

**SAP BTP Co-Innovation Day, San Ramon, California - Day 1 - Jan 24, 2023**

Time	Session	Location	Speakers
11:00am - 12:00pm	Time to arrive (Check in & Lunch)	Cafe	
12:00pm - 12:30pm	Welcome and opening	Arena	Luciano Ravenna; Ferose V R
12:30pm - 2:00pm	Executive Keynotes SAP Ecosystem Priorities 2022 - 2025 Why BTP is critical for SAP and opportunities for our partners Monetize your Innovations with BTP	Arena	Steffen Burger Jagdish Sahasrabudhe Camilla Dahlen
2:00pm - 2:15pm	Coffee Break	Cafe	
2:15pm - 3:00pm	BTP technical positioning - Update of key capabilities, key TechEd takeaways, sneakpeek of 2023 priorities/roadmap	Arena	Tom Le
3:00pm - 3:45pm	End to end Co-Innovation Journey - how SAP support partners create content and GTM with BTP	Arena	John Singelmann; Luciano Ravenna
3:45pm - 4:15pm	Coffee Break/networking/group photos		
4:15pm - 4:45pm	How to work with SAP to define your BTP strategy and roadmap	Arena	Dirk Wenzel
4:45pm - 5:30pm	Breakout sessions - Commercialization routes updates <i>Meet the experts - Certify and CoSell your BTP Innovations on SAP Store</i> <i>Meet the experts - VPUC - Validated Partner Use cases - what it is, how it works, how to use it as a GTM route for service</i> <i>Meet the experts - QPPS - Qualified Partner Packaged Solutions - what it is, how it works, how to use it as a GTM route for</i> <i>Meet the experts - Taking IP to the market: demand generation opportunities and working with sales</i>	Plattner Jackson.A Lovelace.A Hopper.A	Rajiv Nema; Alexandra Uhlherr-McGhee Marcus Olson Mordechai Moshin Raviv Moore
5:30pm - 7:00pm	Reception with food & drink, Networking, Meet the SAP experts supporting BTP Co-Innovation	Café	Host: all SAP experts

**SAP BTP Co-Innovation Day, San Ramon, California - Day 2, Jan 25, 2023**

Time	Session	Location	Speakers
8:00am - 9:00am	Time to arrive (Check in & Breakfast)	Cafe	
9:00am - 9:45am	Fireside Chat with SAP executives+ Q&A	Arena	<b>Host:</b> Luciano Ravenna <b>Participants:</b> Steffen Burger, Camilla Dahlen, Jagdish Sahasrabudhe, Frank Ruland, Wesley Honorato
9:45am - 10:30am	Co-Innovation in action - Hear partner success stories from Sodales, ConvergentIS, and Yash	Arena	<b>Host:</b> Alexandra Uhlherr-McGhee <b>Sodales</b> - Sana Salam, CEO <b>ConvergentIS</b> - Julio Navas, VP Marketing & Solution Management <b>Yash</b> - Yogesh Nagpal, Head Pre-sales & Sustainability Solutions
10:30am - 10:45am	Coffee Break	Cafe	
10:45am - 11:30am	Breakout sessions - Product & Program Updates <i>SAP BTP and Clean Core</i> <i>Build Industry Cloud Innovations with SAP BTP - An opportunity for differentiation</i> <i>Sustainability with SAP - Providing products and services that meet the sustainability challenges and opportunities of our</i> <i>Get your staff certified with SAP - competency framework programs and incentives</i>	Plattner Jackson.A Lovelace.A Hopper.A	Louenas Hamdi Frank Ruland Mordechai Moshin; Tahir Hussain Babar (Bob) Dirk Wenzel
11:30am - 11:45am	Coffee Break	Cafe	
11:45am - 12:30pm	Breakout sessions - Product & Program Updates <i>Certify your solutions and SAP BTP operations through SAP - How and why to earn "SAP-certified" designation</i> <i>Access to BTP tenant - PAYG with Free tier &amp; TDD, and pricing</i> <i>SAP Build portfolio - Augment enterprise applications and unleash innovation by anyone no matter the skill levels- SAP Build</i> <i>Process Automation, SAP Build Apps, SAP Build Work Zone</i> <i>From prototyping to go-to-market - How COIL, Co-innovation and Build Services support partners</i> <i>E-invoicing and statutory reporting with SAP Document and Reporting Compliance</i>	Plattner Jackson.A Hopper.A Lovelace.A Lovelace.C	Omar Gettani Neeraj Upreti Mordechai Moshin; Tahir Hussain Babar (Bob) Jiayi Wang; Alexandra Uhlherr-McGhee Ashwini T G
12:30pm - 1:00pm	Summary / Call to Actions / Closing	Arena	John Singelman; Kevin Liu