evolving business needs with reduced time-to-market
- + Supports audit and regulatory mandates

### Resilience

- + **Oracle Data Guard** and immutable backup solutions provided strong disaster recovery posture
- + Enhanced compliance capabilities

### Reliability

- + Automated patching and proactive incident management minimized downtime
- + Improved user confidence and system stability

### Cost Efficiency

- + FinOps practices, right-sizing, and reserved instance optimization reduced total cost of ownership
- + Improved user confidence and system stability
- + Continuous cost optimization through regular reviews

### Sustained MSP Support

- + 24x7 monitoring and ITIL-aligned operations
- + Continuous improvements providing a stable platform for innovation

This engagement illustrates how cloud transformation is not just a migration project, but an ongoing journey of optimization and value creation.

“This project highlights how migrations are just the beginning — with proactive MSP support, enterprises gain resilience, improved performance, and the confidence to innovate faster on AWS.”

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**Cyril Mathew**  
Senior Director & Head of AWS Managed Services, EPI-USE



## Lessons Learned

- + Managing deprecated SAP software during heterogeneous migrations requires careful planning and thorough testing
- + Early implementation of observability, compliance, and managed services practices ensures a smoother transition
- + Combining MAP funding with proprietary tools accelerates both migration and long-term cost optimization outcomes

These drivers reflected a broader organizational strategy to reduce capital IT spend, accelerate innovation, and create a cloud-first foundation for future SAP projects.

## Why EPI-USE

EPI-USE brought unique differentiators to the engagement:

- + Proprietary DSM Technology — Carve-out, masking, and selective migration capabilities
- + Deep SAP & AWS Expertise — Extensive experience in SAP migrations and AWS infrastructure design
- + ITIL-Aligned Managed Services — 24x7 proactive global coverage
- + Embedded FinOps — Compliance-first practices with continuous cost optimization
- + MAP Delivery Success — Proven track record leveraging AWS MAP funding to accelerate enterprise transformation



## About EPI-USE Services and AWS

EPI-USE is a global leader in SAP and AWS Managed Services, with expertise spanning SAP carve-outs, migrations, and FinOps optimization. As an AWS Partner with MAP delivery capabilities, EPI-USE helps enterprises modernize critical workloads on AWS while ensuring compliance, cost efficiency, and operational excellence.

Through ITIL-aligned MSP practices, EPI-USE provides continuous support that enables clients to innovate with confidence.

To learn more about our Cloud Migration Services, and AWS Managed Services email [aws@epiuse.com](mailto:aws@epiuse.com) or visit [epiuse.com/aws-services](https://epiuse.com/aws-services)



EPI-USE is an SAP® Gold Partner. Our clients can be confident that EPI-USE is a capable, experienced, and reliable partner for their SAP needs. With our extensive expertise and proven experience in SAP systems, we enable our clients to realize new efficiencies, insights and opportunities for growth. Our core capabilities, technical skills and cutting-edge software – along with the commitment from our wider group of companies – equip us to provide innovative solutions to business challenges and deliver value to our clients.



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