

## Top 20 SAP Solution Providers – 2019

In the digitalised world, organisations face umpteen challenges in establishing a sustainable business model. Therefore, to thrive in today's competitive market, companies are investing in robust enterprise-grade applications. Being the leader in business software, SAP caters to the various organisational needs through its rich suite of enterprise solutions. Firms that are leveraging these computational technologies are moving toward success at much quicker rates than their competitors, and are seeing better cost savings and profitability through improved ROI.

In the wake of these technological advancements, CIO Applications Europe has compiled a list of top 20 SAP solution providers to guide business leaders in harnessing the robust SAP solutions and tackle today's business challenges, reduce workload, and increase efficiencies.

Bringing to you exciting revelations in the SAP realm, we are featuring Switzerland-based e-switch Solutions as our

cover story. The company is an SAP EAM solution provider and offers its expertise in the areas of maintenance and service management. The range of services ranges from individual process consulting, rapid implementation to final commissioning and support. Another featured company, All for One Steeb, is a premier SAP partner and a leading SAP full-service provider in the German-speaking midmarket segment.

With several innovative technological capabilities and success stories up its sleeves, these leading SAP Solution Providers are constantly proving their mettle in the field of enterprise business applications landscape. We hope this issue of CIO Applications Europe helps you build the partnership you and your firm need, to gain a comprehensive knowledge as to how SAP solutions can strategise growth.

We present to you CIO Applications Europe's "Top 20 SAP Solution Providers – 2019."



### Company:

SEP

### Key Person:

Georg Moosreiner  
CEO

### Website:

sep.de

### Description:

An SAP partner that delivers certified backup and recovery capabilities for the complete SAP solution stack and provides a hybrid backup solution, SEP sesam

# SEP

## We Support the Systems NoOne Else Can

Since 1992, SEP has been the data backup solutions provider of choice for many large enterprises, small and medium businesses (SMBs) in retail, healthcare, finance, public sector and universities. SEP differentiates itself in the market with its flagship offering, SEP sesam, a hybrid backup and disaster recovery solutions suite for the protection of cross-platform, heterogeneous IT environments. SEP sesam is an easy-to-use and centrally managed solution suite that covers the complete IT needs of an organisation. Unlike other data storage solutions that focus only on a subset of IT environments, SEP sesam secures several virtual environments, operating systems, applications, and databases, including hardware snapshots.

### Data Deduplication, Data Replication, and Business Continuity

SEP sesam deduplicates business-critical data that reduces the backup storage up to 90 per cent and keeps it available at all times. The efficient Si3 inline deduplication uses variable block lengths, is high-performance and is performed simultaneously with the backup processes. There is no staging area for buffering the data. Deduplicated data consists of two elements: a pool of data blocks and a catalogue that references the pool of data blocks. This catalogue knows the original file name and the reference to the data blocks it contains. When an identical file is backed up repeatedly, only one entry is written to the file catalogue with reference to the blocks which are already stored in the pool. The deduplication solution divides the data blocks within the file like a template. SEP sesam Si3 deduplication is the basis for bandwidth-saving replication of data between distributed company locations or data centres. The underlying multi-streaming technology of the solution suite enables superfast and simultaneous backups of an unlimited number of servers on different backup media such as disk, tape, and the cloud.

In case of a disaster, SEP sesam's Si3 replication technology offers quick and location-independent recovery of single files up to the complete system. With the SEP sesam Si3 replication solution, every IT infrastructure is ready for a variety of recovery scenarios. This makes cross-site disaster recovery in the event of loss or failure of a site just as easy as a practice with the provision of standby servers on

a cloud site. With block-based Si3 replication, it is possible to transfer the required data in any combination between the SEP sesam Backup Server or a Remote Device Server and a large number of other Remote Device Servers (RDS) across locations. "With this process, the risk of data loss is considerably reduced through data outsourcing, and at the same time the recovery of production data in the event of loss of a site is made possible in the first place," says Georg Moosreiner, CEO, SEP. In an emergency, the outsourced backups can be accessed and made available for productive operation again in the shortest possible time. SEP sesam Si3 deduplication technology is the prerequisite for this high-performance replication. This not only shortens the backup process but also considerably reduces the required bandwidth between the locations.

Moreover, SEP sesam users do not have to rely on particular hardware or software for their data security. This flexibility is achieved through the consolidation of multiple backup systems to form a centrally administrable hybrid backup solution available 24/7. With such agility, IT managers can customise their infrastructure to meet the changing client requirements while the decision-makers can keep time and operational cost in check. Importantly, the solution suite works reliably and consistently follows EU-GDPR and other compliance requirements. Another important feature is that scheduled and automatic restores can be performed on standby systems to



SEBASTIAN MOOSREINER

verify backups, which can also be used for audits. So SEP sesam uses the highest standards to ensure business continuity – the life insurance for enterprises and organisations. "Our hybrid backup solution, SEP sesam protects eight hypervisors and a market-leading portfolio of operating systems, applications, groupware and databases based on a variety of processor architectures from Intel to IBM Z," says Moosreiner.

### Data Recovery and Backup for SAP Users

A comprehensive portfolio of modules embedded into SEP sesam ensures uninterrupted data protection for SAP. These solutions are the centrepiece of IT environments for companies and organisations worldwide. SAP systems manage all types of information from sales and customer relationships to finance and business operations. SAP systems require a comprehensive business continuity management strategy, focusing on Recovery Point Objectives (RPOs) and Recovery Time Objectives (RTOs), which are essential in a disaster scenario. Therefore reliable and scalable data protection for the complete SAP environment is important. It is also important that the backup solution is certified by SAP to receive SAP support. SEP is working very closely with SAP and has passed all the necessary certifications. So SEP's certified hybrid backup and bare metal recovery solution provide reliable and scalable data protection for all SAP environments. SEP can quickly recover an entire SAP environment in the event of a disaster. SEP also covers the SAP solutions running in the cloud. "An SAP partner since 2002, SEP offers backup and recovery software solutions for the complete SAP solution stack, including SAP HANA on Intel and IBM powered platforms, SAP Business One, SAP

**Our hybrid backup solution, SEP sesam protects eight hypervisors and a market-leading portfolio of operating systems, applications, groupware and databases based on a variety of processor architectures from Intel to IBM Z.**



GEORG MOOSREINER,  
CEO

NetWeaver on various databases and SAP ASE," says Moosreiner.

For effective client engagement with SAP users, SEP focuses on understanding their unique business needs. In many cases, its team prepares a proof of concept based on the clients' business environment before implementing the best-of-breed solution. For instance, one of the largest and most prestigious SAP consultancy services, UNIORG Consulting GmbH, approached SEP to protect its data centres with SEP sesam. UNIORG's previous solution could secure only the hosting environment, not the managed services for customers. They looked for a powerful and universally applicable backup solution that was certified, especially for the SAP environment. By implementing SEP's solution, the client could secure all of their data centre systems that ensured considerable savings in time and cost.

### Universal Support to Complex System Environments

Team SEP's continuous interaction with clients and technology partners serves

as a good source of firsthand information for further product improvement.

Besides supporting both the mainstream hypervisor solutions like VMware and the newer ones, SEP continuously invests in enhancing the qualifications of its employees as well as partners for enhanced solutions and services delivery. The universal support to complex system environments makes SEP a go-to partner for data protection needs. "SEP offers solutions for on-premise and in the cloud, cloud app protection services (for Office 365, Salesforce, G-Suite) and for service providers, who are running Backup-as-a-Service (BaaS) based on the SEP sesam technology," says Moosreiner.

As emerging technologies like IoT, Industry 4.0, and artificial intelligence (AI) are influencing data storage and security, team SEP strives to further enhance SEP sesam with flexible and reliable data protection capability in the near future. "Staying true to our motto of 'we support the systems no one else can,' we support not only the market leaders but also less widespread and new technologies and, help users to consistently protect and quickly restore their diverse IT environments," concludes the CEO. CA