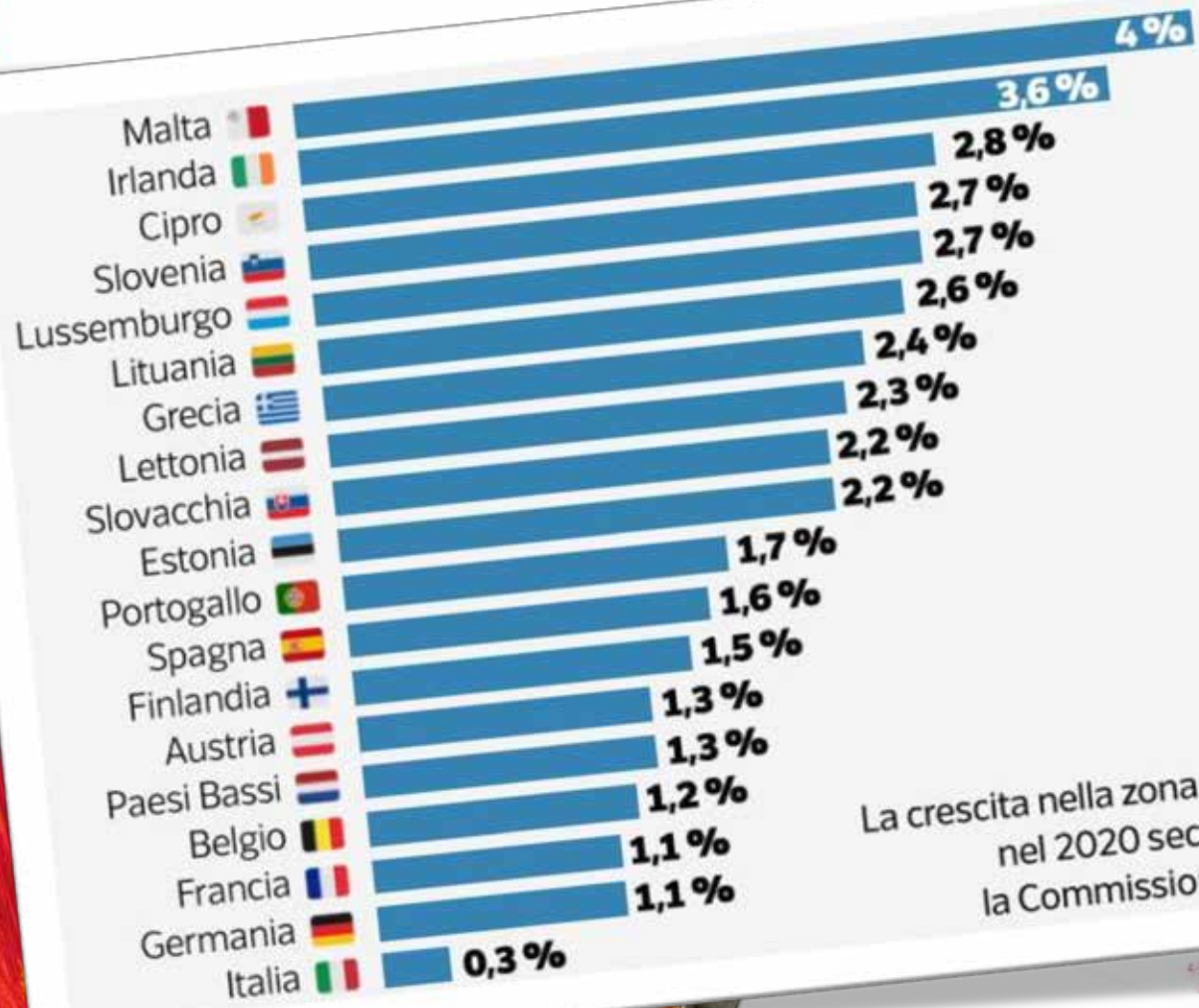




To 2020 and Beyond

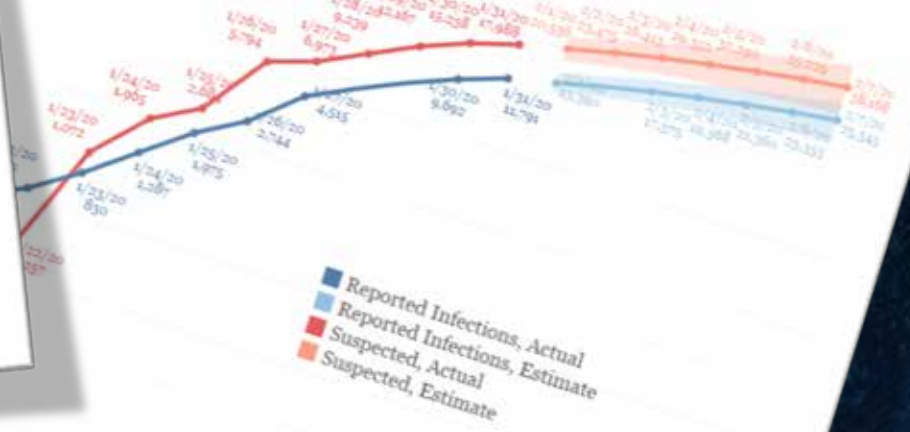
What is the Business Opportunity for Partners in GB

Adriano Ceccherini, SAP
February 18th, 2020



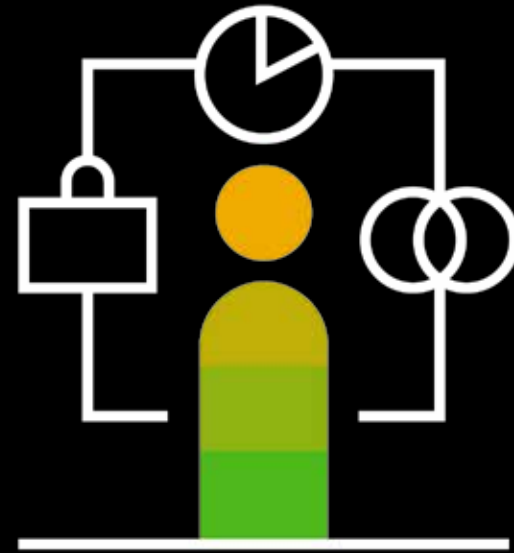
La crescita nella zona euro nel 2020 secondo la Commissione Ue

Reported as Infected and Suspected Coronavirus Cases In China



Source: Information comes from the official website of the National Health and Health Commission





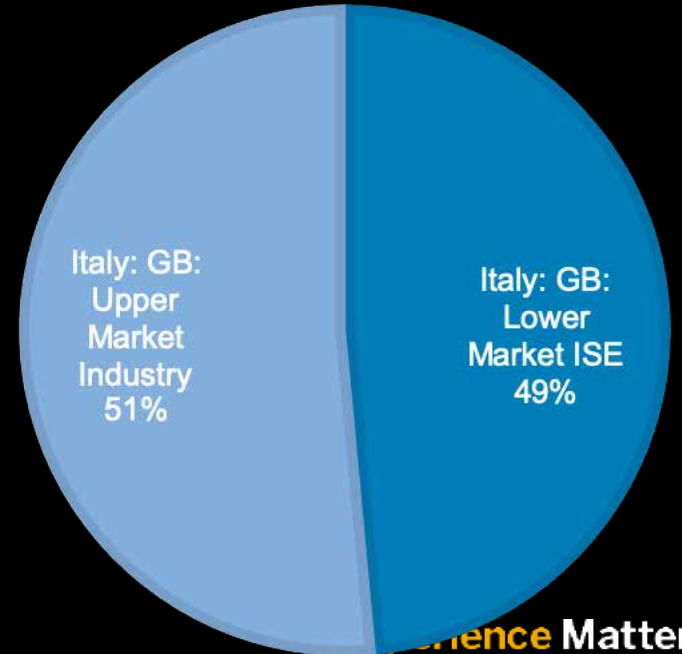
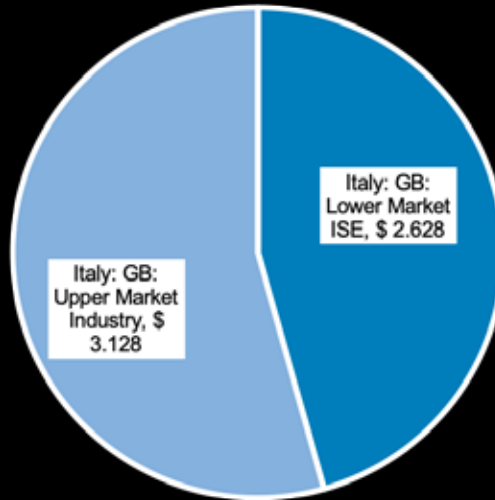
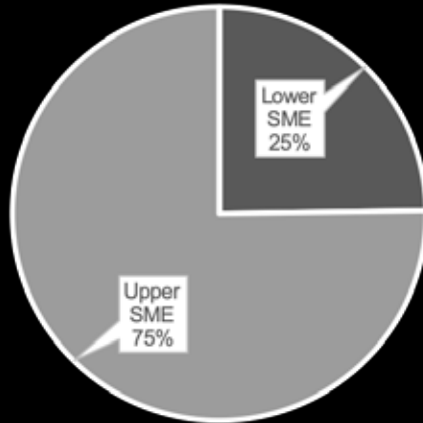
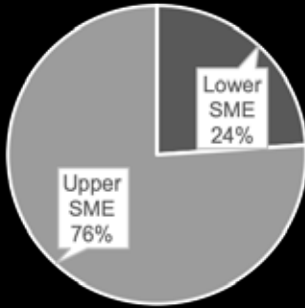
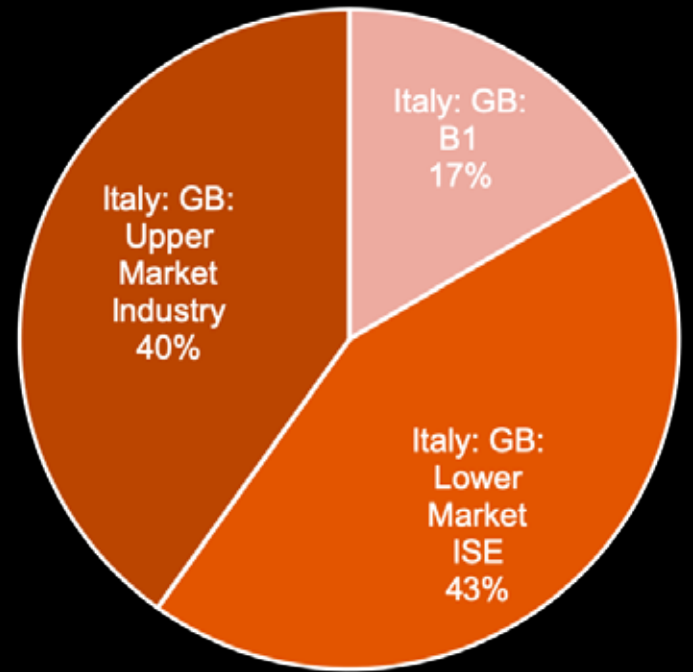
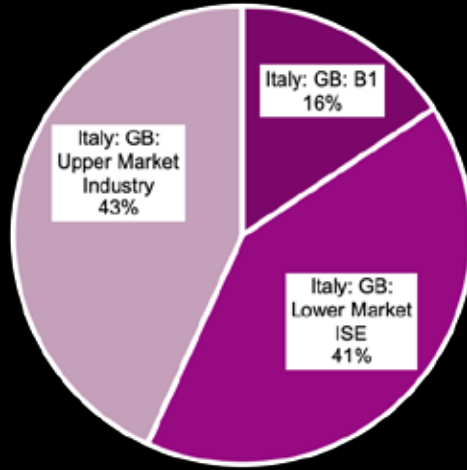
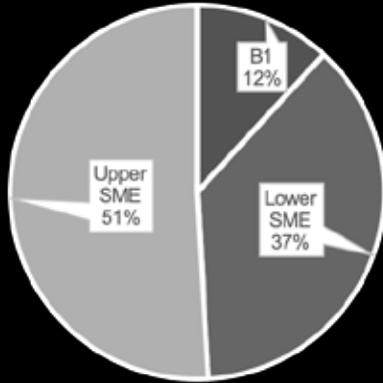
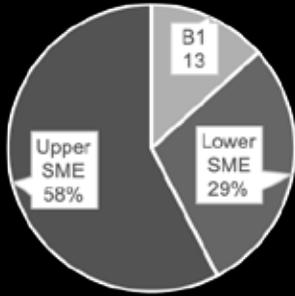
Flat++ YoY

761 (802)



335 (460)







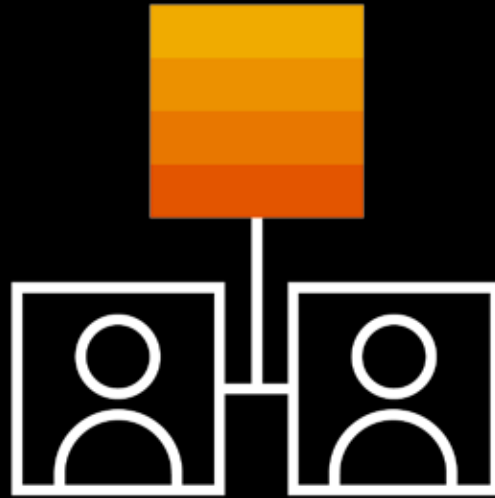
GRAZIE!



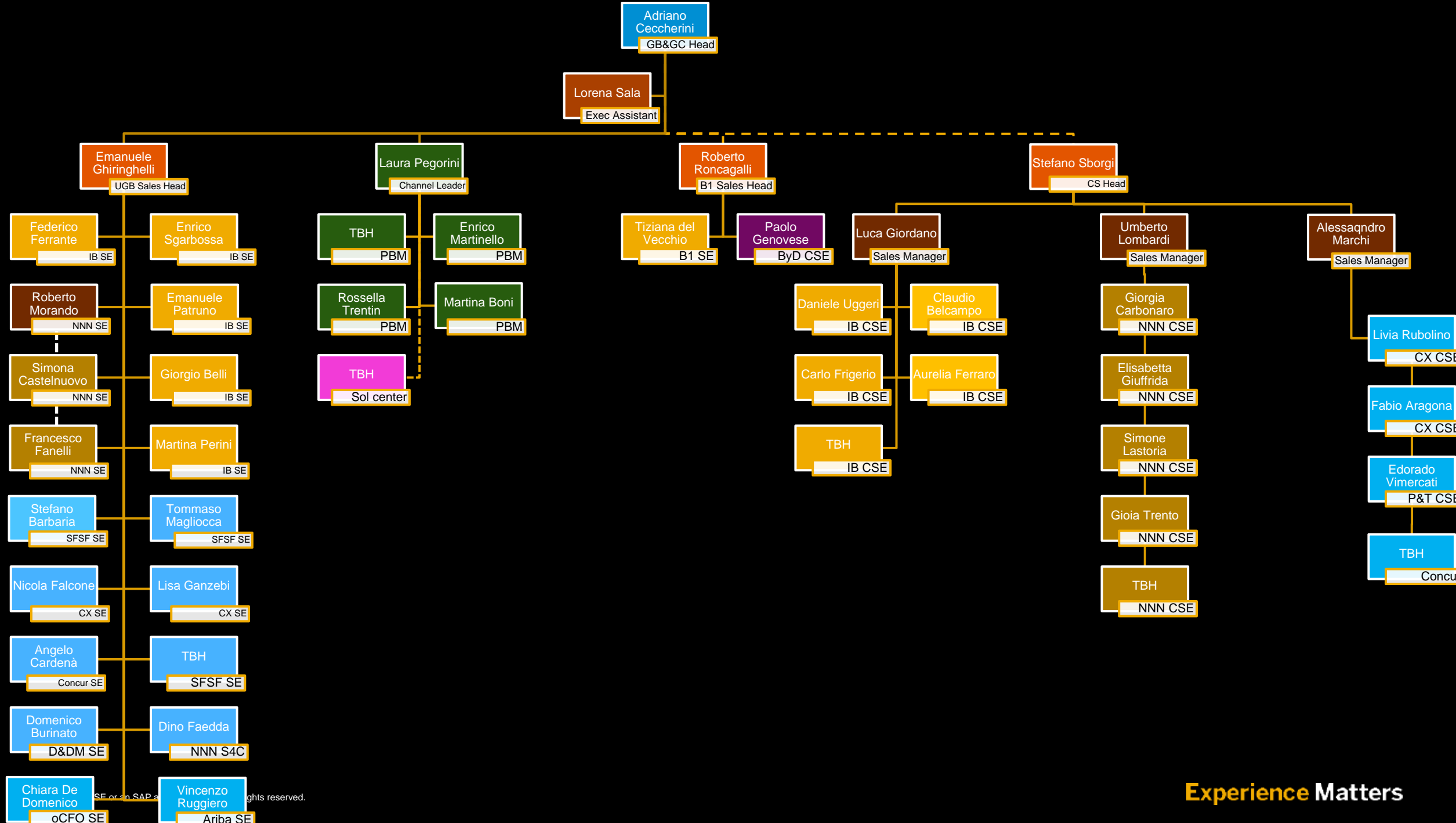
Large Enterprises
*(Greater than 500/750 M€**)*

*Upper General
Business*
*(From 150 to 500/750 M€**)*

Lower General
Business
(Up to 150 M€)



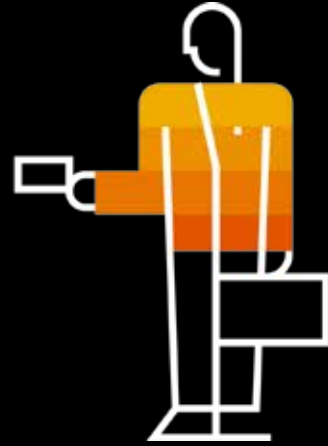
1. Company Type: NNN vs ERP IB
2. Partner for IB AE, Industry for NNN AE



Our 4 Key Priorities for 2020



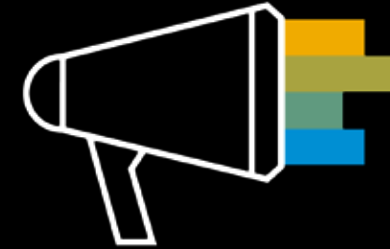
NNN in
Cloud



Cross Sell
Your Elective
LOB Solutions



Migrations



Go digital

Thank you.

Adriano.ceccherini@sap.com

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