

Trasformazione SAP ERP e Business AI: la nuova Era dell'Enterprise Intelligente

*Dagli annunci **SAP SAPPHIRE 2026** al
confronto diretto con gli esperti: come
rendere concreta l'**Autonomous
Enterprise***

5 GIUGNO 2026

UFFICI SAP MILANO – MS Teams



Agenda della mattina

09:00 – 09:30	◆ Benvenuto & Introduzione	A. Ceccherini, SAP & P. Sassi, GUPS
09:30 – 10:15	🚀 Benvenuti nell’era dell’Autonomous Enterprise – Strategia e Roadmap - 🤖 <u>DEMO AI</u>	C. Pellegrini, SAP
10:15 – 10:45	⚙️ Trasformazione Cloud ERP – SAP Cloud ERP Licensing e Modello Operativo	A. Amè, SAP
10:45 – 11:00 (Q&A)	🚀 SAP Customer Evolution Kit: come avviare e accelerare il percorso verso Cloud ERP e Business AI	D. Papadia, SAP
11:00 – 11:30	☕ <i>Pausa Caffè</i>	
11:30 – 12:15	👥 Change Management: Il Fattore di Successo nascosto	P. Sassi, Bauli A. Fratta Pasini, Oniverse
12:15 – 13:00	💬 Customers Experience / Tavola rotonda Clienti	Bauli – Donna Fugata – Sodalìs
13:00 – 14:30	🍴 <i>Pausa Pranzo</i>	

Agenda del pomeriggio

13:00 – 14:30	 Pausa Pranzo	
14:30 – 15:30	 Best Practices nell’Implementazione Cloud ERP / Tavola rotonda Partner	KPMG – Avvale – Ad Hoc Minds
15:30 – 16:15	 Accelerare l’Autonomous Enterprise con i SAP Success Plans: valore, adozione, outcome	F. Nardella, SAP A. Brescia, SAP
16:15 – 16:30	 Pausa Caffè	
16:30 – 17:15	 Security, Compliance & Data Residency nel SAP Cloud ERP. <u>Sicurezza in SAP Joule</u>	S. Scarpa, SAP
17:15 – 17:30	 Conclusioni e Saluti	
17:30 – 18:30	 Aperitivo in Terrazza	
		Scansiona il QR code e ricevi materiali, insight e opportunità dedicate
		
		 Meno di 2 minuti
		 Niente spam, solo contenuti utili

Benvenuto & Introduzione

Adriano Ceccherini

COO SAP Italia

Paolo Sassi

Presidente GUPS



- chi siamo
- Mission
- SAP S4H Impatti organizzativi Roadmap consigliate

*The Italian community
of SAP professionals*



GUPS incontra SAP

5 giugno 2026 – Milano (HQ SAP)

□ **GUPS**, ovvero **SAP Users and Prospects Group**, nasce come gruppo all'interno di AUSED e diventa un'entità autonoma nel 2017.

□ È l'unico gruppo utenti riconosciuto da SAP in Italia ed è membro di **SUGEN**, la rete internazionale dei gruppi utenti, in collegamento con **GUGO** (Global User Groups Organization), i cui team riportano direttamente al top management SAP.

□ Si caratterizza per una forte anima associativa e volontaristica, con l'obiettivo di accogliere e rappresentare tutte le voci dell'ecosistema SAP:

aziende della domanda e dell'offerta, istituzioni, università, liberi professionisti e studenti.

Il Board di GUPS



Presidente

Paolo Sassi

Chief Information & Digital Officer - BAULI group

eMail: paolo.sassi@bauli.com, paolo.sassi@gups.it



Giovanni Cauteruccio

Group Chief Information & Digital Officer - Prysmian Group

eMail: giovanni.cauteruccio@prysmian.com



Nicola Di Paola

Head of corporate IT - Trocellen Group

eMail: NDiPaola@trocellen.com, nicola.dipaola@gups.it



Antonio Fratta Pasini

Head of IT – Oniverse group

eMail: antonio.frattapasini@oniverse.it



Giuseppe Marconi

Transition 4.0 and 5.0 Consultant, Operations and Corporate Training

eMail: gppmrc71@gmail.com, giuseppe.marconi@gups.it



Leo Mastromauro

Demand Manager

eMail: pmastromauro@kpmg.it



Giancarlo Pera

Industry Director - Avvale

eMail: giancarlo.pera@avvale.com



Chi è GUPS

Siamo uno strumento efficace di scambio informativo bidirezionale



Spirito Associativo

Abbiamo un punto di vista libero e autonomo



Attenzione SAP

Siamo un interlocutore autorevole e riconosciuto



Relazioni

Facciamo parte della rete internazionale dei User Group



La nostra missione

Diffondere conoscenza, favorire la condivisione e il confronto, mantenendo un punto di vista libero e autorevole nei confronti di SAP, sia a livello locale sia globale.

*The Italian community
of SAP professionals*

Scansiona per scaricare
il modulo di adesione al GUPS



GUPS - Associazione Gruppo Utenti e Prospect SAP

Via Niccolò Copernico, 38

20125 - MILANO

<https://gups.it/it/>

email: gups@gups.it

Linkedin <https://www.linkedin.com/groups/8237094/>



Benvenuti nell'era dell'Autonomous Enterprise Strategia e Roadmap

Cinzia Pellegrini

SAP Cloud ERP Solution Advisory Manager



Welcome to the Autonomous Enterprise

The beginning of better

Cinzia Pellegrini

SAP Cloud ERP Solution Advisory Manager

Time is what you make of it

AI is what you make of it

AI is everywhere. Results aren't

Three gaps are keeping AI stuck in pilot.

Lack of business & process context

Generic models can read your data. They can't reason over how your business actually runs.

Lack of data connection & integration

AI is added on top of disconnected, outdated systems.

Lack of governance & reliability

AI that can't be audited or controlled becomes a risk for your business.

The providers promising to fix this don't have the foundation to do so

Most AI providers are building from the outside in
Layering intelligence on top of systems they don't own, data they didn't generate, processes they've never run.

42%

Report data access & quality issues as leading barrier

ANTHROPIC

74%

of orgs stuck in pilot mode with no path to scale

BCG

What AI needs to actually deliver value. SAP already has it

Deep Process & Industry Knowledge

50 years of process & industry intelligence encoded in our applications, knowledge graph and LLMs

>120 Mission-critical processes covered

Semantically Rich Business Data

Data enriched with operational business context in a suite-wide semantic model

7.3M data fields covered by SAP Knowledge Graph

Enterprise-Grade Governance

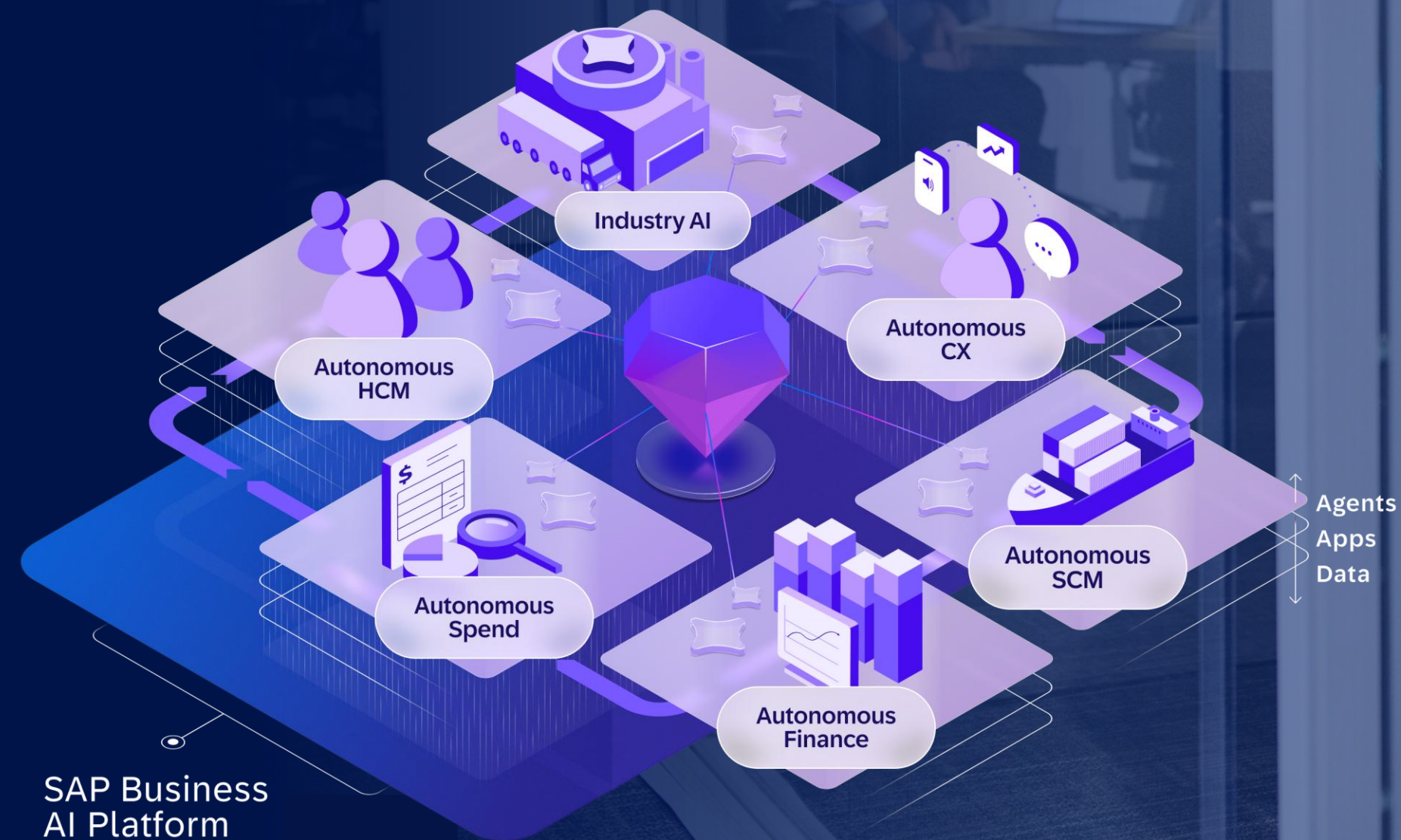
AI for enterprise deployment, managing the full Agentic AI lifecycle securely and reliably out-of-the-box

100% of AI workloads covered by certified controls¹

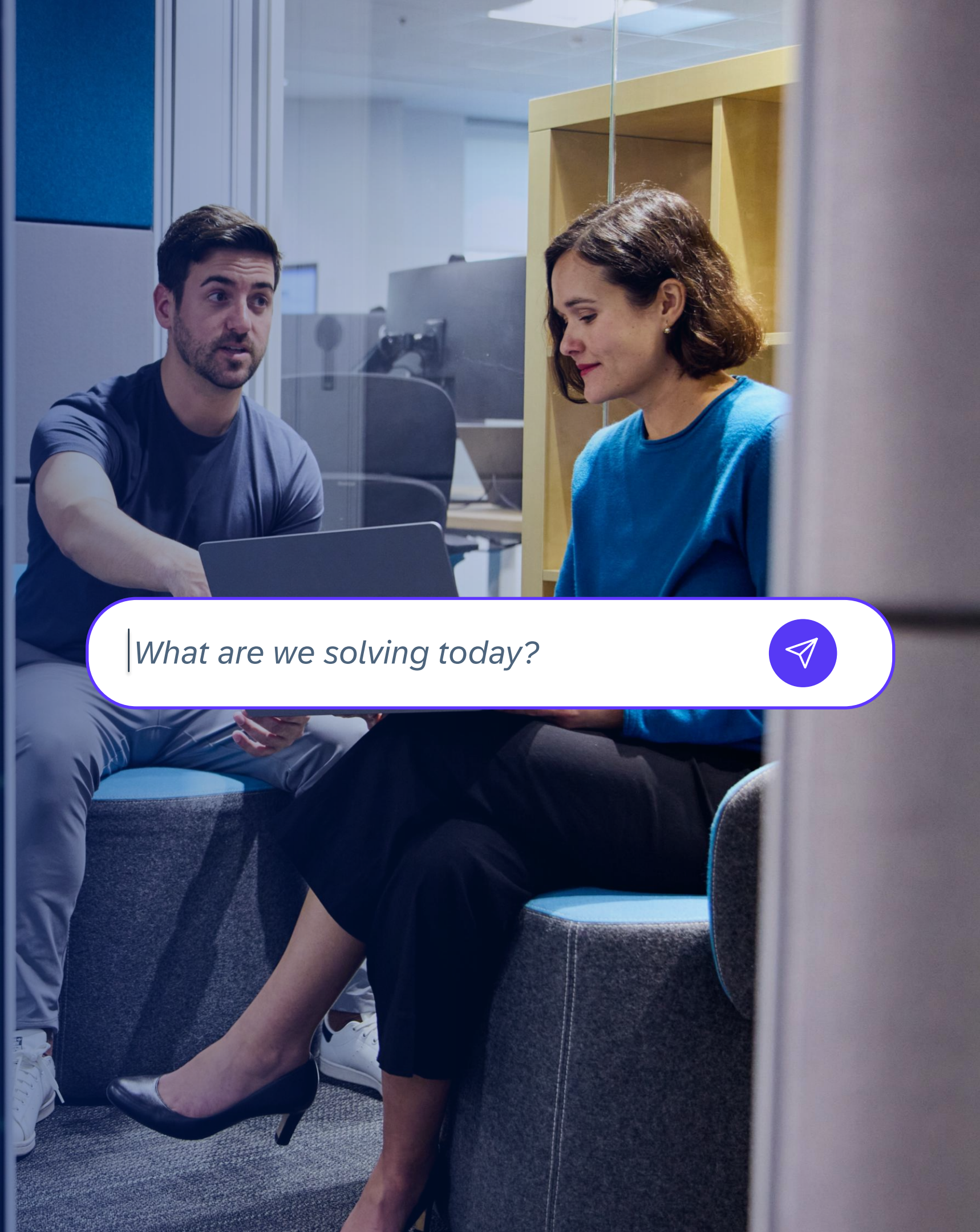
The Beginning of Better.

Welcome to the Autonomous Enterprise

People set the direction. AI executes.



| *What are we solving today?*



How the Autonomous Enterprise is built

Joule

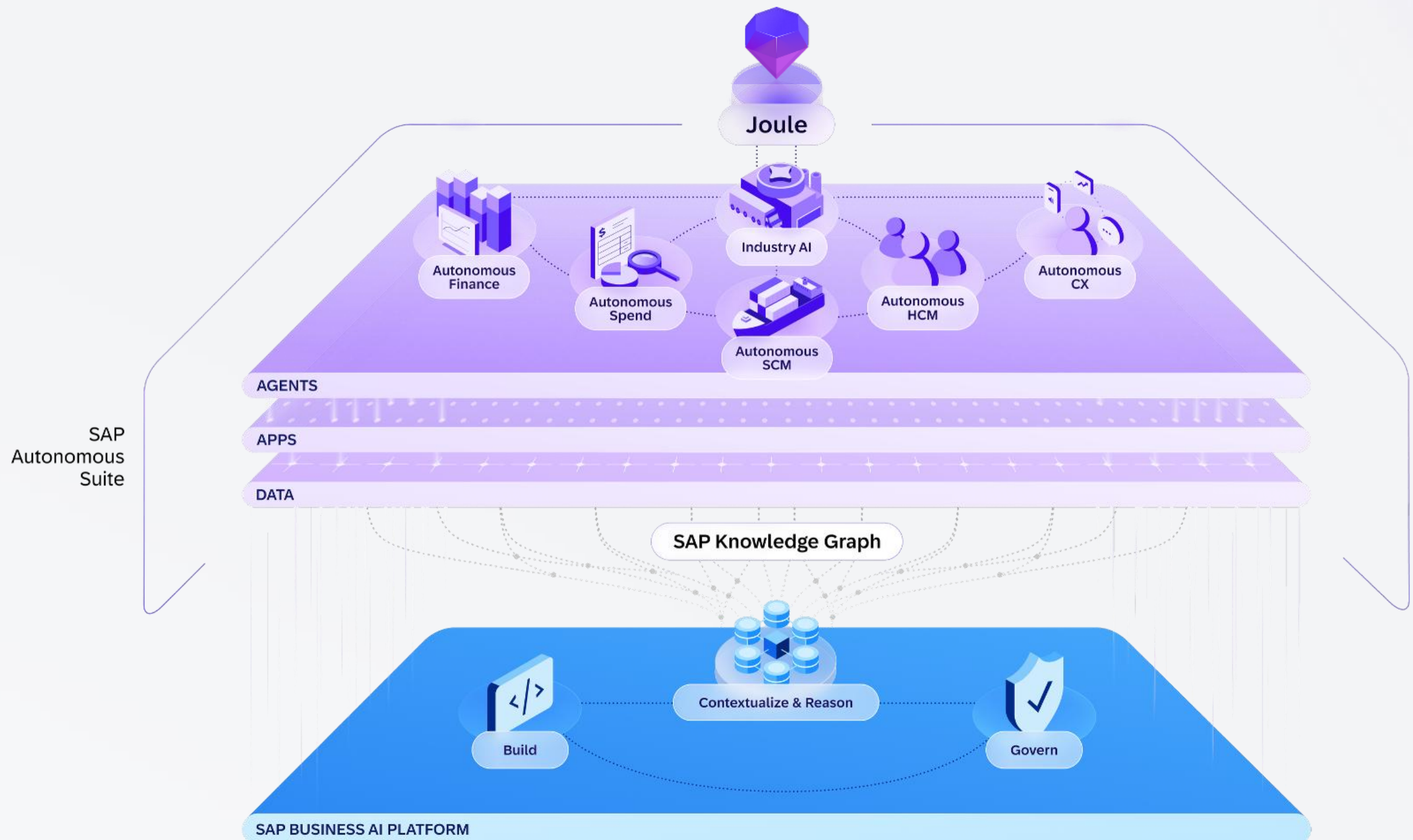
the engagement layer where people set intent and Joule Assistants and Agents bring together the right data, workflow, and actions across SAP systems and beyond.

SAP Autonomous Suite

the operational core of the business, where applications, data, and AI agents automate functions across Finance, Spend, Supply Chain, HCM, and CX. **AI** brings purpose-built intelligence for your industry, your processes, and your regulatory requirements.

SAP Business AI platform

as the foundation that combines deep process context, unified business data, and purpose-built models with enterprise governance.



app•less

/æp-lɛs/

An experience that allows you
to interact with an application
without opening it.

Reasons to believe

SAP Autonomous suite



New Conversation



One more thing I can assist you with?

Helping you compile resources and edit along the way.

Message Joule...

+ @



[View full prompt library](#)



Joule uses AI, verify results.

Autonomous Domains: Assistant Overview



A new human advantage

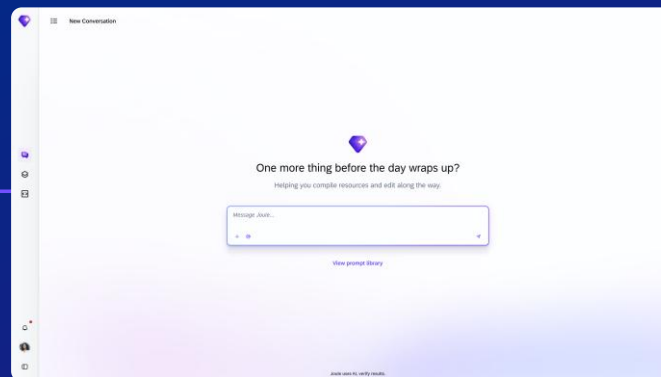
Joule Work, beyond chat

Proactive. Faster action. Better decisions.



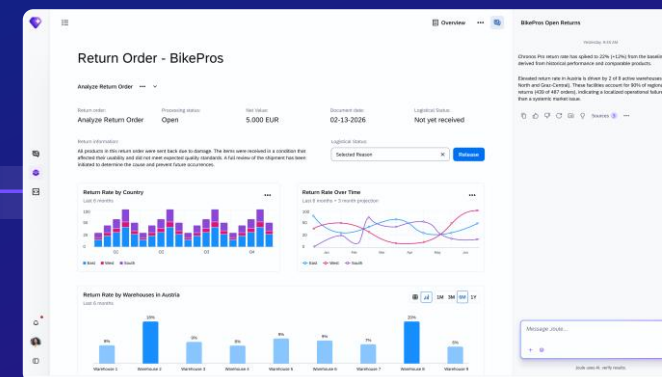
Conversations

Powered by Joule



Ask a question in plain language and get to action in one step

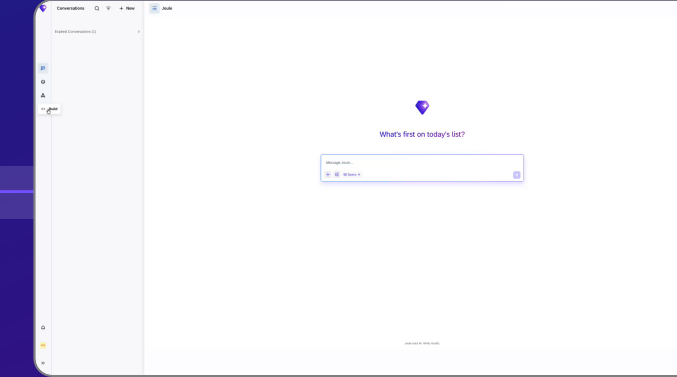
Spaces



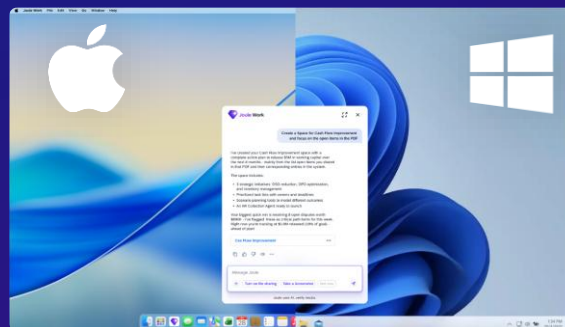
Flexible AI-generated, spaces that adapt content dynamically based on user intent and context.

Develop

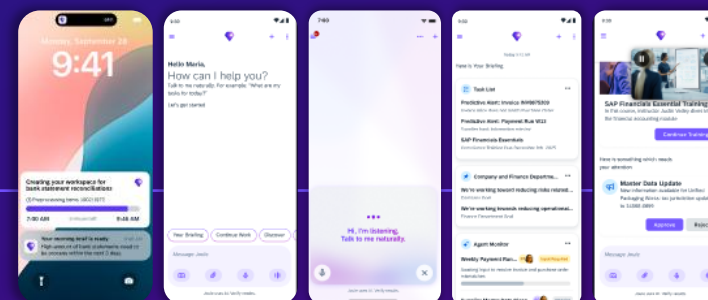
(Joule Studio)



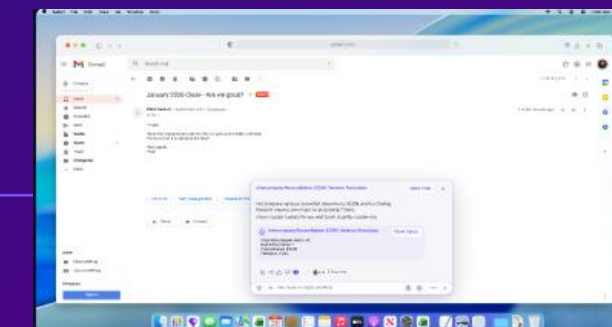
Build custom apps and agents from Intent to Deployment



Cross OS Desktop Experience



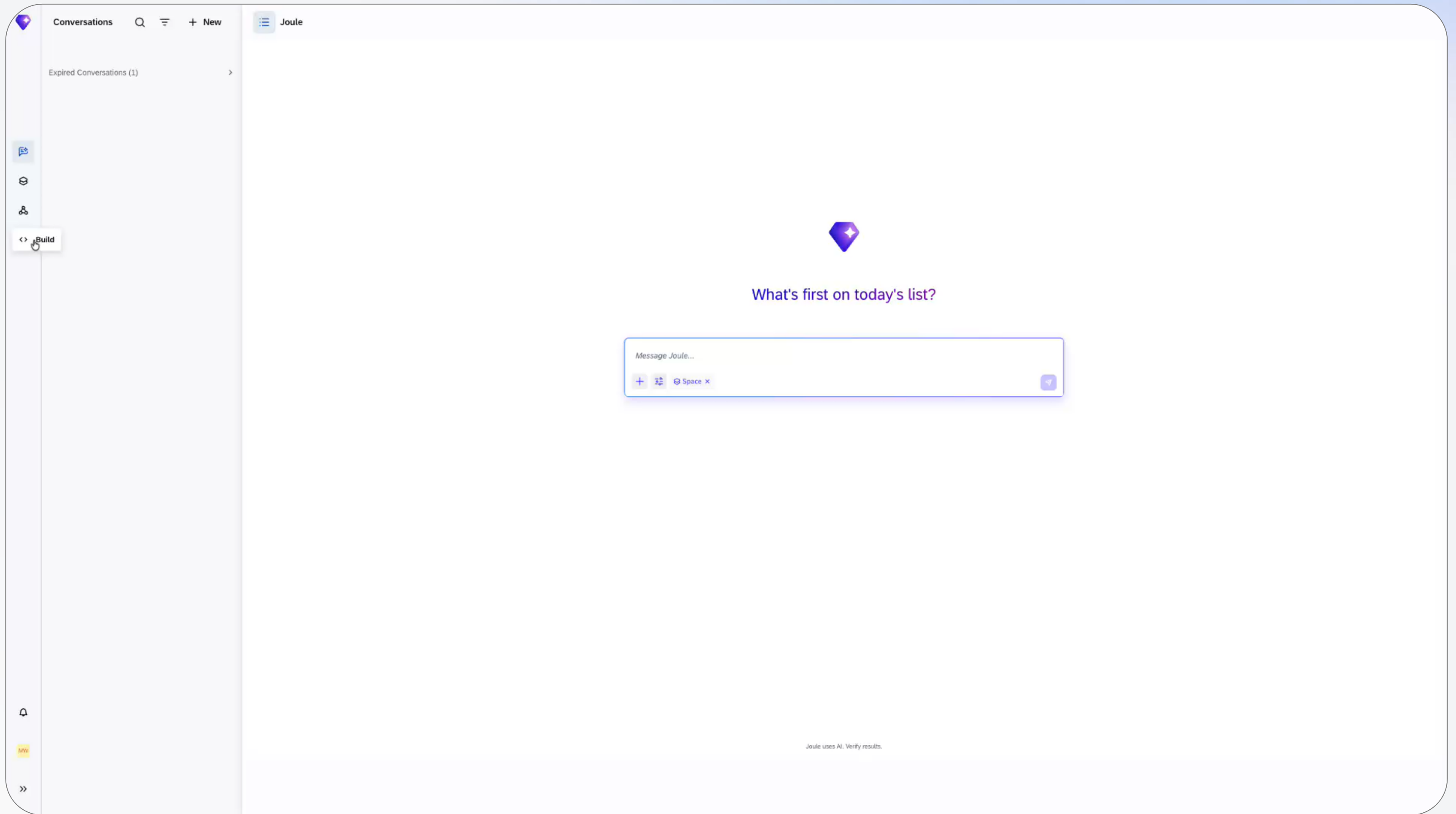
Available on Mobile, Cross-platform and multi-modal



Omnipresent: Browser-based Joule action bar

Reasons to believe

Joule Studio



Conversations

Expired Conversations (1)

Build

+

New

Joule

What's first on today's list?

Message Joule...

+

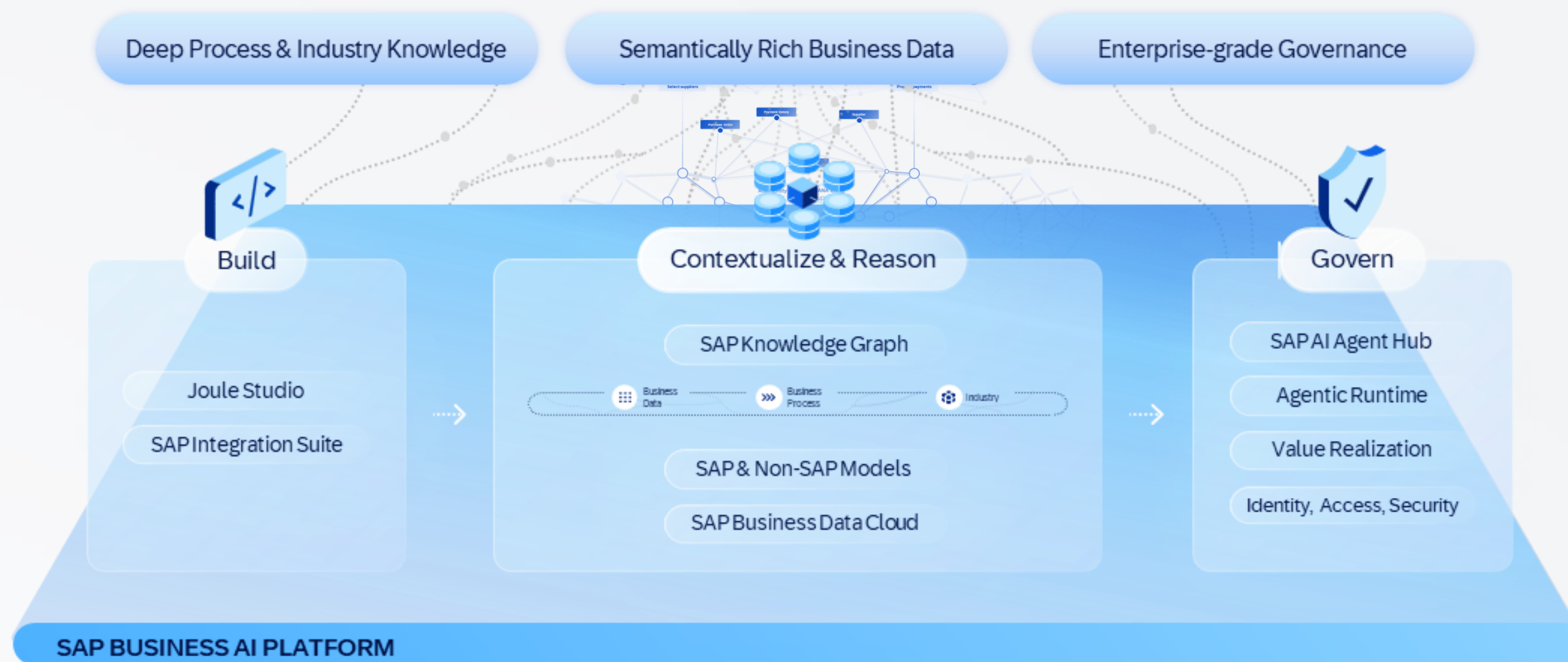
Space x

Joule uses AI. Verify results.

PUBL27

The platform for building, running, and governing AI your business can actually depend on

The foundation that combines deep process context, unified business data, and purpose-built models with enterprise-grade governance



Build: Build AI agents & apps with best-in-class tools & models

300+ Agents built by Partners in SAP Joule Studio

Contextualize & Reason: 50 years of encoded business process expertise

7.3M Data fields in Knowledge Graph

Govern: Command center for enterprise-wide AI agent governance

>55k AI agents managed in SAP AI Agent Hub across customers

Reasons to believe

SAP Business AI Platform



Hello Nolan

How can I help you?

Talk to me naturally.

Message Joule...

+

What that means:

Joule identifies the intent of the end user and interrogates the SAP Knowledge Graph, asking to return the business objects that the user has asked for.

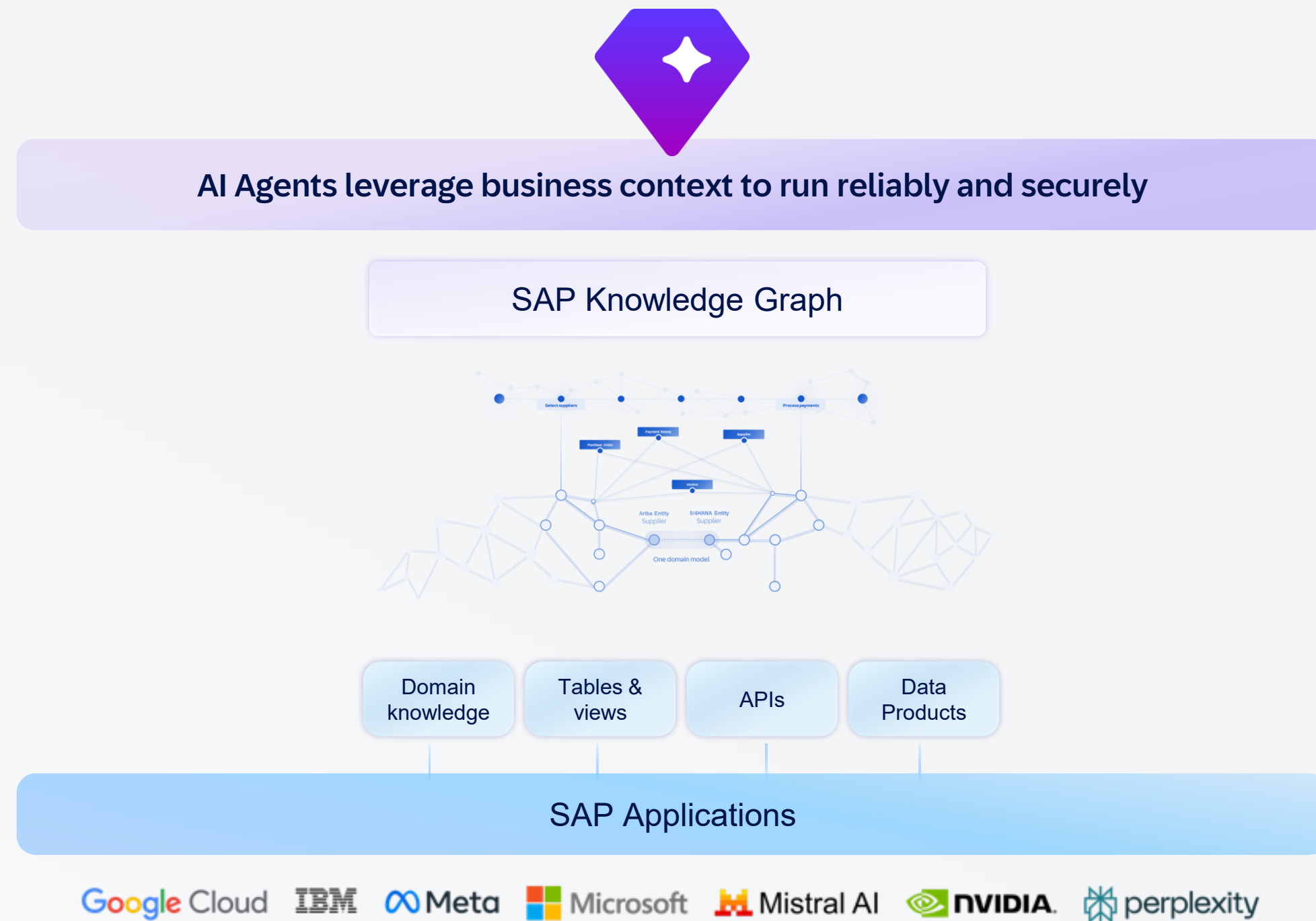
SAP Knowledge Graph parses its content to identify the business objects, the relations between them and the locations where they are stored into the SAP solution thru SAP Domain Model.

The SAP Domain Model transforms the request into a specific query language that can be executed on the **data product**.

Joule, knowing the end user intent and the relationships between business objects returned by SAP Knowledge Graph formats the answer and presents it to the end user.



AI with complete understanding of businesses, including the data, business policies, relationships, and logic behind it



Not enough?

SAP-RPT-1

New category of models

Tabular foundation models

AI for structured data



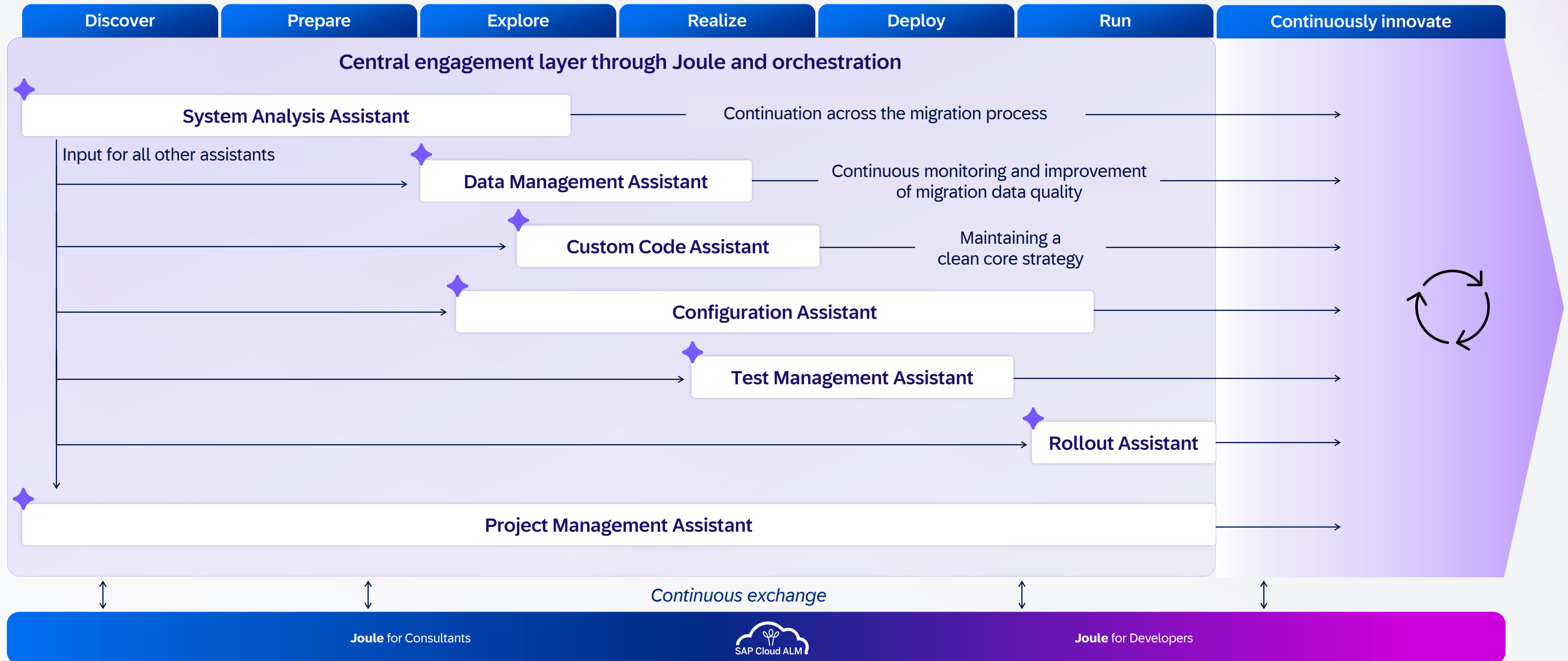
Large language models

AI for unstructured data

AI to execute or to prepare
for execution as well?

Agent-led toolchain for migration and modernization

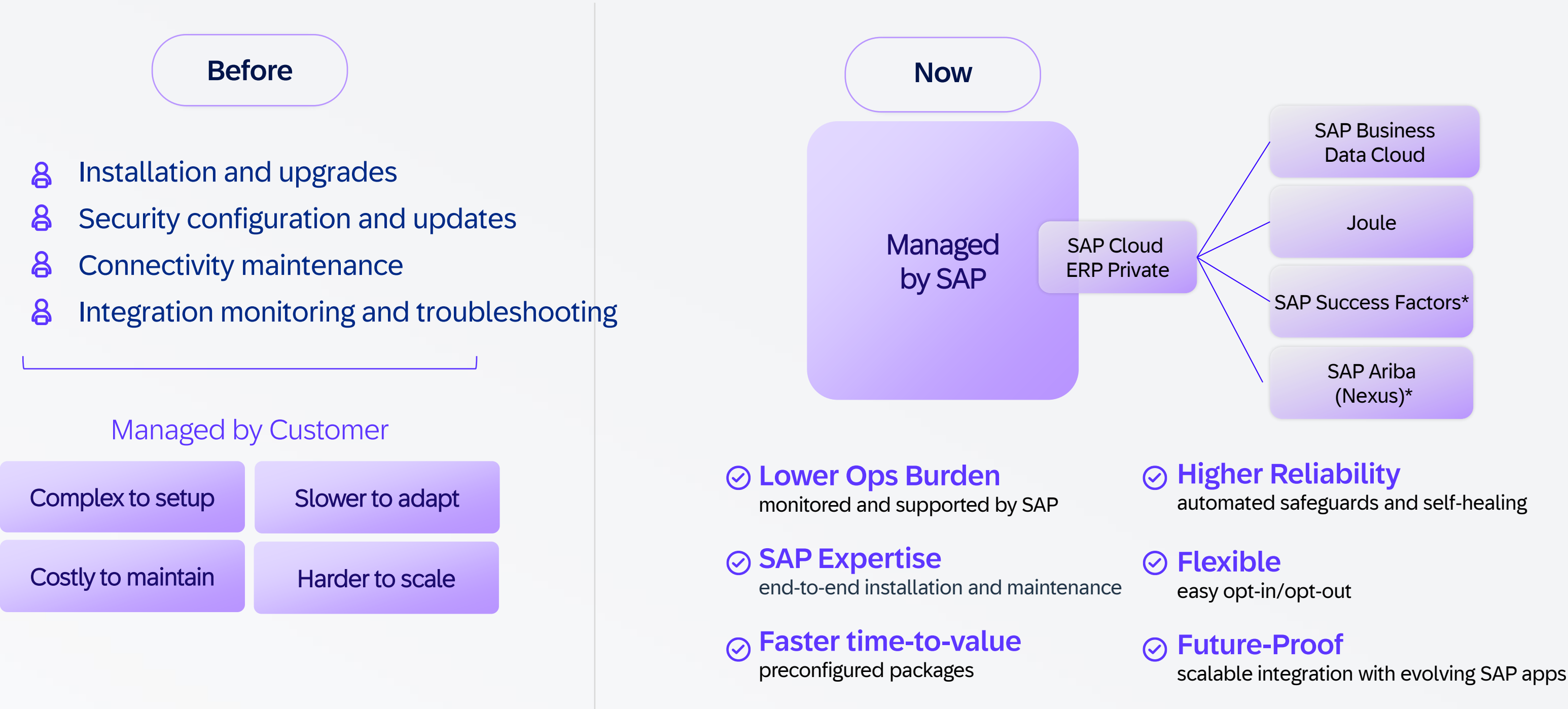
Fast track migration and modernization with assistants and agents



How can we make it real?

SAP-Managed Integrations for SAP Cloud ERP Private

Reducing customer workload while enabling more reliable and scalable end-to-end processes



*on the Roadmap now and more will be added to the roadmap

Thank you

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**

Trasformazione Cloud ERP – SAP Cloud ERP Licensing e Modello Operativo

Alberto Amè

Cloud ERP expert SAP Italia



Parte 1 — SAP Cloud ERP Licensing

1. Perché il Cloud ERP adesso?
2. RISE with SAP & GROW with SAP
3. RISE with SAP — componenti e valore
4. GROW with SAP — medie imprese
5. Da licenze perpetue a subscription
6. Metriche: FUE, Named User, NCAR

Parte 2 — Modello Operativo Cloud

1. Cos'è il modello operativo cloud
2. Clean Core — il principio fondamentale
3. SAP BTP — estensioni e integrazioni
4. Continuous Innovation: zero Big Bang
5. Da CAPEX a OPEX
6. Prossimi passi

01

Fine Manutenzione

SAP ECC: manutenzione standard al 2027, estesa al 2030. Il momento di pianificare la trasformazione è oggi.

02

Innovazione Continua

AI (Joule), automazione processi, analytics in real-time: disponibili immediatamente nel Cloud, senza upgrade.

03

Gap Competitivo

I competitor migrano già. Ogni anno di ritardo aumenta il divario tecnologico e operativo.

04

TCO Ridotto

Niente hardware, niente upgrade manuali, team IT più snelli: il TCO Cloud è competitivo nel medio termine.

RISE with SAP

Per clienti SAP esistenti che trasformano l'ERP on-premise nel Cloud

- S/4HANA Cloud, Private Edition
- Infrastruttura cloud gestita da SAP
- SAP Business Technology Platform
- Business Process Intelligence
- Premium Hub – Centre of Excellence
- Un contratto, un fornitore

Enterprise & Large — migrazioni da ECC/R3

GROW with SAP

Per medie imprese e net-new SAP che avviano il percorso Cloud-first

- S/4HANA Cloud, Public Edition
- Best practice di settore embedded
- Quickstart con SAP Activate
- Partner ecosystem certificati
- Scalabilità immediata
- Time-to-value < 6 mesi

Medie imprese & net-new SAP

VS

S/4HANA Cloud Private Edition

ERP di nuova generazione su HANA in-memory. Ricchezza funzionale on-premise + agilità cloud.

RISE with SAP

Un unico contratto SAP

SAP Business Technology Platform

Bundle BTP incluso: Integration Suite, Extension Suite, Analytics, low-code tools.

Infrastruttura Cloud

Gestione completa: hosting, backup, DR su IaaS partner (Azure / AWS / GCP / IBM) scelto dal cliente.

SAP Premium Hub – CoE

Supporto proattivo, accesso a SAP experts, cloud success services e early access alle innovazioni.

Business Process Intelligence

Process mining, benchmarking e simulazione per ottimizzare i processi prima e dopo il go-live.

SAP S/4HANA Cloud, Public Edition

Soluzione Cloud ERP standardizzata con best practice embedded,
progettata per medie imprese e aziende net-new SAP.

01 Adotta

Best practice per 25+ settori.
Configurazione guidata, zero sviluppo custom nel core.

02 Estendi

SAP BTP e marketplace partner
certificati per ampliare le funzionalità standard.

03 Scala

Nuovi paesi, business unit,
moduli aggiuntivi — crescita senza infrastruttura.

Perché GROW with SAP?

< 6 mesi

Time-to-value tipico con SAP Activate

40%+

Riduzione costi IT operativi nel medio termine

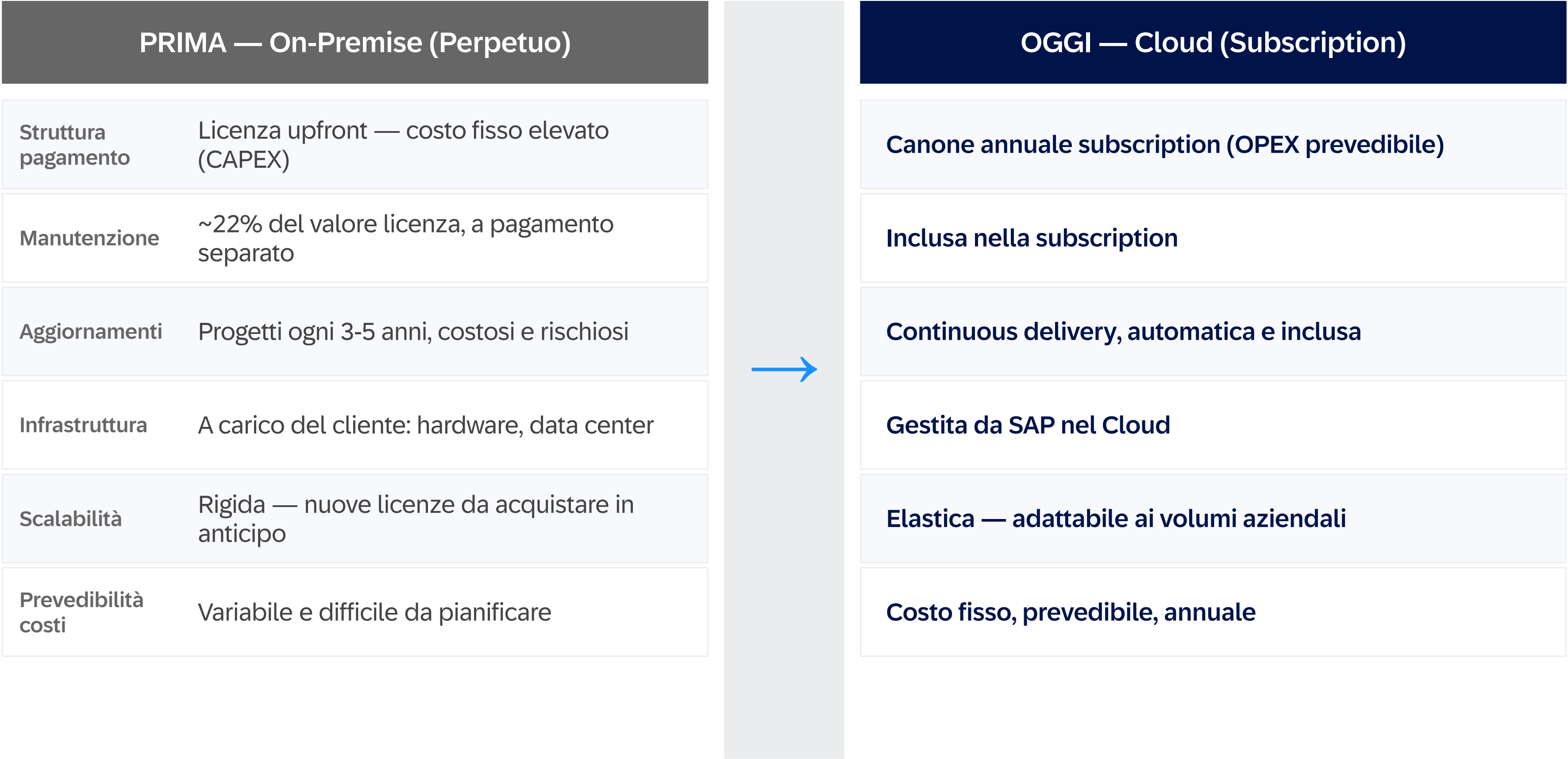
1.500+

Best practice di processo embedded

25+

Linee di business e settori industriali coperti

Il modello di licensing: da licenze perpetue a subscription



Full Use Equivalent (FUE)

Metrica principale — RISE with SAP

Unità normalizzata che aggrega tutti i tipi utente. Ogni categoria ha un coefficiente FUE. Il totale FUE definisce la baseline contrattuale e la fascia di subscription.

Named User (per categoria)

Licenza nominativa per tipo di accesso

Categorie principali: Limited User (lettura), Employee User (processi standard), Professional User (accesso completo). Ogni categoria contribuisce diversamente al FUE.

NCAR — Net Contract Annual Revenue

Licensing revenue-based (CX/eCommerce)

Per scenari SAP Customer Experience e commercio: il licensing è proporzionale al fatturato annuo gestito dal sistema. Applicabile in contesti B2C e B2B digitale.

SAP BTP — Licensing a consumo: I servizi BTP avanzati (Integration Suite, AI Services, Analytics avanzati) sono licenziati su base consumo (capacity units). Il bundle base è incluso in RISE with SAP.

PARTE 2

Il Modello Operativo Cloud

Clean Core · SAP BTP · Continuous Innovation · Da CAPEX a OPEX

Clean Core: mantenere il sistema SAP standard, estendendo le funzionalità SOLO attraverso API SAP-released, ABAP Cloud e servizi BTP certificati.

Livello 3 — Integrazioni Cloud-to-Cloud

Livello 2 — Estensioni BTP / ABAP Cloud

Livello 1 — SAP Standard Core

01

Aggiornamenti senza blocchi

Senza custom code nel core, gli upgrade SAP avvengono senza dover adattare personalizzazioni.

02

TCO ridotto

Meno codice da mantenere = meno testing, meno dipendenze, meno costi di evoluzione.

03

Innovazione accelerata

Le nuove funzionalità SAP (AI, automazione) sono disponibili subito senza adattamento.

04

Compliance garantita

Processi standard certificati, più facili da auditare e mantenere allineati alle normative.

SAP BTP è la piattaforma che rende possibile il Clean Core: estensioni, integrazioni, analytics e AI — tutto fuori dal nucleo applicativo, tutto collegato.

Integration Suite

Connetti SAP con non-SAP, cloud e on-premise. Pre-built content per 2.000+ integrazioni.

Extension Suite

Sviluppa estensioni low-code/no-code e pro-code con ABAP Cloud, SAP Build e Java SDK.

Data & Analytics

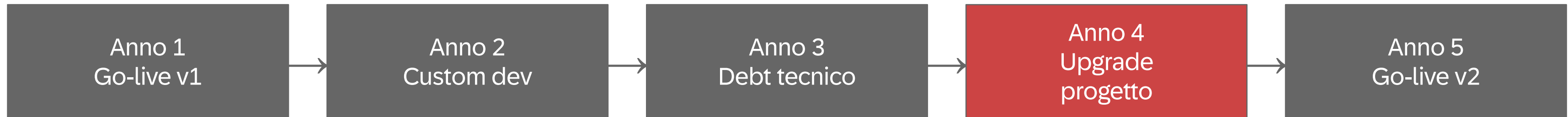
SAP Analytics Cloud, SAP Datasphere: dati integrati, report e previsioni in real-time.

AI Services

Joule, Document Processing, OCR, Business AI: funzionalità AI pronte all'uso nel vostro ERP.

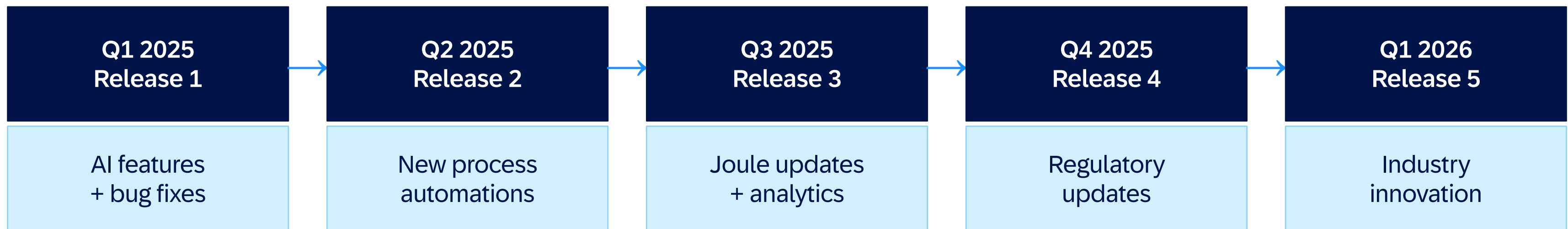
Incluso in RISE with SAP: Un bundle BTP di base è compreso nella subscription. Capacità aggiuntiva disponibile a consumo tramite SAP Store.

ON-PREMISE: Il modello tradizionale degli upgrade



Costo upgrade: 6-18 mesi, team dedicato, rischio elevato

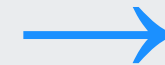
CLOUD: Continuous Delivery — innovazione continua e automatica



Sempre aggiornati, sempre innovativi: SAP gestisce gli upgrade in modo trasparente. I rilasci sono pianificati, testati da SAP e applicati con downtime minimo. Niente più big bang upgrades.

CAPEX — On-Premise

- Investimento upfront elevato in hardware e licenze
- Ammortamento su 3-5 anni
- Costi nascosti: team IT, manutenzione, energia
- Budget imprevedibile per upgrade e customizzazioni
- Rischio di obsolescenza dell'investimento
- Blocco del capitale in asset tecnologici



OPEX — Cloud Subscription

- **Canone annuale fisso e prevedibile**
- **Costo completamente deducibile nell'esercizio**
- **Infrastruttura, upgrade e manutenzione inclusi**
- **Scalabilità immediata senza nuovi investimenti**
- **Sempre tecnologia aggiornata all'ultima versione**
- **Capitale liberato per investimenti nel business**

SAP supporta ogni cliente nella costruzione di un Business Case TCO su 5 anni per confrontare in modo trasparente tutti i costi on-premise vs. Cloud.

Prossimi Passi

Come avviare il tuo percorso verso SAP Cloud ERP

01

Business Case TCO

Costruiamo insieme un'analisi costi-benefici su 5 anni confrontando la tua situazione on-premise con le opzioni Cloud.

02

SAP Customer Evolution Kit

Strumento SAP per accelerare la valutazione e pianificazione del percorso verso Cloud ERP e Business AI.

03

Fit-to-Standard Workshop

Sessioni con i nostri esperti per valutare l'aderenza dei tuoi processi alle best practice SAP Cloud.

04

Discovery Phase

Fase di analisi rapida per identificare il percorso ottimale: RISE o GROW, tempi, costi e piano di progetto.

GRAZIE

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**

SAP Customer Evolution Kit: come avviare e accelerare il percorso verso Cloud ERP e Business AI

Daniela Papadia

SAP Italia



SAP Customer Evolution kit

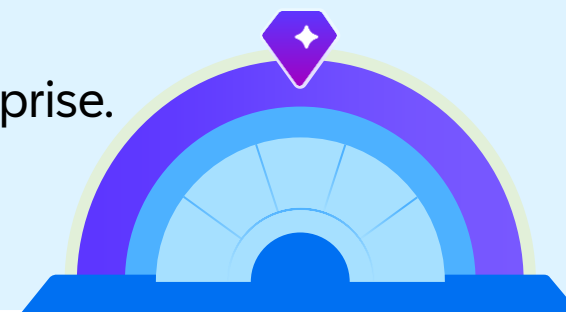
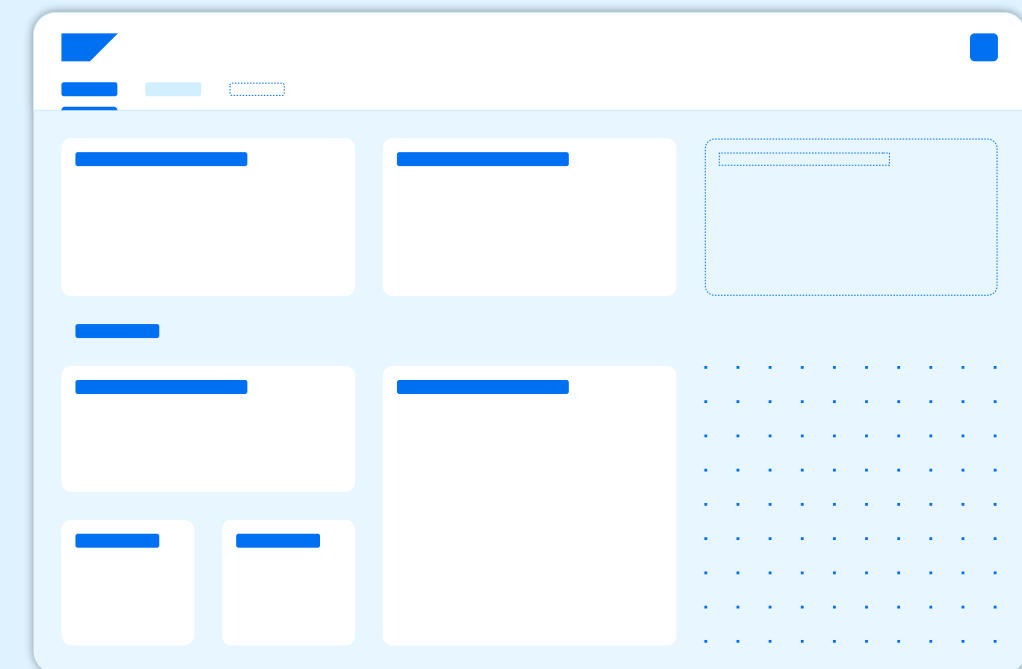
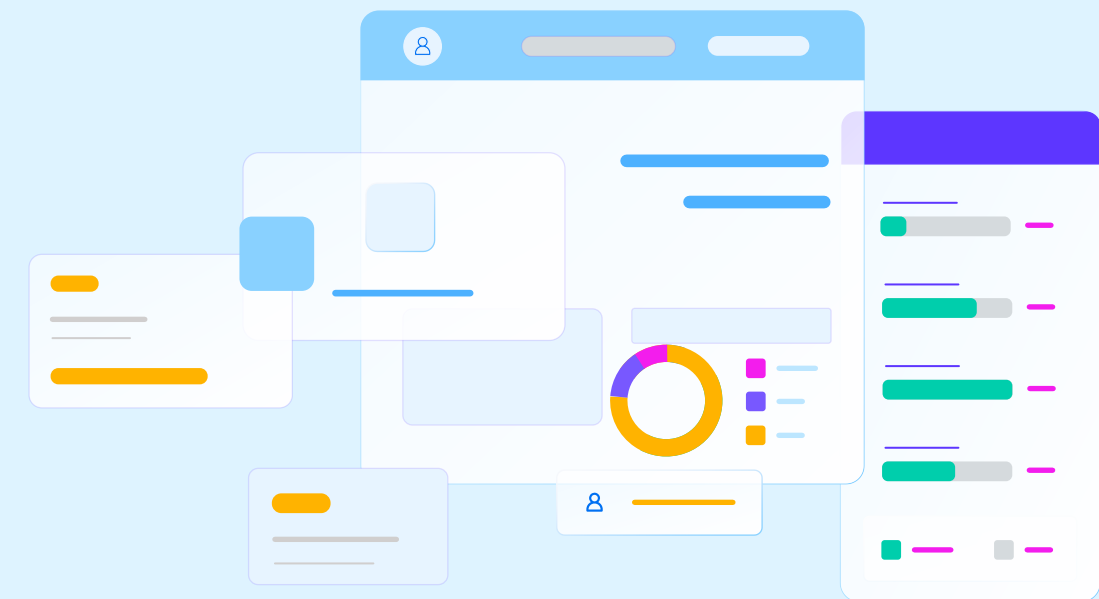
Get ready for your Cloud Transformation

The Customer Evolution Kit gives you a guided, immersive experience into SAP latest tools and capabilities - helping you evaluate transition paths, uncover process insights, and align your roadmap with strategic goals across your enterprise.

The Customer Evolution kit is:

- **Offered at no additional cost**
Every customer with a valid SAP support agreement is eligible—no extra fees, no hidden costs. Just value, delivered.
- **Delivered at scale**
Over 300 organizations globally have started their Cloud journey with the Evolution Kit. Tap into the momentum and unlock your own transformation.
- **1:1 Engagement. Remote. Fast-Paced. Fact-Based**
In just one week, receive a focused, hands-on walkthrough of the key tools, insights, and strategies tailored to your system and business goals
- **Introduction to the SAP Integrated tool chain**
From process insights to architecture planning — explore a connected tool ecosystem that powers your cloud transformation
- **Discover the Intelligent SAP Suite and the power of Business AI**
Extend your view beyond ERP and explore the full SAP portfolio, where Business AI helps uncover new insights and opportunities for your enterprise.

[Learn more](#)



Delivery scope overview

SAP ERP Customer

SAP S/4HANA On Premise Customer

Hands on experience



Experience **the SAP S/4HANA Simulation**

3h

Get to know SAP **Cloud ERP** first-hand with an interactive and competitive business simulation, with up to 25 participants, offering **Distribution or Manufacturing** scenarios to chose from

Business Transformation

Cloud ERP and SAP Business AI

- SAP Cloud ERP offerings
- SAP Business AI scenarios
- Clean Core and Extensibility options
- Joule

1h



Optimize business processes with SAP Signavio Process Insights

- Analyse your process flows and blockers
- Process Performance Indicators analysis
- Innovation & correction recommendations

1.5h



powered by: **SAP Signavio**

Roles and Participants



Business Heads, LoB Leads, Process Owners and Key Users



Executives, Project Sponsors and key stakeholders



IT leads, Enterprise and Solution Architects, In-house Support Experts



Partner Team, upon Customer invitation

Prepare the move with SAP Readiness Check and SAP Cloud ALM *Session not relevant for Public Cloud customers

- Review your simplification items
- Custom code analysis and add-on compa
- Using SAP Cloud ALM to support transformation projects.

1.5h



powered by: **SAP Cloud ALM**

Cloud Transition

Evaluate transition strategy and prepare for Digital Discovery Assessment

- Understanding your transition path to Cloud ERP
- Activities to define before the transition
- Prepopulated Digital Discovery Assessment

1.5h



Define relevant business capabilities and best practices with SAP LeanIX.

- Business Capability Map
- Explore SAP Best Practices Mapping of SAP current landscape to the latest SAP applications.

1h



powered by: **SAP LeanIX**

Review the Executive summary and define the next steps in the Closing Session

Present final report detailing next steps, key findings, and essential assets.

Identified follow up activities for a successful digital transformation

1h



BTP, BDC and SAP Applications – expand the scope with additional solution areas



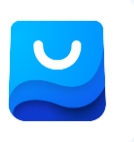
Human capital management



Customer experience

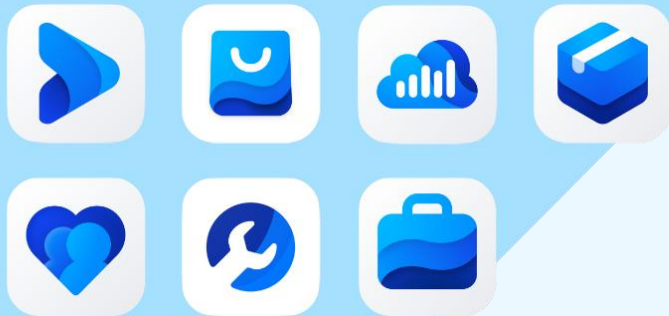


Supply chain management



Spend management

Expand the scope with Solution area(s) of choice *



Enhance the engagement by adding another Solution area to the scope.
Available as part of your program or standalone

Human Capital Management: Understand the SAP strategic direction for HCM solutions and the value of transitioning to SAP SuccessFactors.

Customer Experience: Understand the strategy of SAP CX solutions & learn about the values of transforming to SAP CX Cloud.

Procurement: Discuss current processes in SAP SRM, and mapping to landscape SAP S/4HANA, SAP Ariba, SAP Fieldglass.

Business Warehouse Modernisation: Introduction to SAP Business Data Cloud. Learn about modernization options that fit best to customer's situation.

Digital Manufacturing: Learn about the value of transitioning from SAP Manufacturing Execution/MII/PCo to SAP Digital Manufacturing.

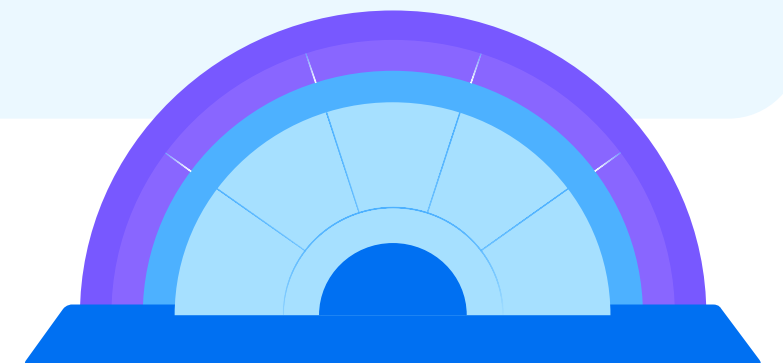
Integrated Business Planning for Supply Chain: Learn about the value of transitioning from SAP Advanced Planning and Optimization to SAP IBP.

Business Planning & Consolidation: Understand the business data fabric and the value of transitioning to SAP Analytics Cloud for Planning.

PI/PO Modernization: Explore modernization paths for your current integration landscape. Gain an understanding of the SAP approach to integration and migration tools.

*Service availability can differ by country, region, language, and time zone. Some components may not be accessible everywhere or at all times. For specific details, please check with your local representative.

[Learn more](#)



SAP Customer Evolution Kit engagement deliverables

Executive summary Actionable next steps and available assets, tools and services

Management Summary – Plan the change and move forward

[CUSTOMER] readiness evaluation for moving to SAP S/4HANA

- Readiness Check identified **98 Simplification Items**, of which:
 - only 1 is considered high (**Asset Accounting**)
 - 23 classified as medium
 - 37 are low
 - 37 require further assessment for effort ranking
- Fairly high number of **2555 custom code objects** identified in the system. For a detailed analysis of your custom code, please execute **ABAP Test Cockpit (ATC)**
- SAP recommends a detailed review of the **272 interfaces** with status 'Impacted' to ensure compatibility across the entire software landscape
- The CVI analysis indicates **72,541 Business Partner** objects have not been synchronized to the respective customer/vendor objects. Please follow the **guide** to activate CVI within your system **before the system conversion**. Moreover, there are **34,369 data quality issues** within this area, please verify these issues and remediate this **before** the business partner synchronization.
- A **high number of 8.6M** inconsistent General Ledger documents identified, contact the SAP Financial Data Quality Department at sap.financial.data.quality@sap.com to get support on the next steps.
- Explore **SAP Cloud ALM**.

Useful links:

[SAP Readiness Check | SAP Community](#)[Customer Readiness Check Analysis link](#)

9

Process review and innovation potential assessment

The screenshot displays the SAP Signavio Process Insights dashboard. It features a sidebar with navigation options like 'All End-to-End Processes', 'Innovation Recommendations (995)', and 'Performance Indicators'. The main area shows a detailed view of a process flow, including 'Start' and 'End' points, and a list of 'Performance Indicators' with associated metrics and status.

Customer specific Business Capability Map and solution processes mapping in LeanIX

The screenshot shows the SAP LeanIX Business Capability Map. It displays a hierarchical view of business capabilities, with 'Finance / Payables and Receivables Management / Customer Pay' highlighted. The map includes various icons representing different capabilities and their relationships, along with a 'Fact Sheet' and 'Subscriptions' section.

Prepopulated Digital Discovery Assessment

The screenshot shows the SAP Cloud ERP - Digital Discovery interface. It features a 'Welcome' message and a 'SCOPE SELECTION' section with progress indicators for various areas like 'Sourcing and Procurement' (78%), 'Asset Management' (60%), and 'R&D/Engineering'.

Readiness Assessment and Transformation Planning

The screenshot displays the SAP Readiness Assessment and Transformation Planning interface. It includes a 'Readiness Check for SAP S/4HANA 2025' section with various charts and metrics, and a 'Transformation Scenario' section showing a timeline and key milestones.

Exploring SAP Discovery Center and relevant SAP Business AI scenarios

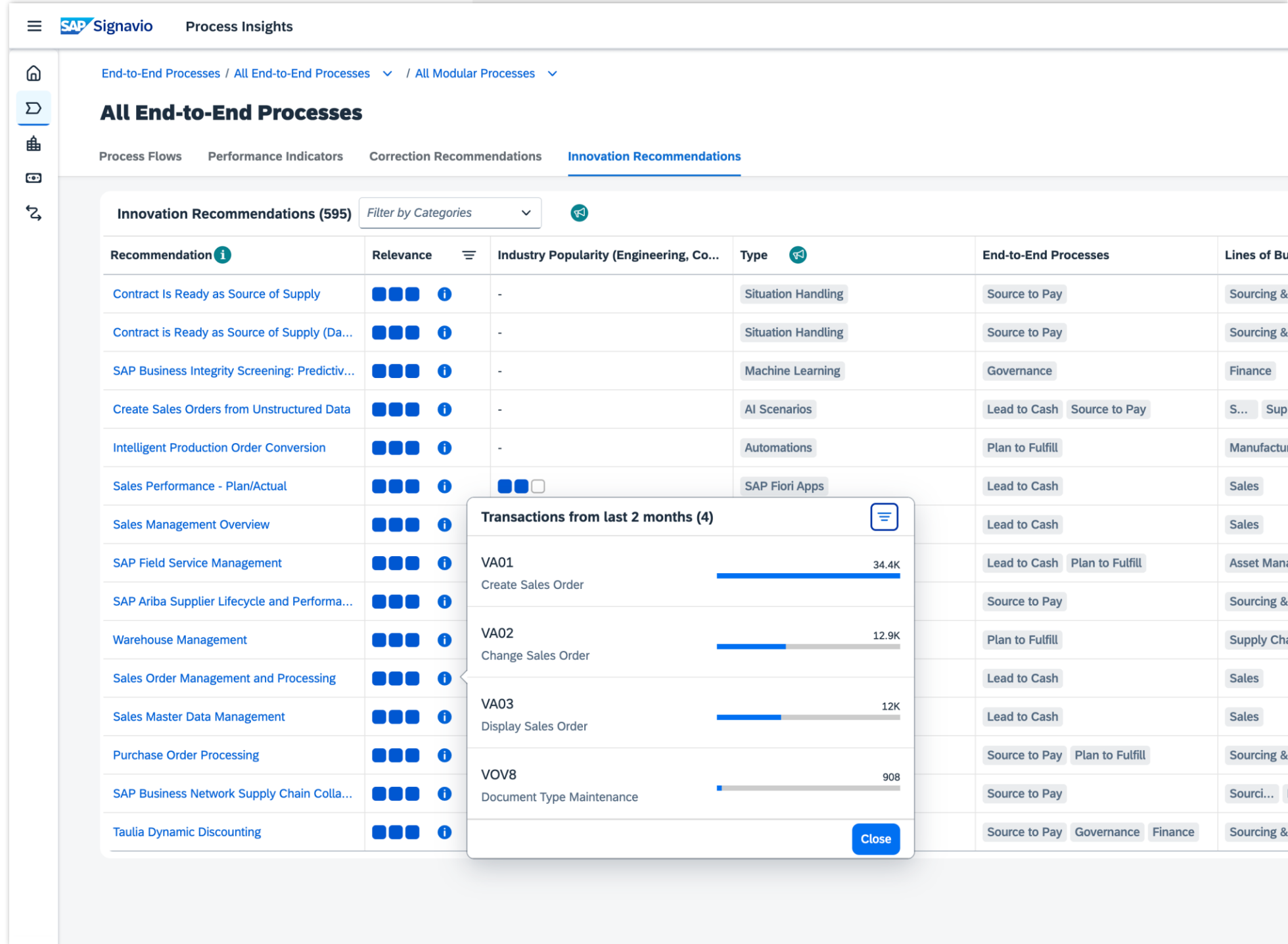
The screenshot shows the SAP Discovery Center interface. It features a 'Challenge' section with a user story, a 'Solution' section with a screenshot of the SAP interface, and a 'Benefits' section with two key metrics: '95% Faster informational searches' and '90% Faster navigation and transactional task execution'.

SAP Signavio Process Insights Discovery Edition

- Requesting the discovery edition is easy. Implement SAP Notes [2758146](#) and [2745851](#) in your production ERP system and then extract the required data following the instructions provided below.
- This step-by-step guide provides a comprehensive overview on the necessary steps to request SAP Signavio Process Insights, discovery edition.

How-To Guide

[Learn more about SPIDE](#)



SAP Readiness Check for SAP

SAP Note [2913617](#) is the leading SAP Note for the SAP Readiness Check.

Or SAP Note [3059197](#) if you are planning an SAP S/4AHANA Upgrade

Start by reading it completely before implementing.

- It is frequently updated with tips and changes, so stay up to date.
- The SAP Notes explain in detail what data is extracted from your system and how you can “review” it if you are interested in this security-related information.



Bookmark this link to the SAP Readiness Check application entry page:
<https://me.sap.com/readinesscheck/home>

The screenshot shows the SAP for Me interface. The left sidebar contains navigation options: Home, Calendar, Reporting, Dashboards, Finance & Legal, Portfolio & Products, Services & Support, Systems & Provisioning, and Users & Contacts. The main content area displays the title '2913617 - SAP Readiness Check for SAP S/4HANA' with a version of 48 and a release date of 07.10.2025. It lists attributes such as Component (SV-SCS-S4R), Category (Advance development), Priority (Correction with medium priority), Release Status (Released to Customer), and Prerequisites (0). The 'Description' section includes a 'Symptom' paragraph, a list of supported source releases (SAP ERP 6.0 and SAP S/4HANA Finance 1503/1605), and a 'Reason and Prerequisites' section detailing data collector requirements. A 'Note' section mentions a new authorization concept and provides a link to SAP Note 3310759. The bottom of the page features a 'Get Assistance' section with links for Legal and Status.

SAP Readiness Check for SAP

 Please Tick the Box if you allow SAP to be able to view your results

SAP Readiness Check

Plan Your Digital Transformation Journey

Create Analysis

Analysis Name: *

Enter a name for your analysis

Customer: *

SAP AG

Analysis File: *

Archive File Generated by SAP Readiness Check Data Collector

Browse...

Terms of Use: *

☒ I acknowledge that I have read the SAP Readiness Check [Disclaimer](#) and SAP Readiness Check [Terms of Use](#).

Authorization:

☒

I acknowledge that all SAP employees may access and use the SAP Readiness Check Results for SAP business purposes like support services, and marketing.

Create

Cancel

Getting Started on SAP Readiness Check

TPA GROUPAMA	SAP S/4HANA Conversion	14/10/2025 10:53:23	TPA (000)	Available
QSL HEALTH	SAP S/4HANA Upgrade	14/10/2025 07:23:04	FHS (110)	Available

Help us improve! [Get In Touch](#)

SAP Customer Evolution Kit

Before joining the Customer Evolution Kit engagement, please complete a questionnaire. This will help our team understand your focus areas, pain points, and cloud preferences, enabling us to tailor the engagement to your needs.

Key Objectives:

- You company overview
- Select 2 focus Lines of Business
- Expand your scope to other SAP Solutions in your current landscape
- Cloud Preference
- Participants List

	A
	
	SAP Customer Evolution Kit engagement questionnaire
1	
2	<i>We greatly appreciate your participation in this questionnaire. Your detailed responses are crucial to ensuring a successful engagement. We encourage you to provide as much information as possible, especially in the free-text fields, where your unique insights can help us better understand your needs and concerns. The more comprehensive your input, the better we can address the specific challenges and opportunities your organization faces during the Customer Evolution Kit engagement</i>
3	Company Name
4	
5	Customer Number
6	
7	Production system ID (SID)
8	
9	What industry does your company operate in?
10	
11	Tell us in a few lines about your business:
12	

SAP Customer Evolution Kit Onboarding



Complete Pre-requisites:

- Request your Signavio Process Insights Discovery Edition
- Prepare your SAP Readiness Check for S/4HANA (If applicable)
- Complete Questionnaire and Participants List



Contact Us:

- customer.evolution.kit@sap.com
- Align on start date and schedule *

* 2 week average delivery start date from pre-requisites completion.

SAP Customer Evolution Kit: come avviare e accelerare il percorso verso Cloud ERP e Business AI

Daniela Papadia

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**
 **Niente spam, solo contenuti utili**

Pausa caffè

11:00– 11:30

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**



Change Management: Il Fattore di Successo nascosto

Paolo Sassi

Antonio Fratta Pasini

CIO Bauli

CIO Oniverse



CHANGE MANAGEMENT: IL FATTORE DI SUCCESSO NASCOSTO

 **Antonio** CIO Oniverse

 **Paolo** CIO Bauli

⚡ SAP1 / SAPONE

• • • SAPONE v1.0 — terminal

SAPONE: aiutaci a generare una serie di domande legate al **change management nei progetti SAP**. Considera che hai davanti **Antonio** (CIO di Oniverse) e **Paolo** (CIO di Bauli)... **mettici alla prova!**

3

SAPONE sta elaborando...



2

SAPONE sta elaborando...



SAPONE sta elaborando...

Q01

 CIO ONIVERSE → interroga → CIO BAULI

 SAPONE

"È indiscutibile che un progetto SAP fornisce all'azienda l'occasione per operare delle radicali trasformazioni organizzative. Nella tua esperienza pluriennale di progetti SAP in aziende di vari settori e dimensione ne hai viste di tutti i colori. Oggi per te che cosa significa e come si sostanzia il Change Management?"

Q02

 CIO BAULI → interroga → CIO ONIVERSE

 SAPONE

"Oniverse ha un'anima fortemente orientata al retail, al cliente finale e alla rapidità del go-to-market. Spesso SAP viene percepito dagli utenti del business come un sistema rigido. Come hai gestito il Change Management per far capire che la standardizzazione dei processi core è in realtà il trampolino per essere più flessibili sul mercato?"

Q03

 CIO ONIVERSE → interroga → CIO BAULI

 SAPONE

"La fabbrica e la logistica hanno routine consolidate da anni. Qual è stata la vostra strategia per identificare e valorizzare i 'Key User' in produzione? E come avete gestito le resistenze di chi faceva le cose nello stesso modo da vent'anni?"

Q04

● CIO BAULI → interroga → CIO ONIVERSE

⚡ SAPONE

"Voi avete una rete distributiva e di negozi enorme, con un turnover fisiologicamente diverso da quello di una fabbrica. Come avete strutturato il piano di formazione e Change Management per garantire l'avvio dei processi omnicanale (BOPIS, BODEL, O2O, RESI) senza creare disruption in store e fare in modo che i dipendenti si sentissero supportati?"

Q05

 CIO ONIVERSE → interroga → CIO BAULI

 SAPONE

"Il go-live di un ERP è sempre un momento di forte stress psicologico per l'azienda. C'è un aneddoto o una lezione appresa legata alla gestione dell'emotività del team in quella fase delicata che ti porti dietro?"

Q06

 CIO BAULI → interroga → CIO ONIVERSE

 SAPONE

"Durante il go-live, la tentazione del business di chiedere 'personalizzazioni dell'ultimo minuto' per tornare alle vecchie abitudini è fortissima. Come sei riuscito a mantenere la barra dritta sul concetto di 'SAP Standard' senza far sentire il business ignorato?"

Q07

 CIO ONIVERSE → interroga → CIO BAULI

 SAPONE

"Il Change Management non finisce al go-live. Oggi che il sistema è stabile, come mantenete alta l'attenzione sull'adozione delle nuove funzionalità (ad esempio con l'introduzione di S/4HANA o dell'AI) senza che le persone ricadano nelle vecchie abitudini?"

Q08

 CIO BAULI → interroga → CIO ONIVERSE

 SAPONE

"Guardando indietro, se potessi viaggiare nel tempo e ricominciare il progetto SAP da zero, qual è la singola attività di Change Management su cui investiresti il doppio del budget o del tempo?"



🟡 CIO BAULI → mette in difficoltà → CIO ONIVERSE 🟢

⚡ SAPONE

"Antonio, Oniverse vende lingerie e costumi da bagno in tutto il mondo. Hai mai usato SAP per ottimizzare la scelta della taglia giusta... per i tuoi clienti? O almeno per te stesso prima di una riunione importante?"



🟢 CIO ONIVERSE → mette in difficoltà → CIO BAULI 🟡

⚡ SAPONE

"Paolo, Bauli produce milioni di pandori e panettoni ogni anno. Hai mai pensato di applicare il Change Management anche alla ricetta? E soprattutto: quanti utenti 'key user' ci vogliono per decidere quanto zucchero a velo mettere sopra il pandoro?"

FINE SESSIONE

Grazie e buon cambiamento a tutti

 **Antonio** CIO Oniverse  **Paolo** CIO Bauli

Powered by  SAPONE / SAP1

Customer Experience

Bauli - 1922 -

Andrea Tommasi



Pietro Cimiotta


SODALIS
GROUP

Daniele Nathansohn

Adriano Ceccherini



Pranzo e networking

13:00– 14:30

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**



Partner Experience

Best practices nell'implementazione SAP Cloud ERP



Mario Galazzi



Giancarlo Pera



Daniela De Caneva

Adriano Ceccherini



Accelerare l'Autonomous Enterprise con i SAP Success Plans

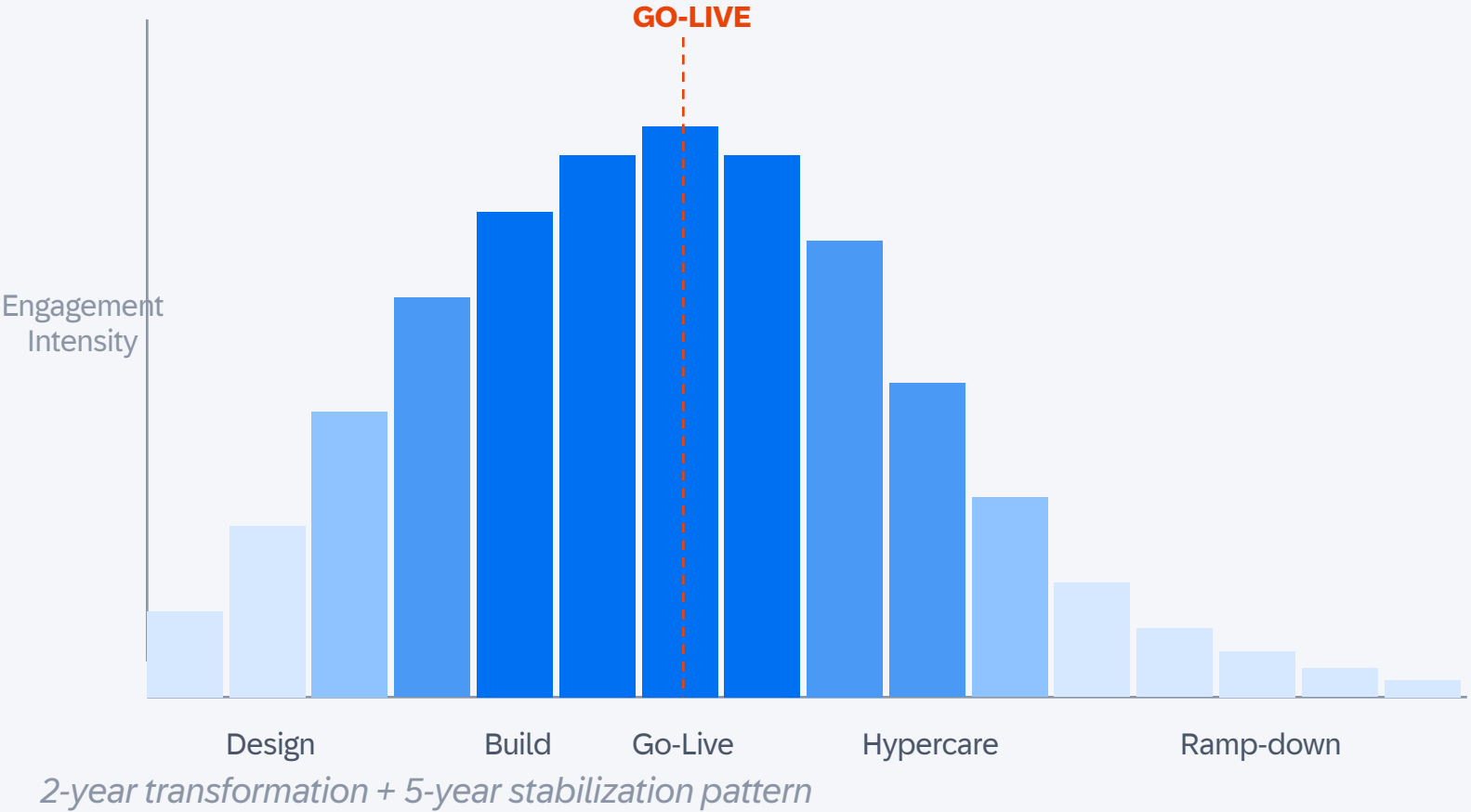
Anita Brescia

Fabio Nardella

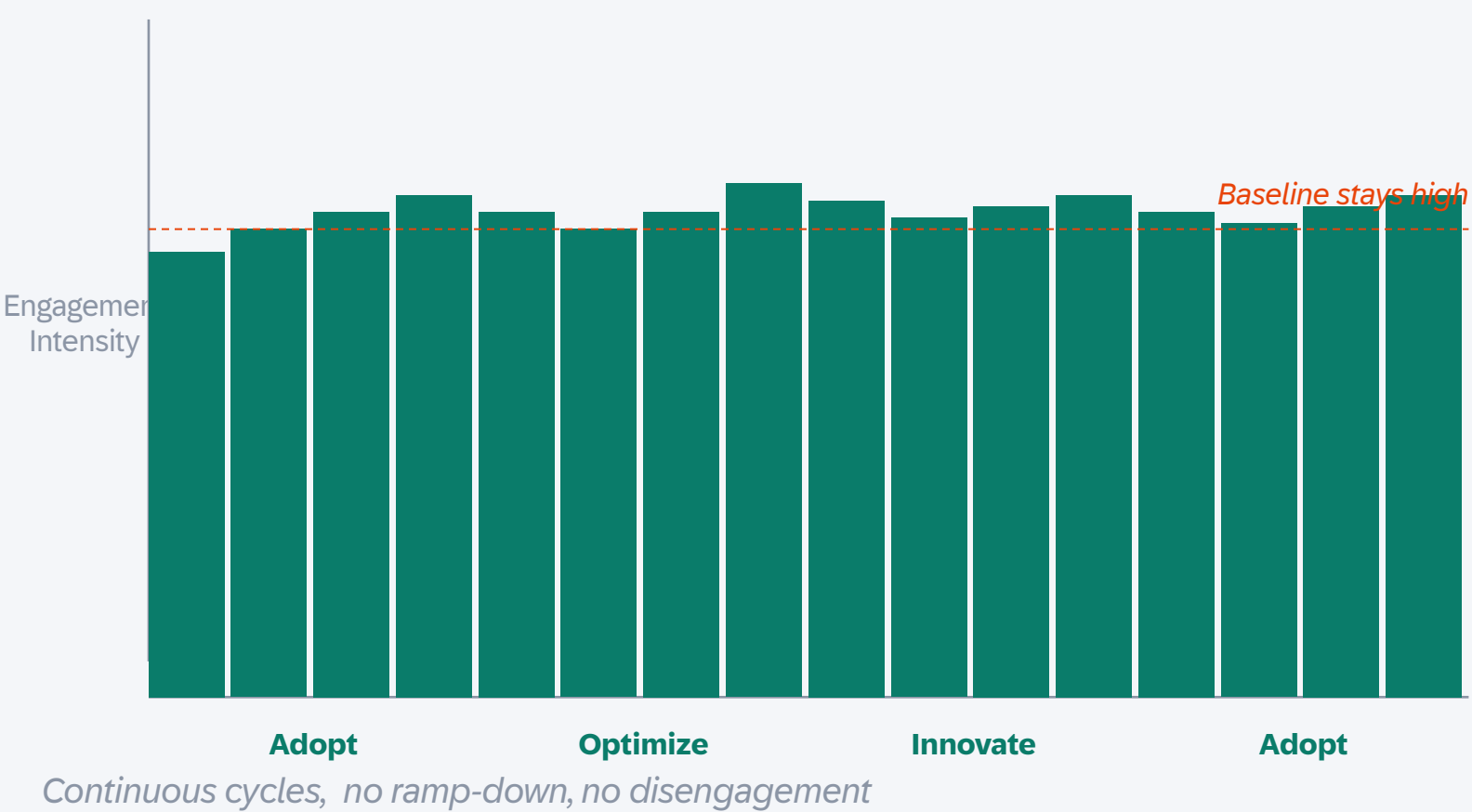


We will all spend the rest of our careers transforming, continuously

Old Pattern: The Project Mountain



New Pattern: Continuous High-Touch



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



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



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

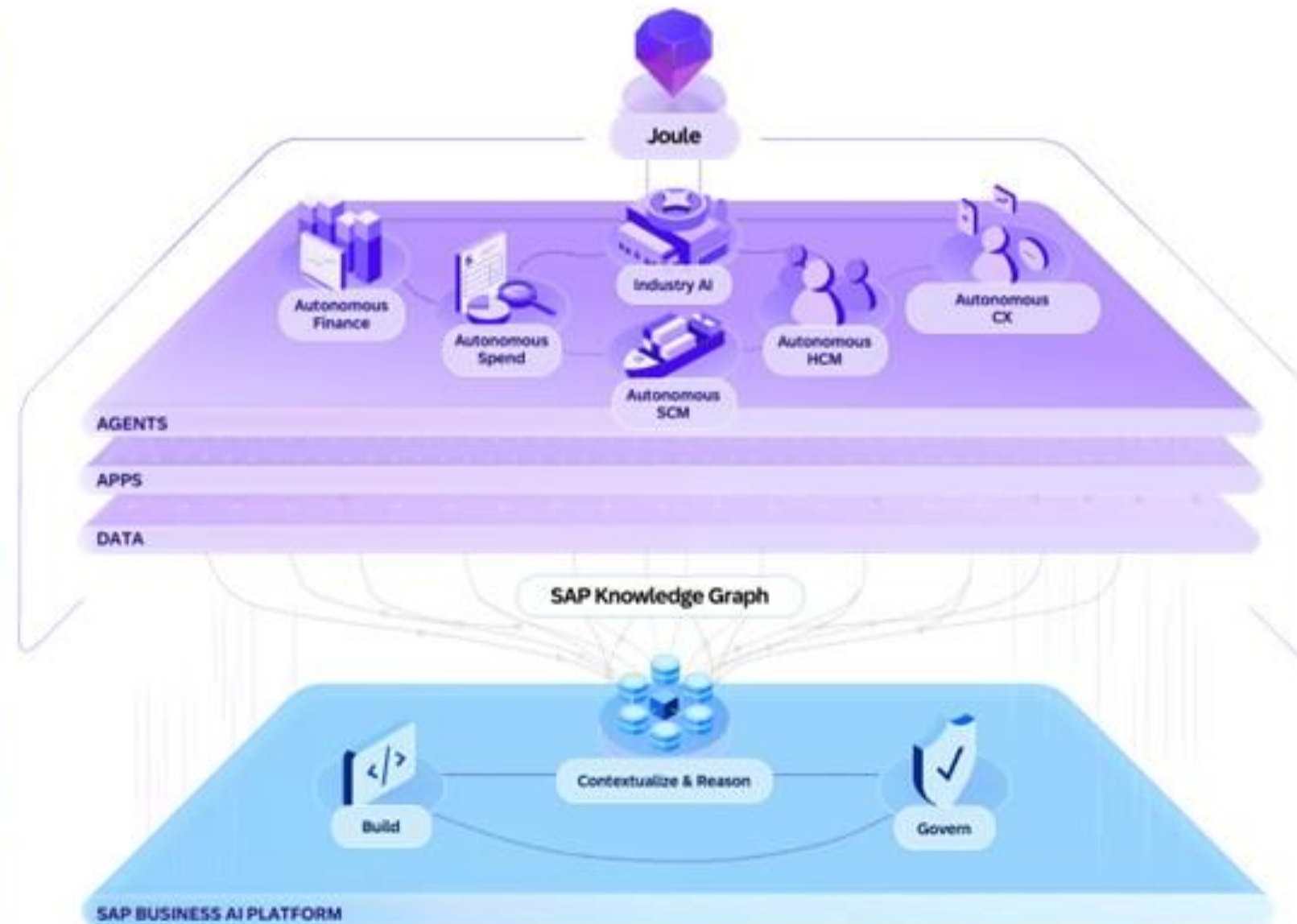
Transform Your Customer Experience

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

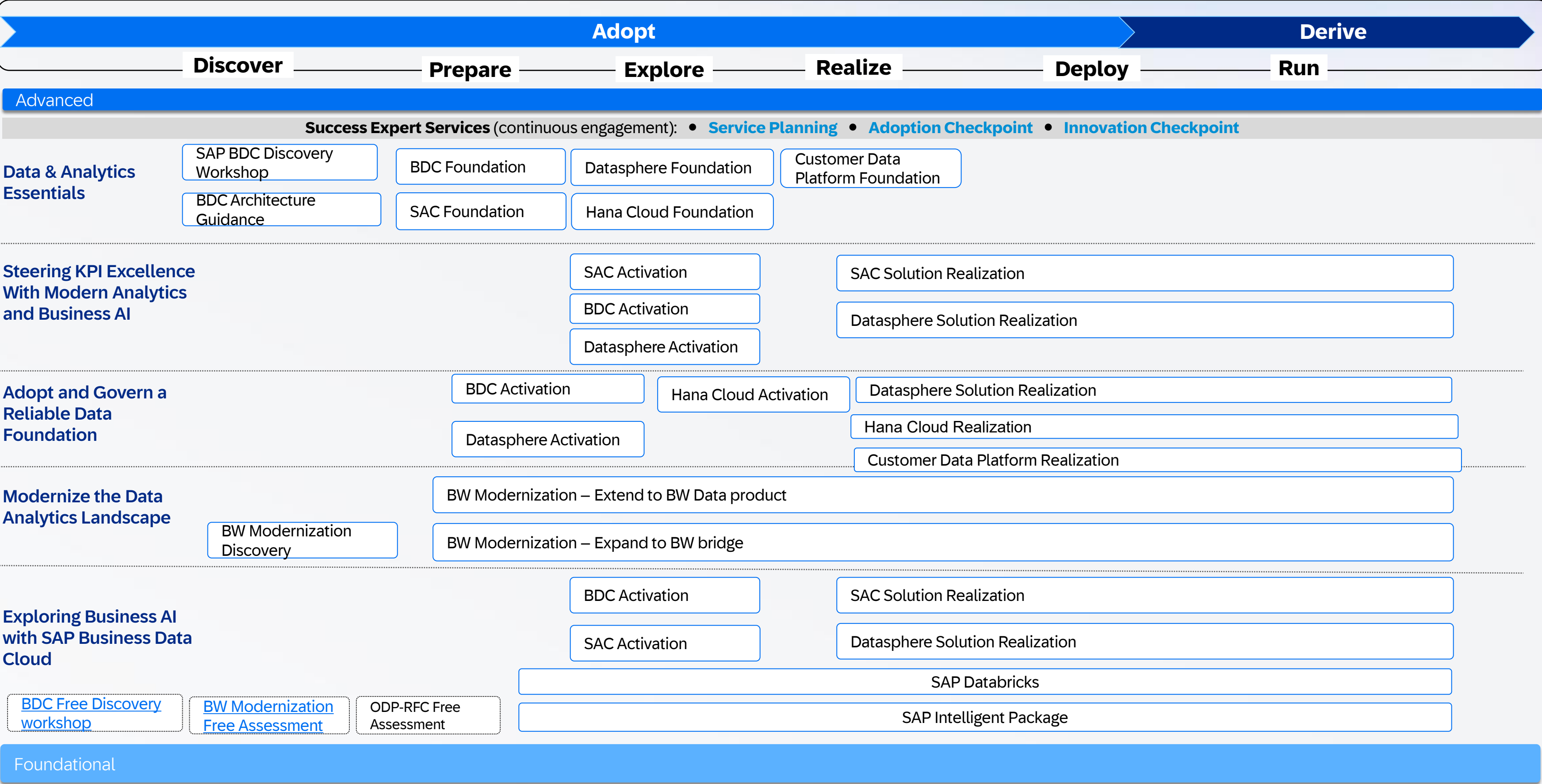
Max Success Plan Modules Overview

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



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.



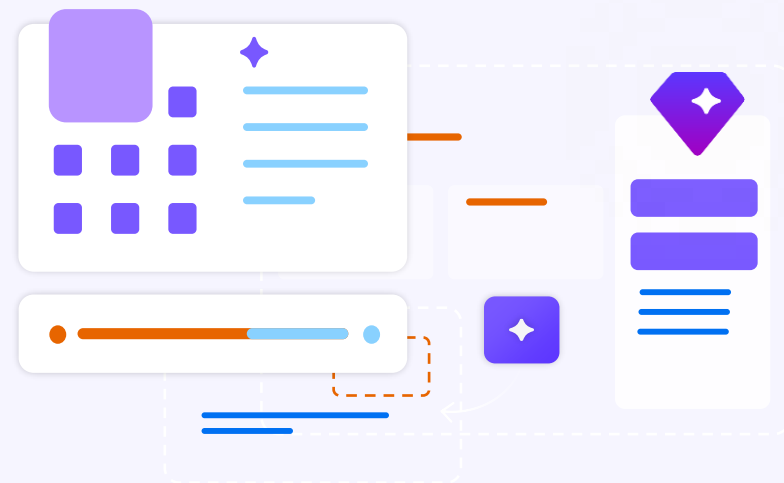
Promise

Value Gap

Reality

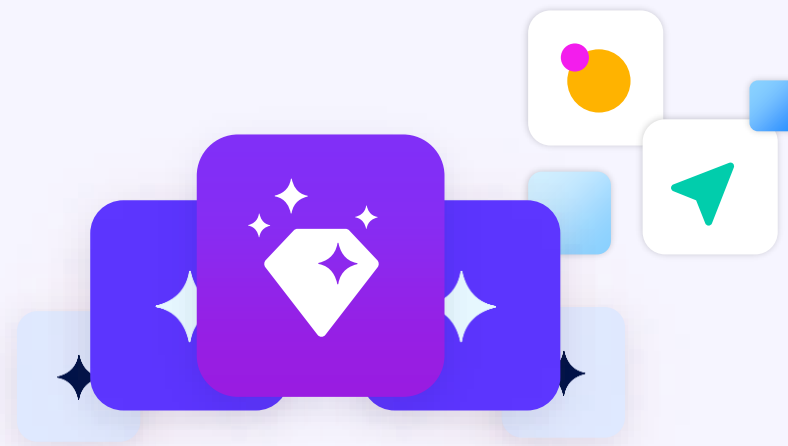
We enable you to **close the AI value gap** by helping you **start, scale, and differentiate with AI.**

Start



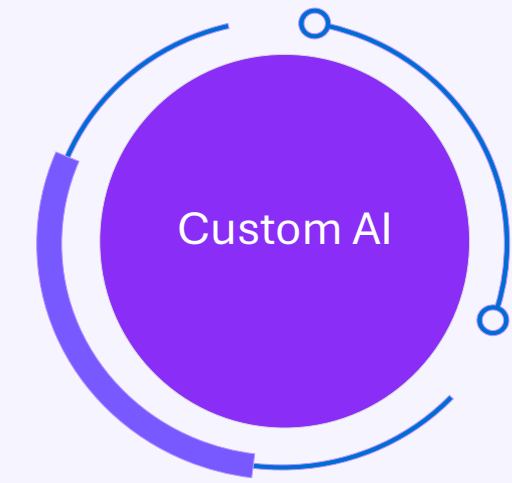
Where do you **start?**

Scale



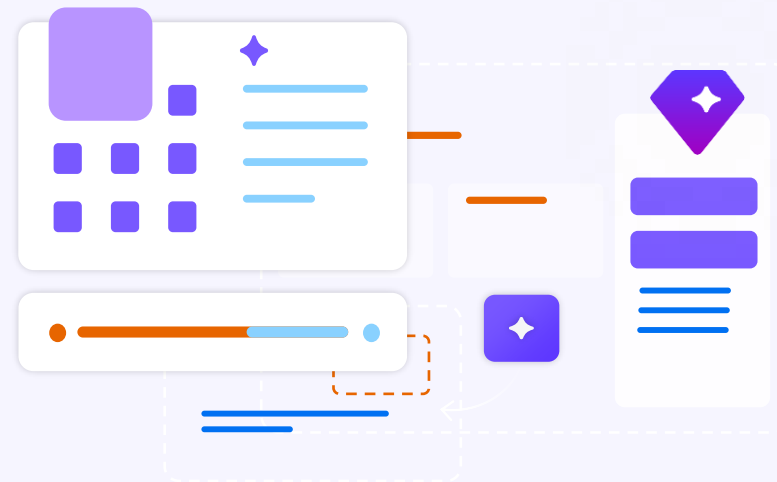
How do you **scale?**

Differentiate



How do you **differentiate?**

Where do you **start**?



Foundation

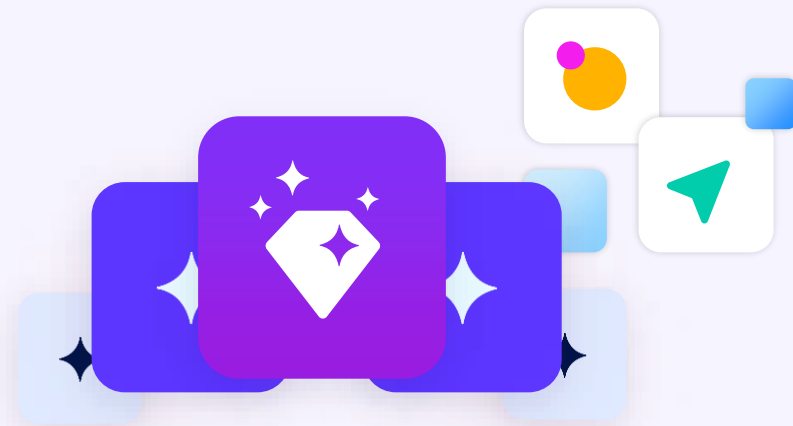
Included in every SAP Cloud Solution

Guided transformation on AI adoption

Self-service enablement on SAP Business AI

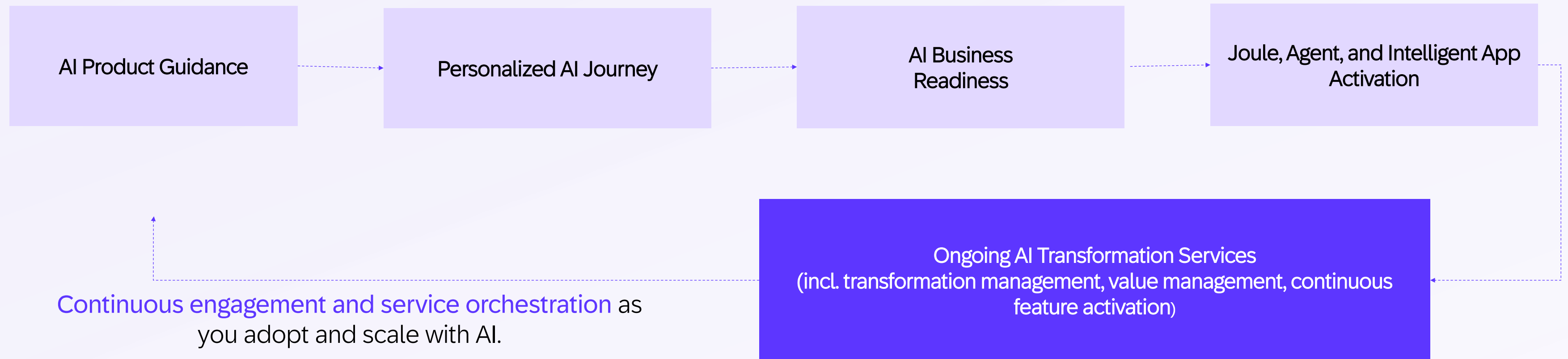
Best Practices around SAP Business AI

How do you **scale**?



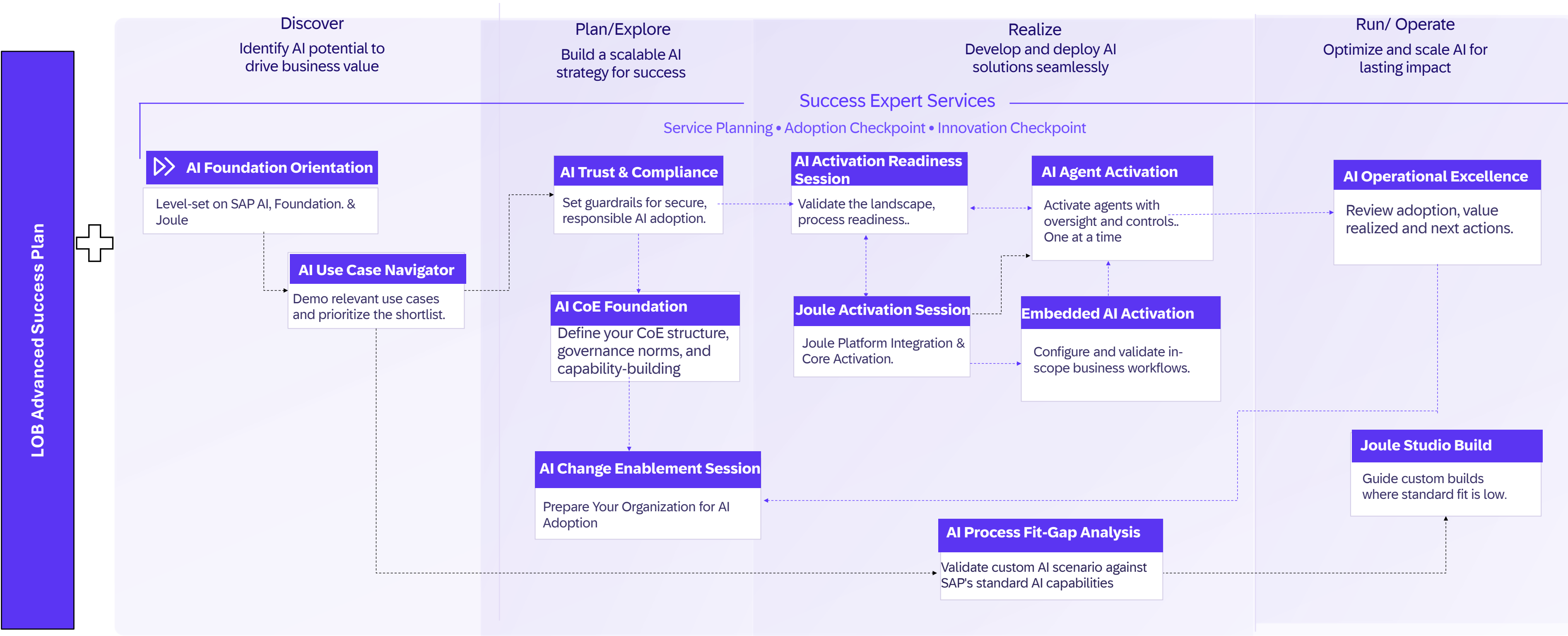
Unlock the value of AI ASP LOB with Success Plans

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.

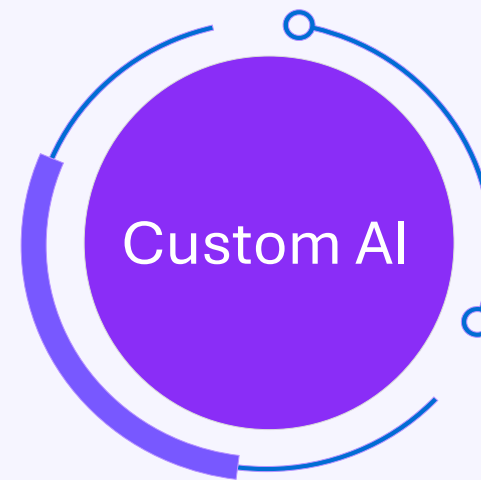


The Advanced Success Plan includes services for every stage of your AI adoption journey.

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



How do you differentiate?

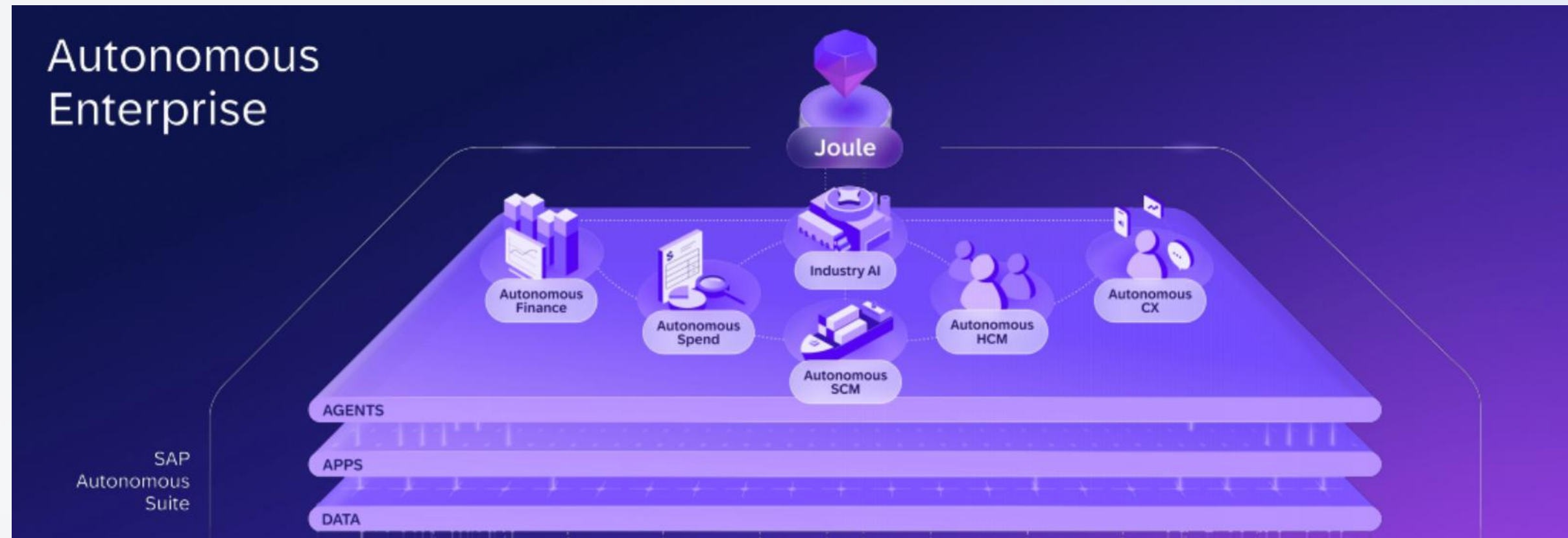


Success Plan services for AI

Success Plans support AI adoption across SAP Business Suite solutions.



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

Security, controls and trust

Activate AI in systems waiting migration

Keep cloud momentum

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](#)

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**



Pausa caffè

16:15– 16:30

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**



Security, Compliance & Data Residency nel SAP Cloud ERP

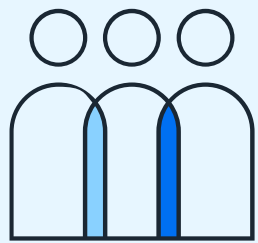
Sicurezza in SAP Joule

Samuele Scarpa



Rising cybersecurity challenges

Complexity and skills shortages dominate



\$
4-10m. Average cost
of a data
breach¹

Only
1/3 of data breaches are detected
by a company's own security
teams and tools²

Over
71% of companies are expect to
adopt cloud sovereignty to
ensure regulatory compliance ³

How Chronic Staff Shortages Amplify Cyber Risk

Which cybersecurity challenges do you believe could have been addressed effectively with adequate staffing?

- 1** — Insufficient Time for Comprehensive Risk Assessment and Management 
- 2** — Process and Procedural Oversights 
- 3** — Delays in Patching Critical Systems 
- 4** — Inadequate Training Opportunities for Cybersecurity Team Members 
- 5** — System Misconfigurations 

3 key factors for security and resilience

Designing an effective strategy



Defending against cyberattacks

Threats are appearing in a **greater variety of forms**, including ransomware, social engineering, and DDoS attacks.

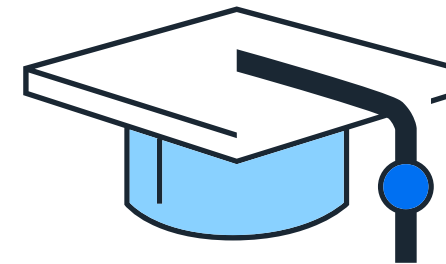
Cyberattacks are **evolving rapidly**, leveraging AI and other technologies, making traditional defense methods less effective.



Manage regulatory compliance

Constantly changing directives, laws, and regulations vary widely across regions.

Organizations face challenges in assessing compliance and risk **fines or penalties** for non-compliance.

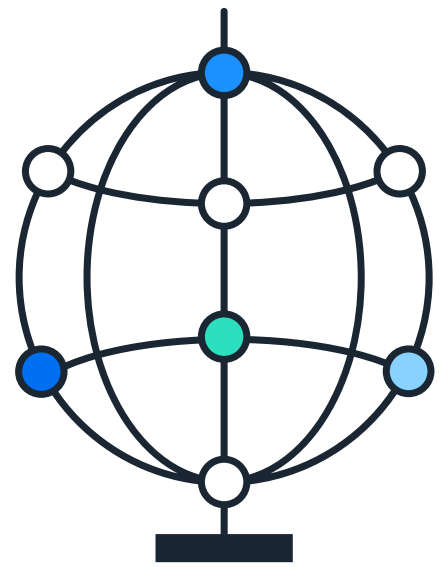


Tackling skills and technology gaps

Repetitive and time-consuming tasks prevent security teams from focusing on broader strategies, increasing vulnerability.

More investment is needed in technologies to promptly identify threats, manage vulnerabilities, and ensure compliance.

SAP supports security and compliance for more than



One-third

of the total global economy



Shared security responsibility model

Working together to become a secure-by-default company

SAP cloud ERP

We (SAP Global Cloud Operations)

- Resilient platform architecture (HA and DR)
- Single-tenant landscape
- Managed backup and restore
- Building secure virtual machines, operating systems, networking, SAP HANA database
- SAP HANA database management
- Technical managed services ([R&R Link](#))
- Operational security and security incident management
- 24x7 security monitoring
- Personal data breach notification
- SLA and support services
- Threat management and patch management



You (Customer)

- Customer data ownership
- Compliance to government and industry regulations
- Application user identity management
- Application user authentication and authorisation management
- Application user roles, user groups, access control
- Application users behaviour analysis and monitoring
- Dedicated private connectivity to hyperscalers
- Vulnerability and patch management for applications
- Application security audit logging (SAL)
- Monitoring of security logs at application layer
- Security hardening and penetration testing of applications

IaaS provider

(Customer-selected deployment region) Managed by SAP

- Physical data centre security in multiple regions
- Resilient network connectivity and availability zones
- Underlying physical, virtual infrastructure and hypervisor
- Network availability with built-in basic DDoS protection
- Audit, security, and compliance on IaaS

Supported hyperscalers

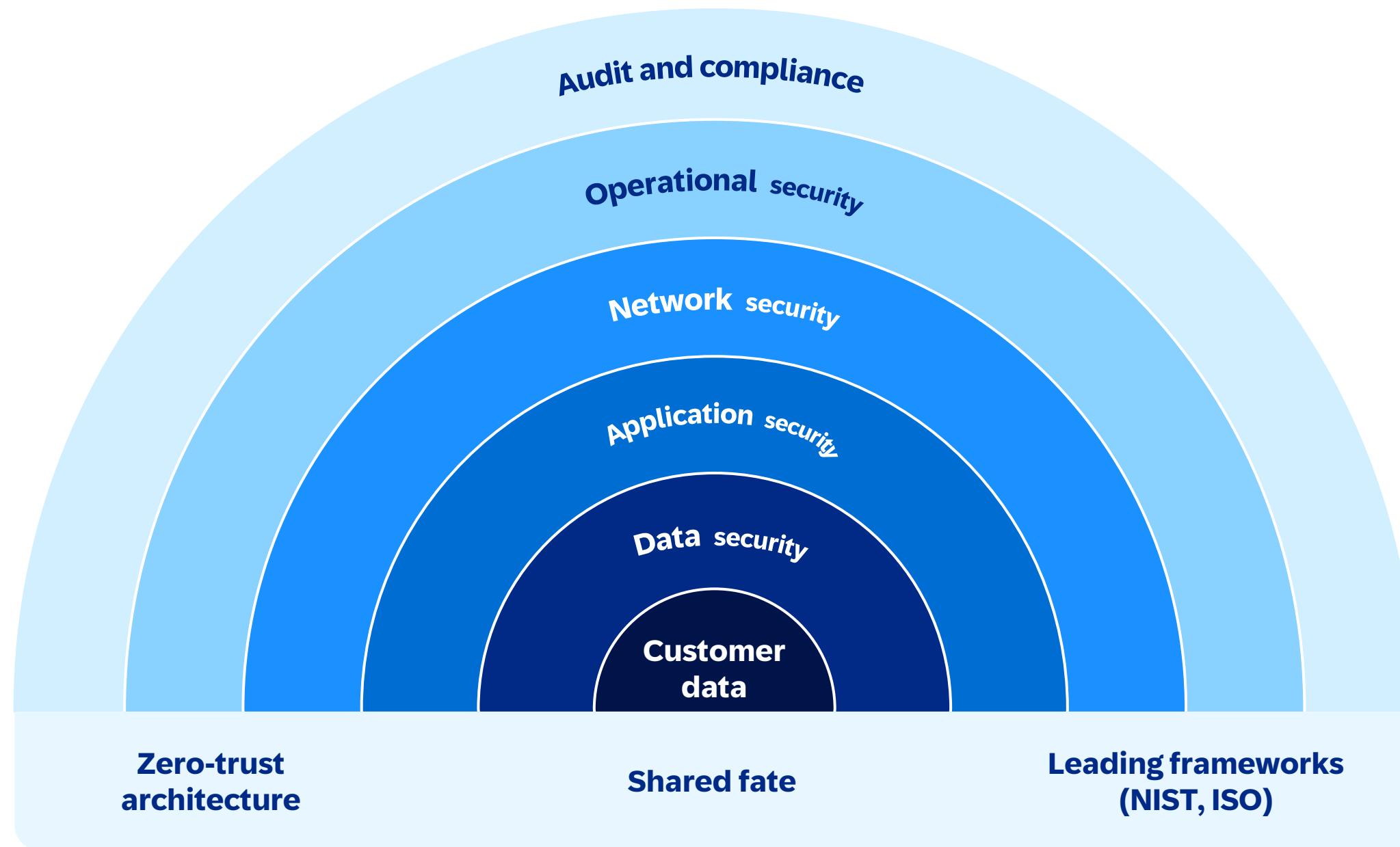




Security and compliance
solutions and services

SAP cloud ERP: Defense in depth

A multi-layered approach to help protect your data



- ISO 27001
- ISO 27017
- ISO 27018
- ISO 22301

- Business continuity
- Disaster recovery
- Patch and malware management

- Customer environment isolation with security groups
- Customer tenant isolation
- DDoS protection

- Secure software development lifecycle
- Web application firewall
- Cloud connector

- Dedicated application and database servers
- Data-at-rest encryption
- Data-in-transit encryption

- BS 10012
- ISAE 3402 SOC1 Type 2
- ISAE 3000 SOC Type 2
- C5

- Security incident management
- Regular security scanning (VAPT)
- Continuous security logging and monitoring

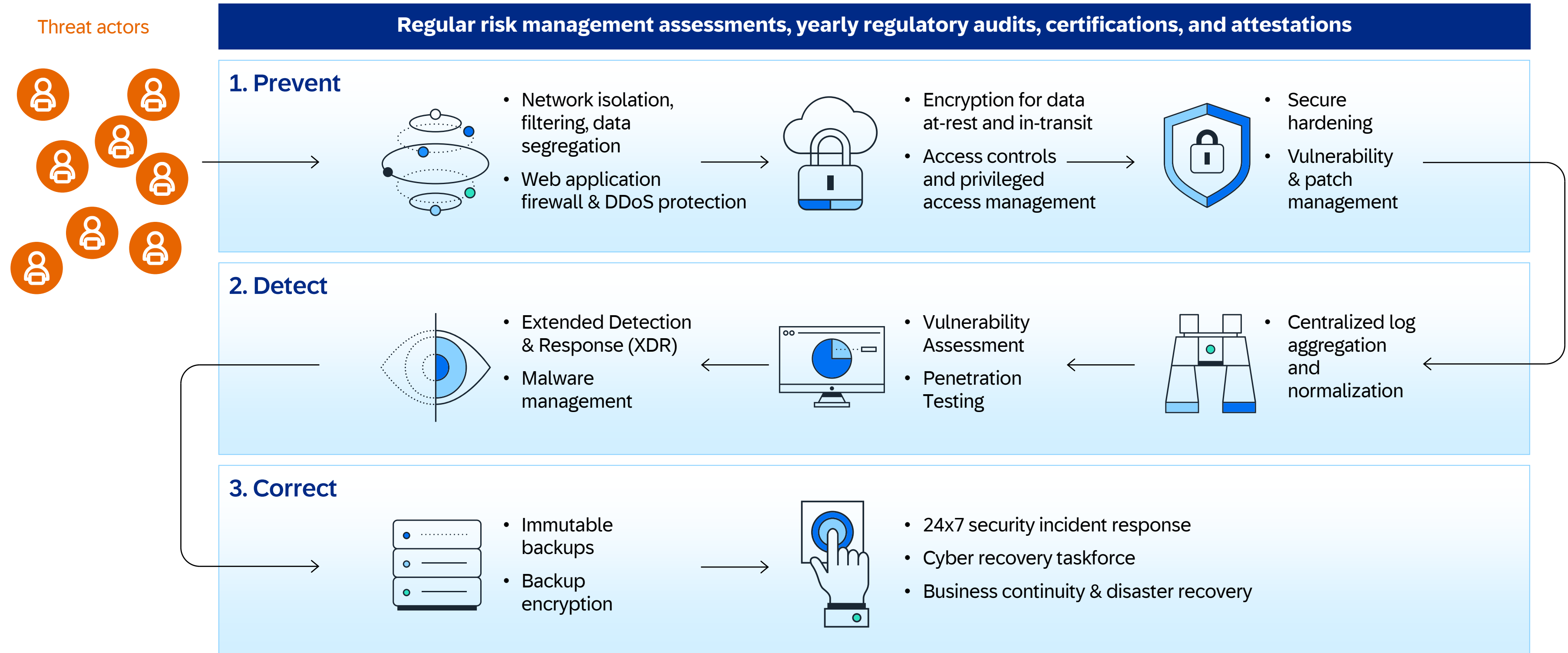
- Separate application & database for each customer
- Network micro-segmentation
- No default internet exposure

- Identity and authentication
- Application security audit logs
- Data-in-transit encryption

- Role-based access control
- Database monitoring
- Secure key management service

A multi-layered security and compliance model

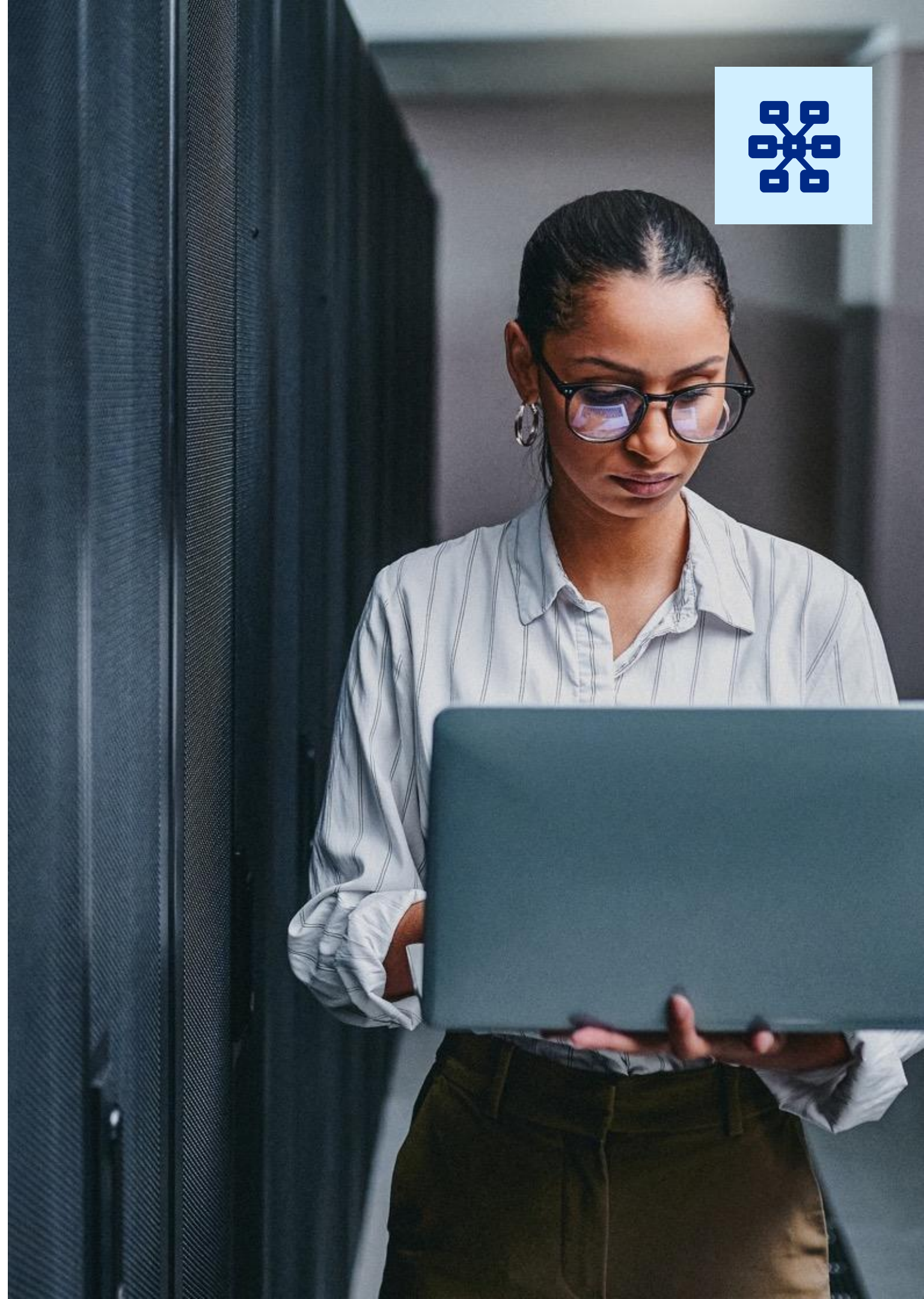
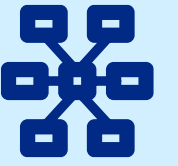
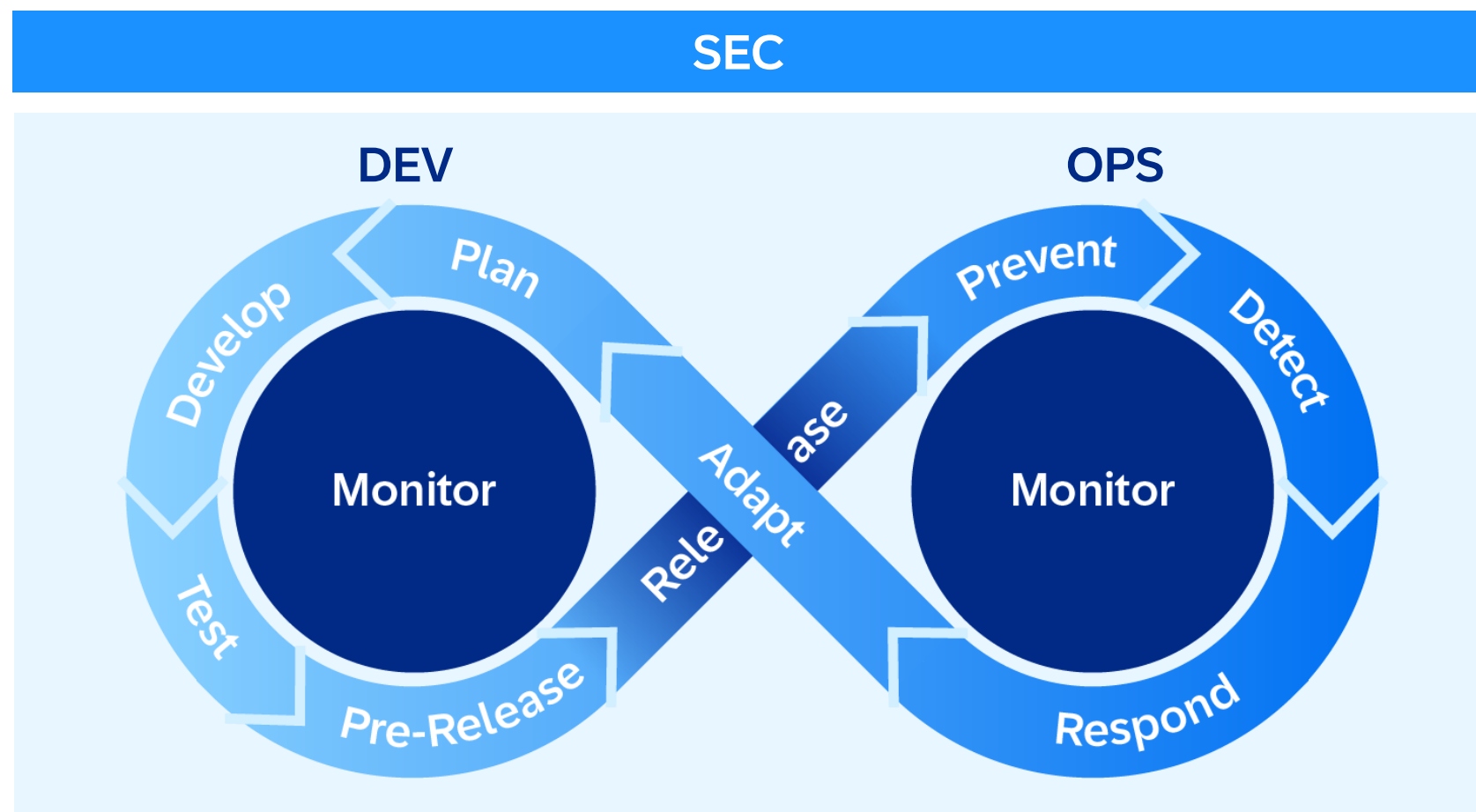
Defend against cyberattacks at every stage



Secure development lifecycle (DevSecOps)

Incorporate security measures throughout the software development lifecycle to enable robust protection against vulnerabilities and deliver secure, high-quality applications.

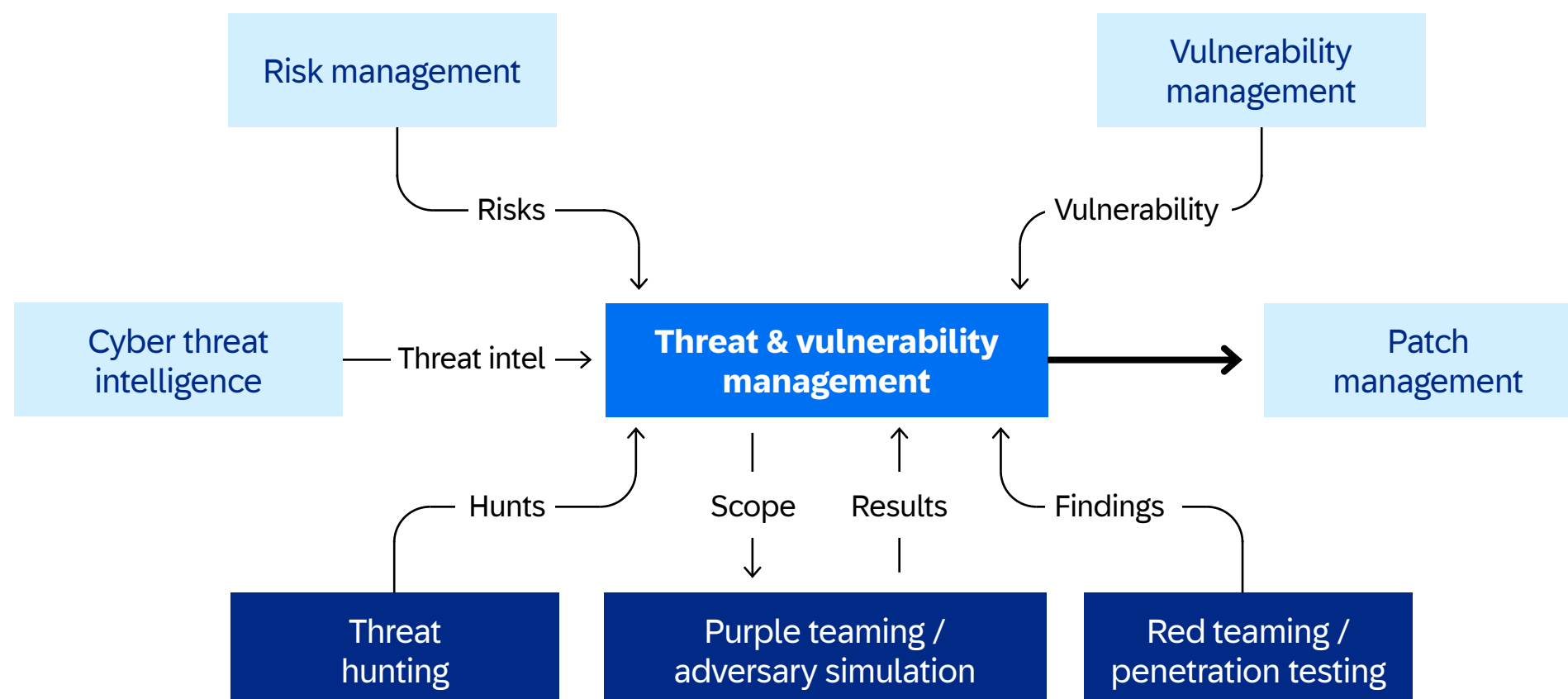
Key objectives: Automating testing and code analysis, integrating security validation within CI/CD pipelines, and leveraging threat intelligence to address risks proactively.



Threat and vulnerability management

Identify, assess, and mitigate security risks to protect the system from cyberattacks and help ensure business continuity.

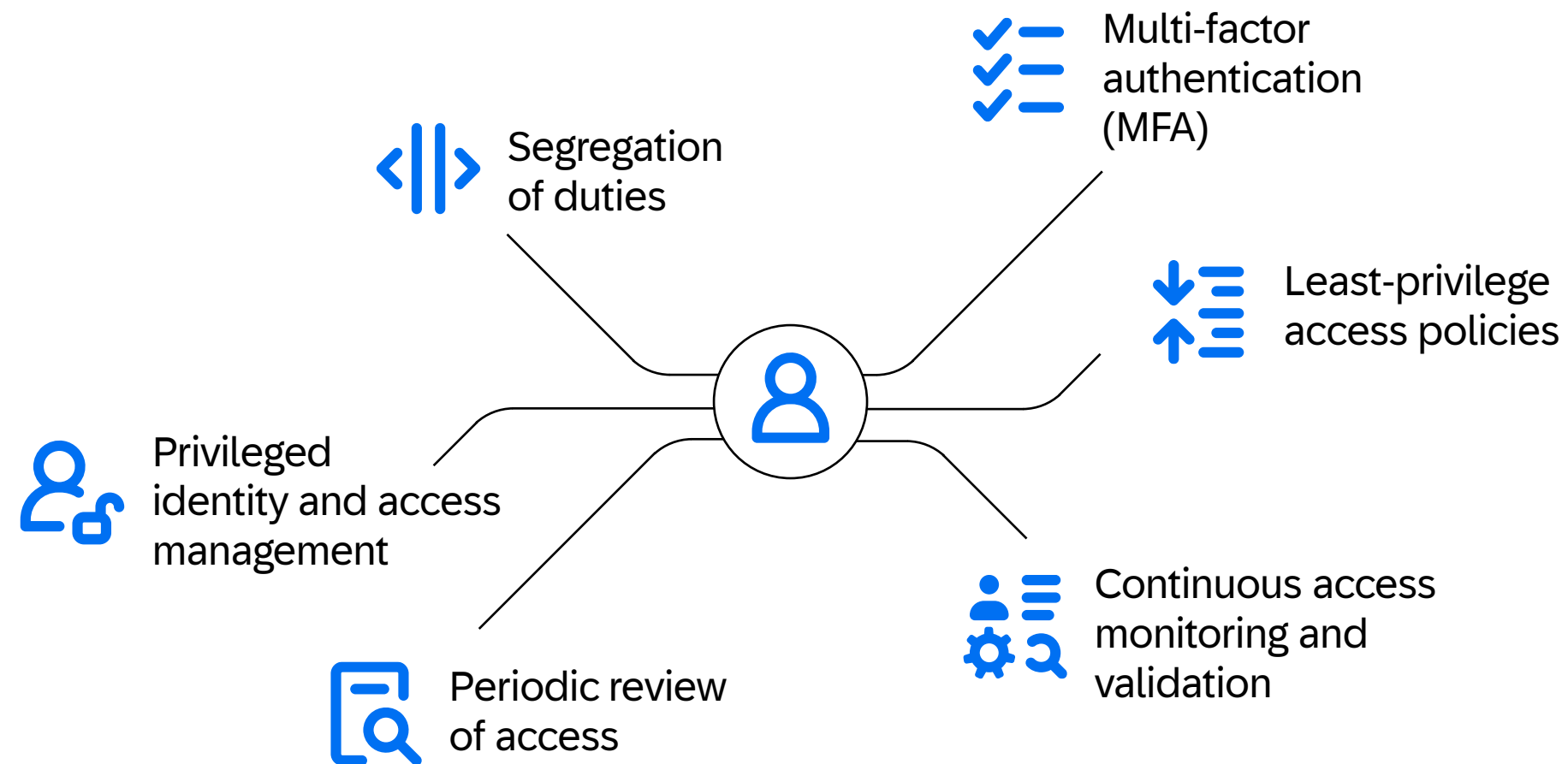
Key objectives: Regular vulnerability scanning and patching, incorporating threat intelligence from multiple sources and enabling early detection and response.



Identity and access management

Manage users and identities, implement dynamic access controls for SAP cloud operations, and support compliance with security policies, and data protection laws.

Key objectives: Managing user identities, implementing strict access control policies, and restricting access to data.



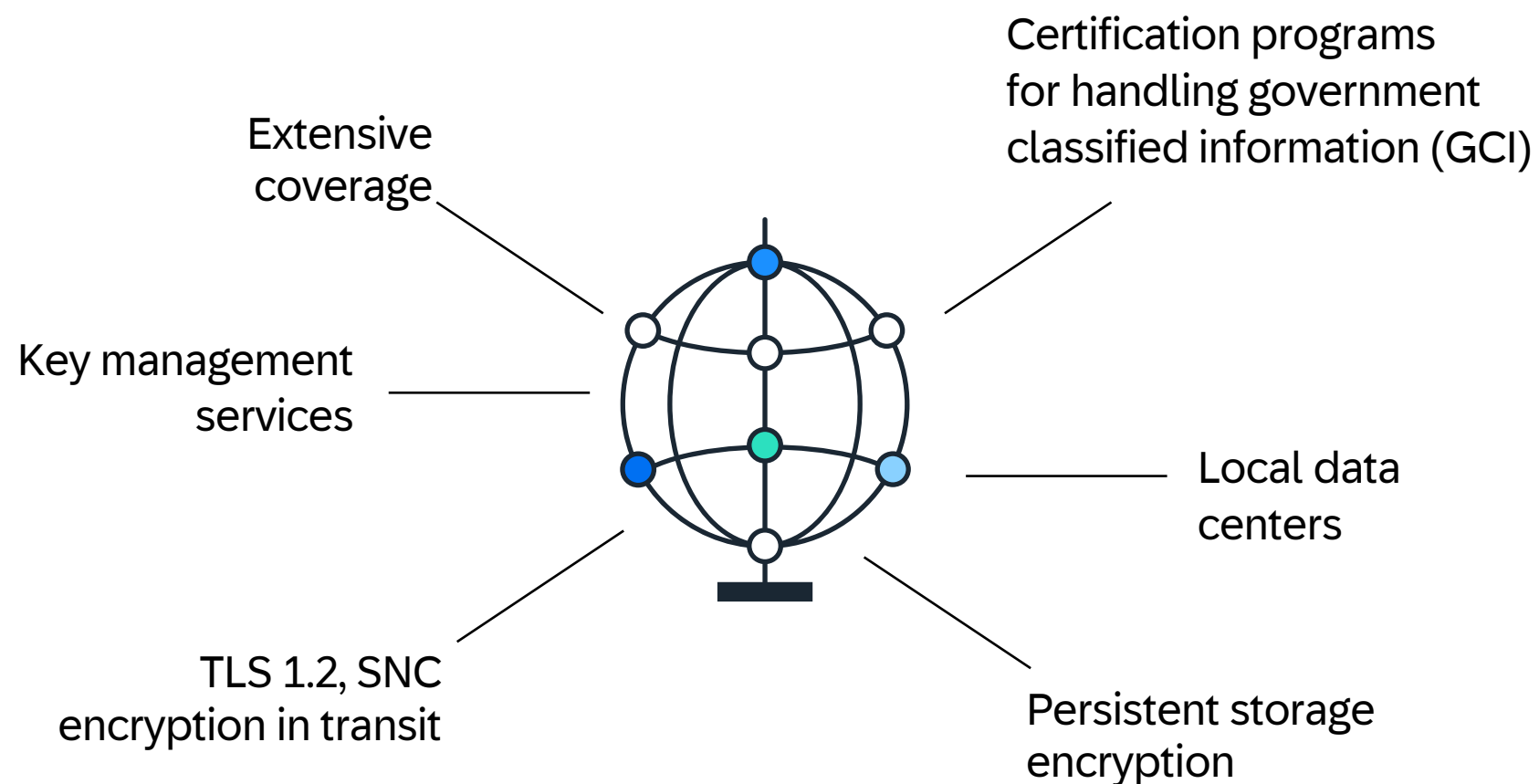
Username:

Password:

Data protection and sovereign cloud

Protect the confidentiality, integrity and availability of sensitive data stored and managed in the cloud, including customers' business and operational data.

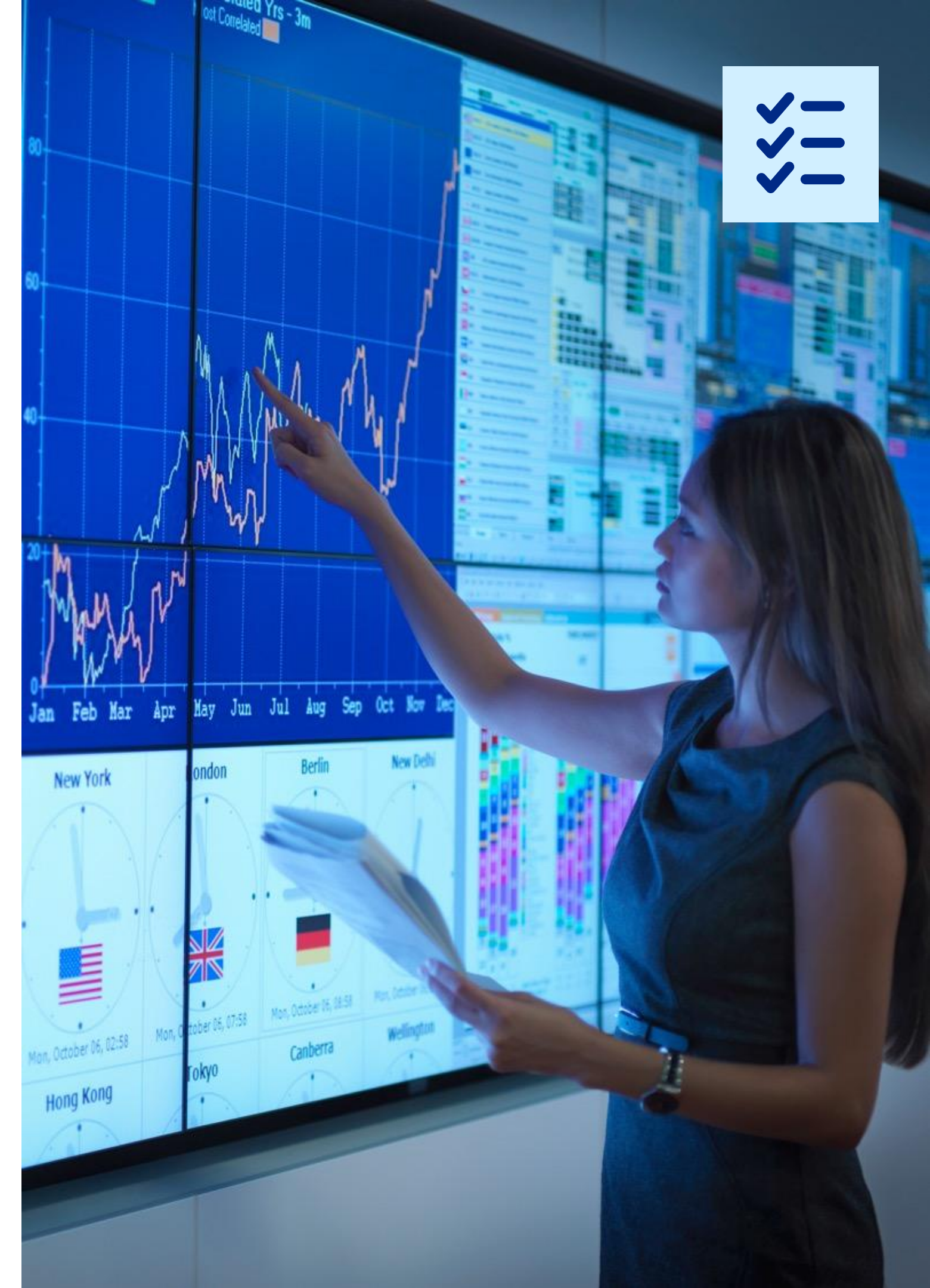
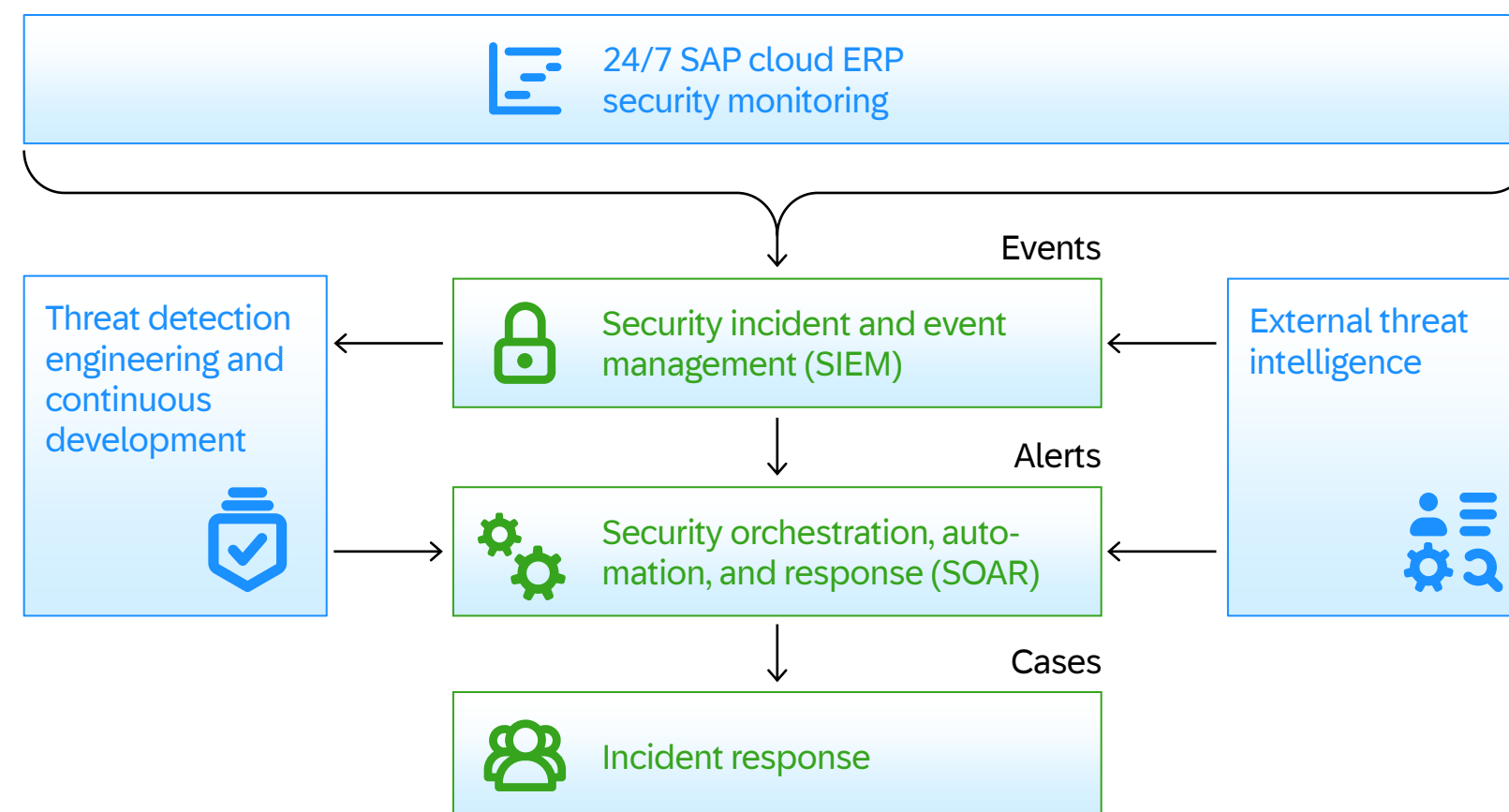
Key objectives: Encrypting data at rest and in transit, secure key management, backup immutability, preventing data leaks or unauthorized access, and enforcing access control policies.



Security logging and monitoring

Provide real-time visibility of events within the ERP landscape, enabling the detection of suspicious activity and potential security incidents.

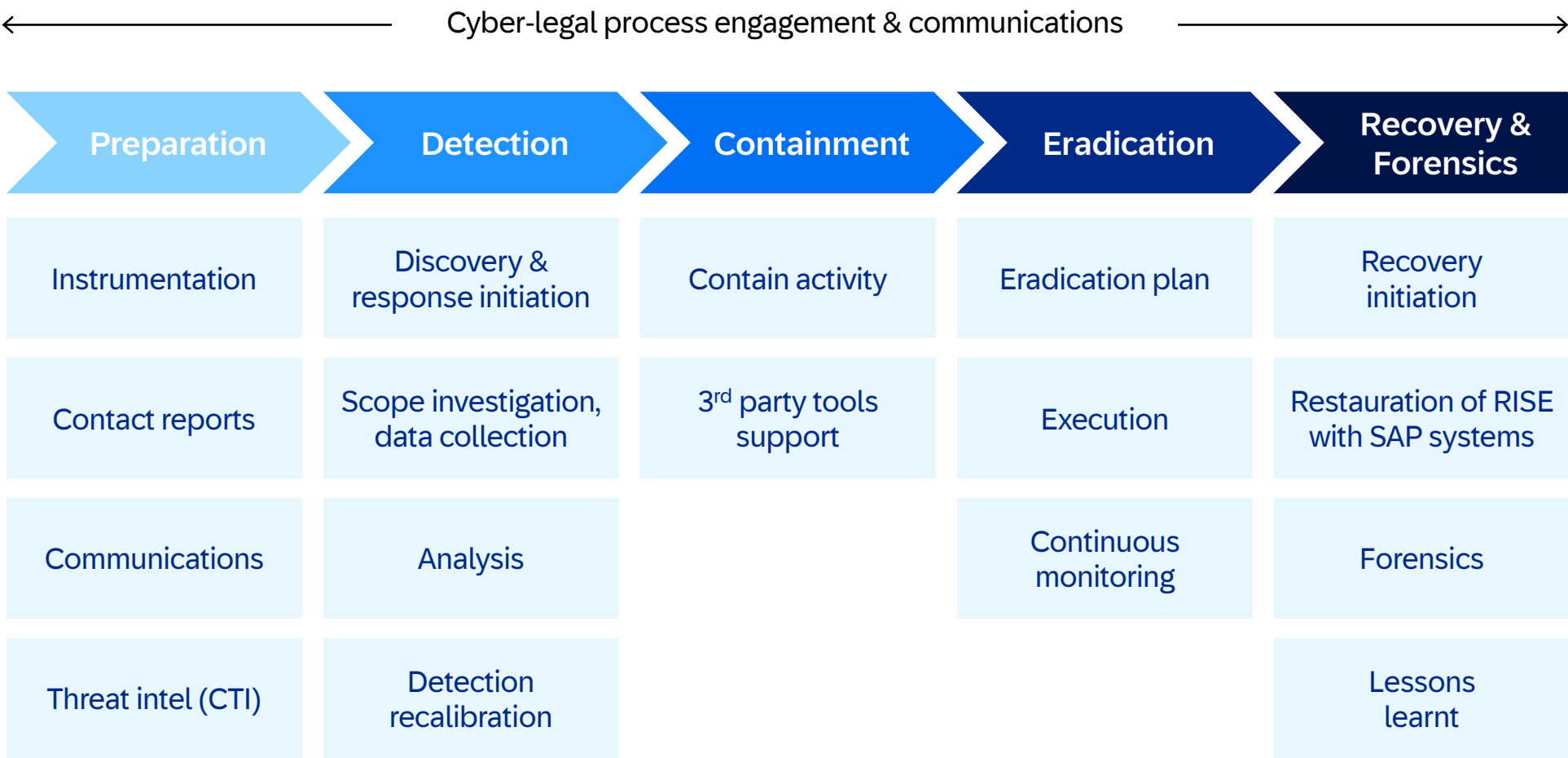
Key objectives: Implementing centralized log aggregation and normalization to detect suspicious activity in real time, along with ongoing development of new threat detection use cases.



Incident response

Manage and resolve security incidents to minimize damage and quickly restore normal operations.

Key objectives: Ensuring swift response to security incidents while facilitating rapid containment, eradication and recovery.

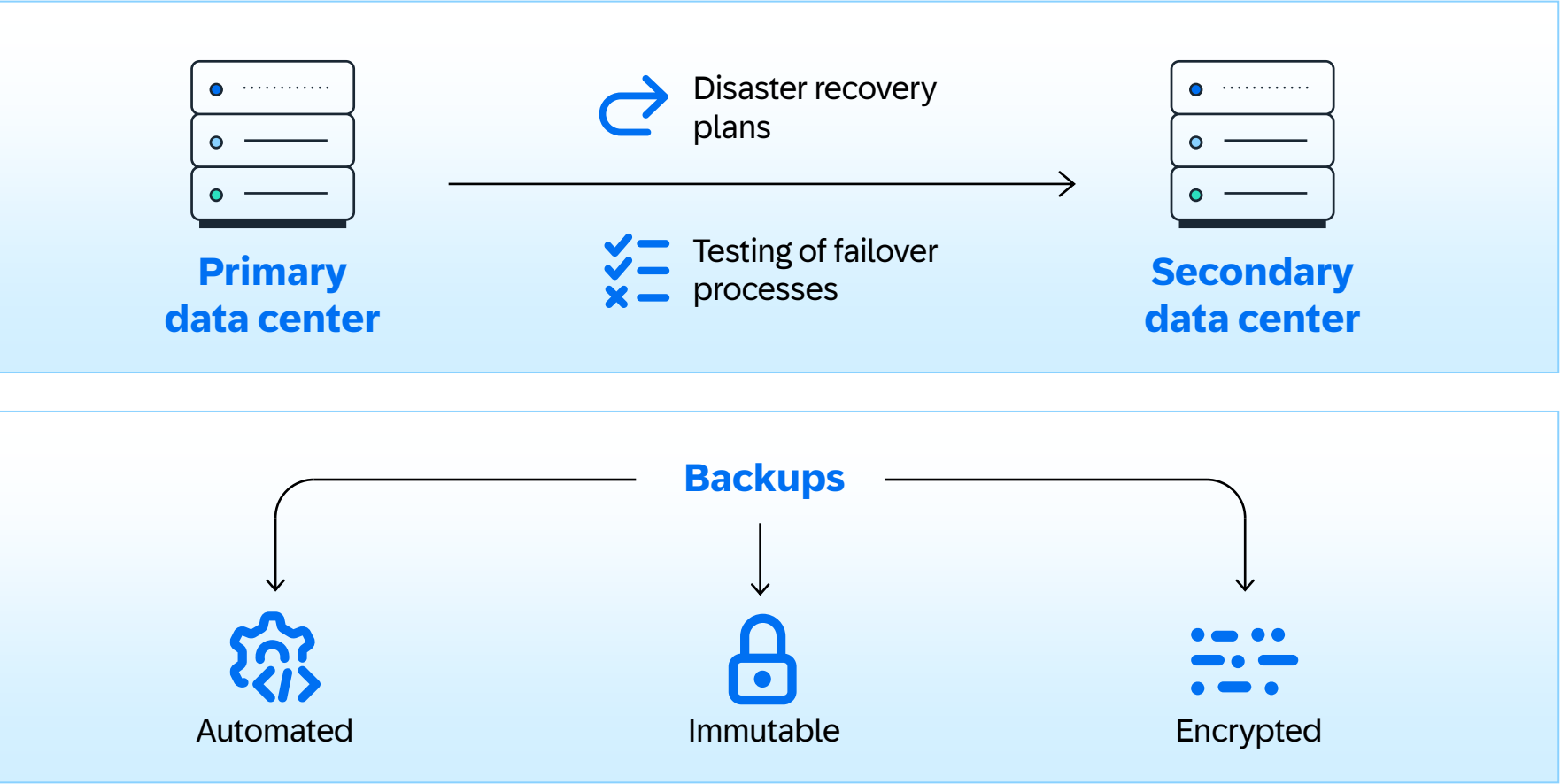


Business continuity and disaster recovery

Prepare systems and processes to help ensure operational resilience and rapid recovery after disruptions.

Key objectives: Regular data backups, replication of critical systems, and the ability to restore operations quickly after an outage.

High availability*



Governance and regulatory compliance

Manage cybersecurity standards, frameworks, and adherence to relevant industry regulations, such as NIST CSF, GDPR, HIPAA, PCI-DSS, and more.

Key objectives: Meeting data privacy, sovereignty and residency requirements, ensuring compliance to global and regional cybersecurity regulations required to operate the cloud service.

- Assessing cybersecurity regulations
- Conducting compliance audits throughout the financial year
- Maintaining security certifications
- Enforcing data governance policies
- Supporting compliance with data sovereignty regulations

Current certifications include:

ISO 27001, ISO 27017, ISO 27018, ISO 22301, ISO 9001, BS 10012, ISAE 3402 SOC1 Type 2, ISAE 3000 SOC2 Type 2, BSI-C5, GDPR-readiness, NIST CSF, PCI-DSS, HIPAA, CCPS, ENS, ISMAP

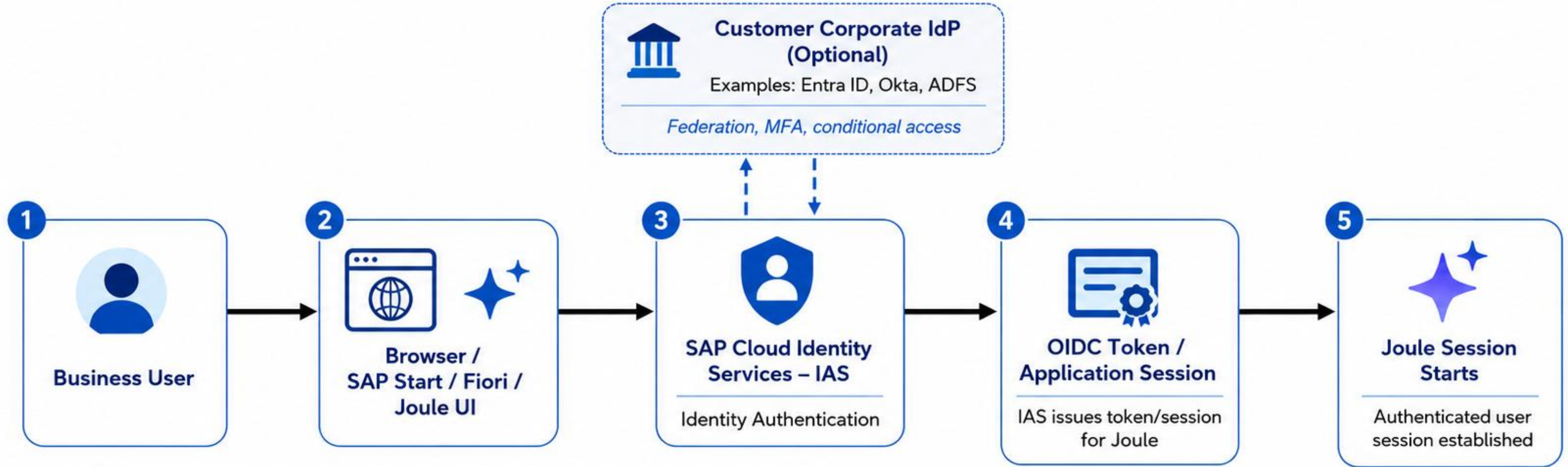




Joule Integration with Cloud ERP

How Joule Authenticates to Start With

The starting point is the business user authenticating to Joule — not Joule logging directly into S/4HANA.



Runtime login behavior

1. User opens Joule.
2. If no active session exists, Joule redirects to IAS.
3. IAS may redirect to the corporate IdP for authentication.
4. After successful login, IAS returns an OIDC token/session to Joule.

→ = authentication flow
← - - - → = redirect / return flow

i This step authenticates the user to Joule, not directly to S/4HANA.



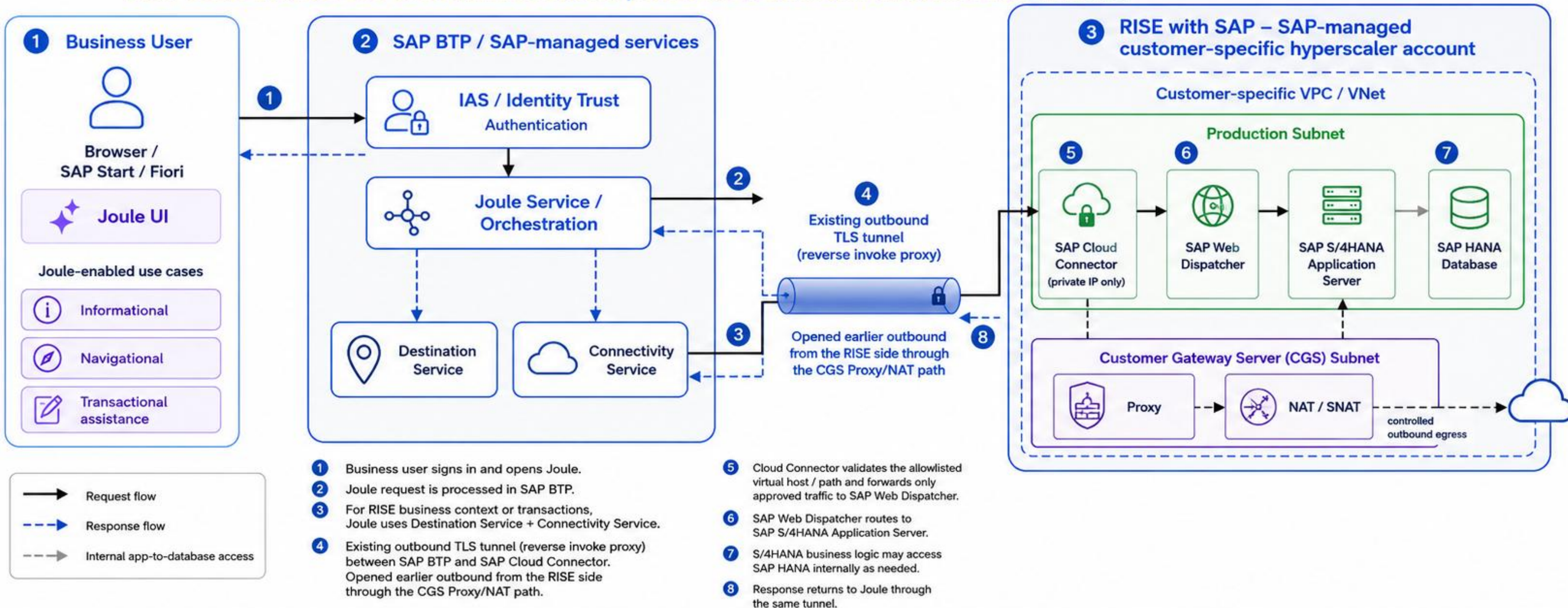
Slide-safe statement

Joule authenticates the user through SAP Cloud Identity Services – Identity Authentication. IAS may federate to the customer corporate IdP for MFA and conditional access. After successful authentication, IAS issues the token/session used by Joule.



RISE with SAP + Joule: secure integration architecture

How Joule-enabled use cases interact with a private RISE environment with secure data flow



Security controls



Identity & session trust:

- IAS / OAuth / authenticated user access



Outbound-only connectivity:

- private IP Cloud Connector, no inbound internet opening



Allowlisted backend access:

- Cloud Connector exposes only approved virtual endpoints



Application-layer control:

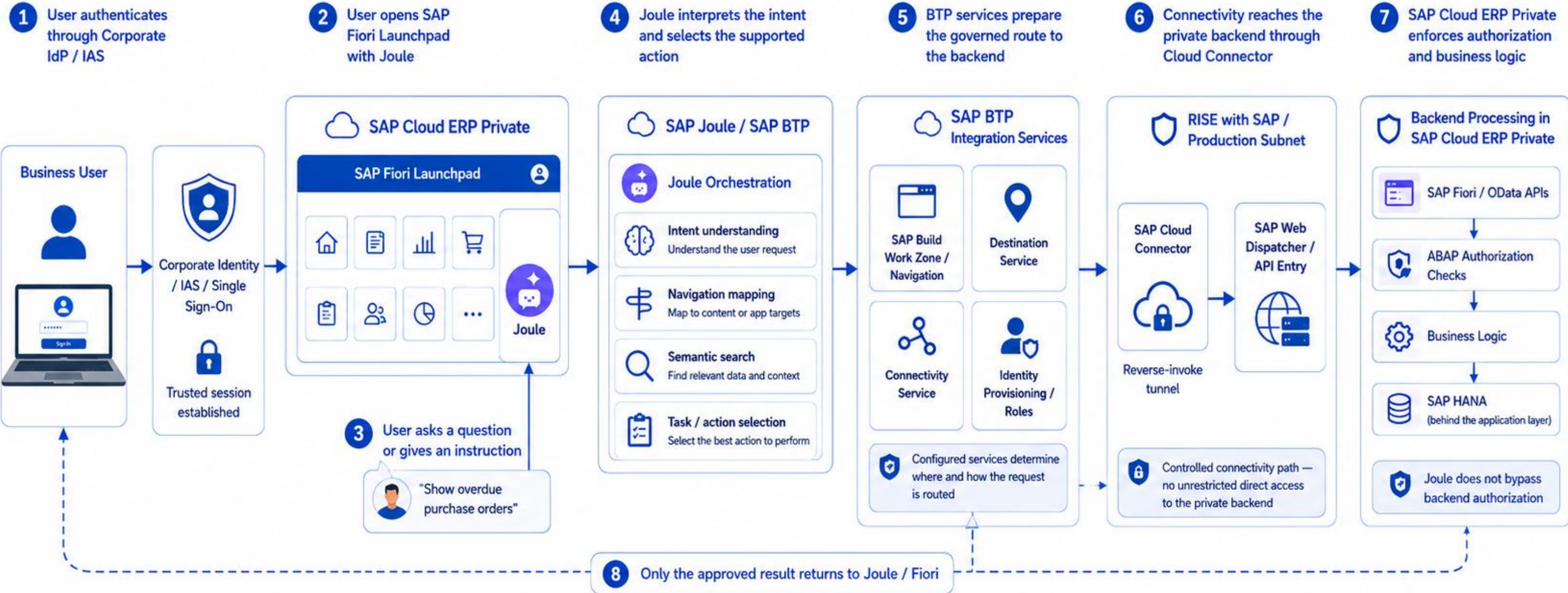
- Web Dispatcher and S/4HANA enforce business logic and authorization; HANA remains behind the app layer



Joule uses SAP BTP services and the existing Cloud Connector reverse-invoke tunnel to securely reach approved S/4HANA business functions in the private RISE environment.

Secure Data Flow Architecture — SAP Joule with SAP Cloud ERP Private

End-to-end user, identity, orchestration, connectivity, and backend authorization flow



Security controls across the flow



Trusted authentication via IAS / SSO



Least-privilege roles and user context



Approved destinations and APIs only



TLS / encrypted connectivity and reverse-invoke tunnel



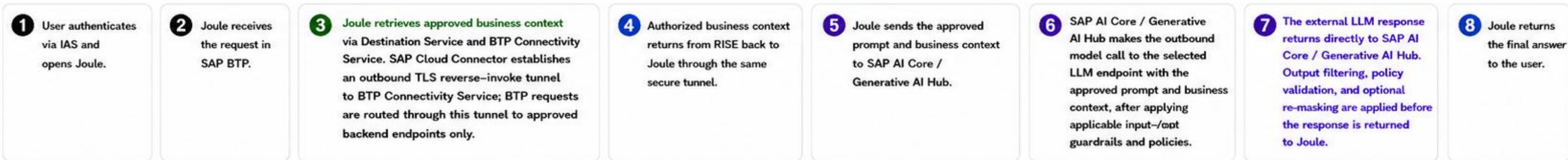
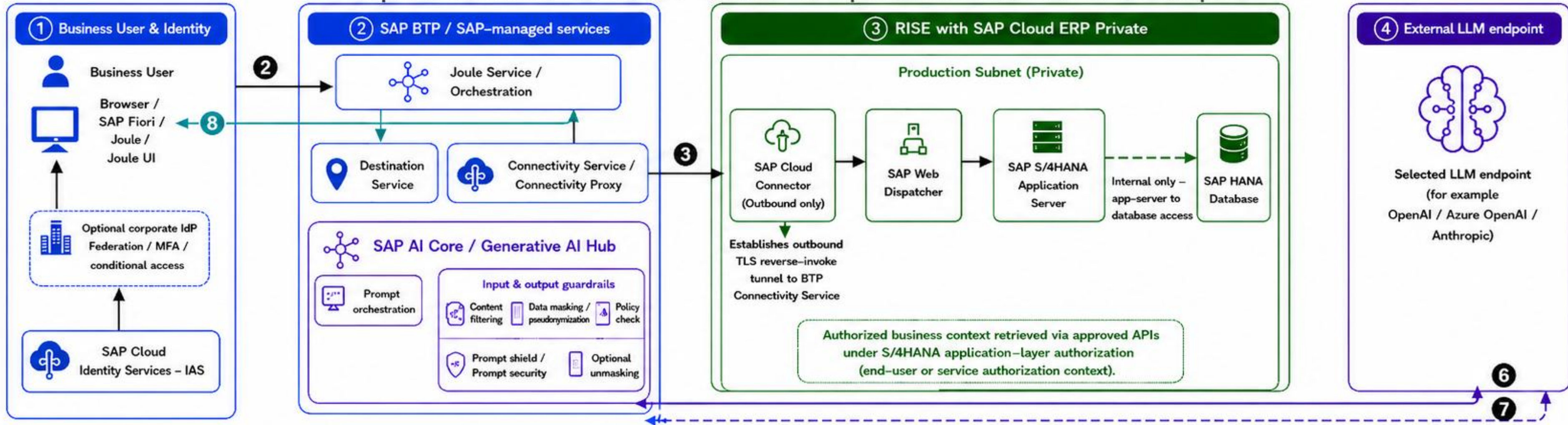
Backend authorization and business rules remain in S/4HANA



Auditability and controlled response to the user

How Gen AI Hub / LLM Works with RISE with SAP

Separate the backend business–context retrieval path from the external model–call path.



The LLM is not a backend caller. Joule first retrieves authorized business context through SAP BTP connectivity and SAP Cloud Connector's outbound reverse–invoke tunnel; then SAP AI Core / Generative AI Hub mediates the external model call with input and output guardrails.

Thank you

Samuele Scarpa

HEAD of SAP Cloud Architect & Advisor Italy
Global Cloud Operations

 | Global Cloud Operations



Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**

CLOSED CAPTION: Avoid content in this area for your presentation. This bar will not show up when presenting in slideshow mode.

© 2025 SAP SE or an SAP affiliate company. All rights reserved. See Legal Notice on www.sap.com/legal-notice for use terms, disclaimers, disclosures, or restrictions related to this material.

Conclusioni...

Vi aspettiamo al

prossimo evento GUPS!

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**

 **Niente spam, solo contenuti utili**

Aperitivo

17:30– 18:30

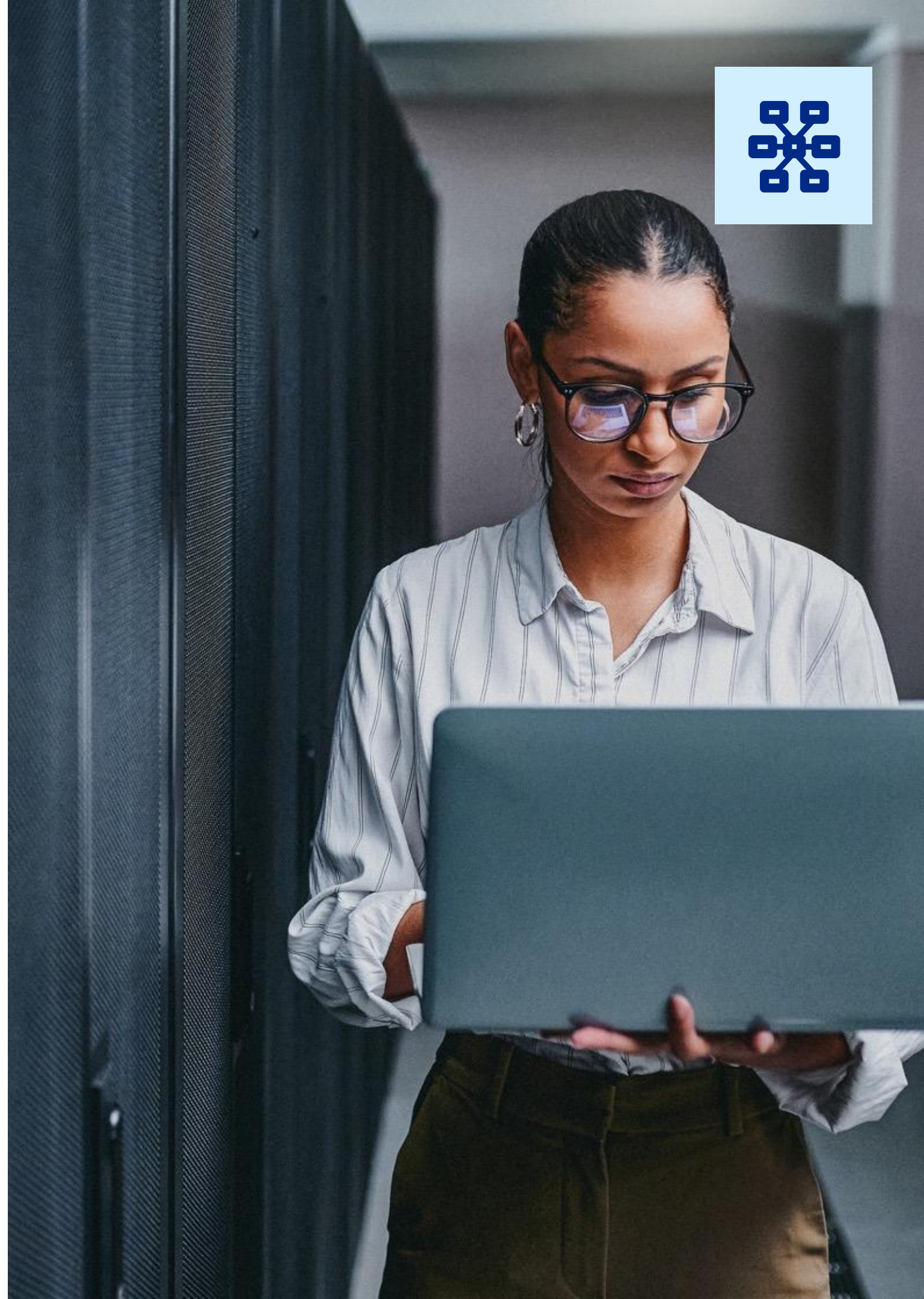
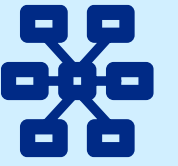
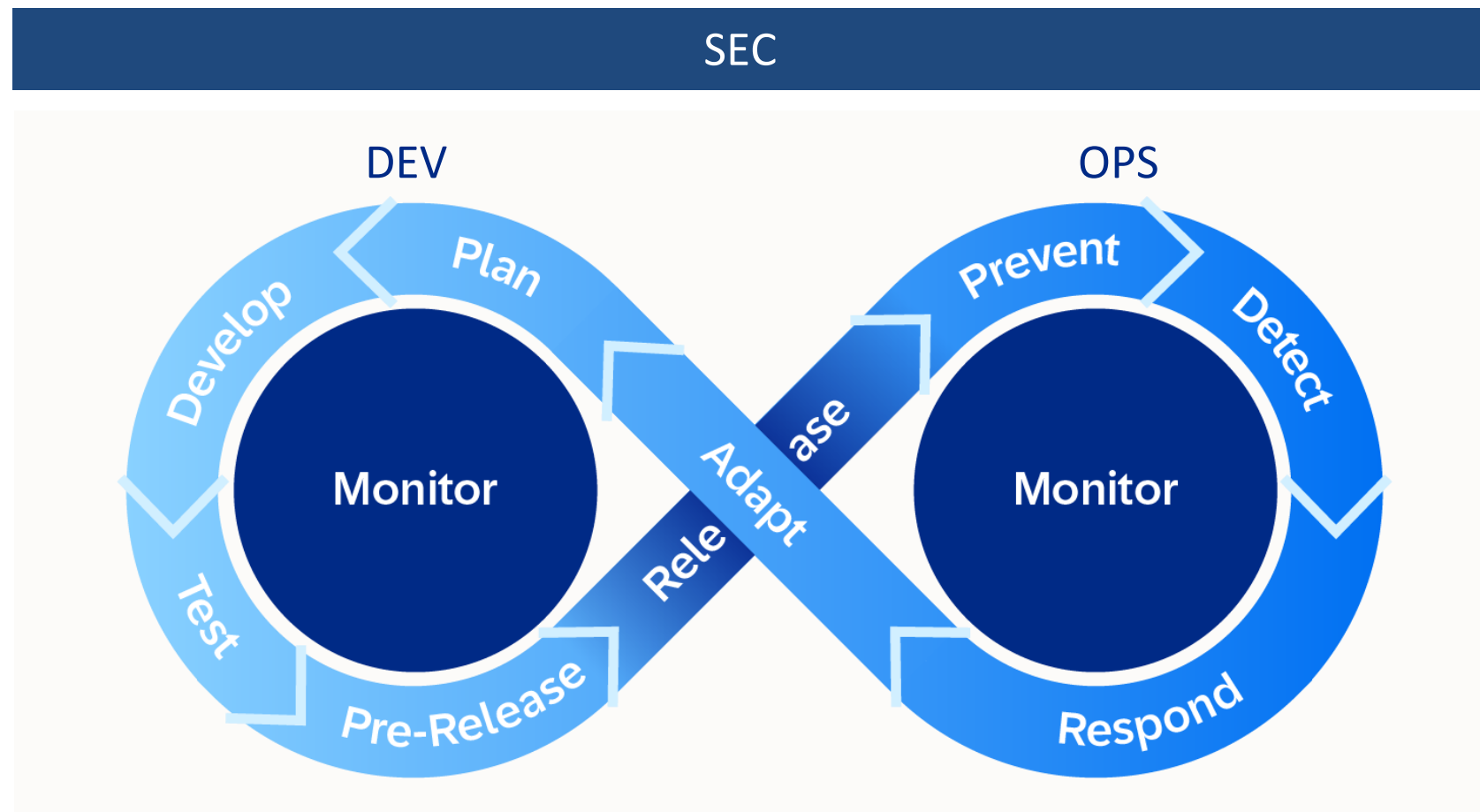
terrazza 5° piano



Secure development lifecycle (DevSecOps)

Incorporate security measures throughout the software development lifecycle to enable robust protection against vulnerabilities and deliver secure, high-quality applications.

Key objectives: Automating testing and code analysis, integrating security validation within CI/CD pipelines, and leveraging threat intelligence to address risks proactively.





Grazie per la partecipazione e arrivederci alla prossima!

Scansiona il QR code e ricevi
materiali, insight e opportunità dedicate



 **Meno di 2 minuti**
 **Niente spam, solo contenuti utili**

Trasformazione SAP ERP e Business AI: la nuova Era dell'Enterprise Intelligente

*Dagli annunci **SAP SAPPHIRE 2026** al
confronto diretto con gli esperti: come
rendere concreta l'**Autonomous
Enterprise***

5 GIUGNO 2026

UFFICI SAP MILANO – MS Teams

