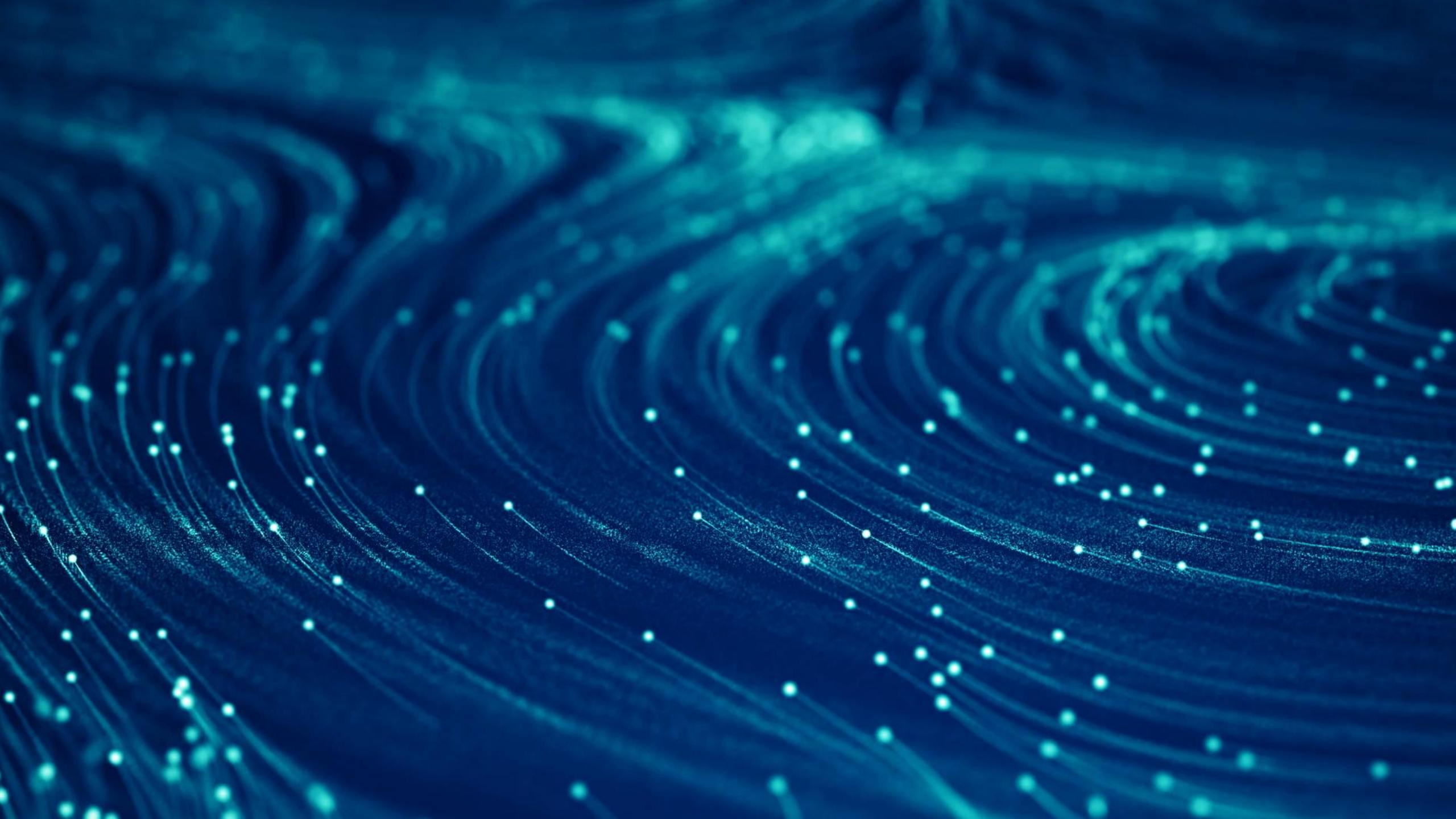**RISE WITH SAP** | Driving Business Innovation Together

Minimize complexity and accelerate innovation

RISE with SAP Business Technology Platform

April 2023

THE BEST RUN **SAP**

We don't need to teach you about disruption and how technology helps companies to tackle it

Interest rates

Central banks in the US and Europe have aggressively raised interest rates

Sustainability

Reporting requirements and market expectations on the businesses to shift towards net zero

Volatility

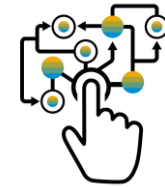has increased by 50% on average since before 2020

Demand for improved reporting, planning and insights

Pressure to reduce cost and complexity of business processes

Significant increase in supply chain complexities and associated risks

Over 80%

Of C-level executives believe the business model will need to change with the help of Digital and Technology

SOURCE: A Resilient Balance Sheet Pays Off in Uncertain Times, BCG, January, 2023 SAP S/4HANA Finance and Central Finance: State of the Market 2023, SAPinsider, 2023 Building Resilient and Agile Supply Chains Leveraging Data,Analytics, and Automation, SAPinsider, 2023,, The new digital edge: Rethinking strategy for the postpandemic era, McKinsey, 2021

Confidential

Successful transformations are underpinned by specific business and technology platforms

Performance[a]

30% more EBIT

is generated by top quartile of companies investing into digital capabilities compared with digital laggards

Resilience[b]

In balance sheet and supply chain

resilience is needed to pursue market opportunities and to operate under stressful conditions

Sustainability[c]

64%

of Sustainability frontrunners are driving ESG impact through Digital

A **Connected E2E enterprise**

Leverage business applications connectivity, integration possibilities and embedded analytics to take rapid data-driven choices on all decision levels

+

B **Composable Architecture**

Improve business adaptability and resilience through use modular technology allowing integration, reuse and development of necessary capabilities

(a) Assessing The Growing Digital Value Gap, BCG, October 2022 (b) A Resilient Balance Sheet Pays Off in Uncertain Times, BCG, January 2023 (c) Lighthouses unlock sustainability through 4IR technologies, McKinsey, September 2021

Organizations face complex and unintegrated data landscapes
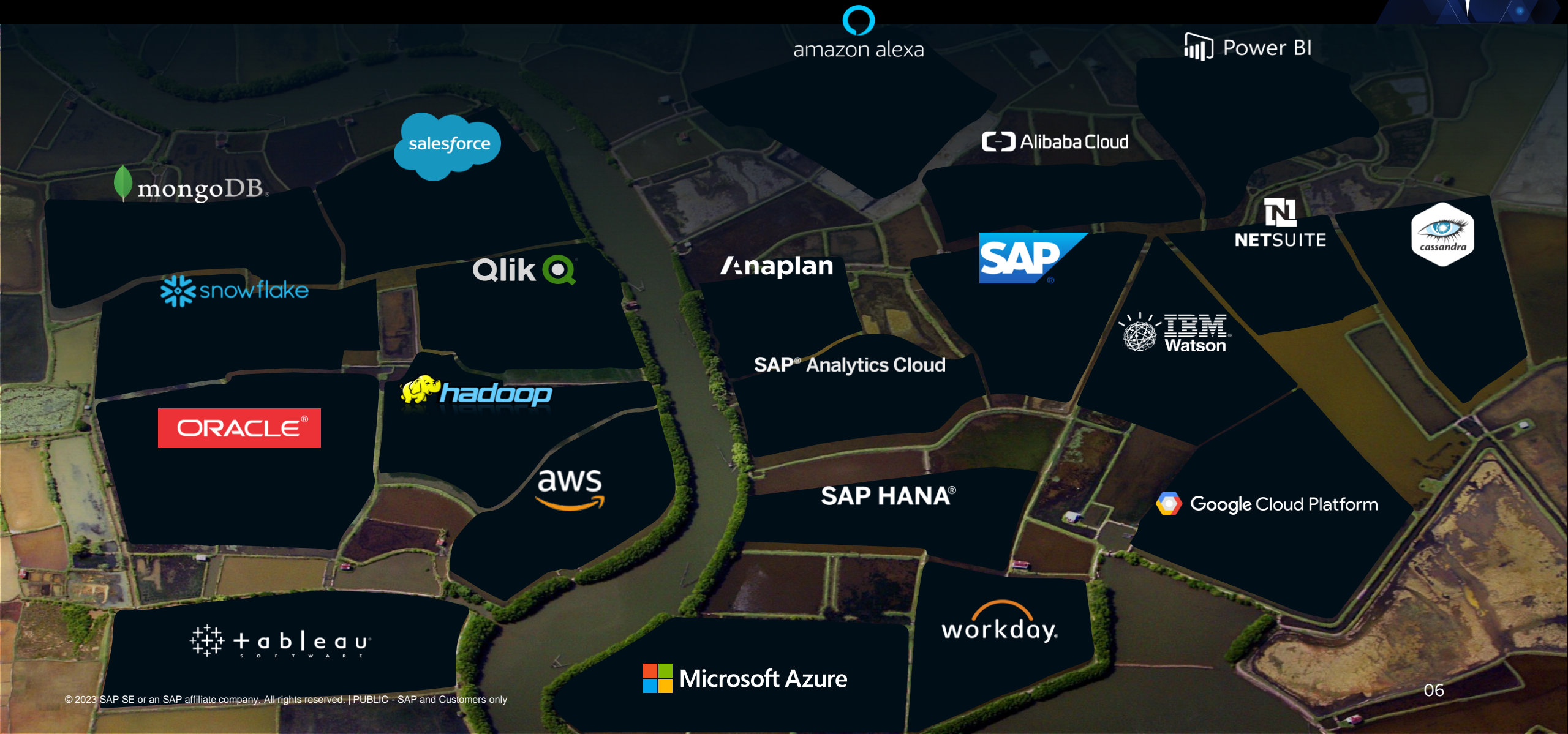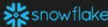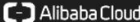
Why are Organizations in need of a Business Technology Platform ?

In today's Digital Economy, businesses must stay AGILE to compete and IT leaders recognize the importance in leveraging existing and new technologies in helping to succeed …
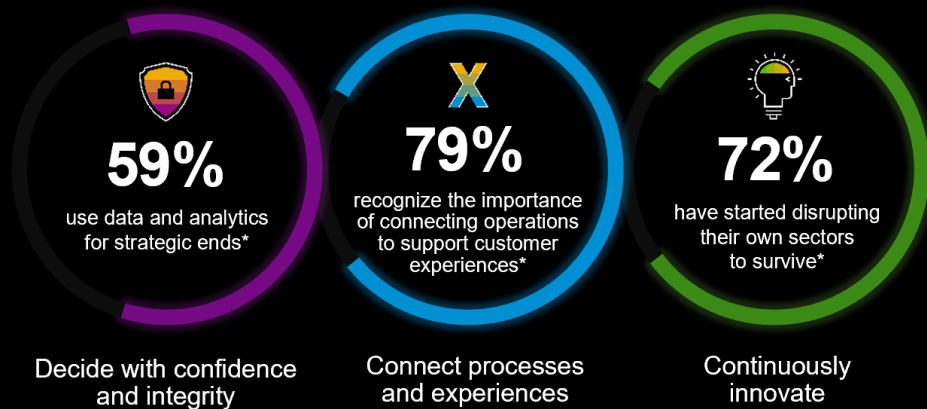
…and yet with the explosion and adoption of new technologies and applications, complex and disconnected IT landscapes make this goal extremely challenging …..

59%
use data and analytics for strategic ends*

Decide with confidence and integrity

79%
recognize the importance of connecting operations to support customer experiences*

Connect processes and experiences

72%
have started disrupting their own sectors to survive*

Continuously innovate

Applications	ORACLE	salesforce	SAP	workday	NETSUITE
Analytics	tableau	Qlik	Anaplan	SAP® Analytics Cloud	Power BI
Data & Intelligent Technologies	mongoDB	hadoop	SAP HANA®	cassandra	IBM Watson / snowflake / amazon alexa
Infrastructure	aws	Microsoft Azure	Google Cloud Platform	Alibaba Cloud	
Other sources	esri	SIEMENS	OSIsoft		

* Source: KPMG Destination unknown

A strong technology foundation is imperative for continued business success

Companies making bold investments in technology and capabilities are equipping their businesses to outperform others in a rapidly evolving landscape.

McKinsey
Digital

McKinsey Digital: The new digital edge: Rethinking strategy for the postpandemic era, Survey, March 26, 2021
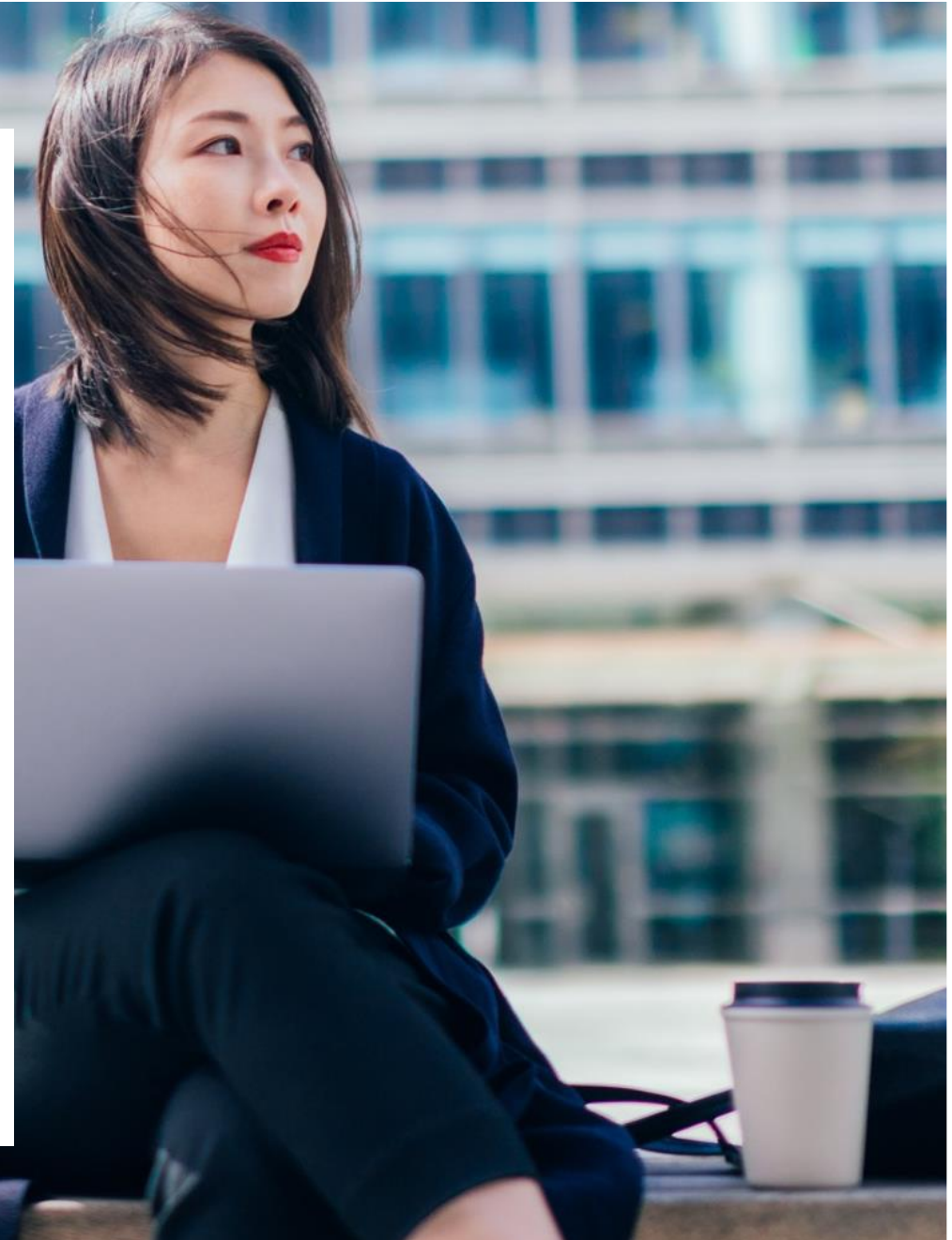
SAP BTP for RISE with SAP: Summary of Benefits

Accelerate Move to SAP S/4HANA

- **Achieve faster data migration**, archiving and clean data

- **Improve productivity** and reduce cost through consolidated master data

- **Ensure business continuity** through testing

Innovate with a Clean Core

- **Deliver business agility**, minimizing modifications, leveraging BTP side by side extension

- **Build and automate with low-code solutions** that accelerate development

- **Drive rapid innovation** without disruption

Integrate Business Processes

- **Run a connected enterprise** with SAP Integration Suite

- **Simplify connectivity** with open connectors to more than 170 third party applications

- **Visually build workflows**, automate tasks and decisions

Plan and Analyze

- **Plan and forecast across all departments** using integrated planning and analytics content

- **Get real-time, complete views of all your data** no matter where it resides without moving it

- **Anticipate change and trends** using artificial intelligence and predictive analytics

SAP BTP Helps Accelerate Transformation to an Intelligent Enterprise

NOW

Customer starting a Digital Transformation Journey

Data Fit for Purpose

Get your Data clean and keep the data clean, accelerate and de-risk analytics and application deployments with data migration.

Automated Testing

Analyze impacts of application changes to better scope and automate what needs to be tested. Safeguard projects and accelerate testing.

Reduced Cloud Entry Cost

Data retention and archival ahead of time to minimize cost of entry to cloud.

Automation of Core Processes

Automate high-volume, and repetitive manual tasks with intelligent bots, and streamline processes across the enterprise with workflow automation.

Integrated e2e Processes

Leverage pre-built integrations across applications and businesses to improve time to market for new capabilities.

Intelligent, Sustainable Enterprise

Continuous Innovation

Extend standard processes with customer specific innovations, while keeping the core clean.

Business-driven Extensions

Enabling business owned incremental innovations with low-code/no-code solutions help organization deploy new capabilities on a rapid cycle.

Data-Driven Decisioning

Enabling contextual, cross-process data-driven insights and decision-making by connecting enterprise data with your data lake will significantly drive data value.

202X

SAP BTP Differentiators

- <u>Suite Qualities</u> of BTP are unique to the SAP ecosystem. This help **de-risk** the processes.

- <u>Pre-built business components</u> within integration, automation, analytics sourced from SAP and partners help to **accelerate** innovation.

- <u>Industry best practices</u> and solutions spanning over 27 industries bring lower **Total Cost of Ownership.**

End-to-end business processes

Ecosystem solutions

Spend management and business network

Human capital management

Customer relationship management

Cloud ERP

Business Technology Platform

User Experience

Security & Identity Mgmt

Domain Model

Analytics

Workflow

Lifecycle Mngmt

Process Blueprints

SAP & HYPERSCALER INFRASTRUCTRE
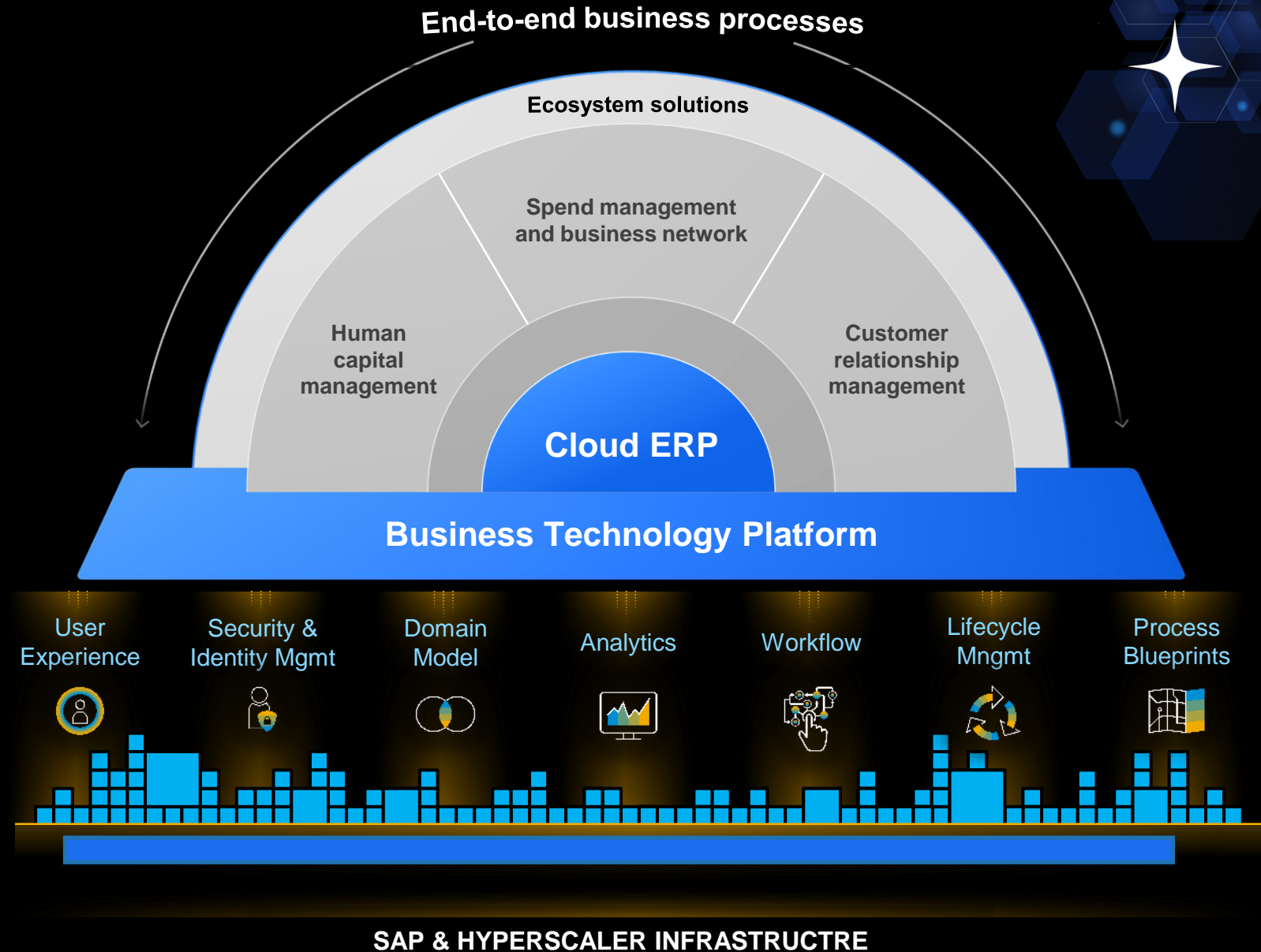
IDC on SAP Business Technology Platform
whitepaper

1

Average Value gained from BTP
195K per 100 users per year - $1,6M. Data to insight, faster completion of projects by Integration, cross-functional efficiencies through automation and cost savings by moving to a unified cloud platform

2

Outcome sample: Analytics and Data Benefits
47% decrease in reports with poor data quality, 29% increase in data accuracy, 28% reduced time per data audit

3

Outcome sample: Integration and Development
31% faster time to complete projects, 19% higher productivity in development teams and 63% fewer processes with errors

4

Outcome sample: Cost and Infrastructure
ROI (NPV/Investment) in average 495% with payback period of 6 months

IDC spoke with organizations about the impact of running the SAP Business Technology Platform (SAP BTP) with SAP environments that include SAP S/4HANA, SAP ECC, or other SAP ERP solutions. Participants reported leveraging SAP BTP to make their use of SAP more impactful, innovative, and beneficial by better using data, delivering higher quality and timely functionality, and leveraging automation across their business processes

Executive Summary

IDC spoke with organizations about the impact of running the SAP Business Technology Platform (SAP BTP) with SAP environments that include SAP S/4HANA, SAP ECC, or other SAP ERP solutions. Study participants reported leveraging SAP BTP to make their use of SAP more impactful, innovative, and beneficial by better using data, delivering higher quality and timely functionality, and leveraging automation across their business processes. The outcomes for interviewed SAP customers are significant. According to one customer: *"In terms of the end-to-end process of reporting around programs on finance operations or carbon, we've seen about an 80% reduction in the process steps with SAP BTP."*

IDC calculates that interviewed SAP customers will realize value from their use of SAP BTP worth an average of $195,100 per 100 users per year ($1.62 million per organization) by:

- **Empowering teams responsible for creating value through use of data,** including analytics and DBA teams, by ensuring higher quality of data, faster access to data, and richer reporting
- **Ensuring effective and impactful development efforts and faster completion of projects** by leveraging deeper integration and more efficient approaches that include low-code development functionality
- **Capturing cross-organizational efficiencies through automation** of business processes including with embedded artificial intelligence (AI) capabilities
- **Realizing cost savings and staff efficiencies** by moving to a unified, cloud-based platform to run their SAP ecosystems

Situation Overview

The past two years have been an unprecedented time for digital technologies, which have been at the forefront of enabling business transformation. As a result, **overall digital maturity has accelerated.**

If digital technologies were seen as an enabler of business transformation, now they have become imperative to thrive amid the uncertainty and keep up with the increased speed of change. We are now living in what IDC defines as a **digital-first world, in which digital is**

Business Value Highlights

Click each highlight below to navigate to related content within this document.

495%
three-year return on investment (ROI)

6 months
to payback

$195,100
average annual benefits per 100 users

47%
fewer reports with poor data quality

17%
more efficient DBAs

31%
faster completion of projects

63%
fewer business processes with error

21 hours
saved per SAP user per year with automation