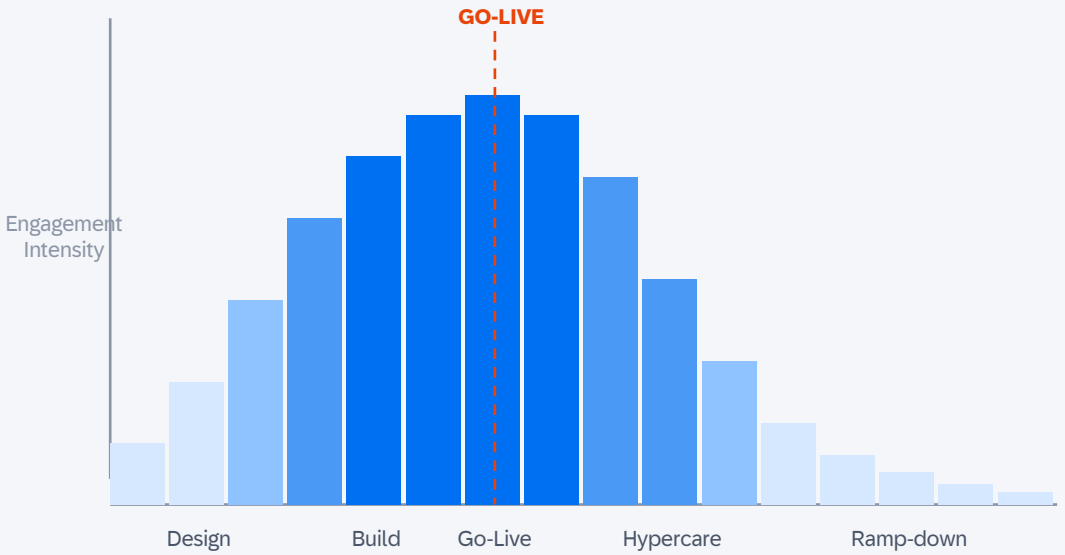
Accelerare l’Autonomous Enterprise con i SAP Success Plans

5 giugno 2026

Public

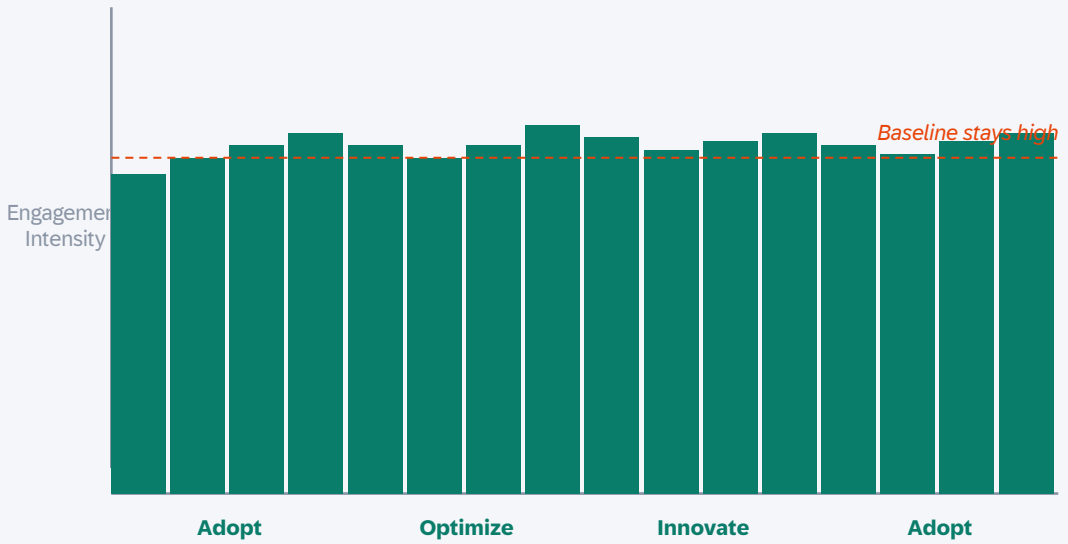
We will all spend the rest of our careers transforming, continuously

Old Pattern: The Project Mountain



2-year transformation + 5-year stabilization pattern

New Pattern: Continuous High-Touch



Continuous cycles, no ramp-down, no disengagement

The new reality:

Continuous innovation cycles, always adopting, always optimizing

Success Plans

From reactive problem solving to predictable, value-driven execution

Max Success Plan

Advanced Success Plan

Foundational Success Plan

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Max Success Plan at Glance

Continuous Engagement Services

- Dedicated Success Plan Manager
- Activation and optimization sessions
- Support Case Management Assistance
- Innovation and adoption Advice & Guidance
- Enhanced & Premium Support Response SLAs
- AI-driven quality and process guidance

Premium Service Days

- Transformation Advisory Services
- Prototype Development Services
- Continuous Process Improvement Services

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SAP and partners work together to accelerate your outcomes with the Max Success Plan

- SAP enhances current partner collaboration models into a **joint delivery framework** to refine the roles, responsibilities and definitions of all three parties.
- Clear guidance and recommendations from the Max Success Plan are **shared with you and your partner** to enhance the engagement.
- Based on these recommendations, your partner can **support your business transformation** more efficiently and effectively.

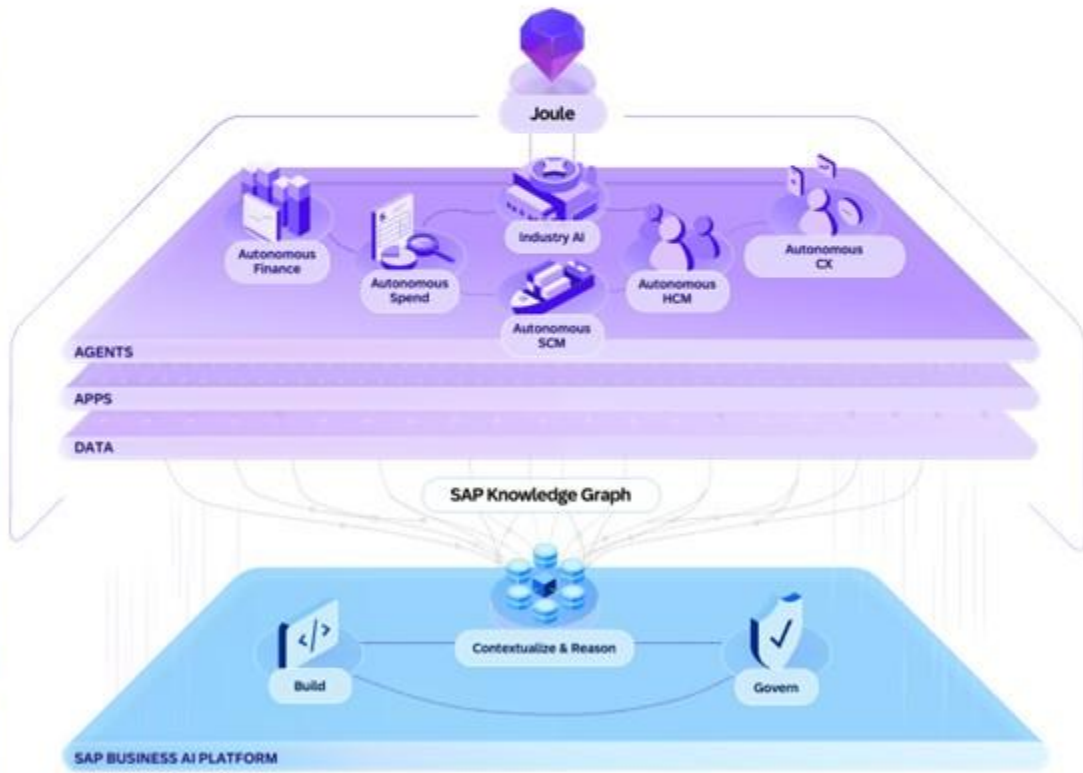
Max Success Plan business scenarios

Predefined service plans for accelerated adoption

- Drive Enterprise Architecture Transformation
- SAP Cloud ERP Private Brownfield
- SAP Cloud ERP Private Greenfield
- SAP Cloud ERP Private Selective Data Transition
- SAP Cloud ERP Private Build Your Innovation Foundation
- Evolve Toward SAP S/4HANA Cloud Public Edition
- Run Best on SAP Cloud ERP Private

SAP Autonomous Suite

- Transform your Data & Analytics with SAP Business Data Cloud
- Integrate, Extend, and Innovate with SAP Business Technology Platform
- Boost Your SAP Cloud ERP Journey with Agent-led Toolchain



- Empower Your Business with AI
- Transform Your Spend Management
- Transform Your Finance Management
- Transform Your Supply Chain Management
- Transform Your Human Capital Management
- Transform Your Customer Experience
- Modernize Your Integration Landscape with SAP Integration Suite
- Reimagine Business Transformation Management as a Capability
- Accelerate Your Business Transformation with a Clean Core
- Enhance Cybersecurity and Compliance in Your SAP Environment

Transform Your Data & Analytics with SAP Business Data Cloud

Max Success Plan Modules Overview

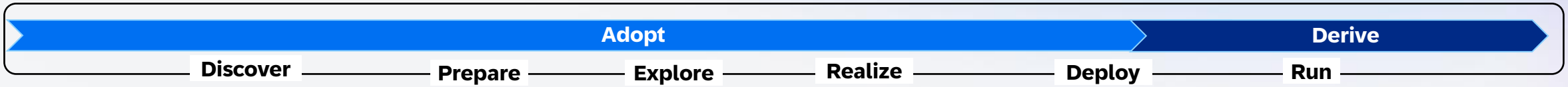
Service Component | Max SP Business Scenario

	Discover	Prepare	Explore	Realize	Deploy	Run	Related Scenarios
Steer KPI Excellence With Modern Analytics and Business AI	Inspiration for Data and Analytics	Data and Analytics Strategy AI and Innovation Exploration	Enablement for Data and Analytics Design for Data and Analytics	Jump-Start for Data and Analytics	Design at Scale for Data and Analytics		Empower your Business with AI
Adopt and Govern a Reliable Data Foundation	Inspiration for Data and Analytics Maturity Assessment for Data and Analytics	Data and Analytics Strategy Architecture PoV: Data Quality and Master Data	Enablement for Data and Analytics Design for Data and Analytics	Jump-Start for Data and Analytics	Design at Scale for Data and Analytics		Boost Your SAP Cloud ERP Journey with Integrated Toolchain
Modernize the Data Analytics Landscape	Health Check for Data and Analytics	Data and Analytics Strategy Migration and Upgrade Planning	Enablement for Data and Analytics Design for Data and Analytics	Jump-Start for Data and Analytics	Design at Scale for Data and Analytics		
Explore AI with SAP Business Data Cloud	Architecture PoV: Artificial Intelligence	Data and Analytics Strategy AI and Innovation Exploration	Enablement for Data and Analytics	Jump-Start for Data and Analytics	Design at Scale for Data and Analytics		Integrate, Extend, and Innovate with SAP BTP

Advanced

Foundational

Integrated Modules of Advanced Success Plan - Overview



Advanced

Success Expert Services (continuous engagement): ● **Service Planning** ● **Adoption Checkpoint** ● **Innovation Checkpoint**

Data & Analytics Essentials

- SAP BDC Discovery Workshop
- BDC Architecture Guidance
- BDC Foundation
- SAC Foundation
- Datasphere Foundation
- Hana Cloud Foundation
- Customer Data Platform Foundation

Steering KPI Excellence With Modern Analytics and Business AI

- SAC Activation
- BDC Activation
- Datasphere Activation
- SAC Solution Realization
- Datasphere Solution Realization

Adopt and Govern a Reliable Data Foundation

- BDC Activation
- Datasphere Activation
- Hana Cloud Activation
- Datasphere Solution Realization
- Hana Cloud Realization
- Customer Data Platform Realization

Modernize the Data Analytics Landscape

- BW Modernization Discovery
- BW Modernization – Extend to BW Data product
- BW Modernization – Expand to BW bridge

Exploring Business AI with SAP Business Data Cloud

- BDC Activation
- SAC Activation
- SAC Solution Realization
- Datasphere Solution Realization
- SAP Databricks
- SAP Intelligent Package

BDC Free Discovery workshop | BW Modernization Free Assessment | ODP-RFC Free Assessment

Foundational

SAP Advanced Success Plan - Success Packs combine carefully selected services into a structured, step-by-step approach designed to support common outcomes and end-to-end use cases across varying levels of complexity.

Max Success Plan - your lever for growth & competitive advantage

Value Drivers in a Nutshell

- **Accelerate business transformation** with SAP's highest-touch success model for RISE and cloud
- **Advance AI Blueprint adoption faster** through expert-guided SAP Business AI, Joule, BTP/BDC
- **Shift from system stability to business outcomes**, with a dedicated MAX SPM accountable for value
- **Simplify governance and delivery** across Autonomous Enterprise beyond go-live
- **Protect critical operations with premium SLAs**, including priority incident & active case management

MAX Success Plan is the subscription service to be chosen when your business demands the highest level of SAP partnership.

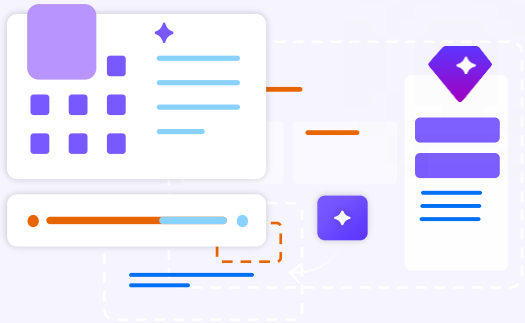
Value Gap

Promise

Reality

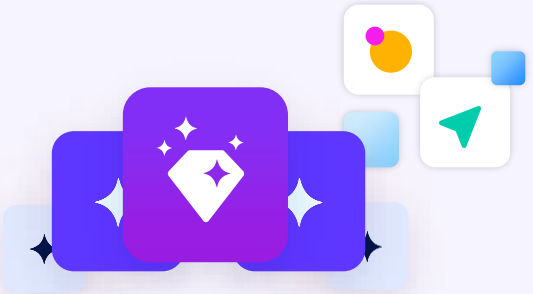
We enable you to **close the AI value gap** by helping you **start, scale, and differentiate with AI.**

Start



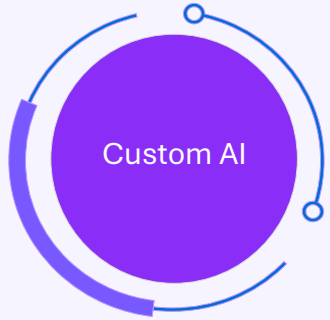
Where do you **start?**

Scale



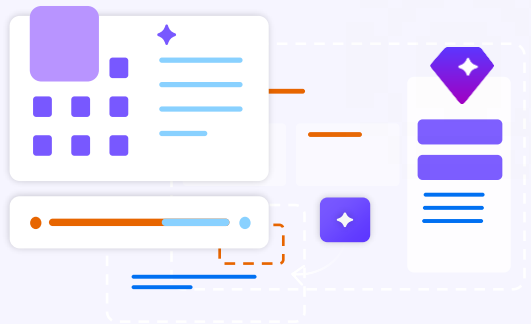
How do you **scale?**

Differentiate



How do you **differentiate?**

Where do you start?



Foundation

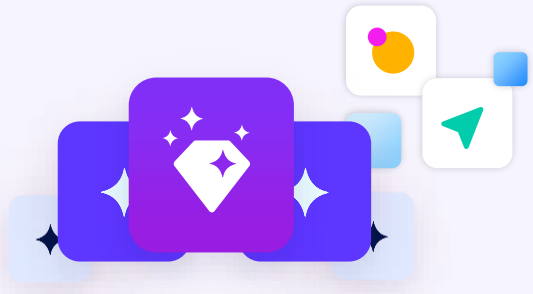
Included in every SAP Cloud Solution

Guided transformation on AI adoption

Self-service enablement on SAP Business AI

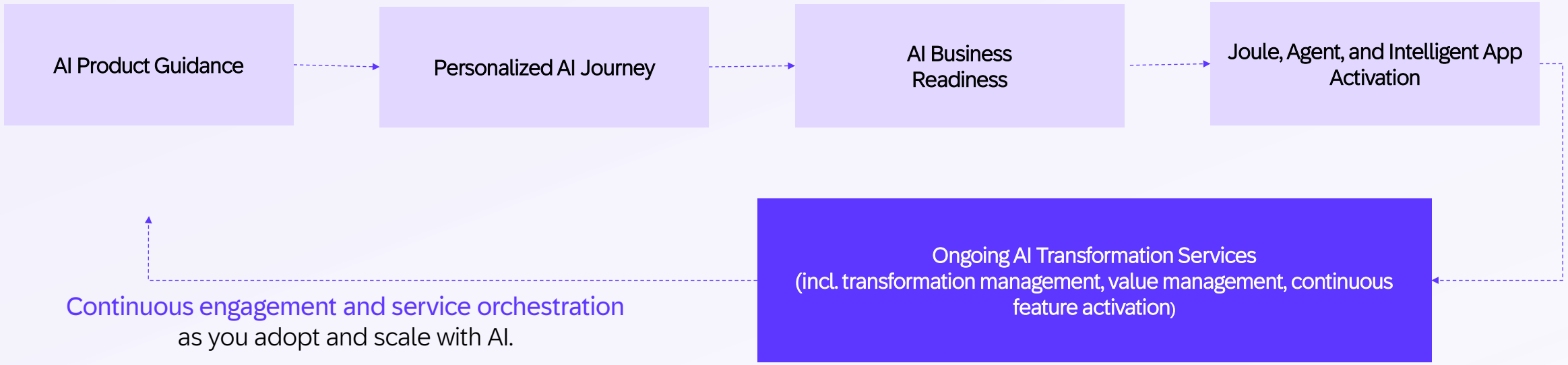
Best Practices around SAP Business AI

How do you scale?



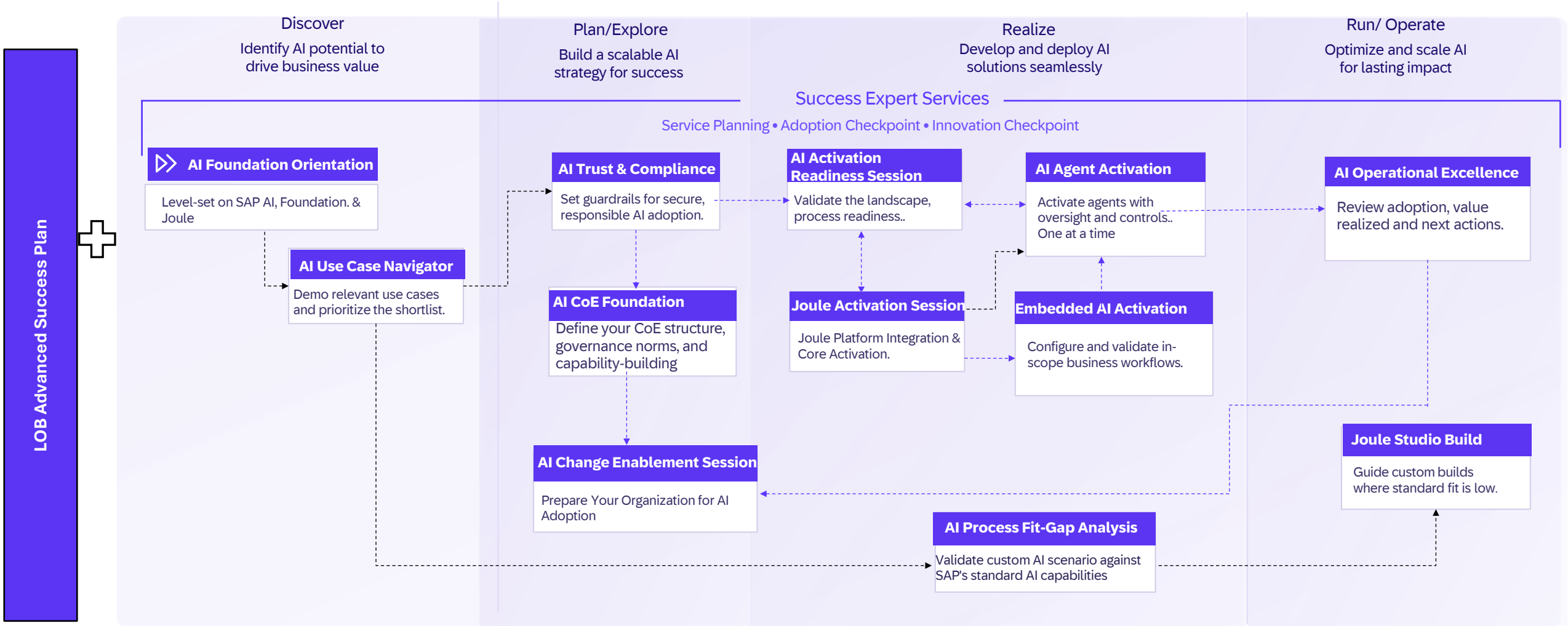
Unlock the value of AI ASP LOB with Success Plans

The **Advanced Success Plan** provides you with unlimited access to AI expertise on product guidance, use case activation, and scalability throughout your AI adoption journey.

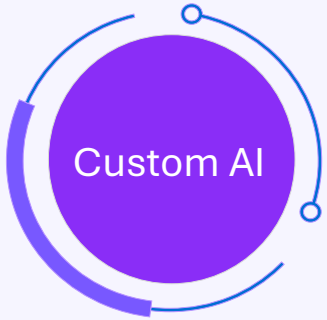


The Advanced Success Plan includes services for every stage of your AI adoption journey.

Advanced Success Plan - Selected AI Services overview for an end-to-end enablement from strategy to execution



How do you differentiate?



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Success Plan services for AI

Success Plans support AI adoption across SAP Business Suite solutions.

Get Started	Build your plan	Activate	Extend &Innovate	Transform	Operate
AI orientation	AI Trust & Compliance	AI Readiness Session	AI Process Optimization	Architecture advisory	AI Operational Excellence Guidance
AI use case navigator	AI CoE Foundation	Joule Activation	Joule Studio Build	Guidance for BTM	Model Training
Architecture POV	Change Management	Embedded AI Activation	Architecture roadmap	Innovation POC	
Innovation exploration	Maturity Assessment	AI Agent Activation	Innovation design	Deployment support	
	Tailored AI Strategy	Process Optimization	Landscape Mgmt		
	Cyber Security				

Advanced Success Plan Max Success Plan

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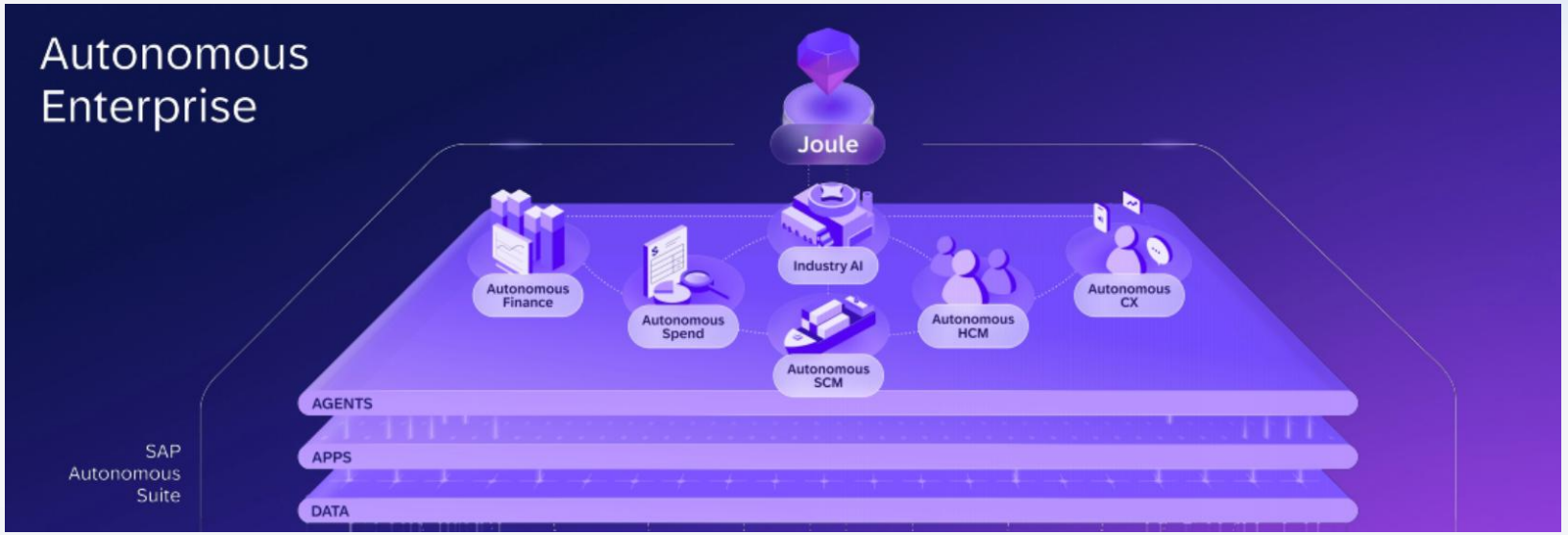
Fast Path to Agentic AI - With Max Success Plan



Max Success Plans

Drive Agent led Transformation for faster guidance, higher quality & reduced risks.

- **Faster time to value**
- **Activate AI in systems waiting migration**
- **Security, controls and trust**
- **Keep cloud momentum**

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Your perspective matters.

What are your first thoughts on how this offering can support your business?

Thank you

Learn more about the SAP Services and Support portfolio