



# Accelerating the Speed of Innovation with SAP Business Technology Platform with **SAP Discovery Center**

Andreas Hirche – SAP BTP Architecture Enablement  
December, 2021

PUBLIC

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**Where would you start to find out what you need for your implementation project?**

## Our typical customers

**Business** case / problem driven

*“We need a solution to realize our specific use case!”*



**Creativity** / technology driven

*“How can we innovate even more?”*



# Problem Driven – An example



## Business Case / Problem driven

The image displays a Google search for "btp covid chatbot" and a screenshot of the SAP Discovery Center mission page. The mission page is titled "Improve online patient experience using a COVID-19 chatbot" and is part of a project board for "Parkland Hospital & Health System". The page includes a "Start Mission" button and a "Project Board" section with the following activities:

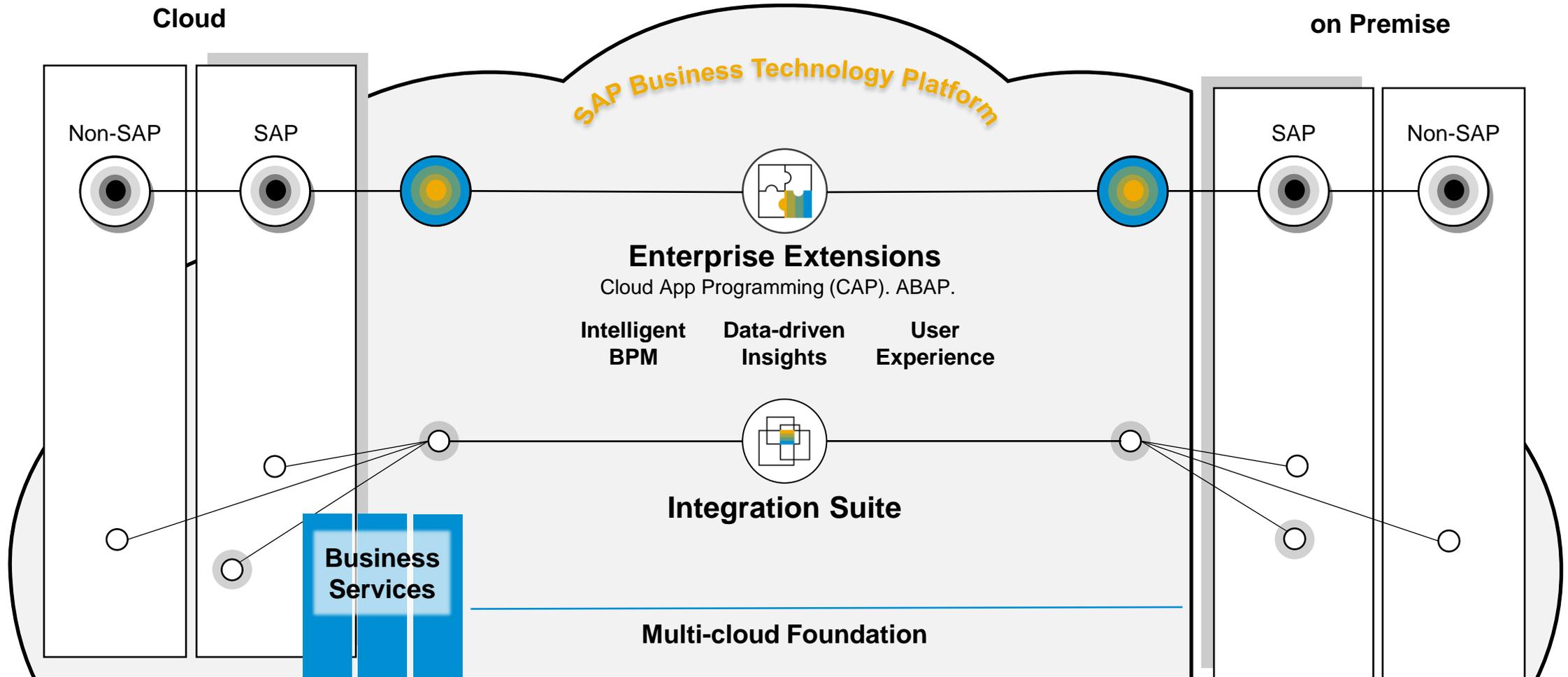
- INTRODUCTION**
  - BASICS**: Overview of COVID-19 Symptom Checker Chatbot
  - VIDEO**: Customer success story video
- ACTIVITIES IN SAP CONVERSATIONAL AI**
  - MUST**: Import chatbot into your own organization
  - MUST**: Set Data Policy and Create Web Chat client
  - OPTIONAL**: Customize Web Chat properties
- ACTIVITIES IN SAP BTP**
  - MUST**: Create an enterprise tenant for SAP Conversational AI
  - MUST**: Push Web Application
  - CHECKS**: Test chatbot
- COMPLETED PHASE**
  - MILESTONE**: Complete Mission

## Use Case Definition

**SAP Use Cases**  
describe how customers can address  
**business challenges**  
by leveraging products or services  
**from SAP and its ecosystem.**

# Integrate and Extend to Add Value

## SAP Business Technology Platform



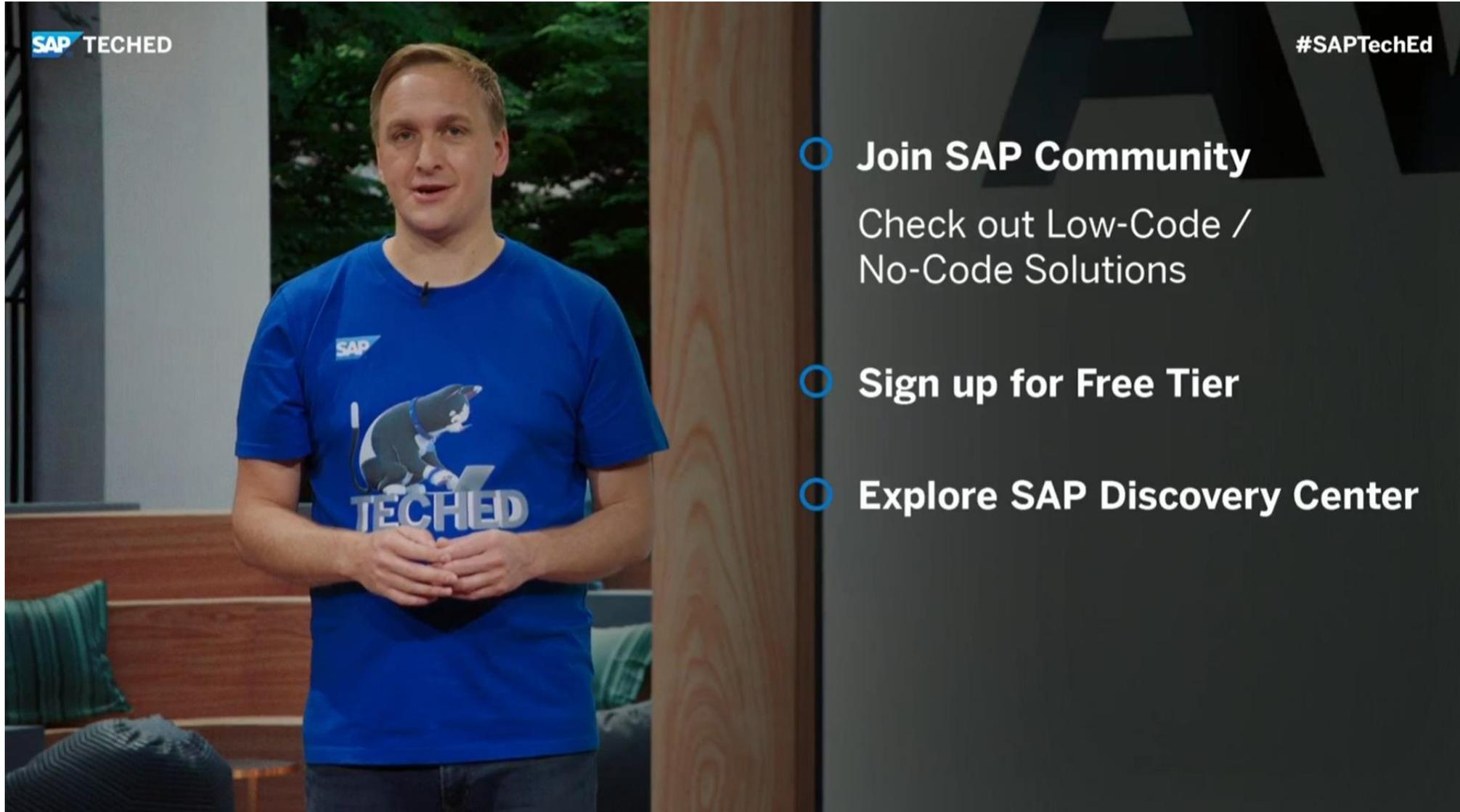
# Creativity Driven – Demo



## Creativity / Technology driven

The screenshot displays the SAP Discovery Center interface for the SAP Mobile Services mission. The top navigation bar shows the SAP logo and 'SAP Discovery Center'. Below the navigation bar, the 'Services' section is visible, with 'SAP Mobile Services' selected. The main content area features a 'Use Case' section titled 'Empower field technicians by building native apps using SDKs'. The 'Use Case' section includes a description: 'Manage employees in remote work settings with mobile SDKs for iOS and Android so they can better schedule tasks, manage sales orders, and integrate these activities with inventory and other back-office systems'. It also includes three sub-sections: 'Current Position - What is the challenge?', 'Destination - What is the outcome?', and 'How You Get There - What is the solution?'. A 'Solution Diagram' is shown, illustrating the integration of SAP Business Technical Platform, SAP Mobile Services, and SAP S/4HANA. The 'About Missions' sidebar on the right provides information about missions, including best practices and step-by-step guidance. The bottom of the page shows 'Services and Components' with a 'View Estimate' button and a link to 'SAP Mobile Services'.

# TechEd Keynote – November 16<sup>th</sup>



**SAP** TECHED

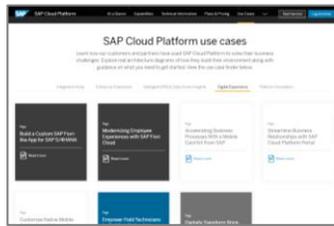
#SAPTechEd

- **Join SAP Community**  
Check out Low-Code / No-Code Solutions
- **Sign up for Free Tier**
- **Explore SAP Discovery Center**

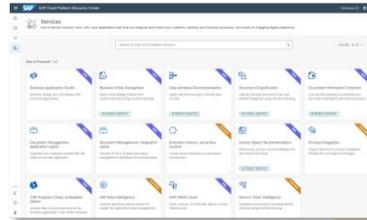
# SAP Pages to help Customers realize their Missions

## Use Cases

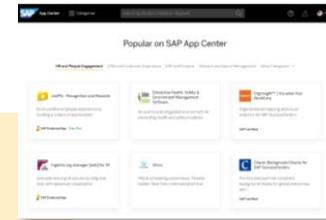
[sap.com](https://sap.com)



## Services Service Catalog



## Partner Apps [store.sap.com](https://store.sap.com)



## Extensibility

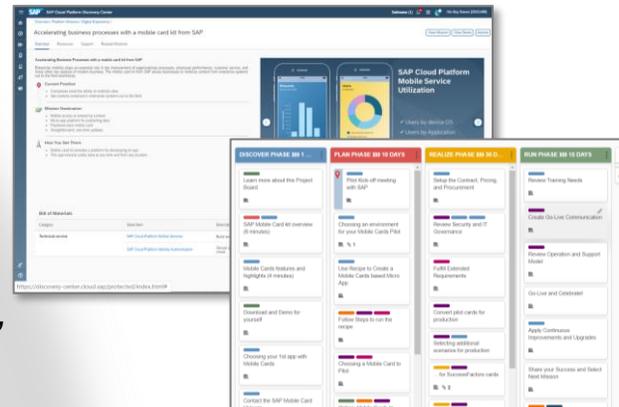
(S/4,C/4,SF...)

e.g. [Extensibility Explorer](#)



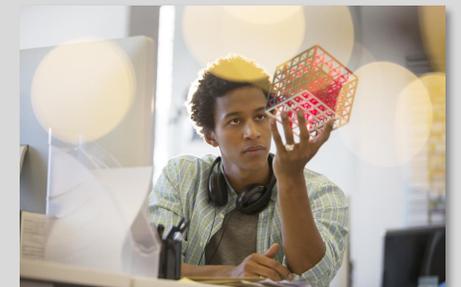
## Mission

[SAP Discovery Center](#)



**Business Case / Problem driven**

*“We need a solution for our specific use case!”*



**Creativity / Technology driven**

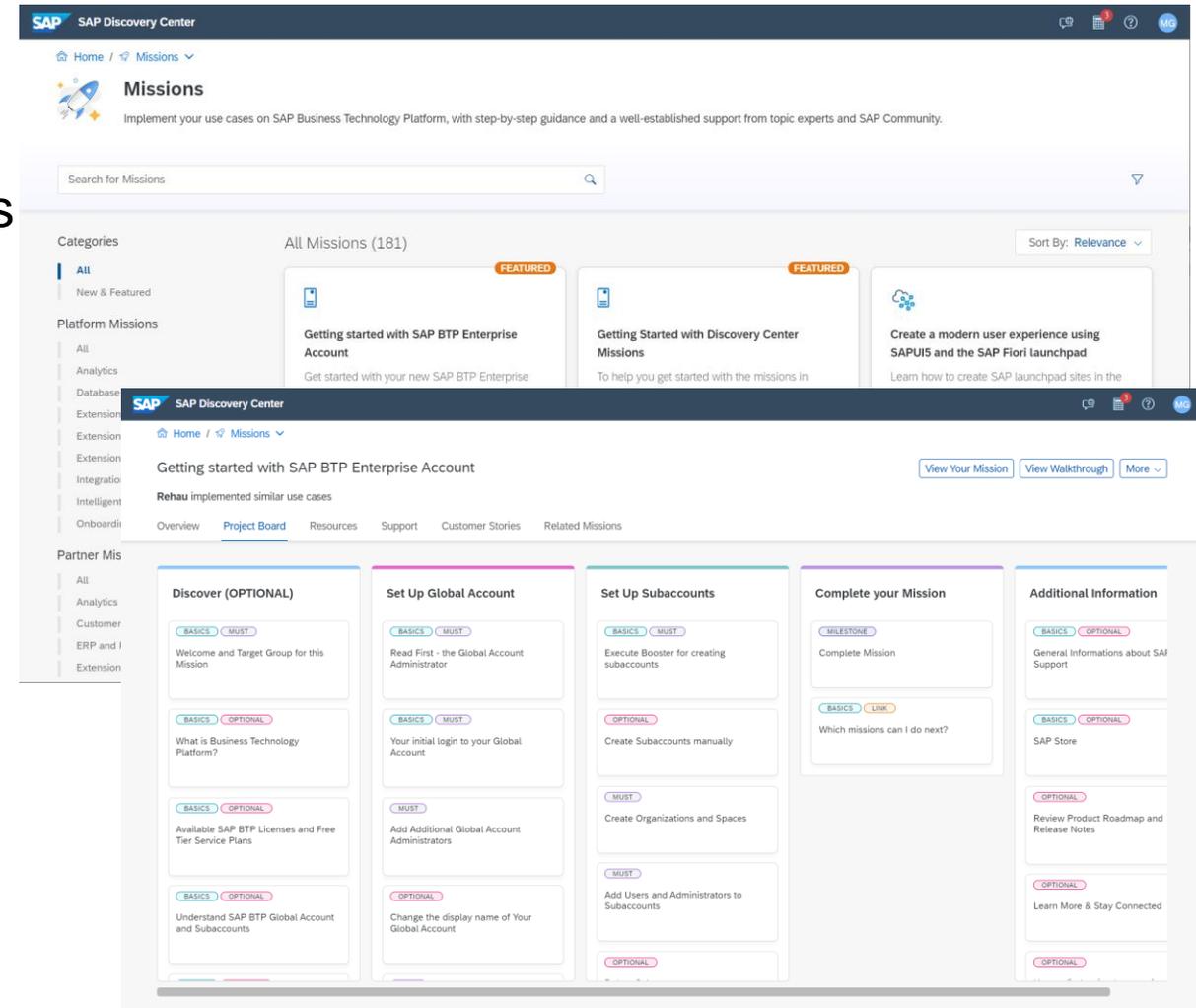
*“How can we innovate even more?”*

# SAP Discovery Center

Jump-start your projects on SAP Business Technology Platform

Introducing **Missions** to guide you through your SAP Business Technology Platform based projects

- Simplified and accelerated **on-boarding**
- Find relevant **learning content**
- Follow **best-practices** for implementation
- Apply automated configuration via **boosters**
- Get connected to **subject matter experts**



# From Use Cases and Services to Missions to Enable BTP Adoption

## SAP Discovery Center Mission – the full adoption enablement package



What

&

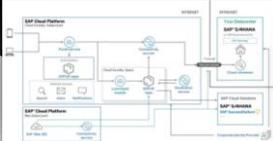
How

### Use Case

- Challenge
- Outcome
- Solution

### Customer stories & samples

### Landscape needs & fit



### BoM & Cost Estimation

- Related CP Service

### Best practice implementation guidance incl. Boosters

**Boosters**

### Expert support & Community

### Further resources & Learnings

e.g. APIs, tutorials

### Project & collaboration tracking

Missions available from

SAP Experts (e.g. PM)

SAP Partners

SAP Enterprise Support

SAP Preferred Success

# Partner Missions



# Demo Partner Missions

Coming soon!

**SAP Discovery Center - Missions**

Implement your use cases on SAP Business Technology Platform

Search for Missions

Categories: All, New & Featured

Platform Missions: All, Analytics, Database and Data Management, Extension Suite - Development Efficiency, Extension Suite - Digital Experience, Extension Suite - Digital Process Automation, Integration Suite, Intelligent Technologies, Onboarding

Partner Missions: All, Analytics, Customer Experience, ERP and Finance, Extension Suite - Digital Experience, Human Resources, IT and Administration, Procurement, Others

SAP Enterprise Support: All

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**SAP Discovery Center - Control Center**

Home / Control Center

## Quicker sell-side & buy-side Price Optimization

Started by: **Andreas Hirche** | Progress: **33%**

Started on: Dec 6, 2021 | Mission Phase: Discover Phase 10 D

Overview | Project Board | Resources | Support

**Use Case**

Single platform to manage price information of both purchasing and selling across SAP S/4HANA, SAP Info Record, Vendor Rebates, Consumer Pricing, Outline Agreement. Cloud based solution for price information on SAP BTP. New price Strategies based on Pricing recommendation Analytics with seamless Price Data integration with SAP ECC/S/4 systems.

**Current Position**

- Offline price maintenance using Excel documents
- No visibility on net price for the defined Gross Price & Discount
- Not so Intuitive user interface in ERP
- No Realtime Insights to Price Data
- Reduced Revenue Margin due to offline process

**Mission Destination**

- Realtime Price Insights with historical analysis
- Single source of Price Definition across Pricing Managers
- Optimized Price Recommendation using Pricing Rules
- Faster to Market Price Data of the products
- Increased Revenue Margin
- Rich User Experience with Intuitive & Responsive Apps
- Eliminates Offline Process
- Complete Track of User & Data log for Audit Purpose

**How You Get There**

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**SAP Discovery Center - Missions**

Home / Missions

## Quicker sell-side & buy-side Price Optimization

View Your Mission | More

INCTURE

Overview | Project Board | Resources | Support | Related Missions

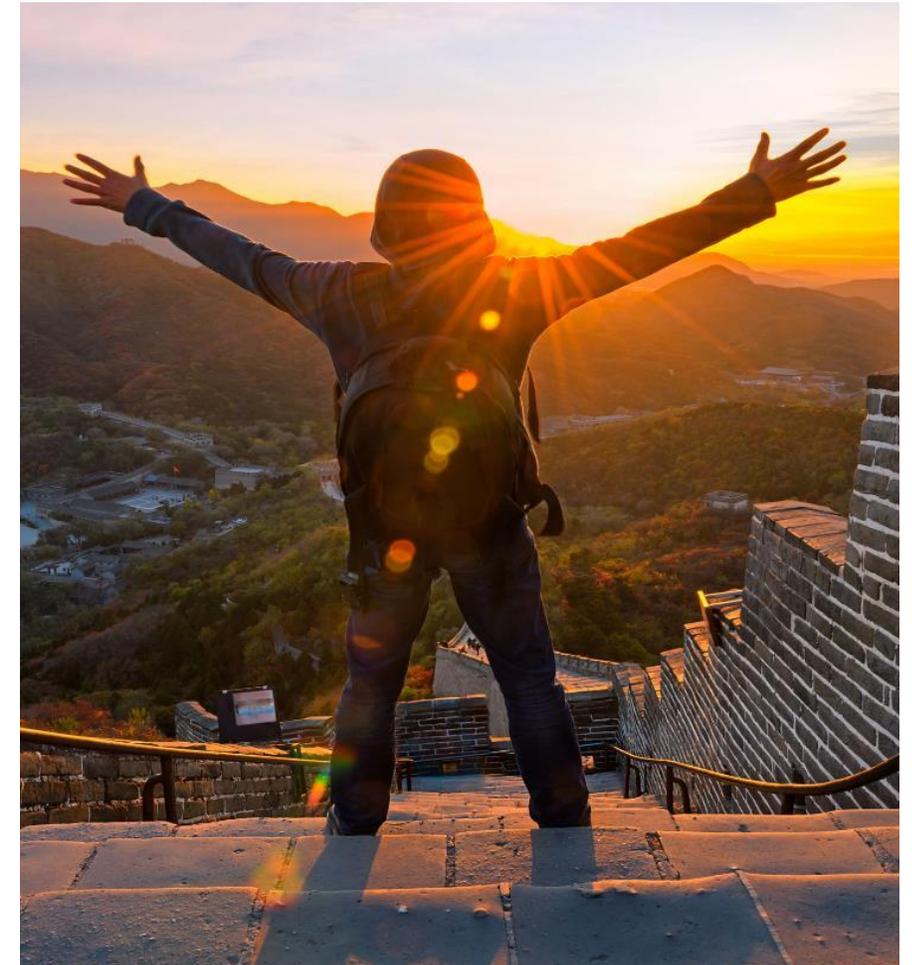
DISCOVER	PREPARE	DEVELOP	COMPLETE
<p><b>BASICS</b></p> <p>Learn more about this Project Board</p> <p>Read the Solution Overview</p> <p>Learn the Use Case and start the mission for the specific Business Case</p> <p>Test Drive the Application Demo</p> <p>Review Delivery Prerequisites</p> <p>Contact Experts</p>	<p>Pilot Kick-off Meeting</p> <p>Deploy Pilot Application</p> <p>Apply My Data</p> <p>Conduct Solution Walkthrough</p> <p>Roll-out Pilot</p> <p>Perform Fit-Gap Analysis and Collect Requirements</p>	<p>Setup the Contract, Pricing, and Procurement</p> <p>Review Security and IT Governance</p> <p>Provision Extensibility Foundation and Production Cutover</p> <p>Execute Branding Requirements</p> <p>Execute Data Integration Requirements</p> <p>Fulfill Extended Requirements</p>	<p>Review Training Needs</p> <p>Create Go-Live Communication</p> <p>Review Operation and Support Model</p> <p>Go-Live and Celebrate!</p> <p>Review Product Roadmap</p> <p>Apply Continuous Improvements and Upgrades</p>

# What is in for me as Partner?

## SAP Discovery Center

- Provides you as SAP partners with a **pipeline** for your **applications** as well as your **consulting offerings** to reach out for new customers via SAP pages and campaigns
- You and your customers have direct access to **implementation guidance** based on best practices and to **SAP contacts** and coaches
- **Aligned product representation** between SAP and you provides additional motivation for customers to buy
- **Free** tool including Service Catalog, flexibility, re-use, reporting, pricing estimates, automation

... and a lot more



# SAP Garage

## Overview

- **Monthly call** series started in May 2021
- **Focus:**
  - SAP Business Technology Platform **use cases**
  - Discovery Center **awareness & enablement**
- Features **1 mission per call**
- 2 calls for maximum reach – **1 Global, 1 APJ**

## Highlights

- **>1000 subscribers**
- **~100 participants** each month
- **~800 recording views**
- Missions featured in the SAP Garage consistently hit the **Top 3 most visited missions** in the following month



**SAP GARAGE — EPISODE 6**

## Optimize Healthcare Enterprise Capacity Planning with SAP Analytics Cloud

Wednesday, October 6, 2021 | 11:00am EDT

HOSTED BY:

 <p><b>Christopher Aron</b> Vice President, Go-To-Market Business Technology Platform</p>	 <p><b>Cecily Sorenson</b> Product Specialist, SAP Business Technology Platform</p>
 <p><b>Sally Lawlor Kennedy</b> Senior Director, Innovation and Customer Experience</p>	 <p><b>Cameron Khorsandi</b> Business Development, T&amp;I Platform Adoption Advisory</p>



# Blog on SAP Discovery Center and the Free Tier Model

Home › Community › Blogs

Ask a Question Write a Blog Post ...



Product Information



Nis Boy Naeve

November 16, 2021 | 3 minute read

## Realize Value with SAP Business Technology Platform using the SAP Discovery Center and leverage the Free Tier Model

✓ Following

👍 Liked

📡 RSS Feed

💬 1 👍 16 👁 789

SAP Business Technology Platform has many powerful capabilities. But what value does it add? And what is the best way to realize its value?

In this blog and the included video we explain to you how to realize value with SAP Business Technology Platform (SAP BTP) and what helps you to do this as easy and cost-effective as possible. We show you the [SAP Discovery Center](#) and how to leverage SAP Business Technology Platform services under the free tier model.



### Assigned Tags

SAP Business Technology Platform

SAP Discovery Center

### Similar Blog Posts

[Easy path to productive use with the free tier model for SAP Business Technology Platform](#)

By Anja Schneider Jul 01, 2021

[SAP Garage - Episode 1 Recap & Links](#)

By Christopher Aron May 11, 2021

[BTP's free tier for the SAP learner](#)

By Morten Wittrock Jul 10, 2021

### Related Questions

[Connecting external content management servers to BTP](#)

By Prashanth Selvam Jul 02, 2021

[How to deploy an existing on-premise](#)

# Q&A



# Thank you!



**Andreas Hirche**

Product Director  
SAP BTP Architecture Enablement

[linkedin.com/in/andreashirche](https://www.linkedin.com/in/andreashirche)

**SAP SE**

Dietmar-Hopp-Allee 16  
68190 Walldorf, Germany

[andreas.hirche@sap.com](mailto:andreas.hirche@sap.com)



<https://discovery-center.cloud.sap/>