ALM Community Call
December 15, 2021

CXS Customer Communications and Relations, SAP SE

PUBLIC

THE BEST RUN SAP

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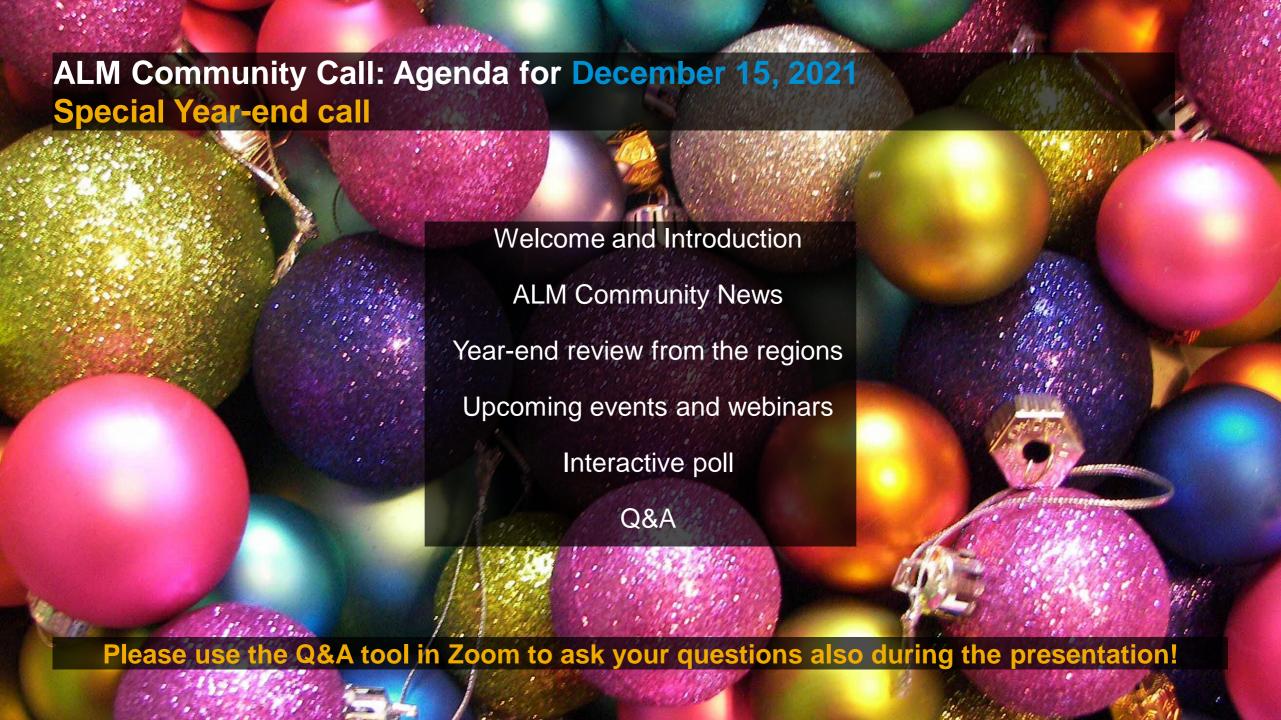
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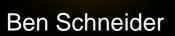
Introduction

ALM Community Call: Agenda for December 15, 2021
Special Year-end call

Welcome and Introduction

ALM Community News

Year-end review from the regions

Upcoming events and webinars

Interactive poll

Q&A

Please use the Q&A tool in Zoom to ask your questions also during the presentation!

Speakers & Background Experts

Ben Schneider

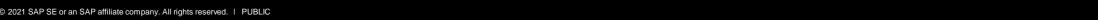Tonja Kehrer

Tim Steuer

David Birkenbach

Sonal Kumar

Cay Rademann

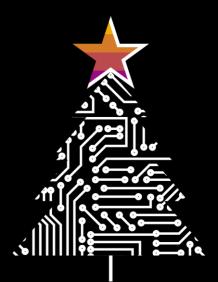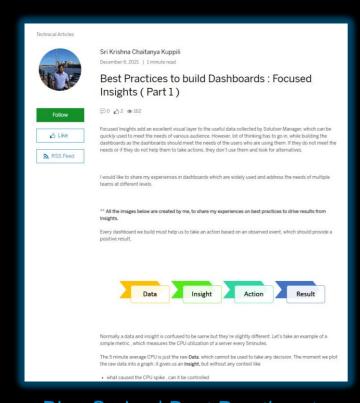# The Application Lifecycle Management Product Portfolio of SAP
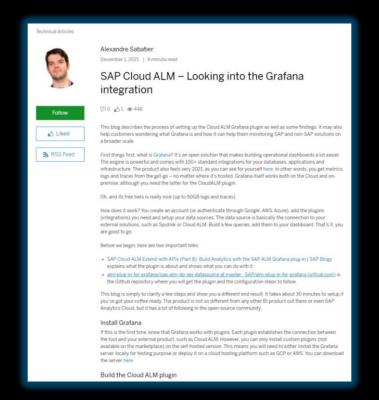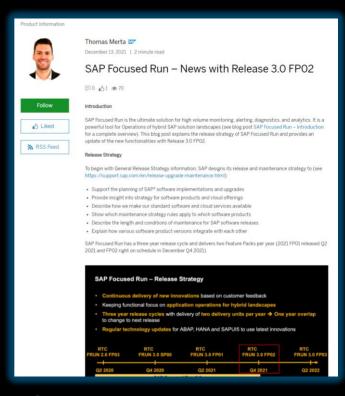
ALM Community News

ALM Community News

[Blog Series | Best Practices to build Dashboards: Focused Insights | Part 1](#)
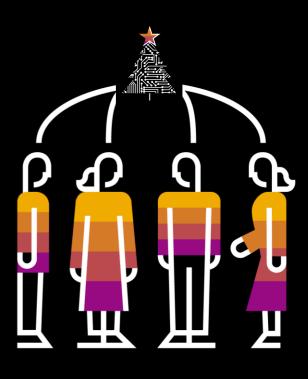

[SAP Cloud ALM - Looking into the Grafana integration](#)

[SAP Focused Run - News with Release 3.0 FP02](#)

Community News
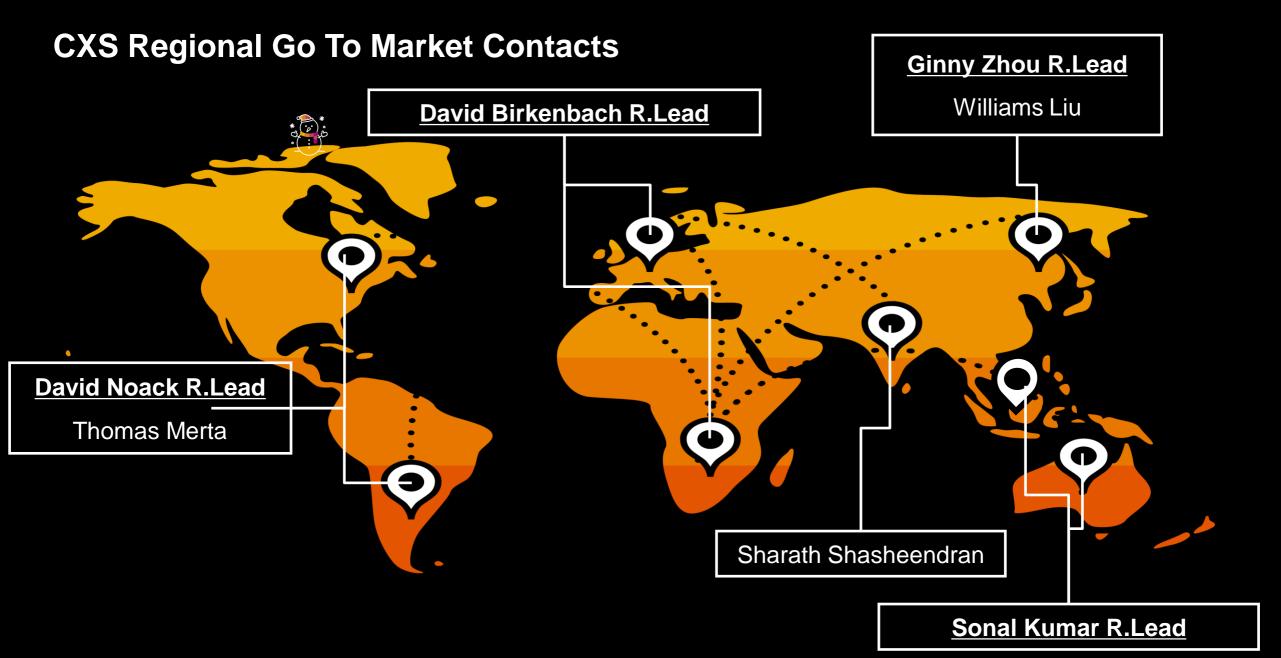
1. [Join the ALM Community](#)

2. Follow the tags
   [SAP Cloud ALM](#), [SAP Solution Manager](#), [SAP Focused Run](#)

3. Ask your questions to peers and experts!

Year-end review from the regions

CXS Regional Go To Market Contacts

Ginny Zhou R.Lead

Williams Liu

David Birkenbach R.Lead

David Noack R.Lead

Thomas Merta

Sharath Shasheendran

Sonal Kumar R.Lead

Review 2021 – Region EMEA&MEE

- **Partner Community EMEA**
  - Initiated a partner community call series (3 Calls + Partner Track at ALM Summit)
  - Next call in February, please join if you are a partner or consultant https://webinars.sap.com/alm-partner-community/en/home
- 1st ALMathon (12 teams, 6 finalists, 1 winner)

- **ALM Summit**
  - 17 Partner & Customer stories from the region of successful ALM usage

- **SAP Cloud ALM**
  - Rollout campaign for SAP S/4HANA to customers, SAP Frontoffice teams & partners in the region.
  - → EMEA strongest adopter of SAP Cloud ALM 2021
  - Launched two openSAP trainings for SAP Cloud ALM (implementations & operations)

- **Focused Build**
  - Finished the conversion approach with Readiness Check integration → introduced at SAP TechEd in a hands-on
  - Update of openSAP training Focused Build → 8.300 participants
  - Integration with Signavio and Tricentis
  - SAP Customer Connection program (still running)

Review 2021 – Region Americas

Focused Build:

- Focused Build Rollout is broadening from early adopters to customers such as Manufacturing, Public Services and even Financial Services/Banking/Insurance

- Acceptance is very high and delivery teams especially in North America are very busy with Focused Build supported implementation projects, it is a de facto standard in the market for SAP Implementation

- Success Cases even with partner involvement such as Molinos in Argentina

Focused Run:

- Many new customers were won over the last 12 month, it is clearly a uptick to the years before (Big Thank you to Tom Merta)

SAP Cloud ALM:

- Partner requests are growing and we have with Beyond Technologies a great partner with a SAP Cloud ALM success case in the region

- Adoption is gaining traction, especially in the SAP Cloud ALM operations area

- Supporting RISE initiatives across the region

Events:

- We plan a SAP ALM Summit Latin America 2022, potentially in April

- We evaluate a 2nd ALM Summit for Canada, if so only later in 2022

Review 2021 – APJ Region

ALM Summit
- ○ ALM Summit APJ - 1650 Registration and 950 plus attendees
- ○ Recently concluded ALM Summit in Japan

SAP Cloud ALM
- ○ Rollout campaign for SAP S/4HANA to customers, SAP Front-office teams & partners in the region.
- ○ Multiple regular regional webinars which are well attended.

Partners
- ○ We are closely working with multiple partners, many partner references triggered by APJ region (Big thank you to Sharath Shasheendran)

SAP Focused Build
- ○ Continues to be of interest for multiple APJ customers implementing SAP S/4 HANA (Big thank you to Umesh Jagadesh)

Tricentis Test Automation
- ○ Tricentis offering is getting leveraged and considerable amount of interest here.

SAP Focused Run
- ○ Partners are actively adopting SAP Focused Run to increase their operational efficiency.

RISE initiative is actively supported.

Upcoming Events

ALM Events: Save the date!

2021

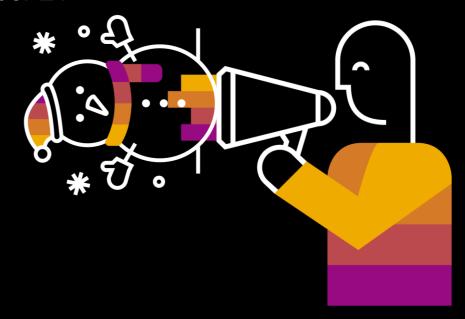"What's New" Calls SAP Focused Run 3.0 FP02: December 21

2022

DSAG ALM Thementage 2022: January 25-26 (virtual)

ASUG & SAP ALM Summit North America: February 1-3

ALM Roadshow Finland: February 8 (tbc)

DSAG Technologietage: February 22-23

ALM Summit LAC: April (tbc)

Find all ALM Events here:
https://support.sap.com/alm-events

ASUG & SAP ALM Summit NA
Transformation starts today!

February 1 – 3, 2022 | 100% virtual experience

Learn about transformation to cloud, management of your IT solution on-premise, hybrid or in the cloud, and how to get the most value from your solutions!

- 3 interactive main event days

- 2 pre-event jumpstart sessions

- Lectures, meet-the-expert sessions, deep-dives

- Strategy keynotes

[Click to Register]

Mark your calendar!
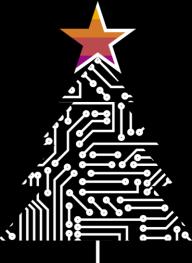
The next ALM Community Call will take place on

January 19, 4pm CET / 10am EST.

Focus topic of this call will be SAP Focused Run.

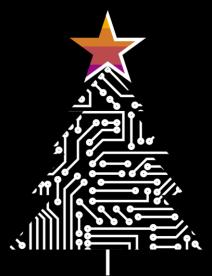All registered participants will receive an e-mail invite for this call.

Poll

Let's ask some questions!

Please open www.menti.com

and use code 82 52 84 52

https://www.menti.com/cuve3qk66z

Q&A

Ask you questions here!

Please ask your questions!

Use the Q&A panel in the Zoom webinar to ask your questions.

Thank you.

Contact information:

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