



SAP SE
Dietmar-Hopp-Allee 16
69190 Walldorf
Deutschland
T +49 6227 7-47474
F +49 6227 7-57575
info@sap.com

SAP SE, Dietmar-Hopp-Allee 16, 69190 Walldorf

Dr. ir. Alexandru IOSUP
Associate Professor
Delft University of Technology
Mekelweg 4
2628CD Delft
The Netherlands
A.iosup@tudelft.nl

CC:
STW, NWO Innovative Research Incentives Scheme
PO Box 93138
NL-2509 AC The Hague
The Netherlands
vi@nwo.nl

Date: 29.09.2015

MagnaData

Dear Alexandru,

I read with pleasure your MagnaData proposal. SAP SE is a market leader in enterprise applications and software. SAP offers a complete portfolio of cloud solutions to help businesses quickly leverage the most current and innovative applications and software needed to run a modern, agile business. SAP's cloud solutions offer PaaS and SaaS capabilities for database and business application services. Our users have diverse applications, from advanced customer relationship management to health services and innovation. Flexibility and scalability, combined with efficiency, are primary concerns for SAP's customers. This is why I fully support the MagnaData proposal.

As vice chair of the SPEC Research Group I was very impressed how you established a novel working group focusing on cloud technology inside the SPEC RG in the last years, which you are chairing to date. Our successful collaboration in last years resulted in two successful article two articles, "Benchmarking in the Cloud: What It Should, Can, and Cannot Be", and "Cloud Usage Patterns: A Formalism for Description of Cloud Usage Scenarios". The former defines the theoretical and practical spectrum of cloud benchmarks, and has already been cited over 20 times.

SAP SE

vertreten durch ihren Vorstand: Bill McDermott (CEO), Robert Enslin, Bernd Leukert, Luka Mucic, Gerhard Oswald
Vorsitzender des Aufsichtsrats: Hasso Plattner, Registergericht Mannheim HRB 719915
Deutsche Bank AG, Heidelberg (BLZ: 672 700 03) Konto: 0912030, SWIFT-BIC: DEUT DE SM 672, IBAN DE78 6727 0003 0091 2030 00
Steuernummer: 32497/82215; USt-IdentNr.: DE 143454214



The latter introduces a formalism for expressing cloud usage patterns, intended as a common language between cloud developers, users, and sales teams.

I am interested to extend our collaboration for the MagnaData project:

1. I am willing to be a member of the User Advisory Board. I or a delegate of my team will take part in the yearly meetings of the User Advisory Board.
2. I will actively follow the progress of your project and look for opportunities for technological transfer. I am particularly interested in the scheduling techniques regarding complex data services that can change requirements per component, over time. This promises a new level of flexibility that might leverage future cloud products. The socially aware and portfolio scheduling ideas are also very interesting. They promise significant increase in efficiency and match well many business cases.

Last, I understand that the funding scheme under which you apply for grants with MagnaData is highly competitive. I consider you among top 10% of the researchers in the field of distributed systems design and performance analysis with up to 7 years after graduation. I consider the proposal itself of the highest quality. If I would have to decide about MagnaData, I would grant its funding without hesitation.

I wish you good luck with the proposal.



Dr. Kai Sachs
Principal Healthcare Expert