

A dark, atmospheric photograph of a wind farm. Several wind turbines are silhouetted against a cloudy sky, standing on a rolling green hillside. The overall tone is dark and moody.

Driving a culture of innovation

27th October 2022

Agenda

London BTP Event



- ☐ About us
- ☐ What's happened in the marketplace with RISE
- ☐ Different options available to you
- ☐ Why Partner Managed Cloud?
- ☐ Where to start with Innovation in BTP
- ☐ Questions



We strive to be a Product Company

Software Innovation



Support X

Support and change management experience.



HRX

Human resourcing experience solution.



Data Health X

Data Health and duplicate check reports.



BPX

Business Partner onboarding experience.



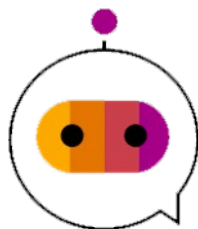
Visitor X

Visitor and staff tracking solution



Maextro

Master Data Management and Governance



iRPA

Automated Extraction and load of data for SAP MDG



BTP Monitor

BTP Monitor

- Consumption
- Application Usage
- User Management



ChatBot

Conversational AI for MDG.



BTP, USER EXPERIENCE & INNOVATION

- Application design & build
- UX Health and digital insights
- **AppHaus methodology**
- Prototypes through to UX strategy
- **LSP** Training / team & organizations



BTP CLOUD SERVICES

- **Discovery**
- **Free Trier POC**
- **Cloud as a service (PMC)**
- UX Management
- API Management
- HANA & Database management
- **BTP Health Check**



MASTER DATA SERVICES

- Duplicate checks
- **Data Health checks**
- BPO – Business process outsourcing
- Data Survey via Qualtrics



SUPPORT SERVICES

- **BTP Support**
- Application support
- Transition support
- Stabilization & hypercare support
- **Knowledge base**



SAP UI5 / FIORI APPLICATIONS

Catalogue of pre-built applications we have built over the years.

Sectors covered include:

- Master data
- Engineering
- Purchasing
- Warehouse management
- Human resources
- Standalone apps



SAP CLOUD SUITES

Suites of applications built utilizing Cloud functionality such as SAP HANA DB.

Suites include:

- Visitor app suite
- HR suite
- Data health suite
- Engineering Apps
- Business Partner Portal
- Support Desk Experience



BUSINESS PARTNER EXPERIENCE

Business Partner onboarding and data management portal – **Industry Cloud Ready**.

Benefits and Features:

- BP Onboarding / Self Service
- Product Catalogues
- Operational Automation
 - Reduce Manual Input
 - Improve Efficiency
 - Drive Workflow
 - iRPA & Machine Learning



MAEXTRO MDM / MDG TOOL

Our BPM & master data management / governance tool Maextro. IP and product owned by Bluestonex. Created in 2017.

Benefits and Features:

- Data & Process Automation
- Data Governance
- No Code Framework
 - SAPUI5
 - Integration
 - Workflows
 - Business Rules

Rise with SAP

The Summary



Summary of Benefits

SAP BTP Unlocks Four Sources of Differentiating Value in a RISE Deal

Accelerate Move to Cloud



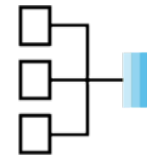
- Achieve faster data migration, archiving and clean data
- **Adopt new business models** through faster data migration, archiving and clean data
- Ensure business continuity through testing

Keep the Core Clean



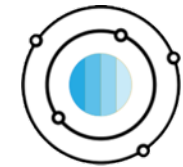
- Deliver business **agility**, minimizing modifications, leveraging BTP side by side extension
- Drive low TCO through reduced maintenance and faster upgrades
- Drive rapid innovation without disruption

Optimize & Automate Business Processes



- Run a connected enterprise through integrated applications
- Eliminate inefficiencies and **automate manual repetitive tasks** with prebuilt bots
- **Extend** standard SAP S4/HANA (or ECC) processes to meet custom needs

Drive Decisions Based on Data



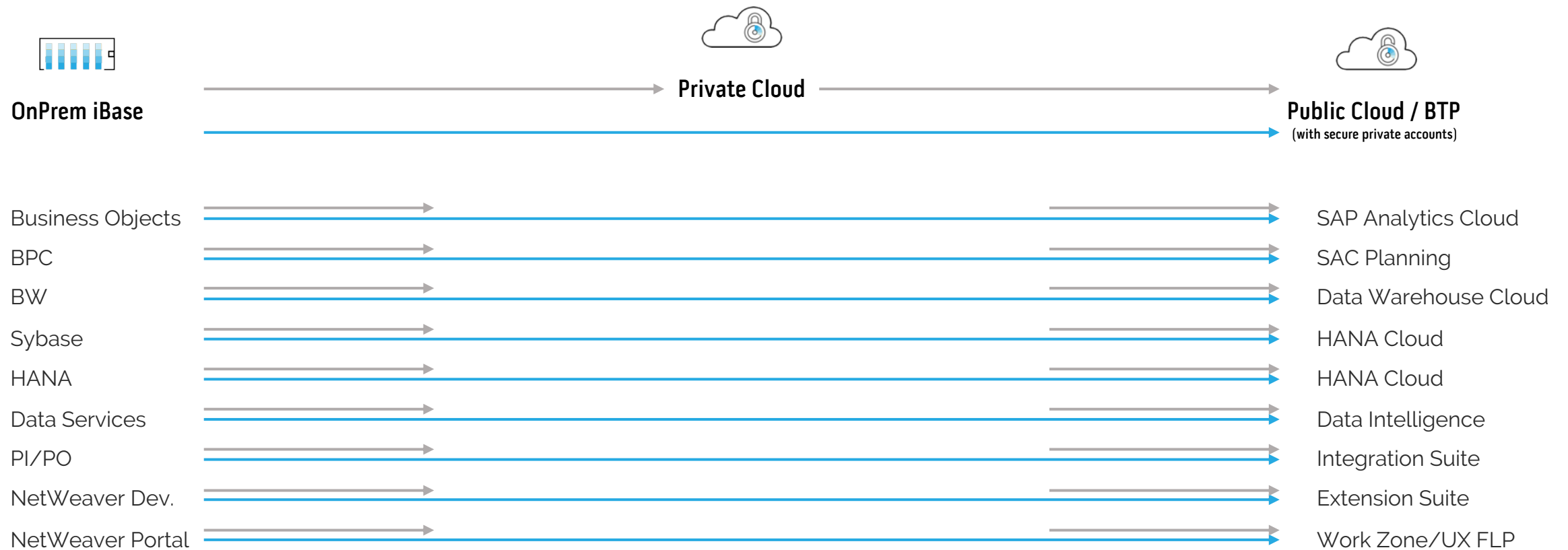
- Plan and forecast with **confidence** through an integrated planning and analytics solution
- Make decisions with confidence with a single source of truth
- Leverage AI, anticipate change and trends using predictive analytics

Rise with SAP

The Summary



Moving OnPrem Installed Base to the Cloud (BTP)



Rise with SAP

The Summary

RISE with SAP includes cloud credits acquired through CPEA for SAP BTP

Components of the RISE with SAP offering



- Process Discovery report, part of the business process intelligence portfolio from SAP



- Custom Code Migration app, SAP Readiness Check tool, SAP Learning Hub



- SAP S4/HANA with deployment model of choice (public or private)



- Cloud credits available through CPEA for SAP Business Technology Platform



- SAP Business Network Starter Pack



- On infrastructure provider of choice

What are Cloud Platform Enterprise Agreement (CPEA) credits?

- Cloud credits entitle you to flexible usage of all consumption-based services in the portfolio, as well as future (yet to be introduced) services.
- There's no need to define which services you will use.
- You have the flexibility to turn services on or off and to switch between services.
- Service usage is "debited" from the cloud credits. Excess usage ("overage") is invoiced.
- Unused cloud credits expire at the end of the phase and contract year.

How many credits are included in RISE with SAP?

For public cloud:

- Min €2k annual credit value, max cap €16k, computed as 1% of annual net public cloud value

For private cloud:

- Min €4k annual credit value, max cap €16k, computed as 1% of annual net private cloud value

What services are included with SAP Business Technology Platform (SAP BTP)?

- A list of services covered by CPEA for SAP BTP are available.

Discovery Center

Missions



Options on BTP

What options do you have?



Direct - CPEA



Direct – CPEA (Consumption)

- ✓ A prepaid investment in cloud credits.
- ✓ Giving flexibility of turning services on and off (and switching services).
- ✓ The total monthly cost is deducted from your cloud credits balance.
- ✓ minimum investment entry.
- ✓ You are **billed annually in advance**. Any overages are billed in arrears at list price.

Direct - Subscription

- ✓ Your organization subscribes only to the services that you plan to use. You can then use these services at a fixed cost, irrespective of consumption.
- ✓ You **pay in** advance when the contract period starts.

Direct – PAYG (Consumption)

- ✓ Pay nothing upfront, no minimum usage requirement or annual commitment.
- ✓ You are **billed monthly in arrears**.
- ✓ A low-risk model is suitable for customers with use cases that are not well defined.

Partner Managed Cloud – A True SaaS Model



- ✓ **Hybrid models** available including all mentioned plus Free Tier (90-day production ready).
- ✓ **You choose** the Consumption methods or a subscription method.
- ✓ **All management and monitoring** carried out by **Bluestonex**.

- ✓ You are **billed monthly in arrears**.
- ✓ **Platform, Software & Services** available (tracker apps and consumption apps).
- ✓ **Expertise in BTP** - Design, Build, Support, Training, & Custom Development days can be part of service days per month.

- ✓ Consumption of **Pre-Built Industry Cloud** Certified Software.
- ✓ **Integration** is part of the managed service.
- ✓ **Low cost/Low Risk** (inc. Free Tier) available for POC and Productive versions.

Partner Managed Cloud

What options do you have?



Blueskyx is a **flexible** software & service offering whereby we (Bluestonex) can help with **discovery** and then **provisioning** of new SAP BTP licenses, **activation** of services, **development**, **deployment** and a **managed services solution**. We move you quickly to high value/ROI with an affordable a monthly operating expense (OPEX) for innovation with our predefined service & software packages.



Hosted by SAP Hyper Scalars,
and **can be managed by**
Bluestonex (including integration)



Choose from our list of Blueskyx
Applications to add to your new Cloud
UI



Support , **innovation** and **development**
days included – part of your innovation
DNA



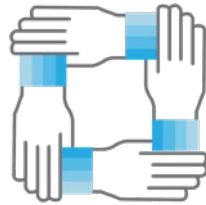
Managed services with
monitoring tools & self
service.

Partner Managed Cloud – What the Customer Gets



Simplicity

Immediate solution access with a single solution provider.



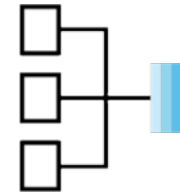
Experience

A trusted partner. No risky long-term projects.



A Foundation for Innovation

Ability to scale as their business needs change.



Optimization

Pre-built solutions (or customized) to optimize customer business needs.



Peace of Mind

Customers want to focus of their core business, not IT.

A dark, atmospheric photograph of a landscape featuring rolling green hills in the foreground and several wind turbines in the mid-ground. The sky is filled with heavy, dark clouds, creating a moody and somewhat somber tone. The overall image serves as a background for the text and logo.

What is needed to drive innovation?



People

Build the right mix of skills, mindsets, and competencies for design-led innovation.



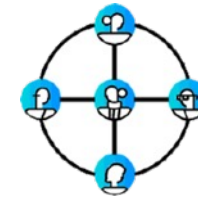
Process

Adopt a human-centered process and approach to catalyze organizational change and drive business value.



Place

Create an environment that encourages collaboration and allows innovation practices to flourish.



Leadership

Help leaders develop a human-centric mindset to empower their employees and nurture practices for innovation.



Technology

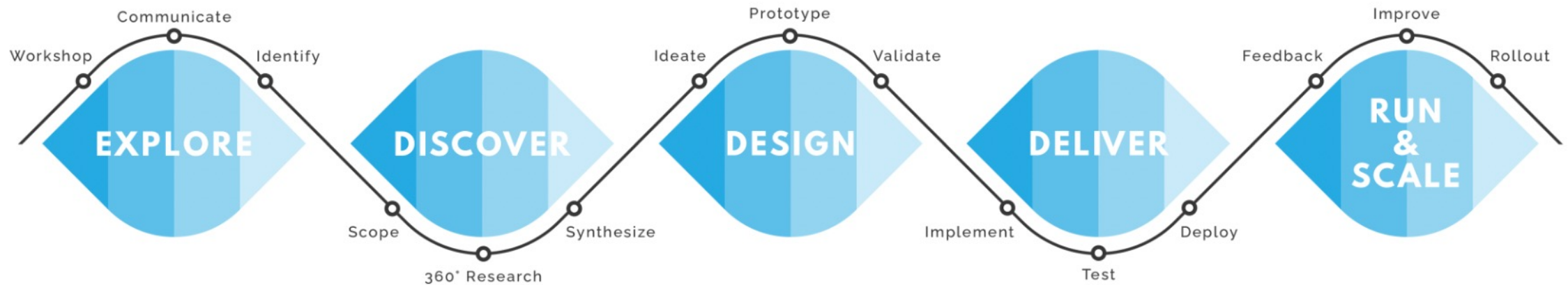
Leverage SAP Business Technology Platform to quickly implement ideas, as well as run and scale them.

Innovation Process

DT & HCD



Bluestonex
The SAP UX experts



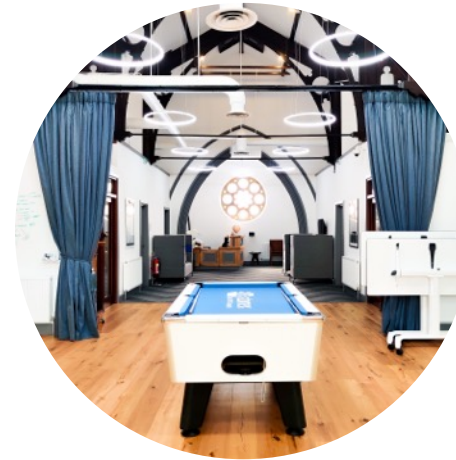
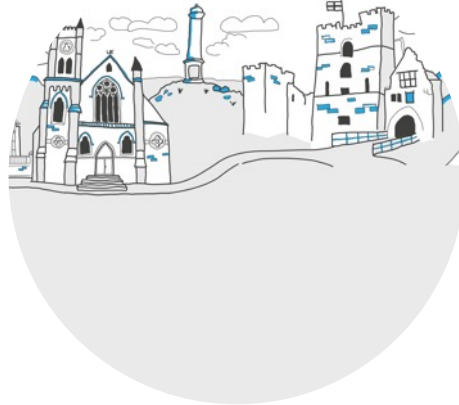
Explore innovation opportunities

Discover and gain deep understanding of customers' and their end user's needs.

Design and create a prototype of the solution.

Deliver functional solutions for productive use.

Run & Scale the solution, and deploy across the company.



SAP AppHaus Network is a selection of “customer facing” co-innovation spaces in which customers, SAP, and end-users collaboratively work on projects by putting humans and their experiences first.

Our design centre is an old church, our ground floor space has offices and conference rooms whilst our first floor design centre boasts a **large open space** that combines the styling of the old with a touch of the new. Bringing everything together into one amazing, **collaborative design workspace and usability labs** where **creativity** flows!

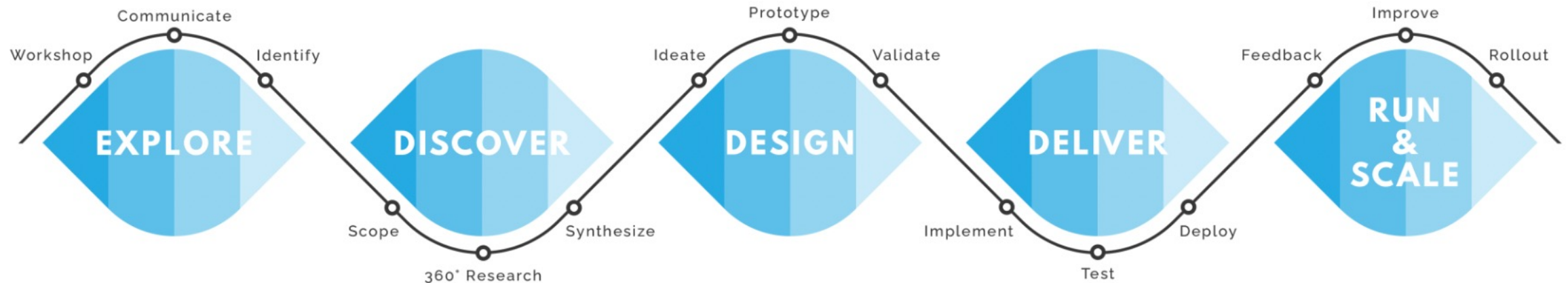
A dark, atmospheric photograph of a green hillside with several wind turbines in the background under a cloudy sky. The image is dimly lit, with the turbines appearing as dark silhouettes against the lighter sky.

Quick Wins

Possible areas to start and how?

Where Design Thinking Meets Enterprise Architecture

Design Thinking Outcomes



- Cluster of Innovation - Opportunities
- Heatmap of Innovation Opportunities
- Selected Innovation - Opportunity
- Use-Case Definition
- Stakeholder Map

- Research Summary
- Qualtrics surveys for insights
- As-is User Journey
- Persona

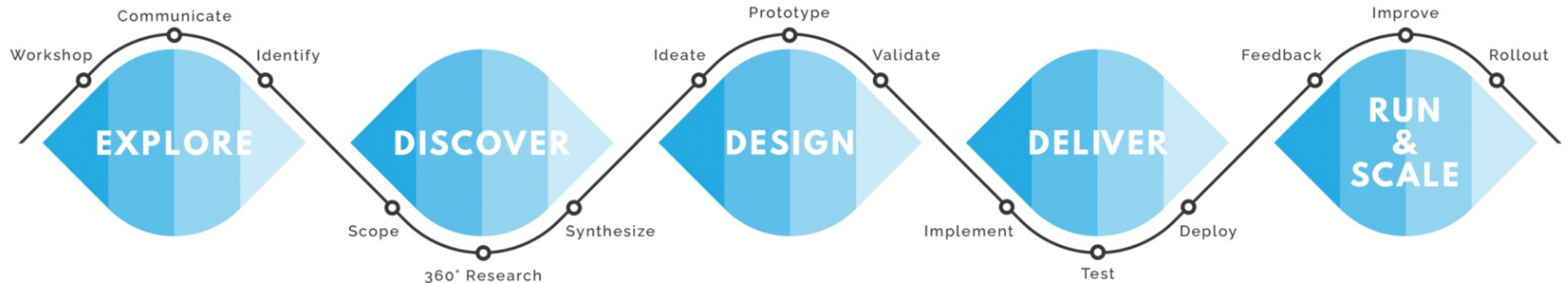
- Storyboard for selected solution idea
- Lo-fi Sketches
- Clickable Prototype
- Visual Design
- User Story results
- Usability lab results

- Productive Solution
- Customer Acceptance Report
- Roadmap for scale

- Improve and enhance

Where Design Thinking Meets Enterprise Architecture

Enterprise Architecture Outcomes



- Strategy Map
- Innovation Opportunity to SAP Product Mapping

- As-is Use Case Application Diagram
- Architecture Principals Catalog
- Persona

- Diagrams for:
 - Solutions Concept
 - Target Use Case
 - Application
 - Data
 - Software Distribution
 - Environment Location
- Architectural Decisions
- Customer Innovation Roadmap

- Architecture Roadmap
- Risk Analysis

- Deployment Plan
- Rollout Strategy

A dark, atmospheric photograph of a landscape with rolling green hills. Several wind turbines are visible on the ridges, silhouetted against a cloudy sky. The overall tone is moody and somewhat somber.

Questions?