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

Andreas Hirche – SAP BTP Architecture Enablement
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THE BEST RUN **SAP**

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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.

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

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

Cloud

on Premise

Non-SAP

SAP

SAP Business Technology Platform

SAP

Non-SAP

Enterprise Extensions
Cloud App Programming (CAP). ABAP.

Intelligent BPM

Data-driven Insights

User Experience

Integration Suite

Business Services

Multi-cloud Foundation
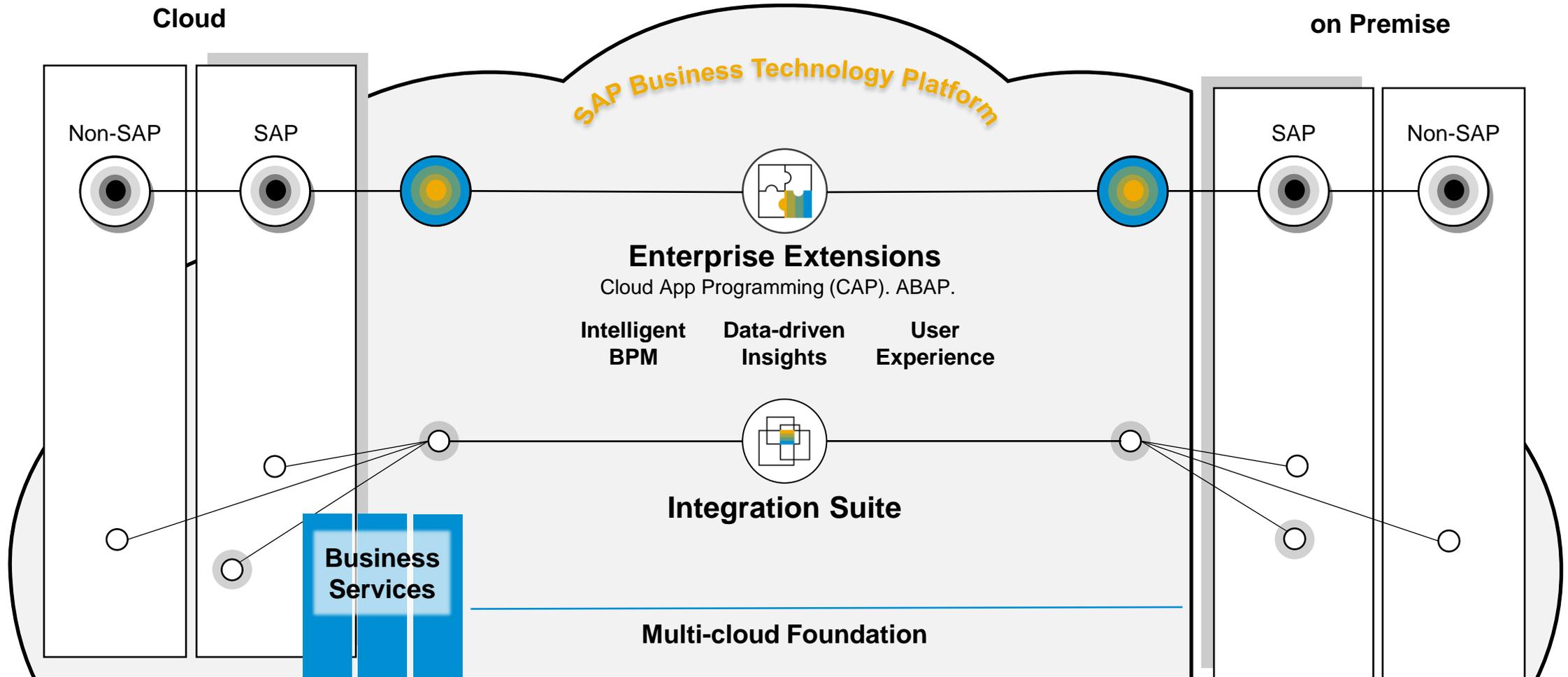
Creativity Driven – Demo
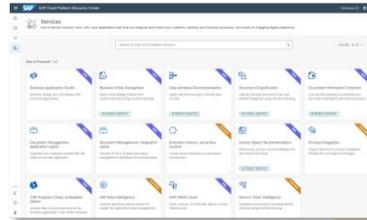

Creativity / Technology driven

TechEd Keynote – November 16th
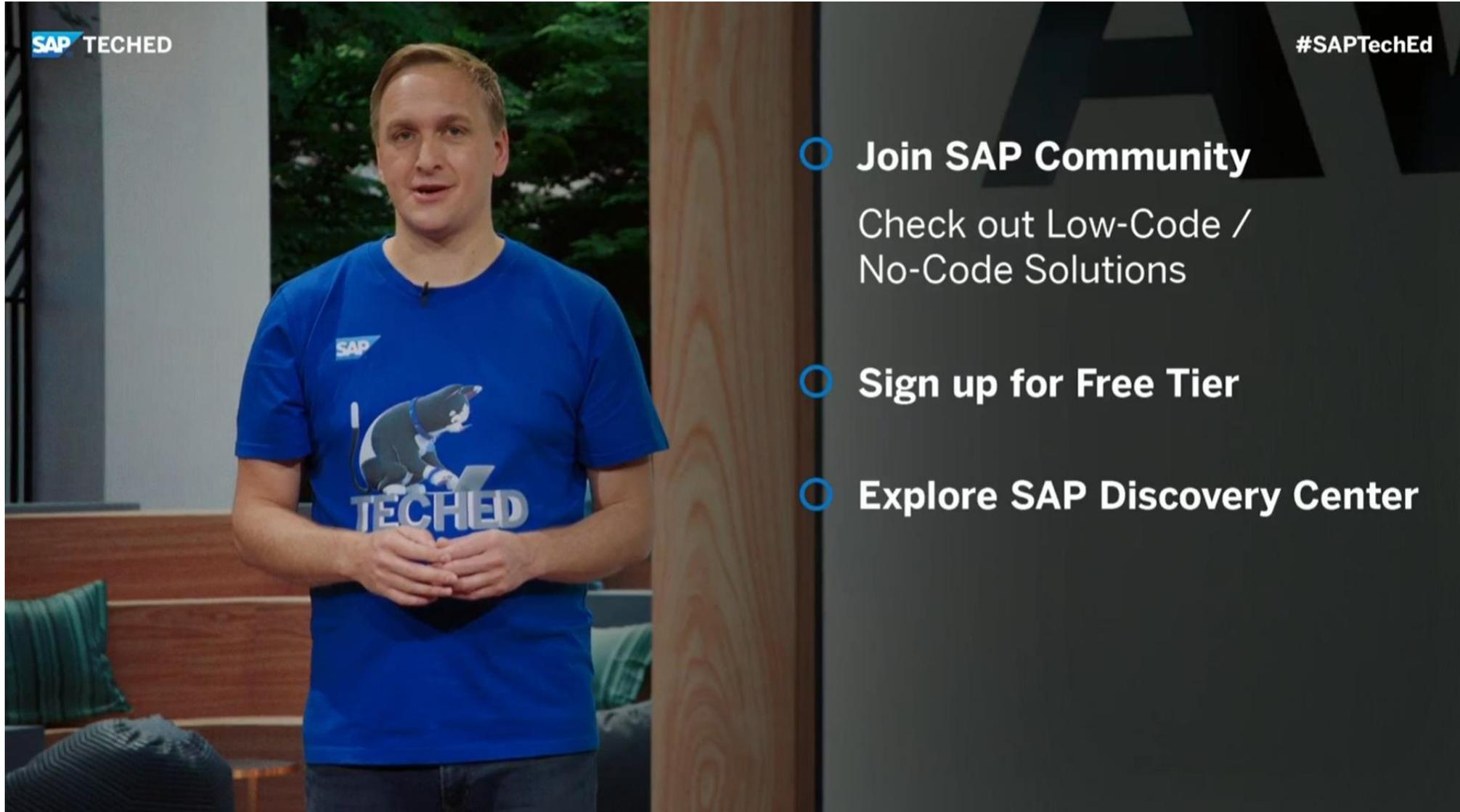
SAP Pages to help Customers realize their Missions

Use Cases
sap.com
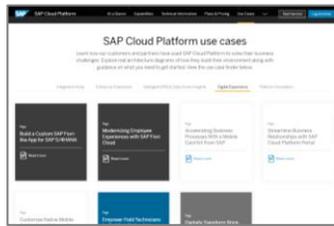
Services
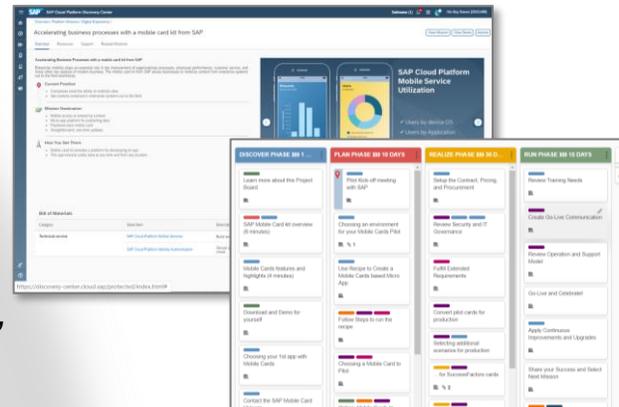Service Catalog

Partner Apps
store.sap.com
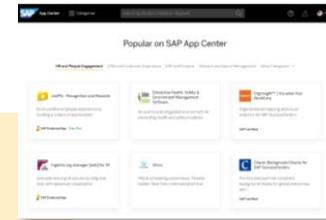
Extensibility
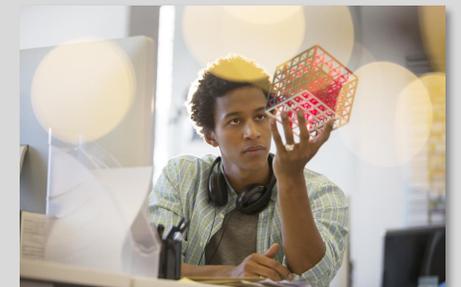**(S/4,C/4,SF…)**
e.g. Extensibility Explorer

...

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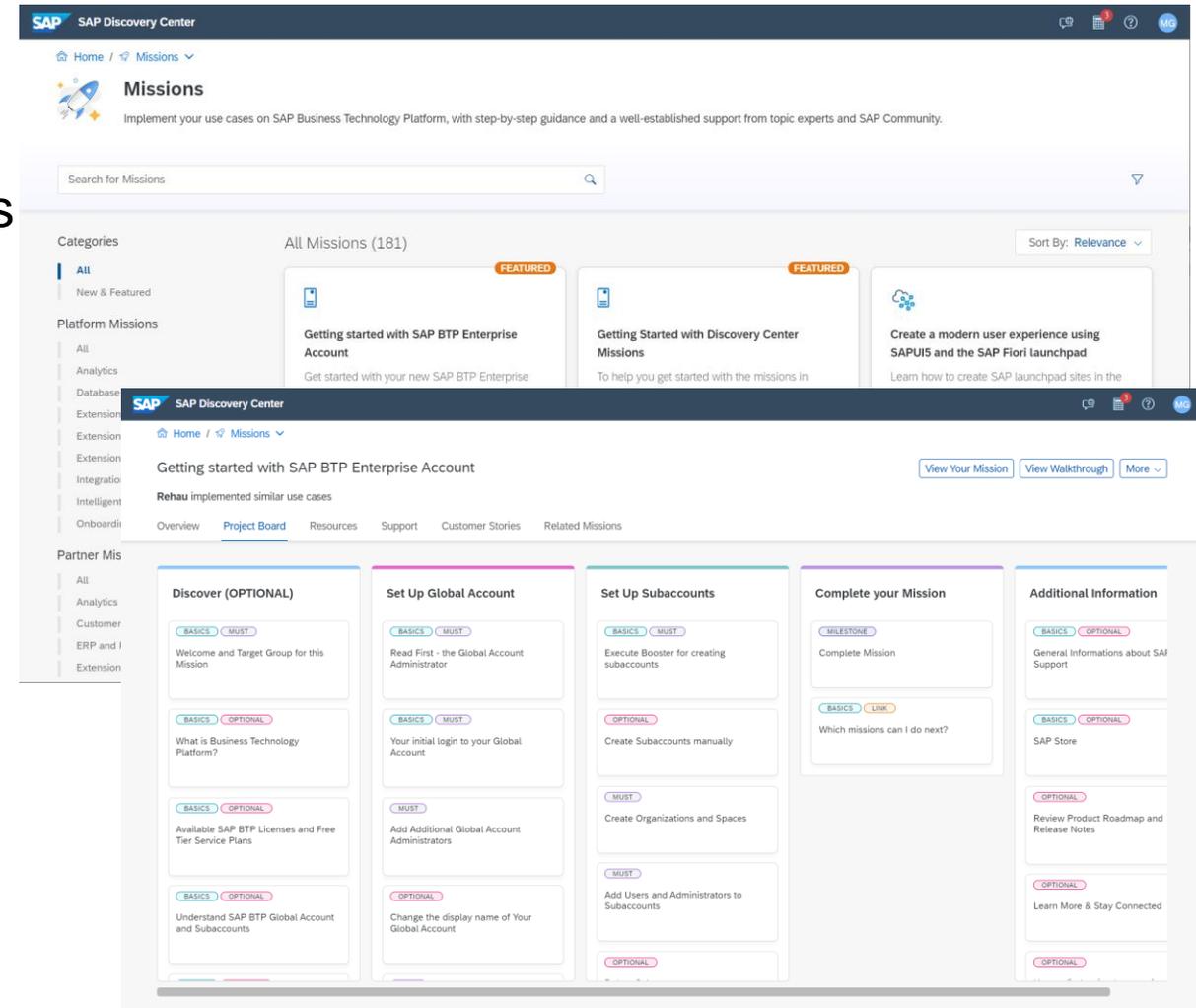
From Use Cases and Services to Missions to Enable BTP Adoption

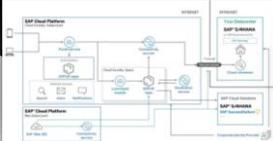**SAP Discovery Center Mission** – the full adoption enablement package

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

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!

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
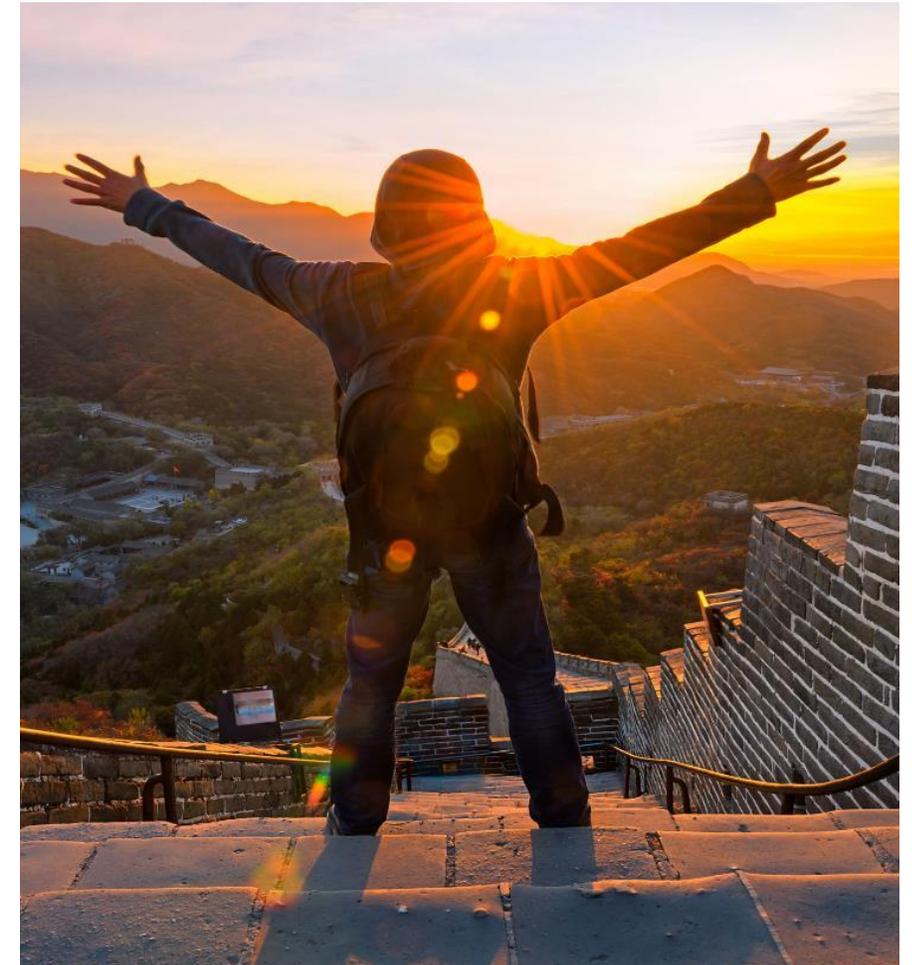
SAP Garage

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:

Christopher Aron
Vice President, Go-To-Market
Business Technology Platform

Cecily Sorenson
Product Specialist,
SAP Business Technology Platform

Sally Lawlor Kennedy
Senior Director, Innovation
and Customer Experience

Cameron Khorsandi
Business Development,
T&I Platform Adoption Advisory

Blog on SAP Discovery Center and the Free Tier Model

Ask a Question   Write a Blog Post   •••

Product Information

Nis Boy Naeve SAP

November 16, 2021 | 3 minute read

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

💬 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.

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20

Q&A

Thank you!

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