

# Transforming into a **Future Ready Enterprise** with BTP

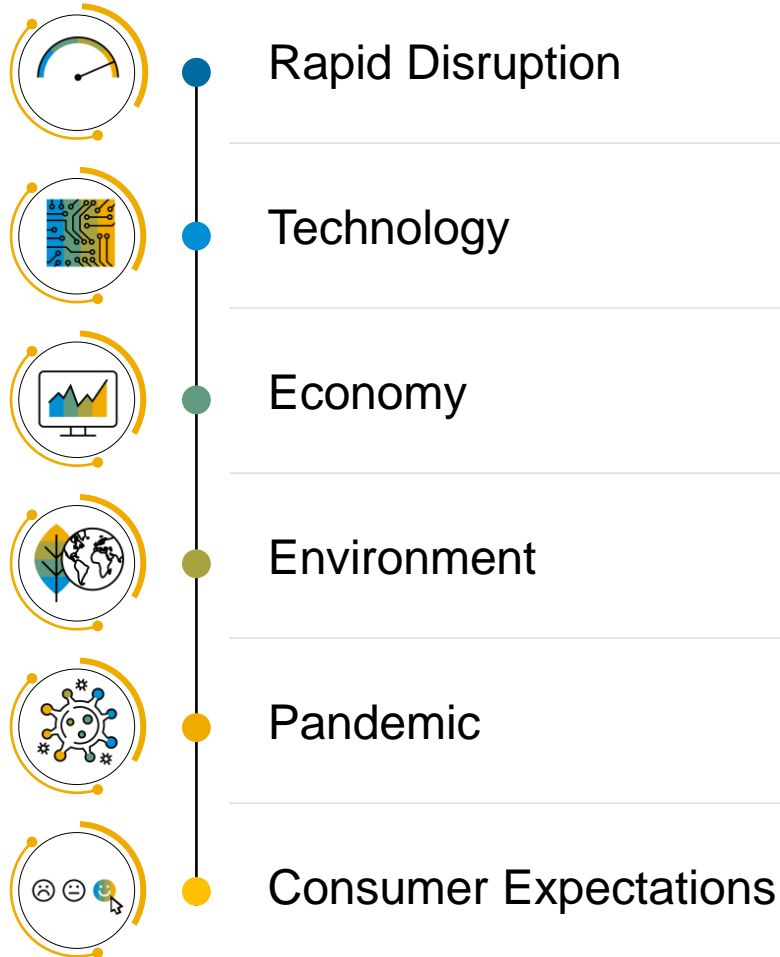
Nuala Allen– BTP Customer Success Partner



Dublin Summit - April 2023



# Business and Technology Challenges



The pace of change is forcing businesses to rethink how they approach software development and delivery

Advances in technology are creating new innovation opportunities and reshaping how we interact with our customers, systems, and data

Economic changes are driving opportunities in emerging markets and forcing efficiencies in others

Environmental change is now front of mind as companies want to better manage their environmental impacts

The pandemic was a major disruptor affecting how we do business, how we work, how we connect with friends and loved ones, and is driving rapid transformation in both technologies and processes

Usability expectations have been set in the public domain with popular apps raising the bar for business application usability and adoption

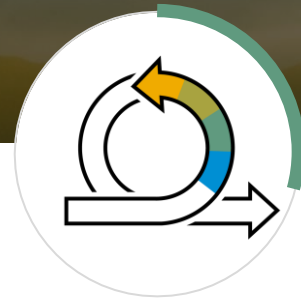
# Future Ready Enterprise (FRE)

A **resilient business** needs a technology foundation that enables them to



## Embrace Change

The old school approach to protecting the core was to resist change, however, business disruptors and pace of change in technology demands that business embrace change or get left behind



## Operate at Pace

A modern business needs to deliver innovations and improvements at a pace that matches advances in technologies, changes in market conditions, and increasing consumer expectations



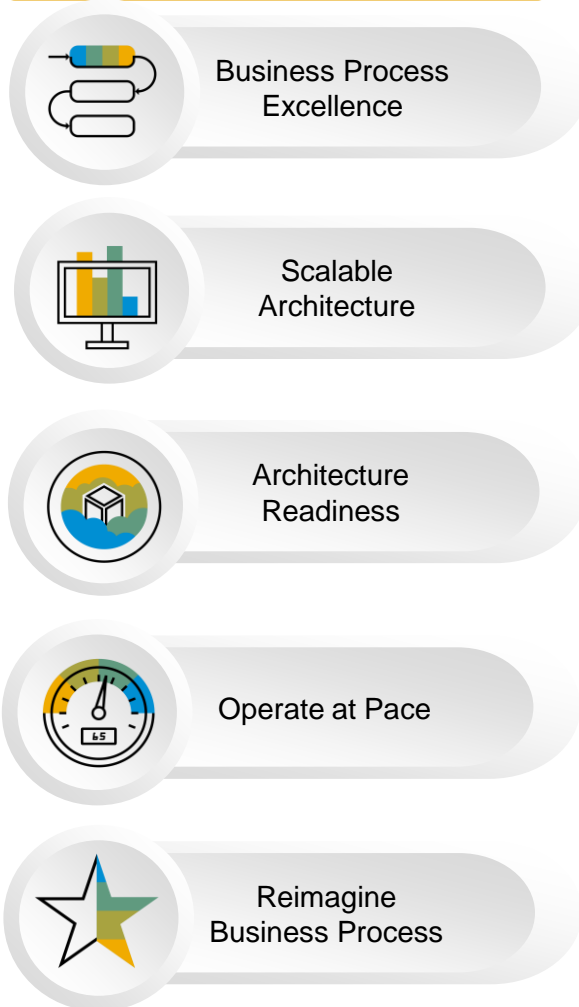
## Protect the Core

Customers need an architecture that allows them to embrace change and operate at pace while protecting the stability of their core systems.

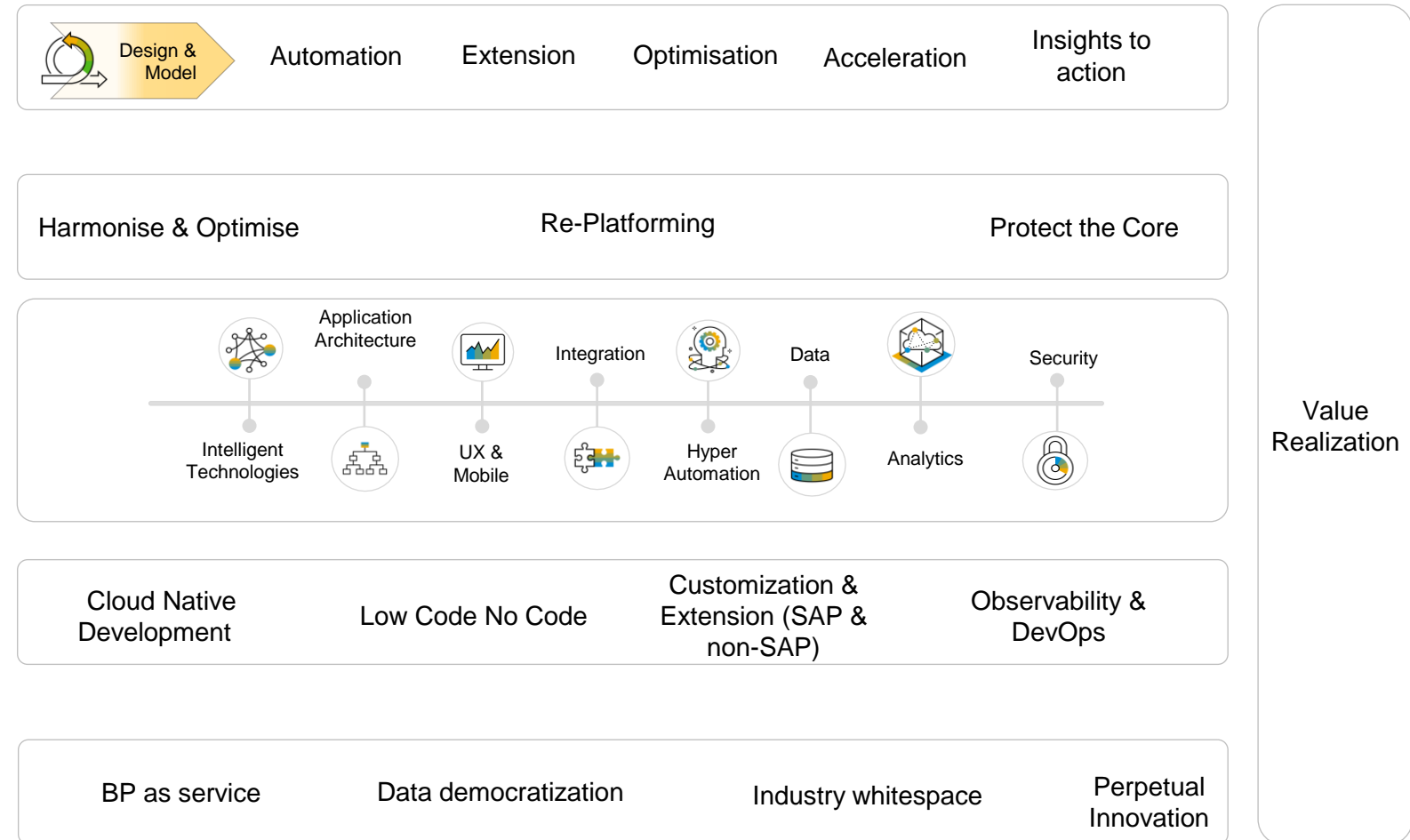
This is achieved by adopting a modern architectural style with microservices and a decoupled architecture

# Future Ready Enterprise Framework

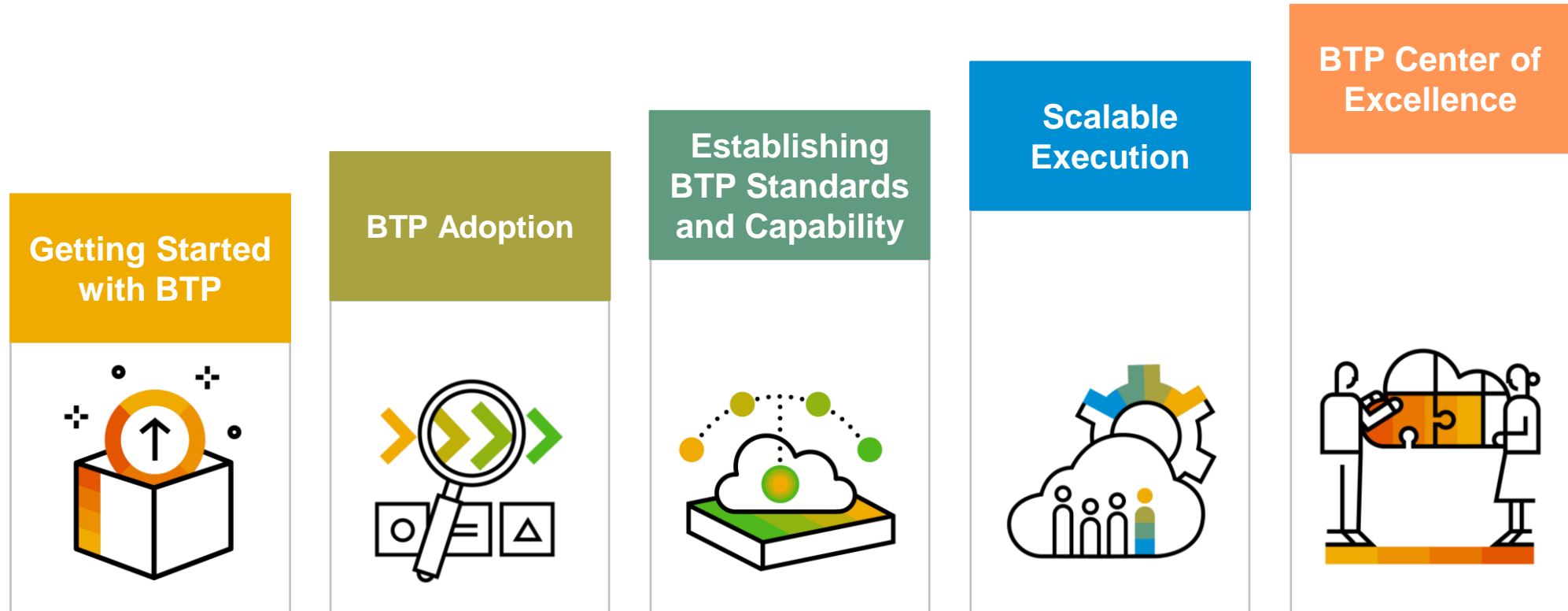
## Pillars



## Concentration Domain



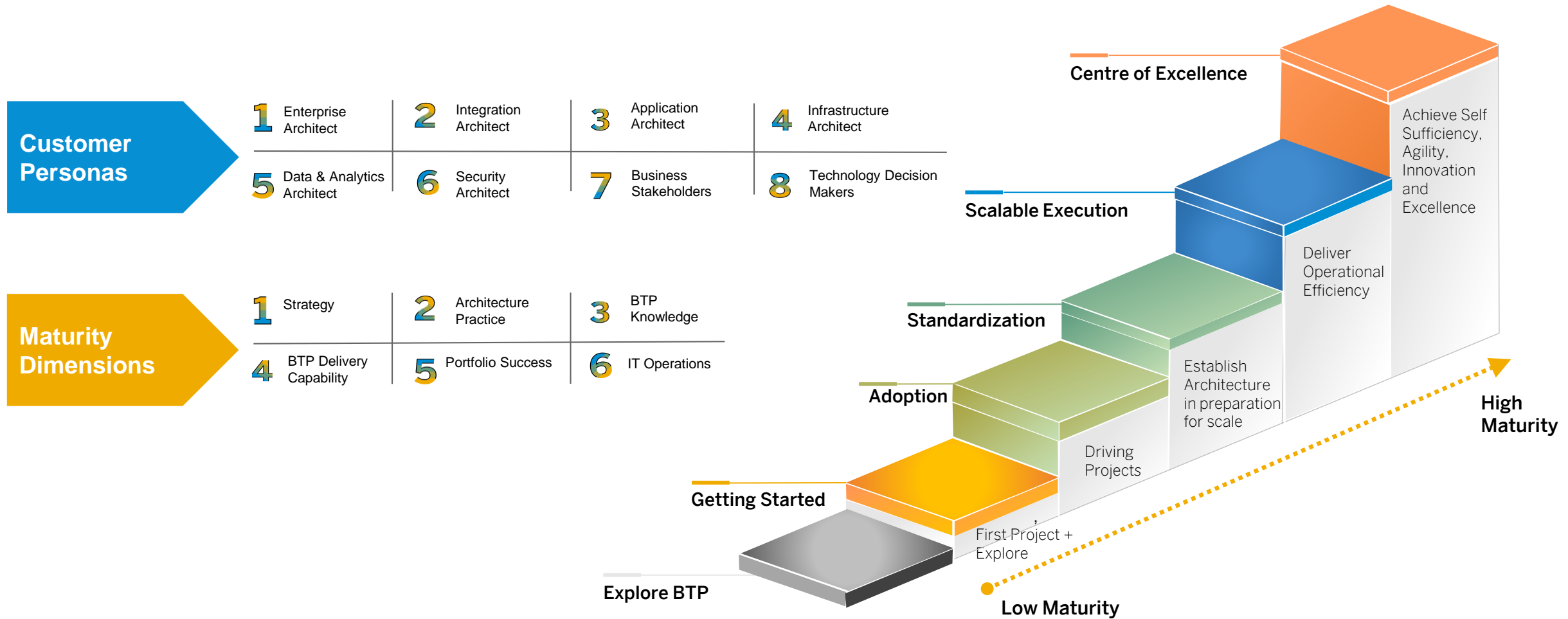
# FRE Maturity Model



FRE Maturity Level



# Assessing BTP Maturity



# BTP Maturity Assessment Workshop

## Maturity Assessment Workshop

SAP Stakeholders

Technology Domains

Technology maturity dimensions

Customer Stakeholders

Digital Experience (UX)

Application Development

Integration

Data and Data Management

Analytics

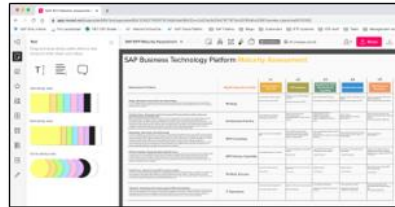
Security



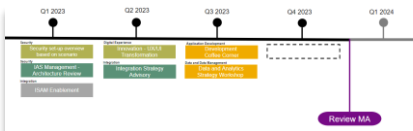
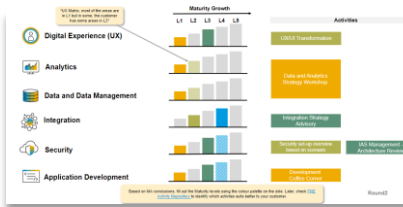
SAP Customer Success Partner



SAP Architects SMEs



	L1	L2	L3	L4	L5
Strategy	No roadmap for future adoption	Initial discussion of BTP through roadmap	Defined BTP Adoption Strategy	Adoption of BTP as a strategic goal	Actively engaged with BTP through roadmap
Architecture Practice	No architecture practice	Emerging architecture	Defined domain architecture	Formal Practice	Expert architecture practice
BTP Knowledge	Only basic BTP knowledge	Basic understanding of BTP	Good understanding of BTP	Deep understanding of BTP	Expert in BTP
BTP Delivery Capability	No capability to deliver BTP	High level capability to deliver BTP	Capable BTP delivery	Deep ability to deliver BTP	Expert in BTP delivery
Portfolio Success	No usage	Initial adoption	Expanding adoption	Multiple BTP services	Full adoption of BTP services
IT Operations	No formal BTP management	Informal BTP management	Formal BTP management	Some automation in BTP	Full automation in BTP



Strategy

Architecture Practice

BTP Knowledge

BTP Delivery Capability

Portfolio Success

IT Operations



Technology Decision Makers



Enterprise Architects



Data & Analytics Architect



Infrastructure Architect



Application Architect

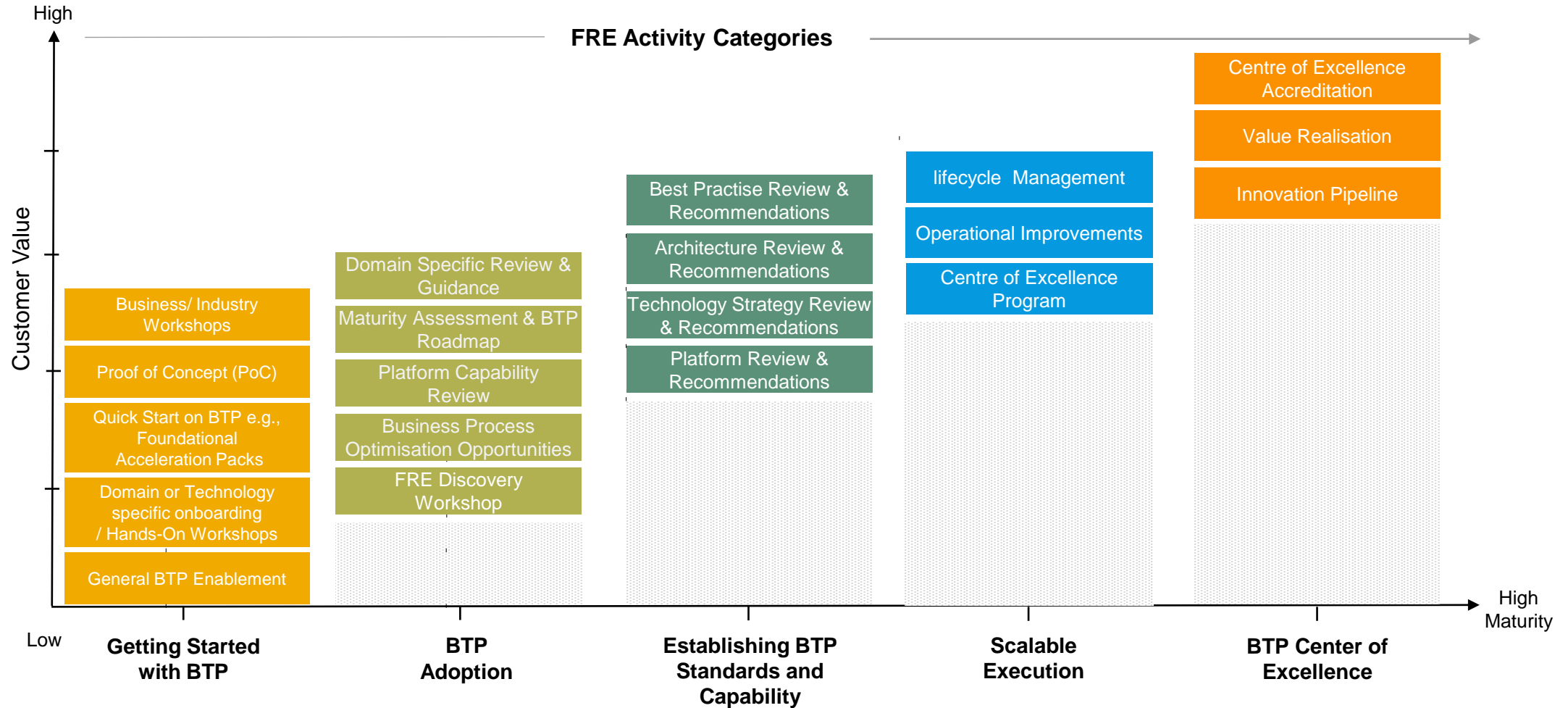


Security Architect



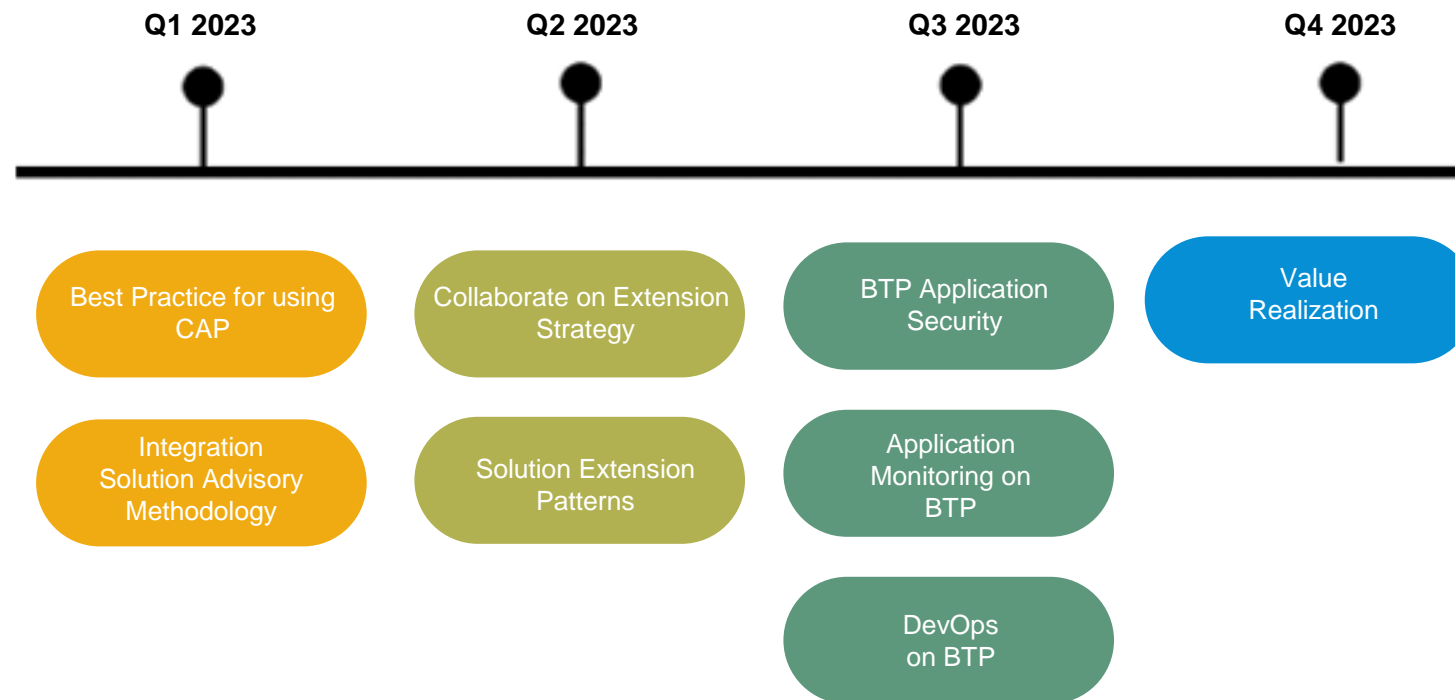
Integration Architect

# FRE Activities Supporting BTP Maturity





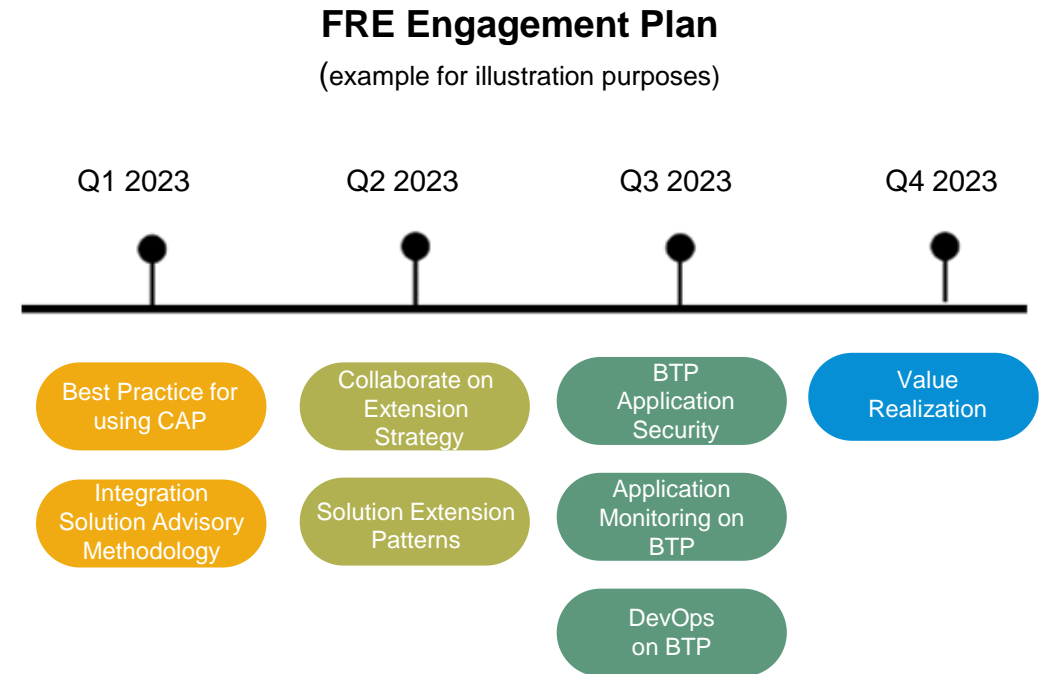
# BTP Customer Roadmap



# FRE Activities Supporting BTP Maturity

The FRE Engagement Plan (Roadmap) is a structured approach to drive discussions with the customers and assess their Maturity on BTP and its services. The process of building a mutually agreed to a roadmap with the customer allows the Partner to secure their commitment thus ensuring that they accommodate the activity schedule and strive to achieve it in the desired timeframe.

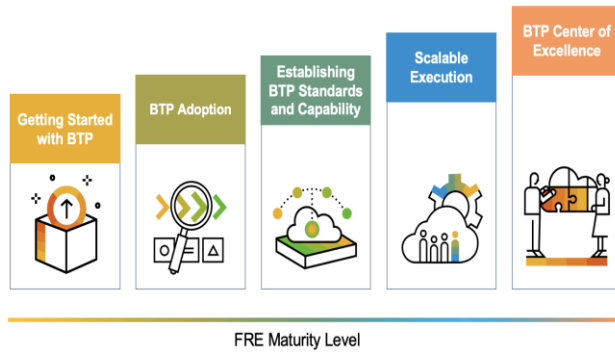
It can be even more effective if a senior stakeholder is able to participate in building the roadmap (or are at least be aware of it) so it can then form the basis of the Quarterly Business Review.



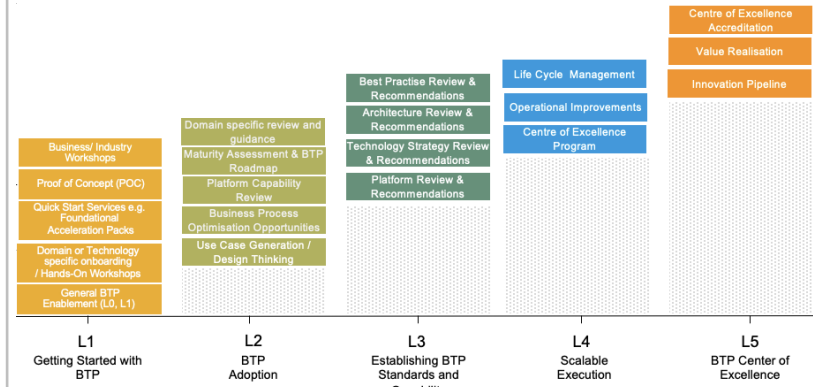
*Externally this is referred to as the*  
**BTP Customer Roadmap**

# Expected Outcome

## Maturity Assessment

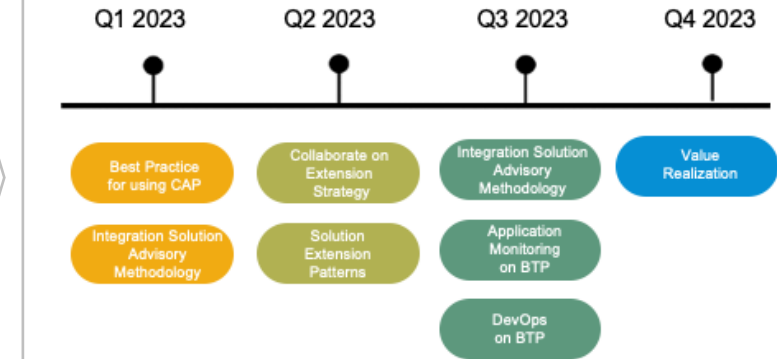


## FRE Activities

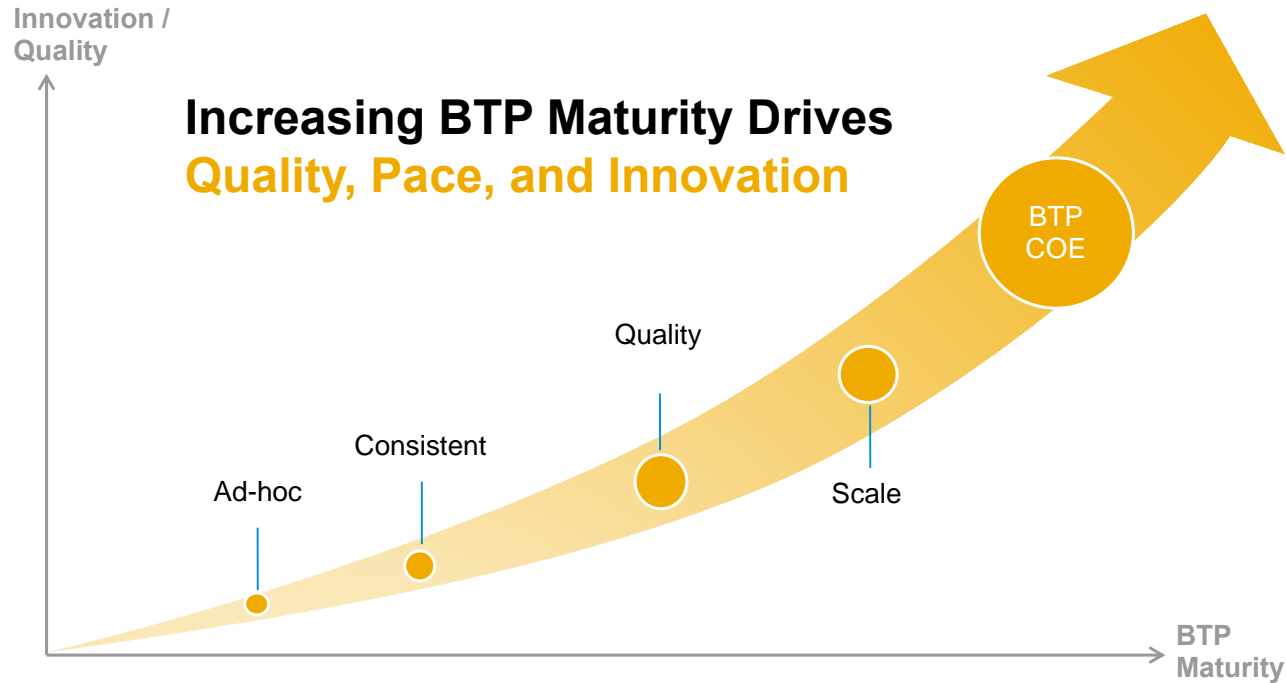


## BTP Customer Roadmap

(example for illustration purposes)



# Customer benefits of the FRE approach



A mature BTP practice leads to higher quality, expansive and effective use across the business, and a greater **Return on Investment**



## Return on Investment

Increased platform maturity helps ensure consistent design and implementation standards, operational efficiency, application security, and stability, leading to a reduced TCO and increased ROI.



## Architectural Alignment

The FRE approach helps align the key BTP technology domains with your IT Strategy and Architecture Artefacts, thereby ensuring alignment to organizational strategic initiatives.



## Adoption Roadmap

The FRE Maturity Assessment can identify areas of opportunity, allowing the SAP team to work with you to build a mutual structured roadmap to reach your target maturity and help realize your vision.



## Strategic Approach

FRE provides a structured and strategic approach to building maturity on the SAP BTP Platform for your internal technology and operational teams, and your partners.

# Call to action

- Reach out to your SAP Account Executive or Customer Success Partner to engage with us.
- Bring your extension, integration or data use case
- The assessment is about your journey and not the team`s capability

# Thank you



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Business Technology Platform - Customer Success

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