



Top Reasons VARs Adopt **Lumen HANA-as-a-Service**

LUMEN®

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Top Reasons VARs Adopt Lumen HANA-as-a-Service

1

SAP Endorsed & Certified Solution

- Lumen is SAP-certified for Outsourced Operations
- Solution is co-designed by Lumen and SAP
- “A solution that is very comprehensive”



Why High Tech customers choose Lumen? >

2

Lumen's Expertise & Resources

- Lumen is expert in hosting HANA & Linux in the global Cloud
- Keeping this type of staff trained & available yourself is too expensive
- Enterprise level resources for compliance, monitoring, resilience, security



Why Wholesale Distribution customers choose Lumen? >

3

Flexibility to Support Unique Customer & VAR Requirements

- Custom landscapes supporting customer requirements & Add-ons
- Multi-tenant, Single Tenant, or Dedicated instances as needed
- Competitive & Reasonable Pricing



Why Life Science customers choose Lumen? >

Why High Tech customers choose Lumen: SAP Endorsed & Certified Solution



SAP Certification & Endorsement

Lumen has the resources, skills and expertise of a Fortune 500 company to invest in delivering a quality solution and providing the support needed by partners.



Lumen's Expertise & Resources

HANA hosting is complex – it requires very specialized knowledge that keeps evolving. Lumen has trained resources on staff for the deployment and administration of a HANA cloud offering.



Enterprise Grade Services for Larger Customers

Lumen provides the enterprise level services such as performance monitoring, SOC1 and SOC2 reporting, and a private cloud option, so our partners can confidently serve larger companies with more sophisticated requirements.

For more information or to schedule a meeting, contact your local Channel Sales Manager or visit www.lumen.com/sapbusinessone.



Why Wholesale Distribution customers choose Lumen: **Lumen's Expertise & Resources**



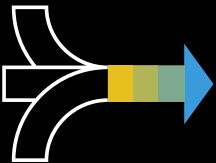
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Competitive Pricing

Lumen's pricing model is competitive and often times has more cost benefits than SAP Business One partners hosting in-house.



Lumen's Flexibility & High Service Level

Lumen has the flexibility to craft a solution that meets individual customer requirements. Lumen works with customers and partners to propose optimum scalable solutions that keep security and the user experience in mind.

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Why Life Science customers choose Lumen: **Flexibility to Support Unique Customer & VAR Requirements**



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