

The SAP logo is located in the top left corner, featuring the letters 'SAP' in white on a blue rectangular background with a slight gradient and a shadow effect.

**SAP**

# RISE WITH SAP

Driving business  
innovation together

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S/4HANA Cloud Solution Advisor & Evangelist  
North America S/4HANA Center of Excellence

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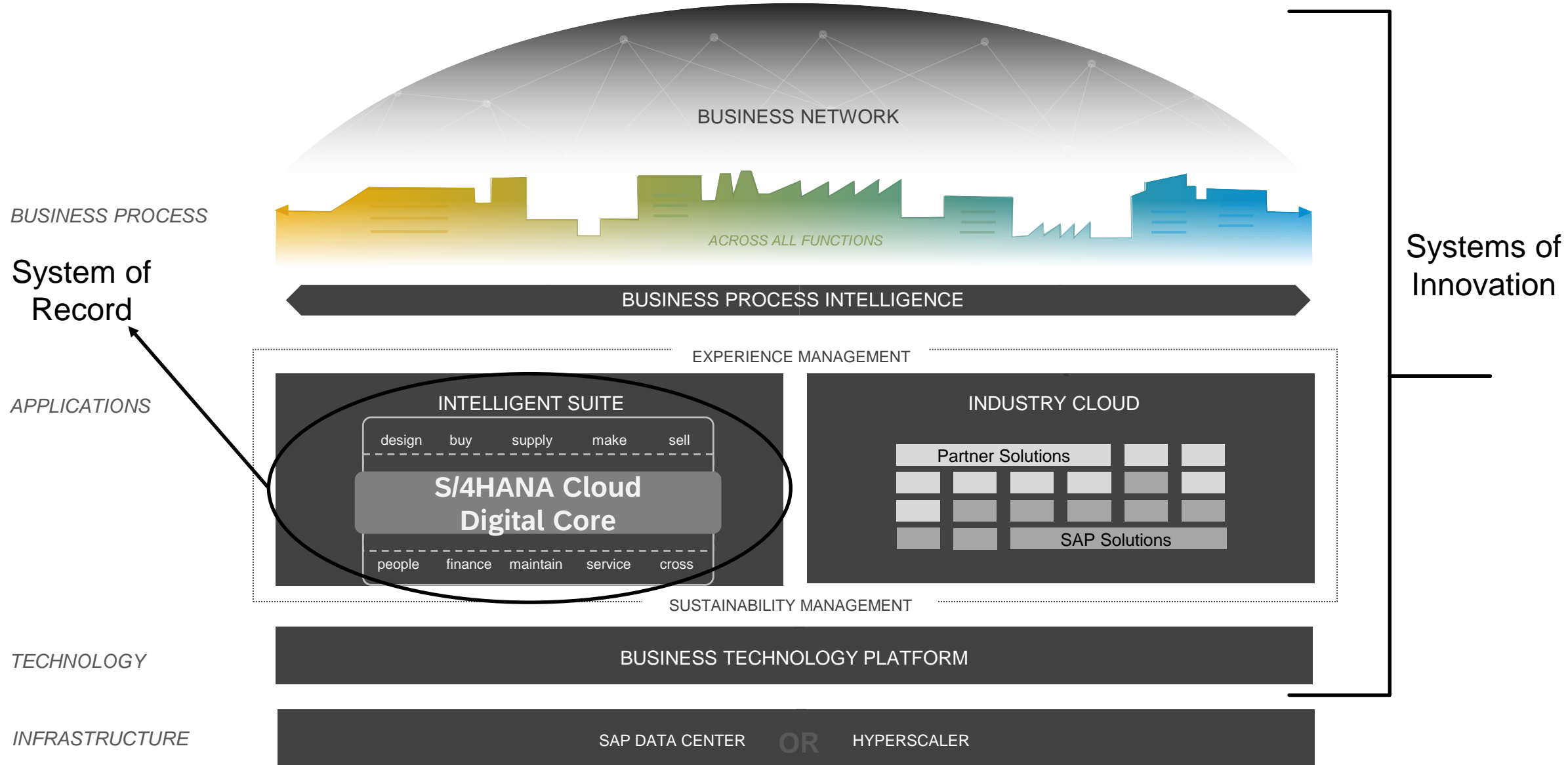
# Cloud technology is a key innovation enabler

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“It’s clear that there’s tremendous value enabled by adopting cloud—more than \$1 trillion by 2030. Almost all of that value comes from business innovation and optimization rather than IT cost reduction.”

**McKinsey 2021**

# Delivering the Intelligent Enterprise – a clear path forward was needed...



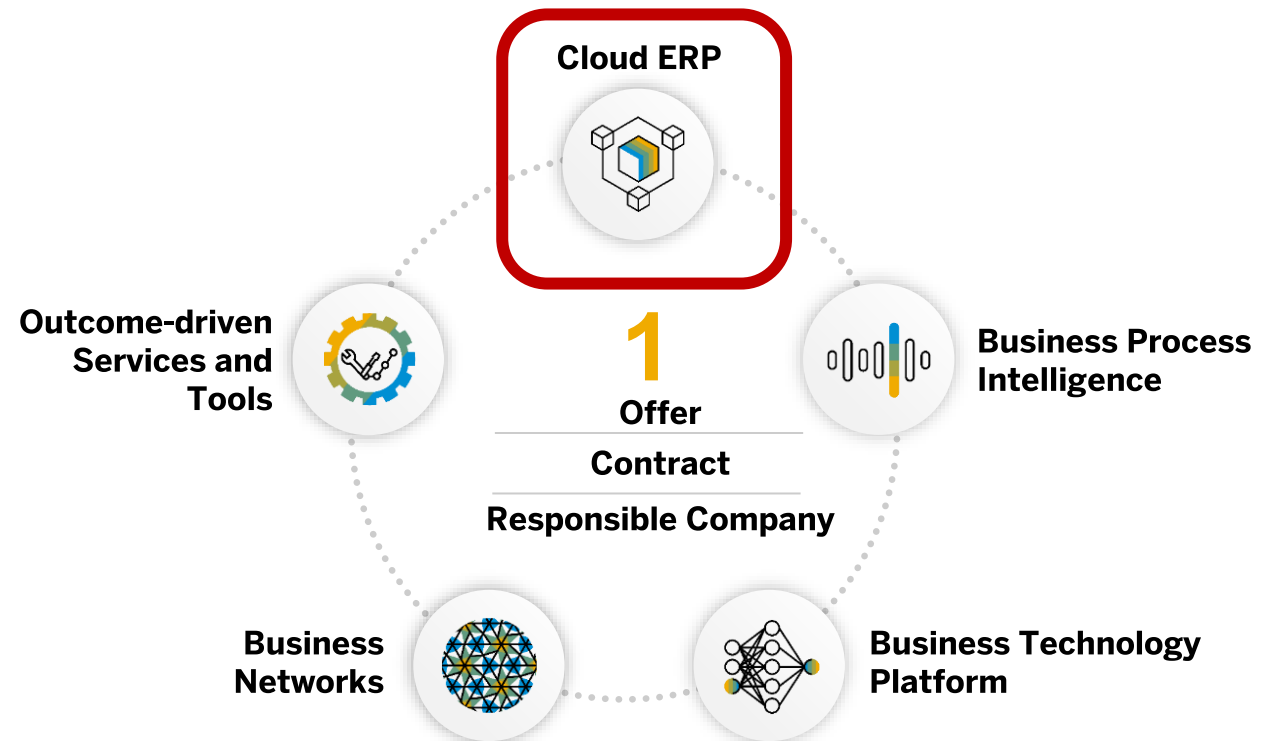
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## What is RISE with SAP?

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Enterprise In The Cloud

It is a comprehensive solution delivering business outcomes with:



# CLOUD ERP

## SAP S/4HANA CLOUD



BUSINESS PROCESS INTELLIGENCE



BUSINESS TECHNOLOGY PLATFORM



BUSINESS NETWORKS



OUTCOME-DRIVEN SERVICES AND TOOLS

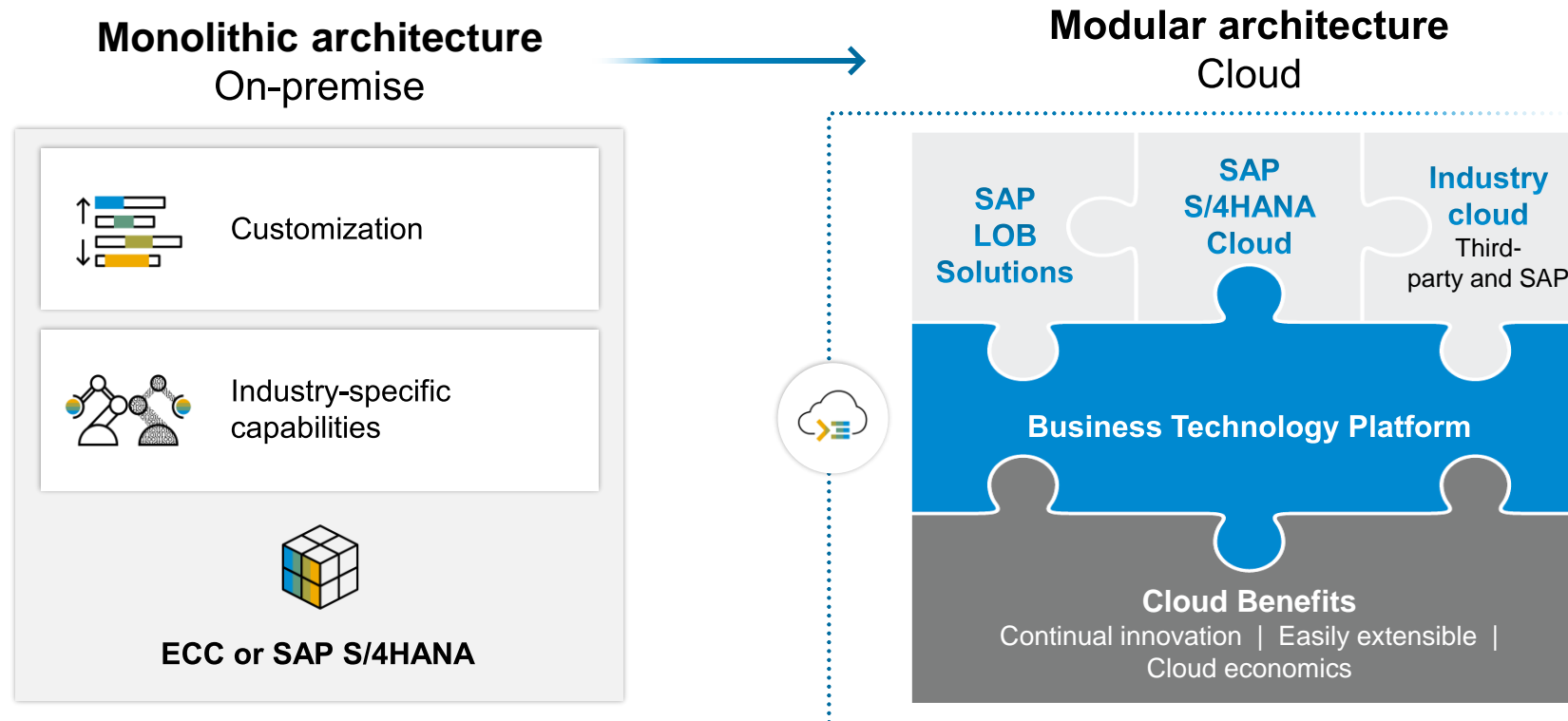


- **Advanced Available to Promise:** Propose accurate quantity and delivery time commitments based on defined business rules
- **Demand-driven Replenishment:** Promote material flow with strategically placed buffers, reducing inventory and improving service
- **Order Status And Item Traceability:** On-time shipment and establish product genealogy along the entire value chain
- **Predictive Material And Resource Planning:** Simulate production with fast, predictive MRP for instant capacity and material requirement evaluation
- **Shop Floor Integration:** Improve efficiency by creating a real-time connection between manufacturing planning and execution
- **System Engineering:** Provide early input cost estimates and ongoing insights into product performance through contextual analytics

# Why Cloud ERP?

## ERP as-a-Service: Differentiating Business Capabilities

- Vision for the Intelligent Enterprise: a digital core that is **easy to extend, robust, efficient to operate,** and can be **upgraded with little (to no) downtime**
- To achieve this, it requires new engineering mindsets & architectures that are native cloud and moving from a snapshot in time to continuous improvement mindset
- This further allows for opportunities for further business value through SAP's Systems of Innovation



# CLOUD ERP INFRASTRUCTURE



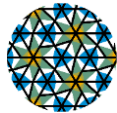
BUSINESS PROCESS INTELLIGENCE



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OUTCOME-DRIVEN SERVICES AND TOOLS



## Choice of Infrastructure

- Hyperscaler or SAP data center
- Scalability option based on the growth of your business
- Technical operations excellence by ensuring:
  - Single point of contact
  - One set of SLAs

## Infrastructure Resilience

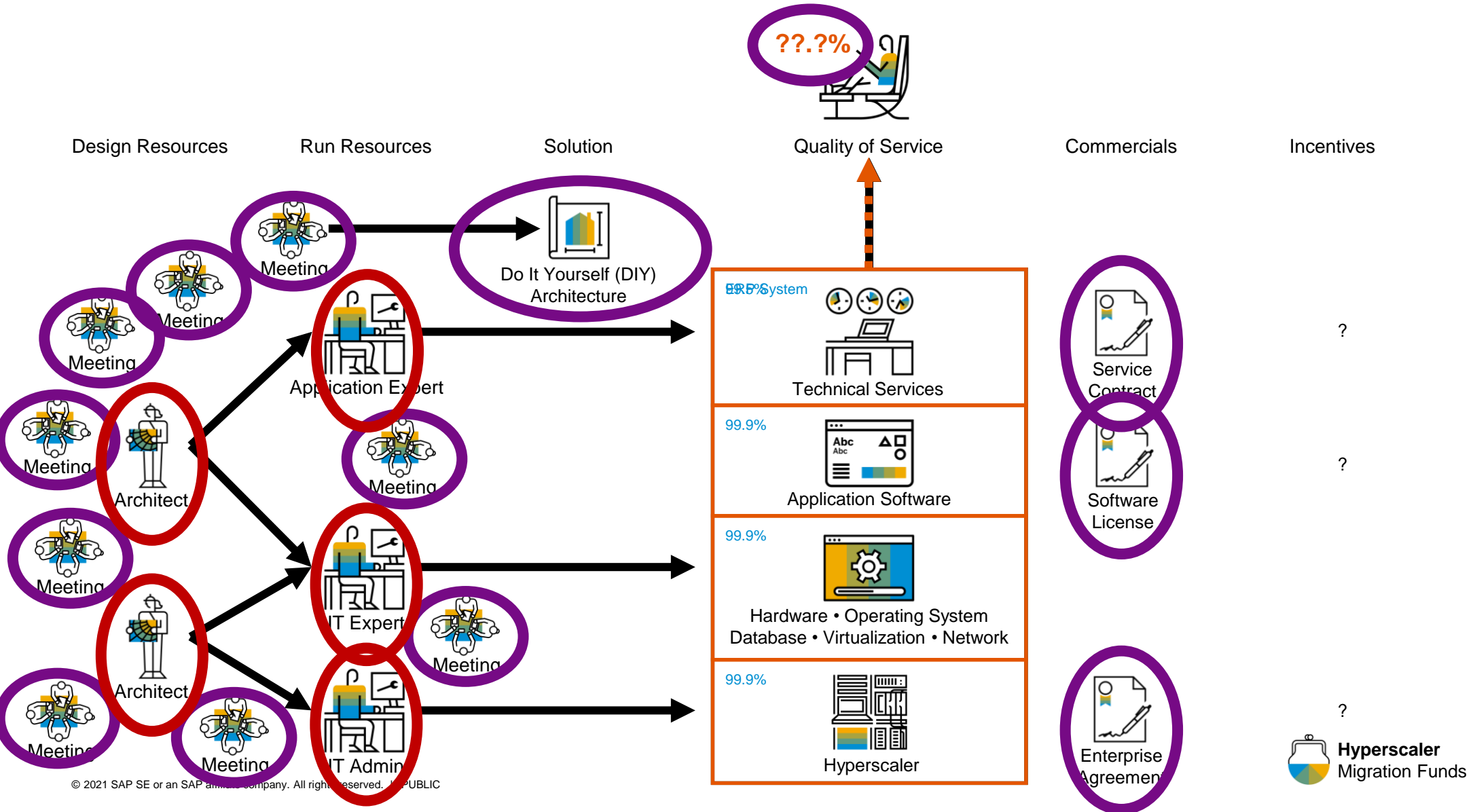
- Highly resilient global hyperscale cloud and SAP application infrastructure with high availability and enhanced disaster recovery
- Leverage SAP and hyperscale skilled talent, certifications and standards for global cloud security operations and support 24 X7
- Cloud-based automation of routine, error prone tasks such as patching by both SAP and the hyperscaler

## Hyperscaler Economics

- RISE with SAP based on a single FUE metric – offers benefit of lower infrastructure costs without the overhead of managing cloud operations and circumvent the learning curve
- Reduce time-to-market for new SAP applications/modules in cloud



# How to deploy ERP in the cloud ...



# How to deploy ERP in the cloud ... with **RISE with SAP**

99.7% to 99.9%



## Design Resources

## Run Resources

## Solution

## Quality of Service

## Commercials

## Incentives\*

Also Included with RISE with SAP  
Take advantage of SAP's scale and expertise

### SAP Cyber Defense and Response Center

Full-Time Security Team • 24/7 Security Monitoring • Incident Management  
Continuous Vulnerability Scans • Penetration Tests • Hacking Simulation

### Industry Standard Enterprise-Grade Security\*\*

Management System **ISO27001** • **ISO22301** • **ISO9001** • **BS10012**

Financial Controls **SOC 1** • Operations and Compliance **SOC 2**

Cloud Compliance **BSI-C5 / ISAE 3000** • Hardening **SANs, ISO CERT, NIST**

Data Protection **BS10012** • Data Privacy **EU-DGPR**

Security Operations **ISO 9000** • **ISO 25010** • Service Delivery **ISO 20000**

Business Continuity **ISO 22300** • Application Security **IOS 27034** • **OWASP**

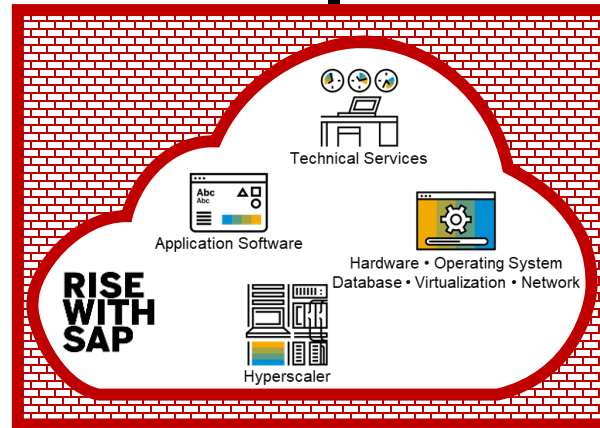
Destruction of Media **ISO 27040** • Incident Management **ISO 27035**

### Backup and Disaster Recovery\*\*\*

Regularly Tested by SAP • Metro or Regional Sites  
RPO 30 mins RTO 12 Hours (RTO 4 Hours Available)



SAP Reference Architecture



Also Included with RISE with SAP\*

SAP Document and Reporting Compliance  
SAP Group Reporting  
SAP Cloud Identity Service  
SAP Central Business Configuration  
Adobe Forms as a Service  
Tricentis Test Automation for SAP



RISE with SAP Subscription



### **RISE with SAP**

Take advantage of SAP's bargaining power

### Tools & Services

SAP Readiness Check

Custom Code Migration

SAP Enable Now (view only)

SAP Cloud ALM

SAP Launchpad

SAP Mobile Start App

### Business Process Intelligence

Process Discovery Report (1 report)

SAP Signavio Process Insights (50GB, one-time)

SAP Signavio Process Manager (3 users)

SAP Signavio Process Collaboration (10 users)

### Business Network Starter Pack

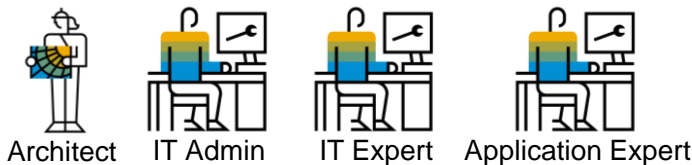
Ariba Network (2,000 documents)

SAP Asset Intelligence Network (200 equipment)

SAP Logistics Business Network (1,000 documents)

### Technology Platform

CPEA Credits (1% of spend, subject to limits)



Build Higher Value / Differentiating Platform Projects

\* subject to change – please consult your SAP Account Executive for latest RISE with SAP offers

\*\* see <https://www.sap.com/about/trust-center/certification-compliance.html> for full details

\*\*\* may be subject to additional costs – please consult your SAP Account Executive for more details



**Hyperscaler Migration Funds**

# How to deploy ERP in the cloud ... with **RISE with SAP**

**SAP S/4HANA CLOUD**  
the core of RISE with SAP

**2,000+**  
**Global Customers**

since January 2021 launch

**THE BEST WAY TO CONSUME S/4HANA**



# How to deploy ERP in the cloud ... with **RISE with SAP**

**“We can’t transform  
our business just by  
adding more people”**

**“In order to scale  
into our new operating model  
we have to have  
new digital capabilities”**

- Vertically integrated semiconductor manufacturer for EV, aerospace, and others
- Startup mentality, 300% to 500% growth
- High technical debt meant unable to scale



**Wolfspeed**<sup>®</sup>

- Selected SAP to replace 37 internal (mostly homegrown) systems
- Transformed IT to a business focus and implemented new operating model
- Avoided the “lift and shift mistake”

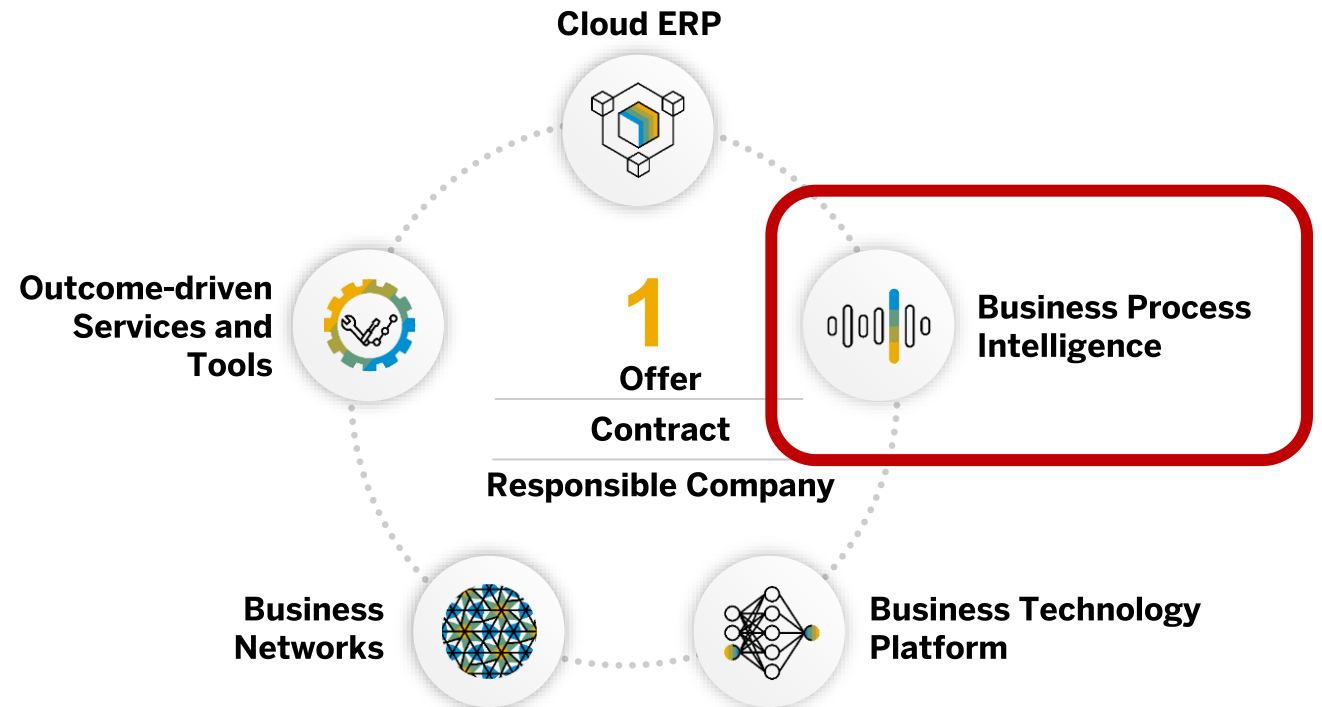
# RISE WITH SAP

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## What is RISE with SAP?

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CLOUD ERP



## BUSINESS PROCESS INTELLIGENCE



### Business Process Analysis

- Get tailored recommendations for tangible improvements and act accordingly utilizing process mining
- Run business profitably by removing process inefficiencies and drive growth with new business models
- Ensure consistent, high-quality results by reducing variations in how work is done
- Benchmark against industry peers

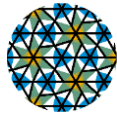
BUSINESS PLATFORM AND ANALYTICS



### Business Process Design

- Create processes and value chains with the help of Signavio's QuickModel and graphical editor functionalities
- Design journey models and connect them to your processes
- Leverage the platform as a single repository for process designs pertaining to multiple use cases
- Collaborate continuously with colleagues to capture their inputs during the design process

BUSINESS NETWORKS

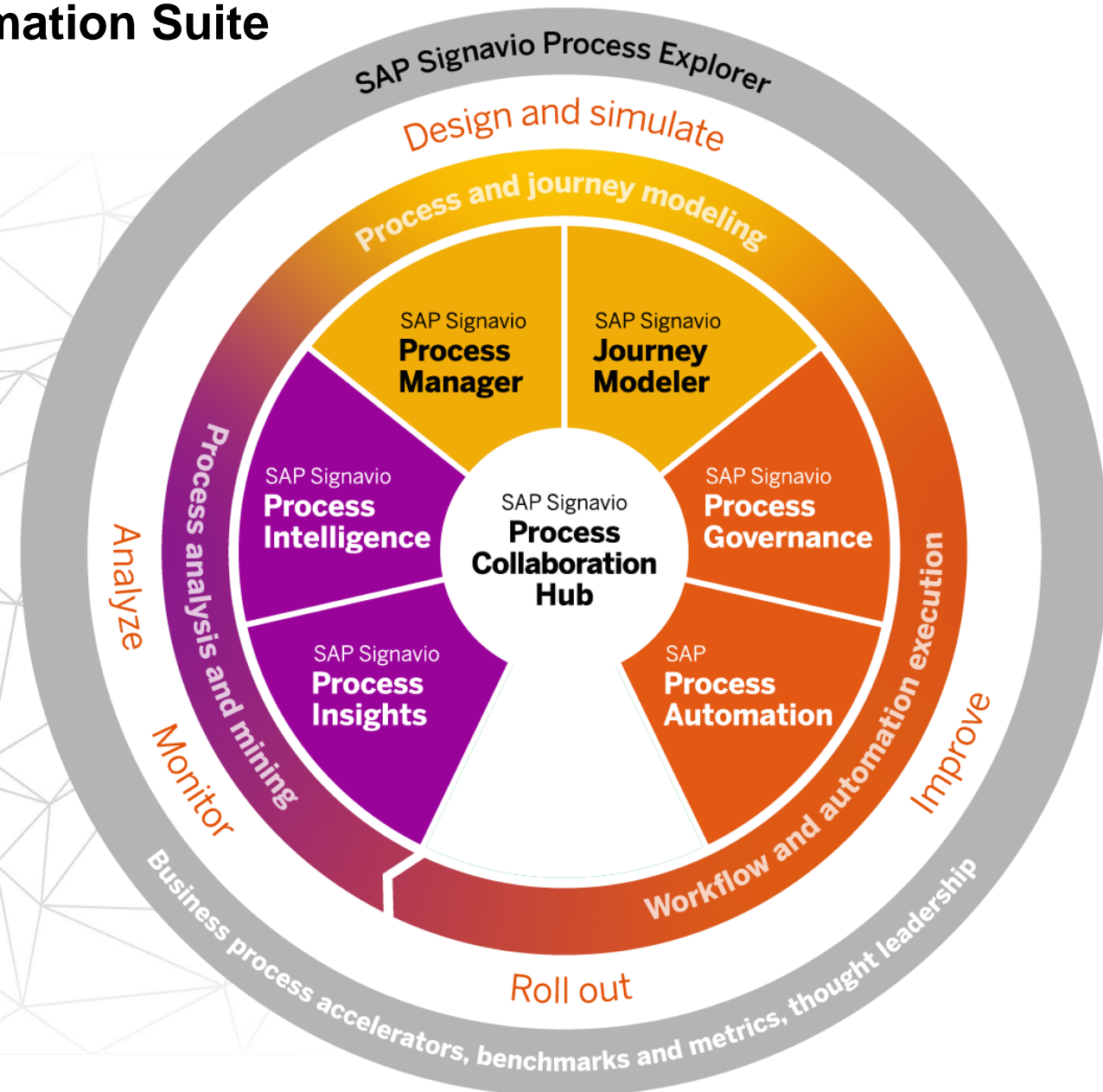


OUTCOME-DRIVEN SERVICES AND TOOLS



# SAP Signavio Business Process Transformation Suite

A cloud-based process management platform that gives companies the ability to **understand, improve, and transform all their business processes** – fast and at scale and the **catalyst and continuous improvement enabler** for **S/4HANA Cloud transformations**



# SAP Signavio for Business Process Management Before, During, and After ERP Implementation

NOW

- Customers seeking to establish a resilient business foundation for managing today's challenging environment and in preparation for tomorrow's unknown and unpredictable challenges.

BEFORE

## Company Alignment

- Identify the strategic goals and objectives to be shared across all business leaders, user communities, and IT
- Determine improvement objectives and performance targets

## Future-State Process Design

- Establish baseline process flows using SAP Best Practices (greenfield) and/or previous system processes (brownfield)
- Collaboratively finalize and approve processes in accordance with objectives and improvement targets

DURING

## Change Management

- Development and execution of training program with objectives (why), process flows (what), and process details (how)

## System Configuration

- Configure enterprise processes and RICEFW in accordance with approved processes
- System testing with key users, adjustments as required

## Process Execution Monitoring

- Identify process variances, performance issues, and employee compliance
- Determine root causes of variations and adjust processes accordingly

## Continuous Improvement

- Ongoing monitoring of process performance, and detection of new requirements and opportunities for improvement
- Conduct structured program for process redesign and governance

AFTER

Future



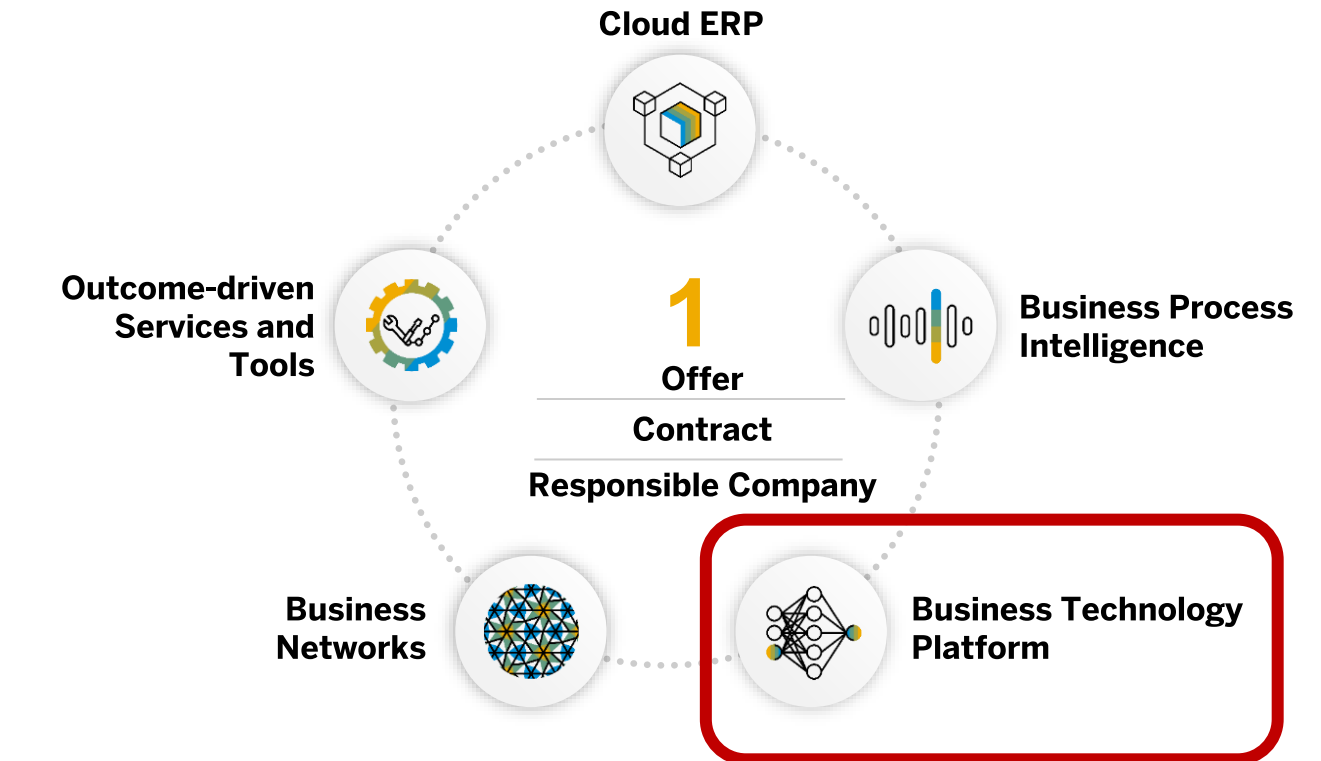
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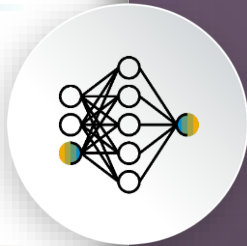
CLOUD ERP



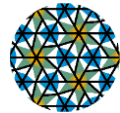
BUSINESS PROCESS INTELLIGENCE



**BUSINESS TECHNOLOGY PLATFORM**



BUSINESS NETWORKS



OUTCOME-DRIVEN SERVICES AND TOOLS



## Accelerate Your Move to the Cloud

- Migrate from any starting point with any business solution to a fully managed SAP cloud service
  - Clean and consolidate master data – customer, vendor, product, accounts
  - Manage migration of data, process, and users, keep the core clean, archive business content
  - Test for functional completeness – including security and performance

## Integrate, Extend, and Automate

- Employ pre-built integrations and comprehensive tools, extend standard application functionality, and automate
  - Integrate SAP S/4HANA processes with third-party applications
  - Automate manual repetitive tasks with prebuilt bots and workflows
  - Extend standard SAP S/4HANA processes to meet custom needs

## Innovate and Differentiate

- Leverage predictive analytics and advanced planning capabilities to generate differentiated business outcomes
  - Build a single source of truth from fragmented and heterogeneous data sources with structured or un/semi-structured data
  - Combine planning, analysis, and budgeting in one solution to tie operational/ financial planning to profitability management
  - Uncover patterns using predictive analytics and act in real-time with new insights

# Business Technology Platform Unlocks Four Sources of Differentiating Value

Intelligent, sustainable  
enterprise

Industry-specific  
end-to-end processes

Business process management

Enterprise resource management  
Spend management  
Human capital management  
Customer relationship management

Business network    Industry cloud    Planning

Business technology platform

App dev    Integration    Data and analytics    AI

## SAP Business Technology Platform

1

Accelerate  
Move to  
Cloud

2

Extend S/4 &  
Keep the  
Core Clean

3

Optimize and  
Automate  
Business  
Processes

Drive Decisions Based on Data

4

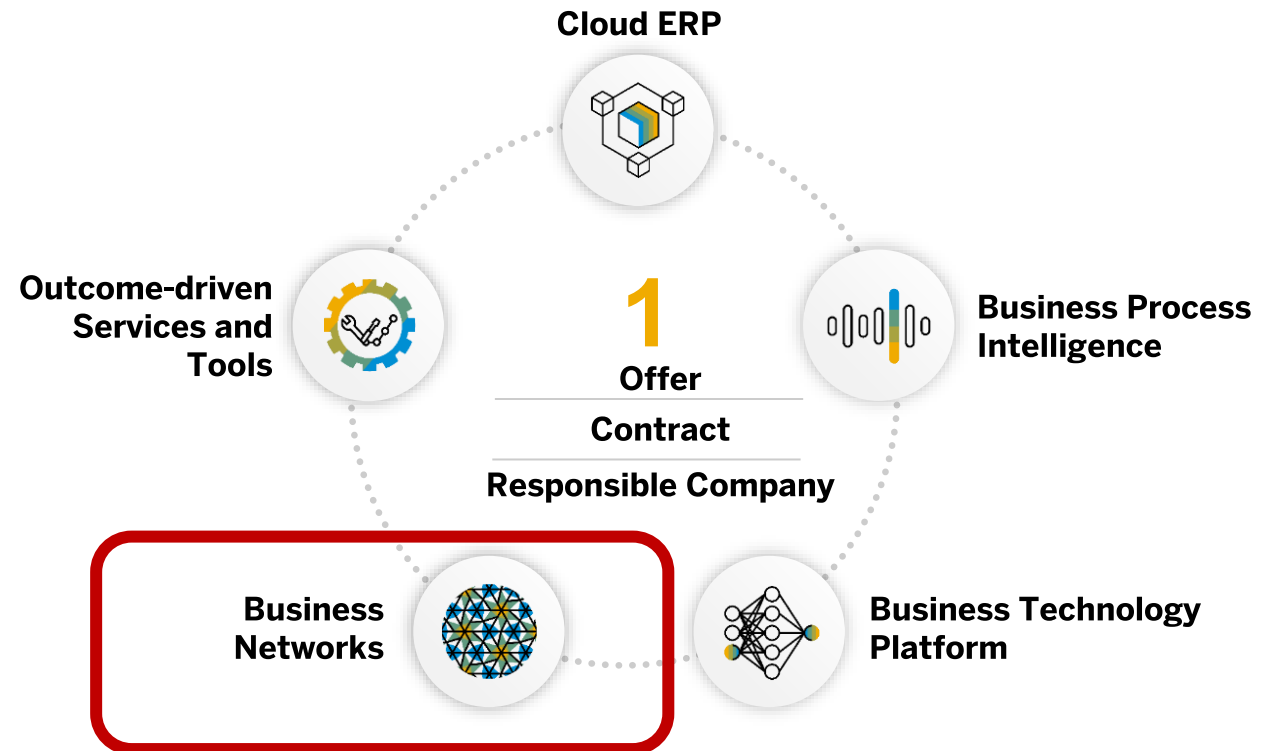
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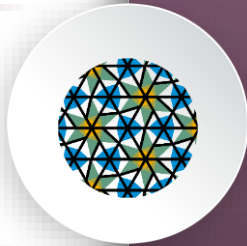
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BUSINESS PLATFORM AND ANALYTICS



**BUSINESS NETWORKS**



OUTCOME-DRIVEN SERVICES AND TOOLS



Pre-built integration between SAP S/4HANA Cloud and SAP's B2B Networks enables efficient end-to-end business processes

### **Asset Intelligence Network**

- Collaboration between manufacturers, dealers, service providers and vehicle owners
- Unify vehicle repository with Digital vehicle hub along the automotive value chain to secure insights, monetize data, create mobility scenarios, and enable an open partner network

### **Ariba Network**

- Build a resilient supply base with access to the world's largest supplier network covering 190 countries, 70 currencies, 24 languages, and 4.2 million vendors

### **Logistics Business Network**

- Collaborate with logistics partners to manage freight transactions, exchange documents, and gain transparency across complete value chain

# What Is Your Organization's Biggest Concern?

**Procurement  
Collaboration**



**Supply Chain  
Collaboration**

**SAP Business  
Network**

**Logistics  
Collaboration**



**Asset Management  
Collaboration**

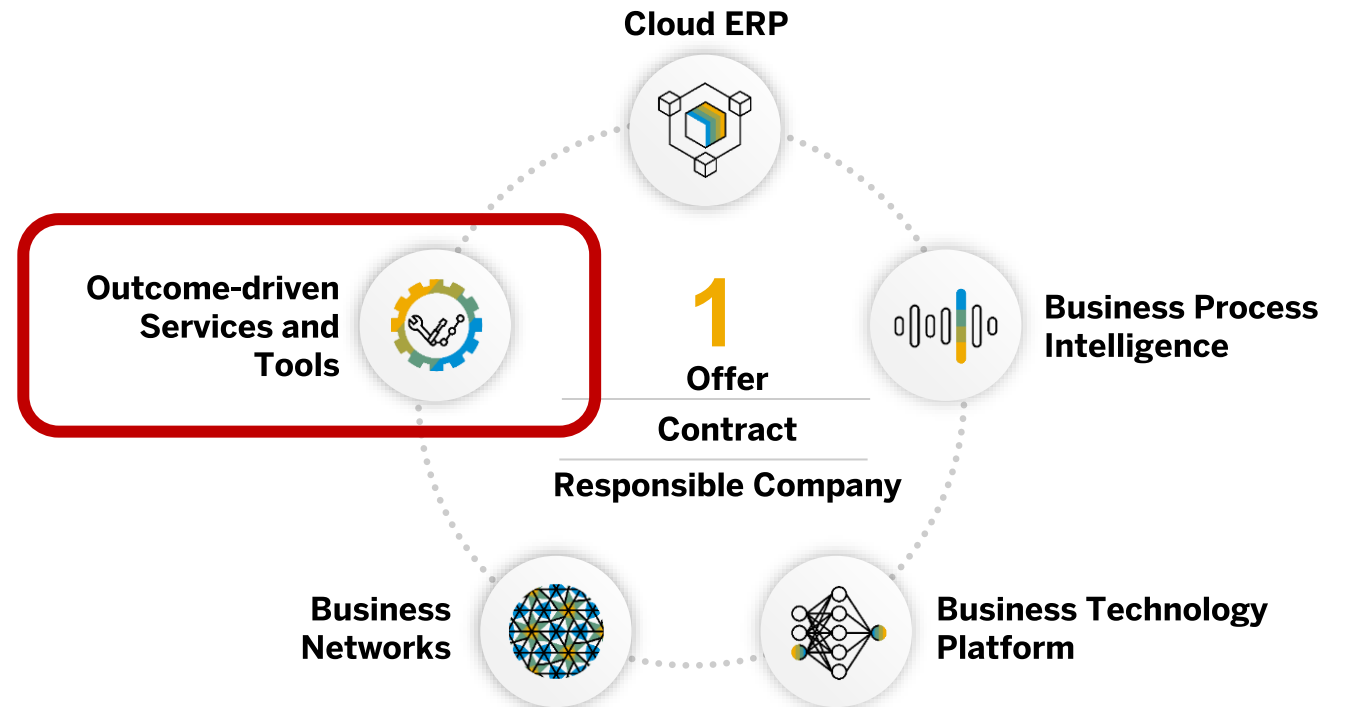
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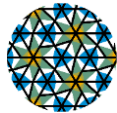
BUSINESS PROCESS INTELLIGENCE



BUSINESS TECHNOLOGY PLATFORM



BUSINESS NETWORKS



**OUTCOME-DRIVEN SERVICES AND TOOLS**



## Readiness Check

Check the readiness of your processes and get technical guidance on moving to SAP S/4HANA Cloud, private edition

- Explore the implications of a move to SAP S/4HANA by identifying the upcoming changes and related effort drivers
- Analyze custom code & add-on compatibility

## Custom Code Migration App

- Analyze historical custom code (including modifications and enhancements) in current SAP ERP implementation impacted by SAP S/4HANA conversion
- Focus on strategic extensions and identify unused custom code that you can decide to leave behind
- Isolate the changes required to your custom code in the context of the SAP S/4HANA transition



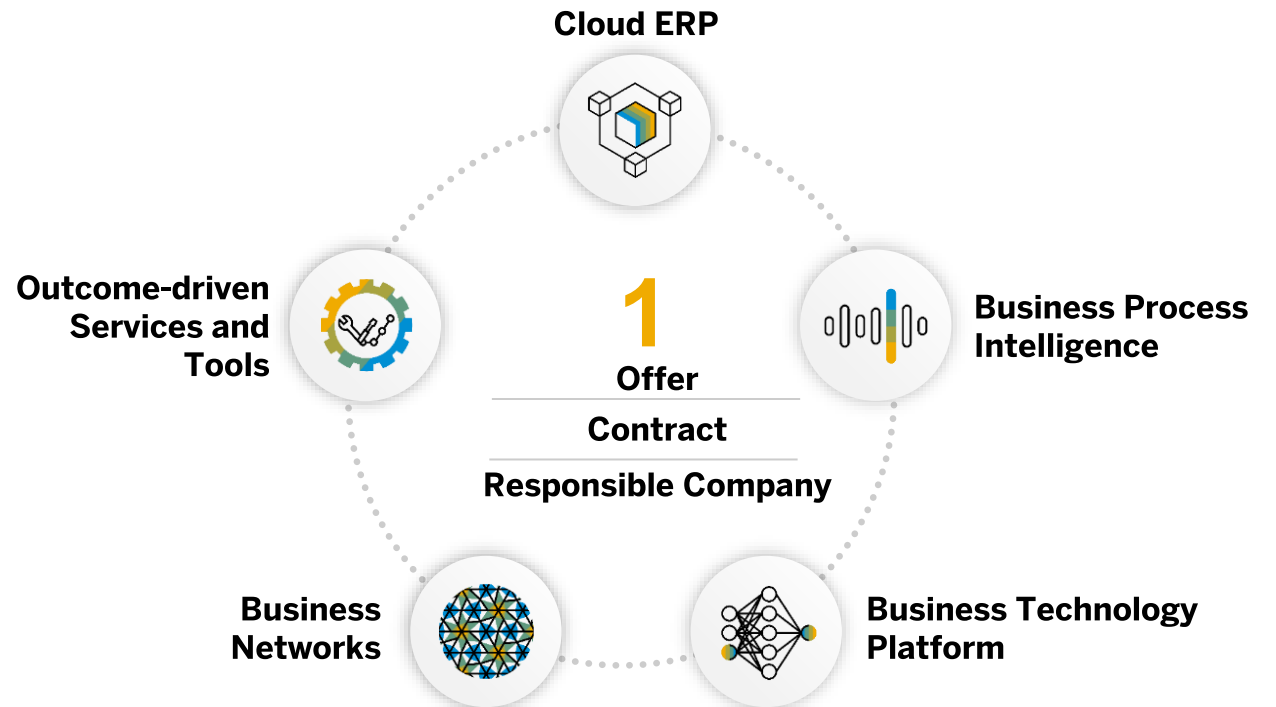
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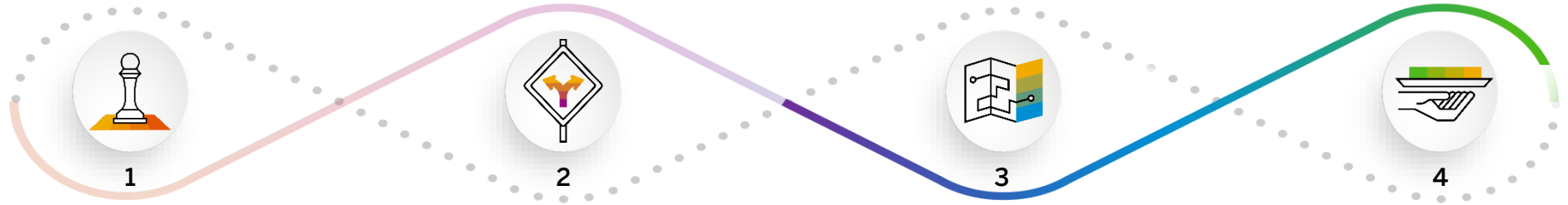
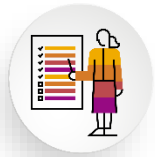
## Next Steps to RISE with SAP

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# Vision-to-Value Engagement Model



## Initialize the transformation

Provide our POV on the case for change in the context of industry and customer needs

- **Provide** high-level value cases for change based on industry requirements and customer needs
- **Socialize** the Vision-to-Value approach

## Align on vision and desired outcomes

Align on business and IT strategy and get buy-in across the organization

- **Articulate** business strategy and required business outcomes to underline digital ambition
- **Share** Intelligent Enterprise and cloud vision, and how it enables the customer transformation
- **Set** engagement direction and expected results
- **Align** on scope, resources and timeline

## Build the value case

Build the case for change and identify key initiatives with expected outcomes

- **Conduct** discovery workshops to uncover business process improvement opportunities
- **Explore** the art of the possible with technology innovations to achieve desired business outcomes
- **Baseline** current technology landscape - capability and TCO assessment
- **Develop** the case for change

## Plan the path forward

Create transformation roadmap and define deployment plan

- **Agree** on target end-state enterprise architecture, and transformation roadmap
- **Define** target operating model, technical migration and deployment strategy
- **Validate** outcomes, priorities, and case for change with executive sponsors

## Deliver business value

Deliver quick adoption and time to value, and drive continuous optimization and innovation

- **Transition** to delivery and customer success team
- **Address** enablement, onboarding, and change management requirements
- **Utilize** best practices for deployment and project governance
- **Support** customer success, on-going value realization and optimization

# Value Exploration Workshop (ERPSim)

The Value Exploration Workshop is a business simulation that runs on a live SAP S/4HANA environment. Participants make real-time decisions by sharing information and collaborating, in a fast-paced competitive session.



Open and Customer Specific Sessions Available

Participants interacting directly with a live S/4HANA system

Virtual sessions

## ★ Customer Testimonials

“A fun way to get a first look at S/4HANA”

“Super experience”

“Great workshop to see the benefits of S/4HANA.”

📄 Registration Page [here](#).

Upcoming dates: Aug 9<sup>th</sup>, Aug 23<sup>rd</sup>, Sep 13<sup>th</sup> & more planned for Fall

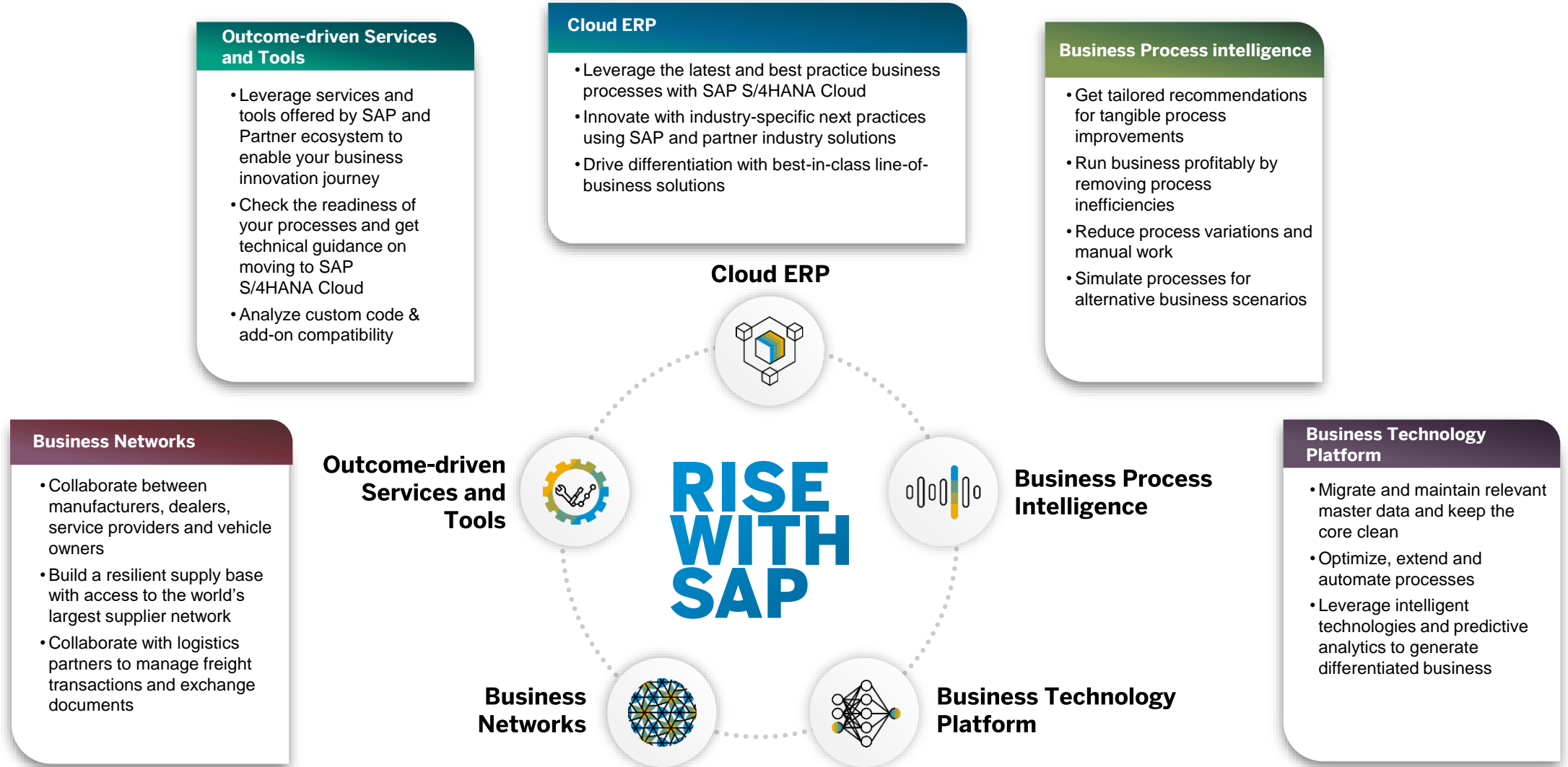
(Potential to host dedicated session for 15 or more)

📄 Blog post with more details [here](#).

🎬 Teaser video [here](#).

📄 For more info: [zach.vernon@sap.com](mailto:zach.vernon@sap.com)

# RISE with SAP brings together the necessary components to help customers deliver on their digital transformations ...





**RISE  
WITH  
SAP**



**Driving business innovation together**



**Take the lead**

with industry innovation  
for top-line, bottom-line,  
and green-line growth

**Never stop improving**

with continuous insight  
to optimize business  
processes

**Secure your success**

with a trusted partner for your  
business needs, at every step  
of the way

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