

RISE with SAP

The Why, What and How

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CUSTOMER & PARTNER CONFIDENTIAL

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REINVENT
HOW BUSINESSES RUN



Our vision is more relevant than ever

A network of intelligent, sustainable enterprises

1 Business transformation

Enable every enterprise to become an intelligent, sustainable enterprise

2 Supply chain resilience

Bring enterprises together into a global business network

3 Sustainability outcomes

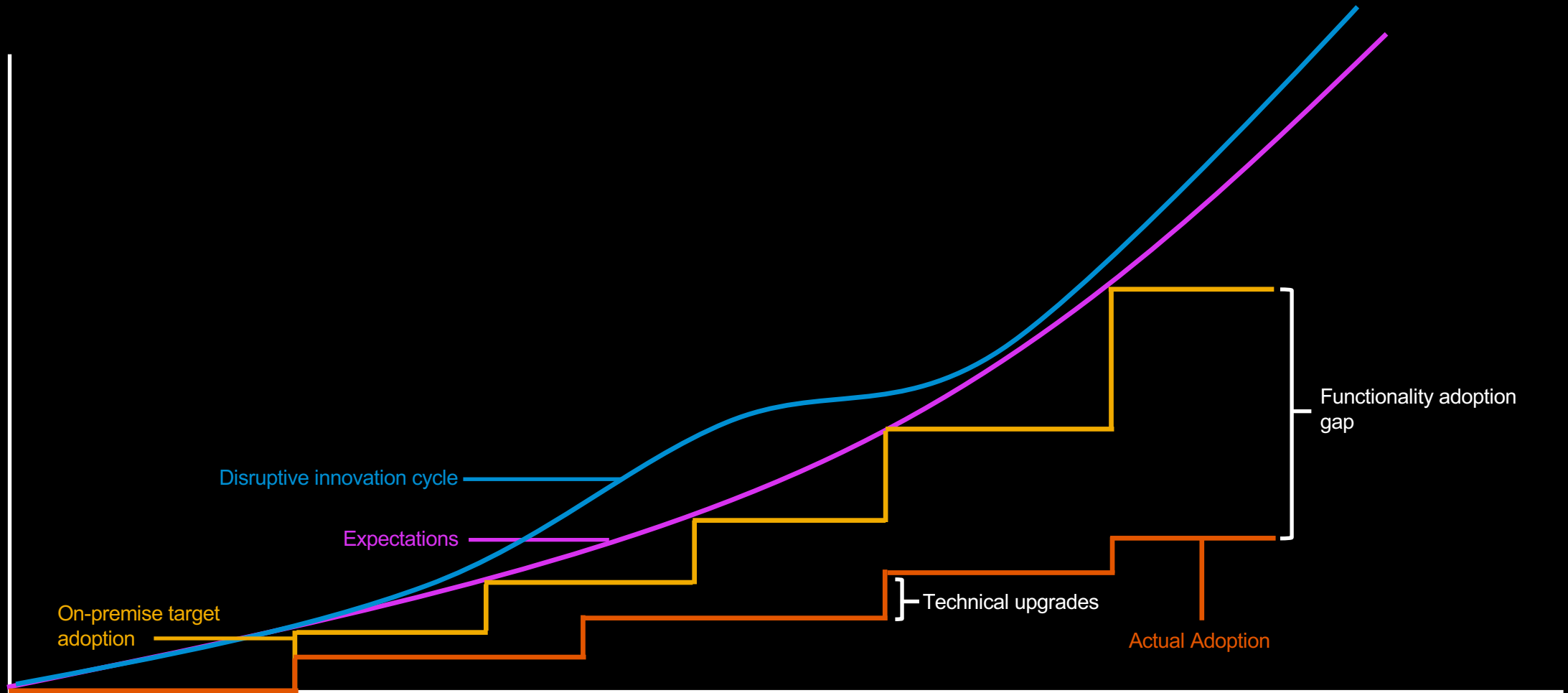
Create a sustainable world together

“Cloud really isn’t about changing technology”

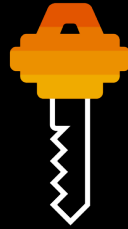
It is about changing culture



Cloud Adoption is Key to Innovation & Optimization



Beyond “Cloud ERP” = Cloud Qualities



**On Demand
Self-Service**



**Broad Network
Access**



**Resource
Pooling**



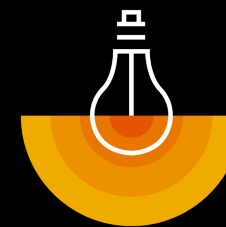
**Rapid
Elasticity**



**Measured
Service**

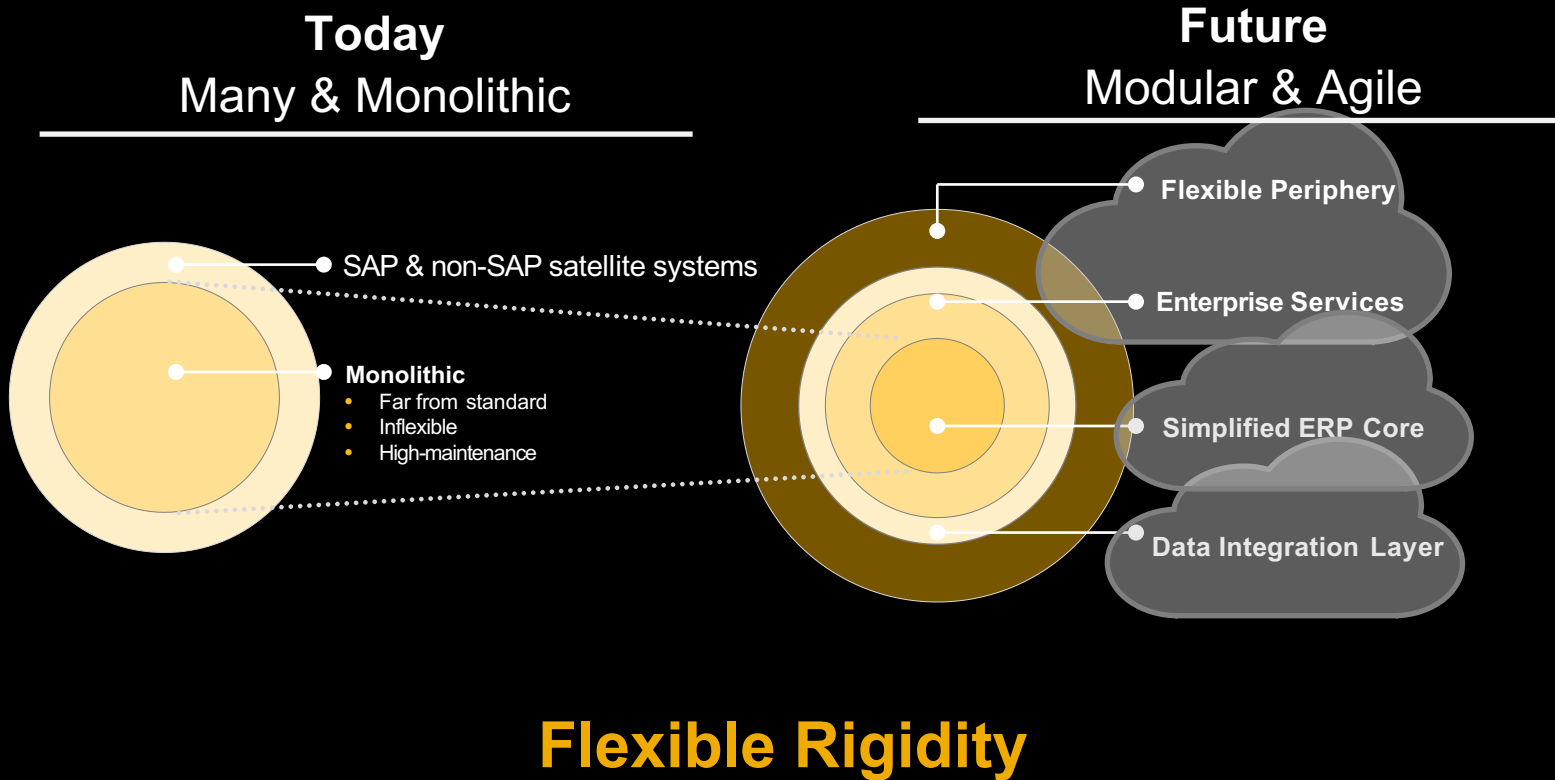


**Standards
Adoption**



**Rapid Innovation
Adoption**

Simplify the Core and Unlock Agility



Today's Accelerators



Move to Cloud
Scale technologies



Fit to Standard vs. Fit to Gap
Model Company & Activate Methodology



Common Platform as a Service
Integration, Extension & Innovation



Integrated Analytics
Create visibility

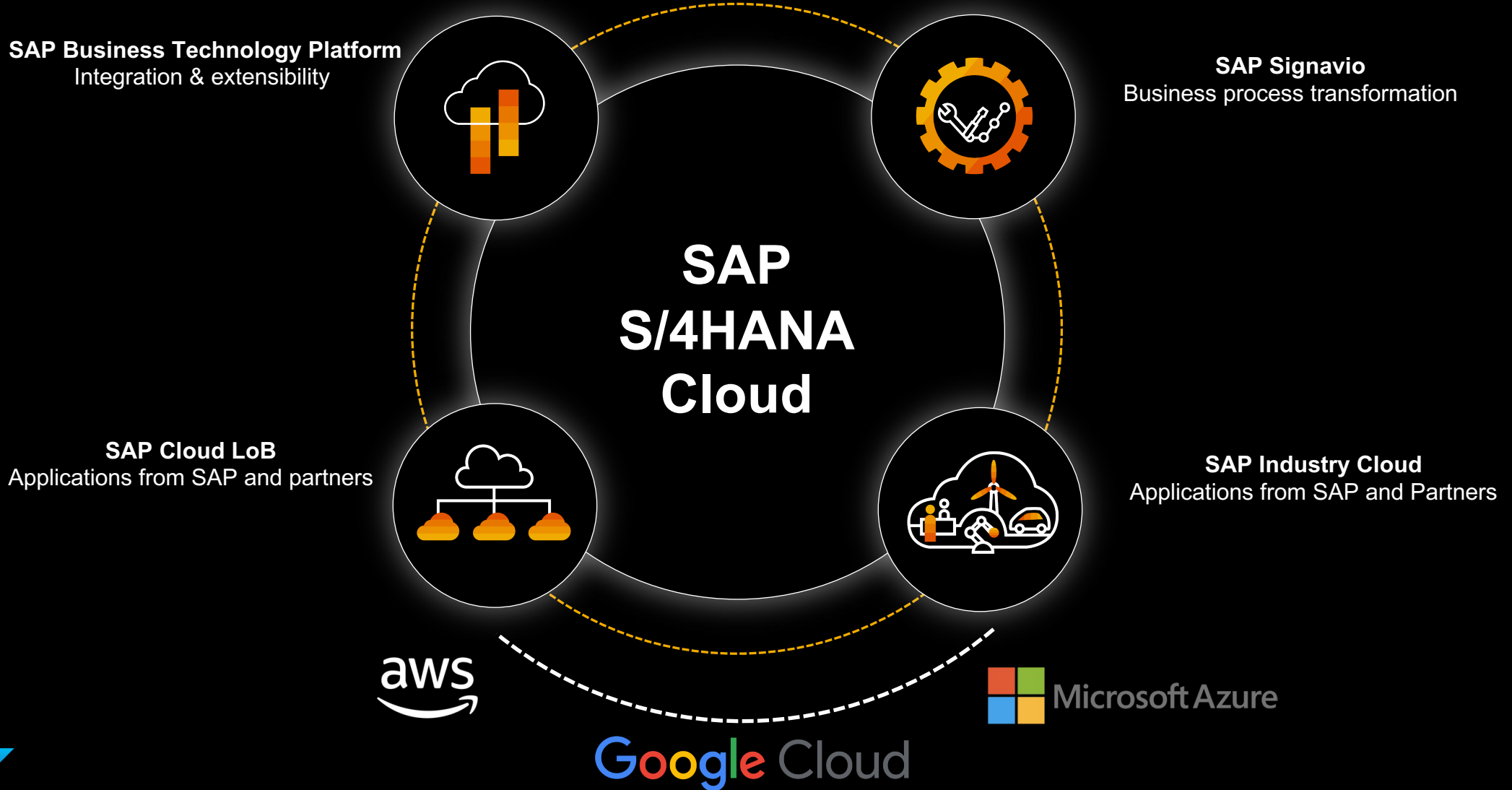


Data Strategy
Harmonized data transparency



Modular cloud portfolio

Continuous innovation | Easily extensible | Secure at scale | Cloud economics

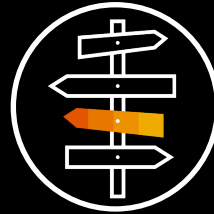




**RISE
WITH
SAP**

Driving business
innovation together

Why should you RISE with SAP ?



Future-proven customer journey



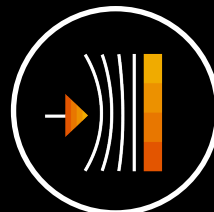
Proactive and innovative partner for
your transformation



Cloud-based subscription increases
flexibility and accountability



Re-deploy and reinvest resources and IT
spend into the business



Business Continuity; stable, secure
and resilient platform

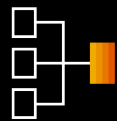
Build Your Intelligent Enterprise

Starting Point

Existing & New customers

Business Process Analysis

BUSINESS PROCESS INTELLIGENCE



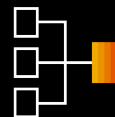
Technical Migration

TOOLS AND SERVICES



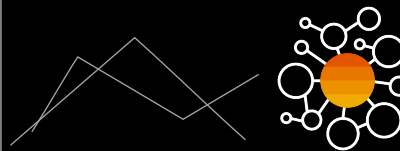
Business Process Design

SIGNAVIO



Business Foundation

SAP S/4HANA AND NETWORKS



INDUSTRIES*



LINES OF BUSINESS*

Enable Value Creation with Differentiating Business Capabilities

Industry best and next practices that create new revenue streams and maximize existing ones, improve assets efficiency, enhance productivity and allow for running sustainably

Mitigate Risk, Reduce IT Cost and Accelerate Time to Value with Cloud Delivery Capabilities

Capabilities that maximize transformation readiness, simplify consumption through "as-a-service experience"



EXPERIENCE MANAGEMENT



APPLICATIONS AND NETWORKS



PLATFORM

INFRASTRUCTURE



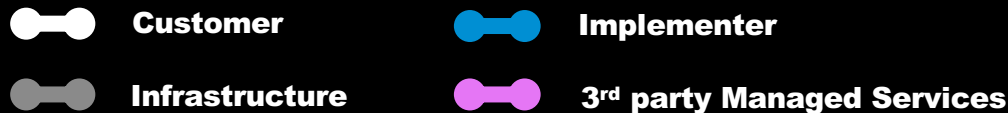
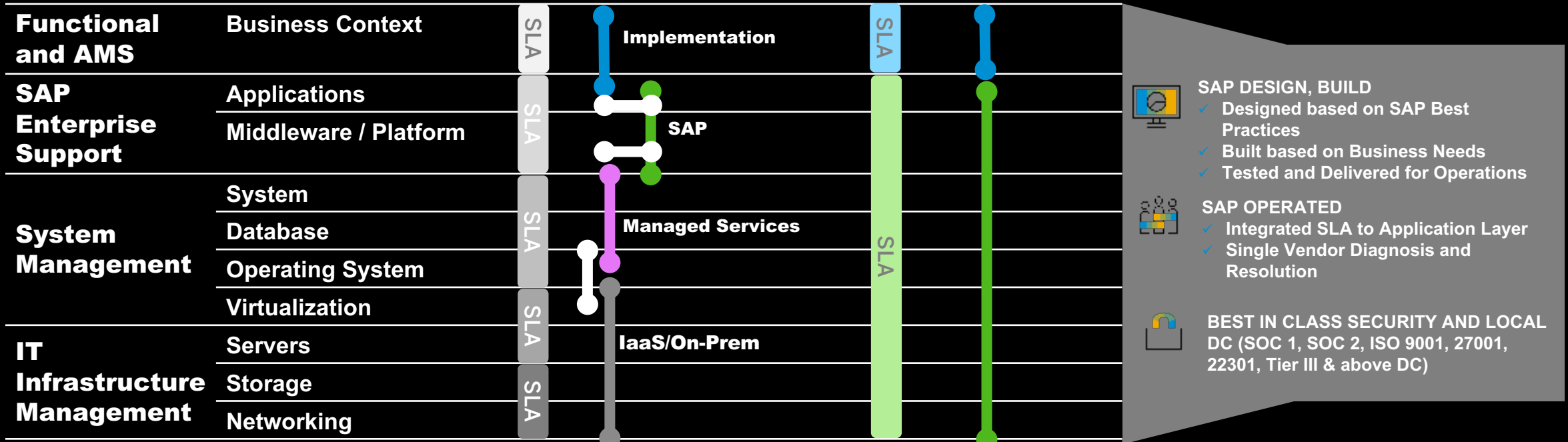
Installed Base Customers

SAP RISE Solution Differentiators: What We Deliver

Unified Support, Single Accountability and Delivered with Business Context – Sustainable Quality of Service

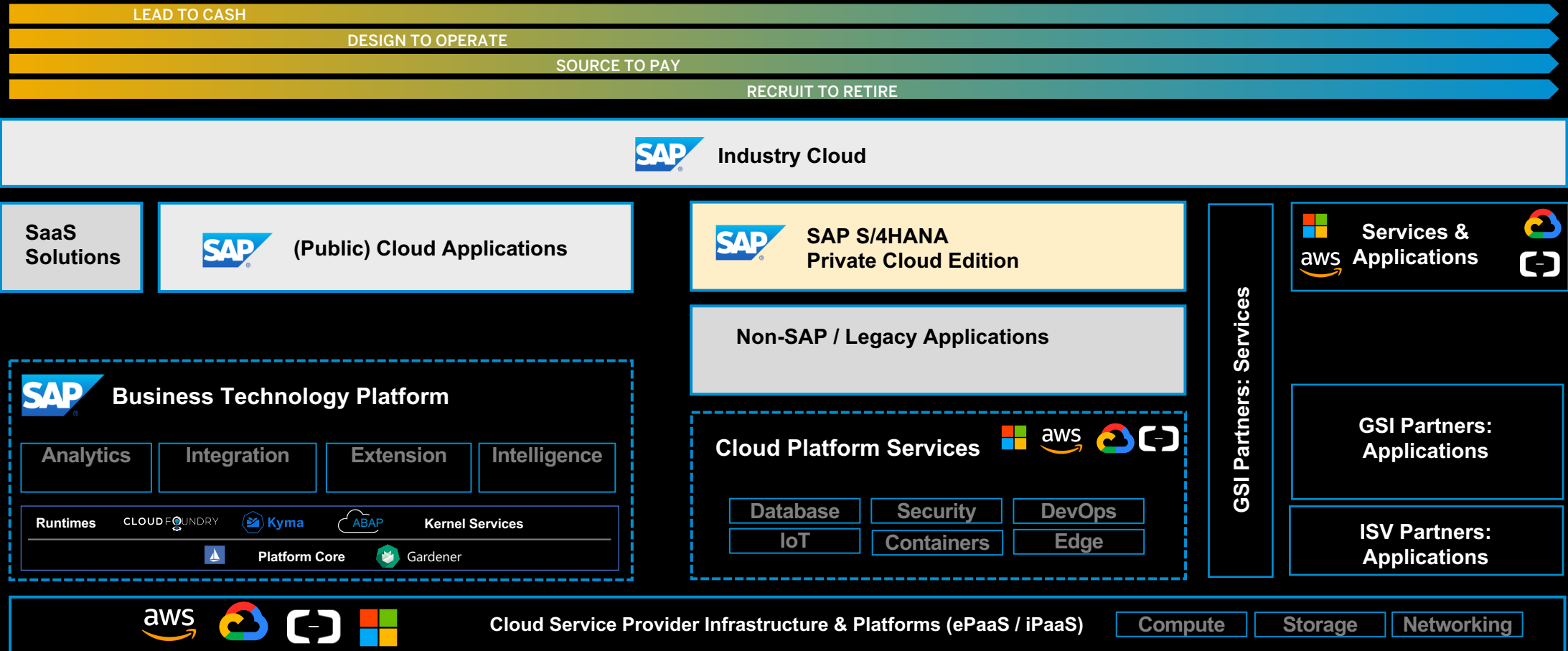
IaaS/On-Prem and 3rd party Managed Services

RISE with SAP

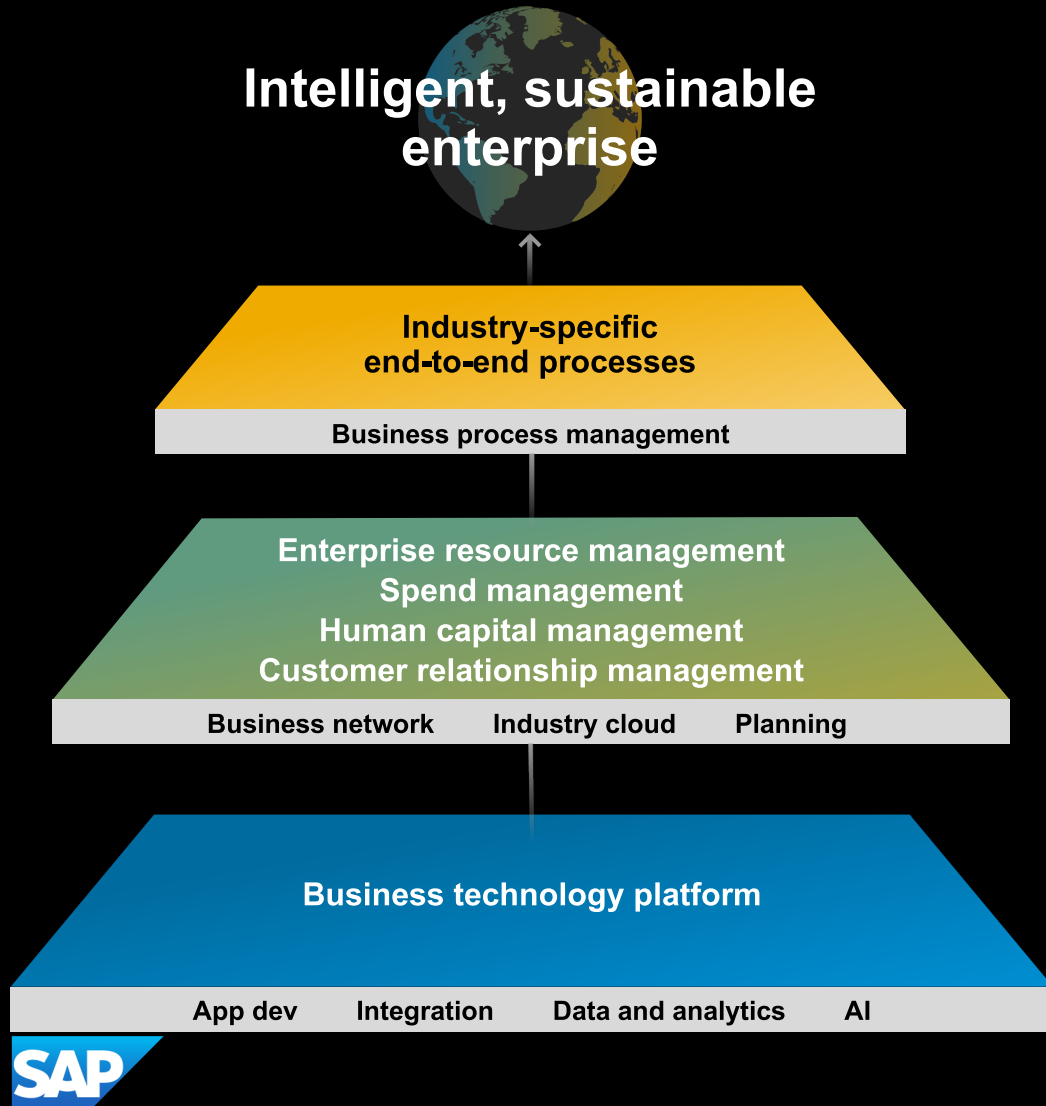


Entire Customer Landscapes

RISE with SAP in context

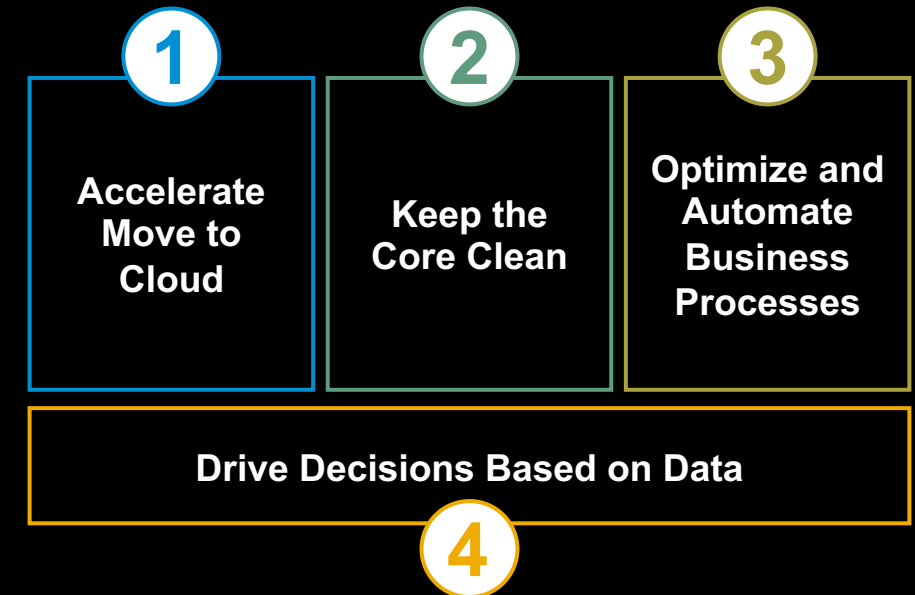


SAP BTP is the foundation of the Intelligent Sustainable Enterprise



RISE WITH SAP

SAP Business Technology Platform



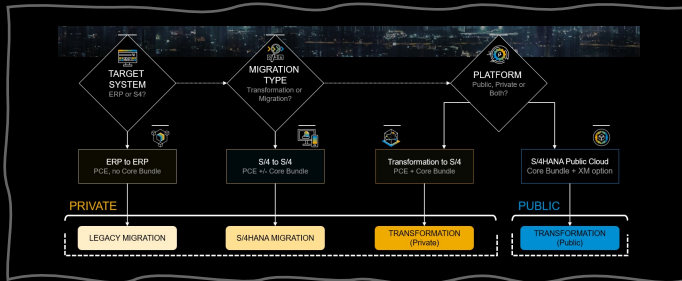
Juergen Mueller, SAP CTO and BTP Executive Board Sponsor Says:

SAP Business Technology Platform is the foundation of the Intelligent Enterprise and the basis of all our business applications and the industry cloud.

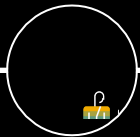
We use SAP BTP for integrating our existing applications across SAP and non-SAP systems¹⁴

COMPONENTS // RISE WITH SAP ADOPTION FRAMEWORK

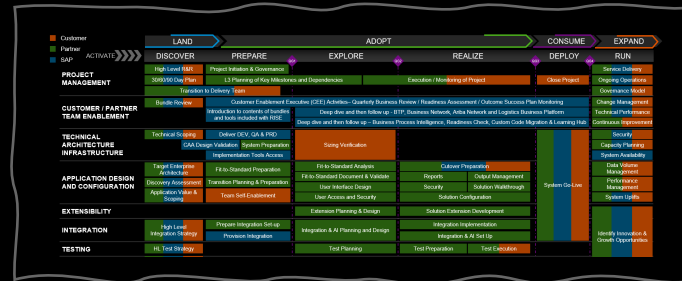
END-TO-END ADOPTION PLAN FOR RISE CUSTOMERS



YOUR JOURNEY



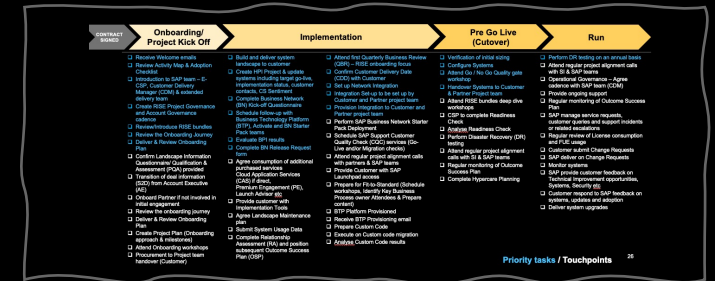
- Identify, validate and plan for the RISE with SAP journey that each customer will take, ensuring clarity during the sales process
- Align all internal stakeholders according to the defined customer journey
- Ensure early engagement and alignment with the Partner where involved



YOUR ACTIVITY MAP



- A minimum viable set of activities, baseline template of the minimum set of activities required for a successful journey
- Clearly define the tailored distribution and ownership of activities between the Customer, Partner and SAP



YOUR ADOPTION CHECKLIST



- Highlight key touchpoints (project plan, usage of bundle elements, governance cadence) and adoption metrics (project start, consumption etc.)
- Proactively follow up with Customers at milestones throughout the Adoption Plan



Proactive Engagement

Value Realization

Relationship Assessment & Outcome Success Plan

Establish a common language for success, assessing maturity across nine success dimensions. Regular proactive engagement to review progress on business value drivers and address barriers to success.



Who will be involved

Stakeholder Governance

At strategic, tactical and operational levels between you, your partner(s) and SAP to create a collaborative 'joint team' culture for risk mitigation and continuous improvement.



How we collaborate for success in RUN Phase

Proactive Operational Governance Model

Establish an operational governance model based on SAP and IT Industry best practices. Ensure operational reliability and platform stability through clear processes and guidelines. Introduce effective risk mitigation to ensure business confidence.



What will each stakeholder do

A tailored activity map

Transparent and collaborative approach to documenting the high level distribution of roles and responsibilities between all parties across the end-to-end RISE journey from PREPARE to RUN.



When will key activities occur

A consolidated adoption checklist

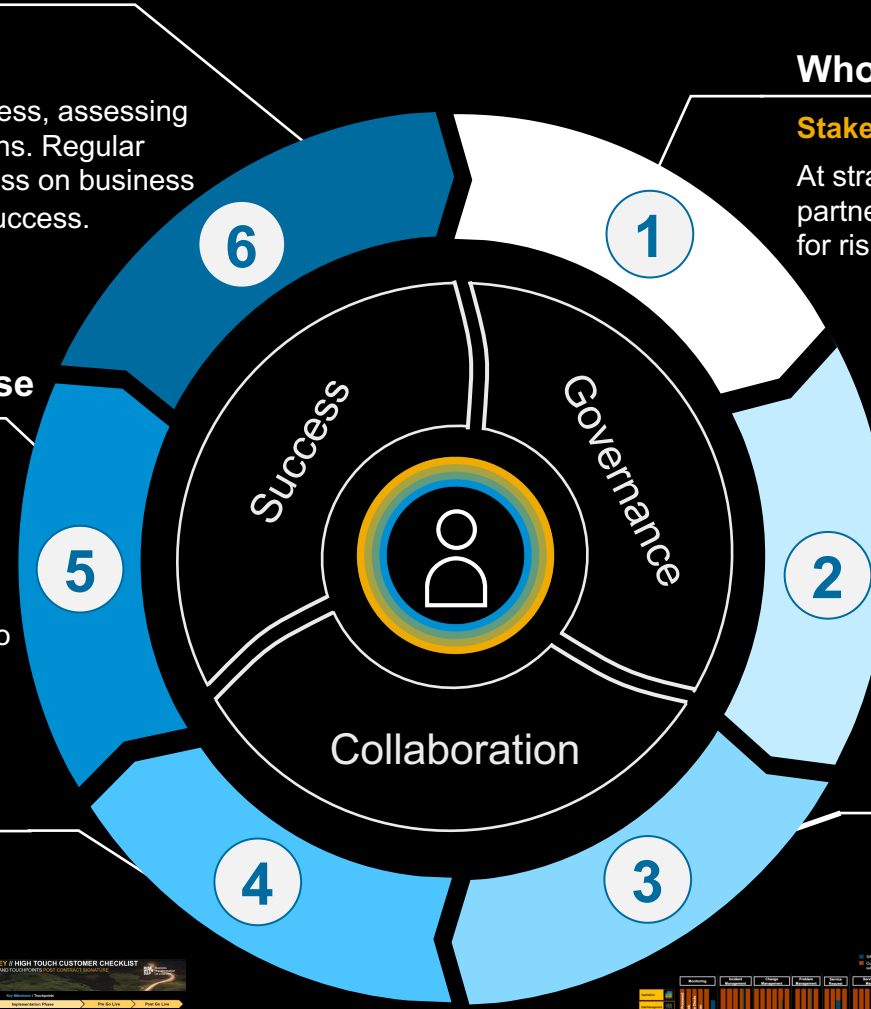
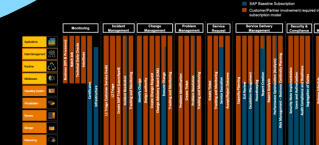
Integrated list of adoption triggers and activities across your RISE bundle subscription and full LoB scope within your Bill of Materials to drive continuous and holistic engagement around adoption.



How to ensure Operational Success

Baseline Operational Map for RUN phase

To help clarify the baseline SAP coverage in the RUN phase and help identify areas that you want additionally to be covered either by SAP or Partner offerings.



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