

Application Lifecycle Management Partner Community Call

Starting soon !





Application Lifecycle Management

Partner Call – Q4 / 2023

CXS Customer Communications and Relations, SAP SE
5th of December 2023

PUBLIC

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Agenda, 5th of December 2023

- Welcome, News & Announcements
- Selective Data transfer
SAP Solution Manager – SAP Cloud ALM
- Highlights from ALM Summit EMEA
 - Keynote messages
 - Main Partner Messages
 - Hack2Build & ALMathon
- Polls



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



David Birkenbach (Moderator)
ALM Go-to-Market EMEA

Welcome, News & Announcements

ALM Community News



David Birkenbach

November 20, 2023 | 4 minute read

Partner Enablement for SAP Cloud ALM

0 3 236 Edit



Summary

This blog should address every Service Partner of SAP who is mainly engaged in the delivery of implementation or transformation projects of SAP solutions (cloud or on premise).

I will give some guidance and hints how Partners can get more familiar with SAP Cloud ALM.

The following questions will be answered:

1. What are the Application Lifecycle Management Best Practices from SAP for Partners
2. Where can Partners start to get enabled for SAP Cloud ALM in understanding, using and extending it?
3. How can Partners visualize their SAP Cloud ALM skills and commitment?

Product Information



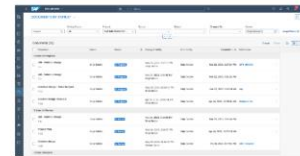
Sinje Seidler

June 29, 2023 | 5 minute read

Manage your project documentation using SAP Cloud ALM

12 45 3.952

We are happy to announce that we released the "Documents" application as part of SAP Cloud ALM for implementation! Our goal is to provide functionality to easily create, manage, track, and re-use documentation within SAP Cloud ALM as your central source of truth for all your solutions.



So, let's discover what this application offers.



Technical Articles



Xavier PICQUART

November 2, 2023 | 1 minute read

SAP Cloud ALM API & Integration: Several extensions of SAP Cloud ALM with SAP BTP (Part 1): Introduction

0 7 378

In this series of blogs we will focus on integrating the SAP Cloud ALM with SAP BTP (SAP Build Apps, SAP Build Process Automation, SAP Integration Suite, SAP AI core) and with another SAP Cloud ALM tenant to demonstrate how to extend SAP Cloud ALM with custom functionalities.

In this first blog, we will introduce the overall picture and context. We will then deep dive in the integration with the next blogs.

A demonstration scenario of several integration points

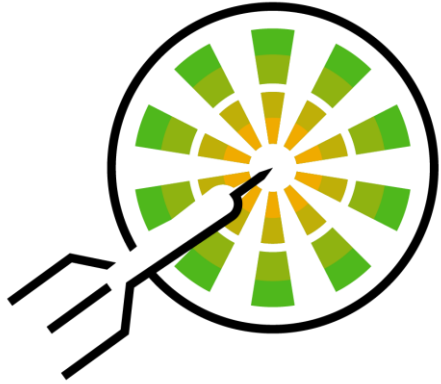
A SAP Partner creates its content (a new requirement in this example) in his SAP Cloud ALM tenant (SAP Cloud ALM partner) and deliver it to a SAP Cloud ALM Customer tenant. A partner project manager uses an SAP Build App to trigger an approval workflow. A customer project manager will receive the approval request and approve

<https://blogs.sap.com/2023/11/20/partner-enablement-for-sap-cloud-alm/>

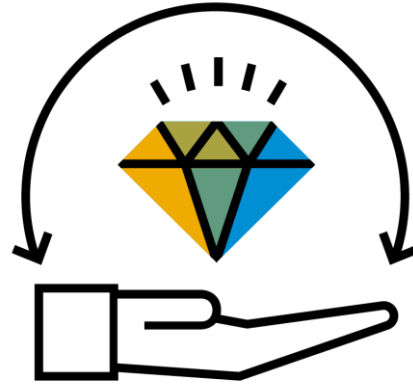
<https://blogs.sap.com/2023/06/29/manage-your-project-documentation-using-sap-cloud-alm/>

[Introduction to the series](#)

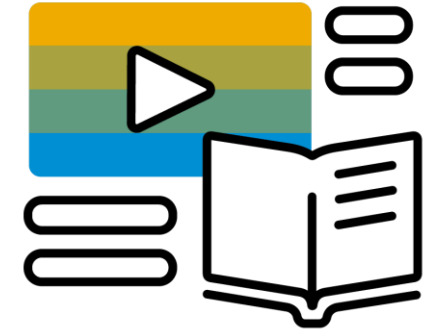
Typical Entry Points to SAP Cloud ALM - Adoption Cases



Guide you to quickly find the typical entry points which fit to your cloud products and phases



Show you the tangible value from the case stories through SAP Cloud ALM capabilities



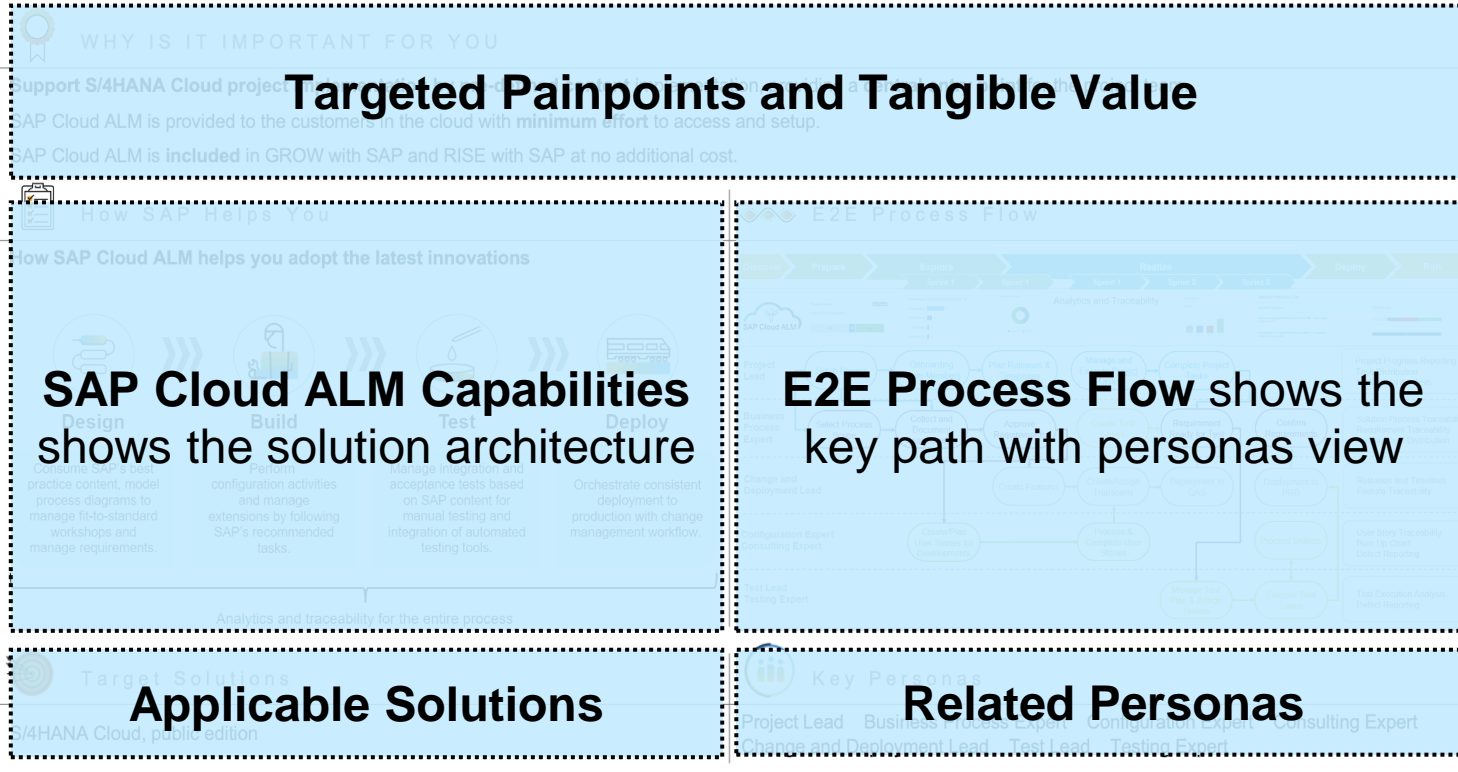
Convince you via walk-through demos of the adoption cases with highlights

What's in an Adoption Case

Adoption Case in a Nutshell

SAP Cloud ALM Adoption Case | Drive E2E implementation success of S/4HANA Cloud

Targeted Painpoints and Tangible Value



Demos for highlights / "Happy Path"



Customer References

use business process monitoring of SAP Cloud ALM solution to keep an on the flow of documents through processes. With the alerting functionality, we can discover and track irregularities before they disrupt operations to help ensure business nuity. Our next goal is to provide boards to our finance departments."

Volf, SAP Consultant, PricewaterhouseCoopers GmbH
Ispfungsgesellschaft (PwC)



Available Adoption Cases

Adoption Case	Description	Solutions	Key Feature, Highlights	Content	Video
Drive E2E implementation of agile projects	<i>Drive E2E implementation of agile projects via collaborative project management platform to stay aligned and build better together</i>	All	Agile support, upload predefined tasks, Analytics for project, test and requirements tracking	Pdf	Video
Drive E2E implementation success of SAP S/4 HANA Cloud, private edition	<i>Drive E2E implementation success of S/4 HANA Cloud, private edition with a centry entry point for the whole project team, predefined content and minimum effort</i>	SAP S/4HANA Cloud, private edition	Content-driven guided implementation, Fit-to-standard workshop, continuous feature delivery, test automation with Tricentis, E2E tracking and anlytics for project, requirement, test and deploy	Pdf	Video
Drive E2E implementation success of SAP S/4 HANA Cloud, public edition	<i>Drive E2E implementation success of S/4 HANA Cloud, public edition with a centry entry point for the whole project team, predefined content and minimum effort</i>	SAP S/4HANA Cloud, public edition	Content-driven guided implementation, Fit-to-standard workshop, continuous feature delivery, test automation with Tricentis, E2E tracking and anlytics for project, requirement, test and deploy	Pdf	Video
Drive E2E implementation success of Ariba with predefined user stories	<i>Drive E2E implementation of Ariba projects with predefined user stories</i>	SAP Ariba	Content-driven guided implementation, Fit-to-standard workshop, continuous feature delivery, test automation with Tricentis, E2E tracking and anlytics for project, requirement, test and deploy	Pdf	Video
Manage hybrid deployment of Integration @SAP BTP and SAP S/4HANA private edition	<i>Right toolset to facilitate the continous delivery for integration@SAP BTP and SAP S/4HANA</i>	SAP BTP, S/4HANA Cloud, private edition	Continuous feature delivery, Change and Deployment integration with CTS & Cloud TMS	Pdf	Video
Business Process Monitoring for SAP SuccessFactors	<i>Via the transparency on how the business process is running provided by Business Process Monitoring through predefined content, customers can react upon potential critical situations for Recruitment.</i>	SAP SuccessFactors	Business Process Monitoring	Pdf	Coming soon
Business Process Monitoring for SAP S/4HANA and SAP S/4HANA Cloud	<i>Via the transparency on how the business process is running provided by Business Process Monitoring through predefined content, S/4 HANA customers can react upon potential critical situations</i>	SAP S/4 HANA all	Business Process Monitoring	Pdf	Video

Services for SAP Cloud ALM

Find individual support from SAP Services to onboard and use SAP Cloud ALM with your customers!

Partner specific

- Partner Benefit Catalog
 - Partner services for RISE with SAP: SAP Cloud ALM
 - Partner Assistance Service for SAP SuccessFactors Solutions
 - S/4HANA Cloud Public Edition Advisory

Customers & Partners

- Missions in the SAP Discovery Center
- SAP Consulting Services
- Expert Guided Implementation
- Design Discovery
- Configuration Solution Launch Check
- SAP Premium Engagement Services

Services for SAP Cloud ALM

SAP services help you to better understand the functionality and value of SAP Cloud ALM.

Missions in the SAP Discovery Center

Missions include best practices and step-by-step guidance for implementing use cases, with a well-established support from mission experts and SAP Community.

You can consume it at your own pace and use the support functionality within the mission to get timely support on any query you may have.

The missions covering SAP Cloud ALM are available in the [SAP Discover Center](#).

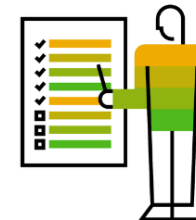


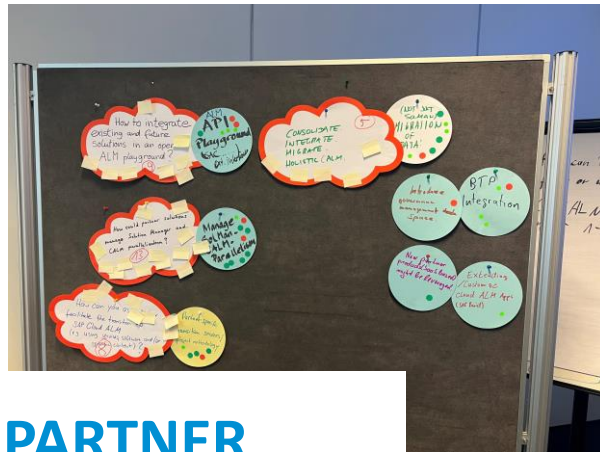
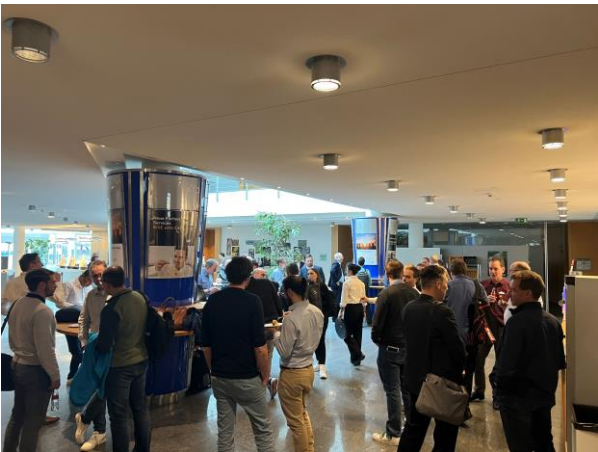
- Onboarding & First Steps with SAP Cloud ALM
- Getting Started with SAP Cloud ALM for Implementation
- Getting Started with SAP Cloud ALM for Operations
- Integrate SAP Analytics Cloud with SAP Cloud ALM
- Integrate SAP Cloud ALM with External Incident Systems

Expert Guided Implementation

An Expert-Guided Implementation (EGI) is a multi-day remote session delivered in a one-to-many format. During the morning, the trainer presents the content and in the afternoon they provide hands-on activities (homework) to be executed in the customer's own landscape.

- ✓ Read this [blog post](#) for details.
- ✓ Register [here](#).





3rd SAP ALM PARTNER CONFERENCE EMEA In St-Leon Rot (Germany) — 2024 jointly with SAP S/4HANA Partner Summit



This is the current state of future vision and may be changed by SAP at any time.

6.&7. March in St.Leon Rot



SAP S/4HANA Cloud & SAP Cloud ALM

Partner Summit - Germany

- 2 days lectures of SAP S/4HANA and SAP Cloud ALM topics
- Keynotes in plenum in the morning, 4 streams in the afternoon
- Role specific content for Sales, Project Manager, Architect, etc.
- Get together evening event on the 6th.
- Earn a transformation knowledge badge with a live assessment
- Meet many SAP experts of both SAP solution areas
- Demo pods in the foyer
- Registration starting in January

SAP Cloud ALM PARTNER Roadshows EMEA



Starting 2024

Planned SAP offices: Barcelona,
Copenhagen, Stockholm, London, Dublin, Paris,
Budapest, Milano, ...

Learn how SAP Cloud ALM can help partners to deliver SAP cloud projects more efficient

>6h lectures &
Interactive
talks

**One day
One track**

**Achieve a
Transformation
consultant
badge**

**Onsite -
in local SAP
offices**

**1:1 SAP talk
opportunity**

**Small fee,
incl. lunch**

**Limited
Registration**

**Learn how to
benefit from
SAP Cloud ALM**

**For Project
Managers, project
method experts and
Partner Delivery
heads**

Local SAP Partner Manager +  + Local SAP & Partner experts

David Birkenbach
Director global ALM Go-To-Market for Partner, SAP SE

“We bring SAP Cloud ALM to you! “

- **Learnings:**
 - Understand SAP Cloud ALM capabilities and use cases and get the values for Partners and customers.
 - Build required skills to be prepared for SAP Cloud ALM introduction & usage
 - Learn how to embed SAP Cloud ALM in your service delivery
 - Learn how you can help customers in the transition from SAP Solution Manager to SAP Cloud ALM

[Register NOW near your location !](#)



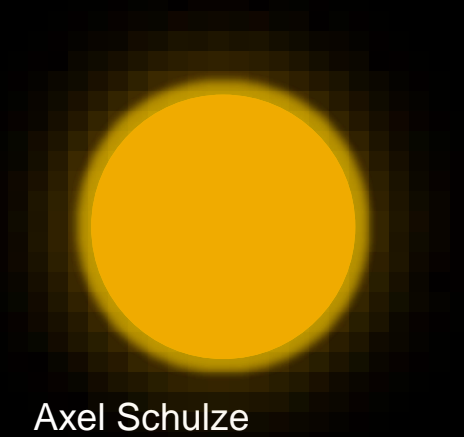
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SAP ALM Summit EMEA

Energize Your ALM Transformation!

October 10 to 13, 2023
4 days, 10 tracks, >50 lectures

[SAP ALM Summit EMEA 2023 – Materials](#)
(slides & recordings)



Axel Schulze

ALM Solution Expert, SAP

Selective Data transfer

SAP Solution Manager – SAP Cloud ALM

SAP Solution Manager – SAP Cloud ALM Transition



Overview

General:

- No synchronization of content between SAP Cloud ALM and SAP Solution Manager 7.2 is planned
- Customer should perform a one-time content data transfer
- SAP plans to provide a stepwise data transition for selective content
- SAP plans to provide specific reports in SAP Solution Manager 7.2 for seamless data transfer to SAP Cloud ALM

More information:

- [Transition to SAP Cloud ALM portal page](#)
- Transfer Your Solution Documentation to SAP Cloud ALM to Secure Your Investments – ALM Summit ([PDF](#), [Video](#))

Step	Consists	 Selective Data Transfer 	
Step 1 ↓	Process Hierarchy	<ul style="list-style-type: none">• Folder / Scenario / Organizational Unit / Master Data / Library Folder	<ul style="list-style-type: none">• Process Hierarchy Node
Step 2 ↓	Libraries	<ul style="list-style-type: none">• Configuration	<ul style="list-style-type: none">• Configuration
		<ul style="list-style-type: none">• Development	<ul style="list-style-type: none">• Development
		<ul style="list-style-type: none">• Executables	<ul style="list-style-type: none">• Application
		<ul style="list-style-type: none">• Process Steps	<ul style="list-style-type: none">• Solution Activities
		<ul style="list-style-type: none">• Interfaces	<ul style="list-style-type: none">• Interface
Step 3 ↓	Process Content	<ul style="list-style-type: none">• Business Processes	<ul style="list-style-type: none">• Custom Solution Processes
		<ul style="list-style-type: none">• Process Diagrams	<ul style="list-style-type: none">• Solution Process Flows
Step 4 ↓	Process Elements	<ul style="list-style-type: none">• Documents	<ul style="list-style-type: none">• Documentation
		<ul style="list-style-type: none">• Test Steps	<ul style="list-style-type: none">• Test Cases

Transition of SAP Solution Manager to SAP Cloud ALM

Piloting of Selective Data Transfer (SDT) with Partner

Scope:

- Partner and customer team Self-Enablement on Selective Data Transfer in SAP Cloud ALM
- Perform Fit-to-Standard workshops
- Develop the Data Migration Approach and Plan for customer
- Determine the Required Data for SAP Cloud ALM (Readiness Check)
- Extract Legacy Data
- Perform Data Cleaning Activities
- Execute Selective Data Transfer in SAP Cloud ALM Q or T Tenant
- Conduct Final Data Quality Assessment
- Create Cutover Plan and Documentation
- Execute Cutover Tasks per the Cutover Plan
- Define decommissioning plan for legacy systems

Expectations:

- Remote workshop participation
- Provide and support pilot customer
- Collaboration and feedback on Transition methodology
- Test and apply SAP Solution Manager 7.2 pilot notes from SPS15 onwards
- Check consistency of selective data transfer reports



David Birkenbach
ALM Go-to-Market EMEA

Highlights from ALM Summit EMEA (October 2023)

Four ingredients to transform successfully



Strategy



Processes

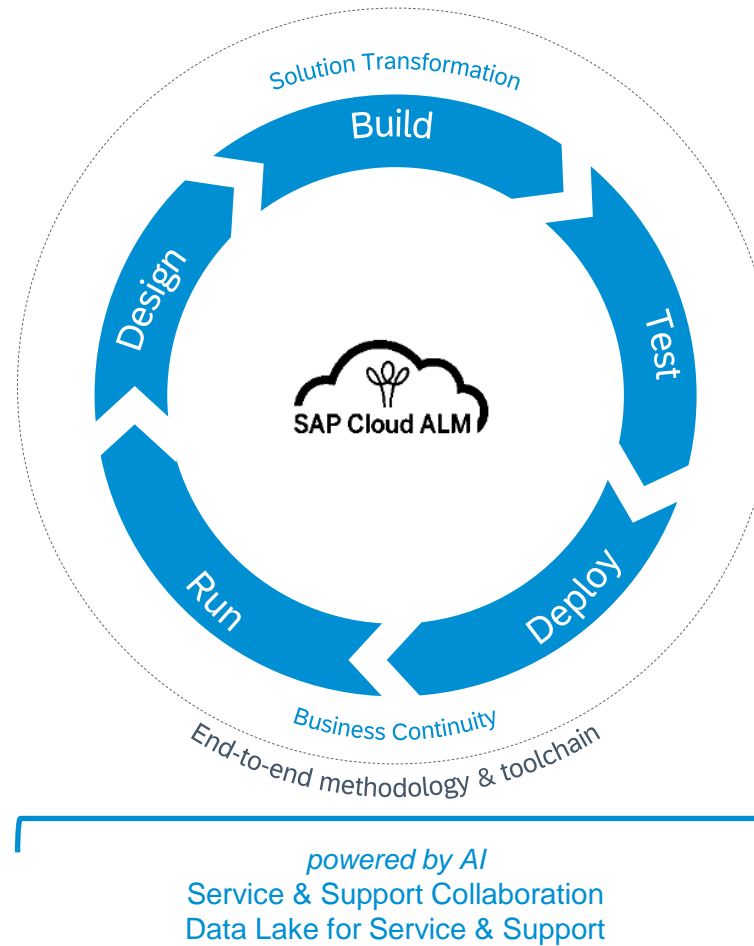


Solutions

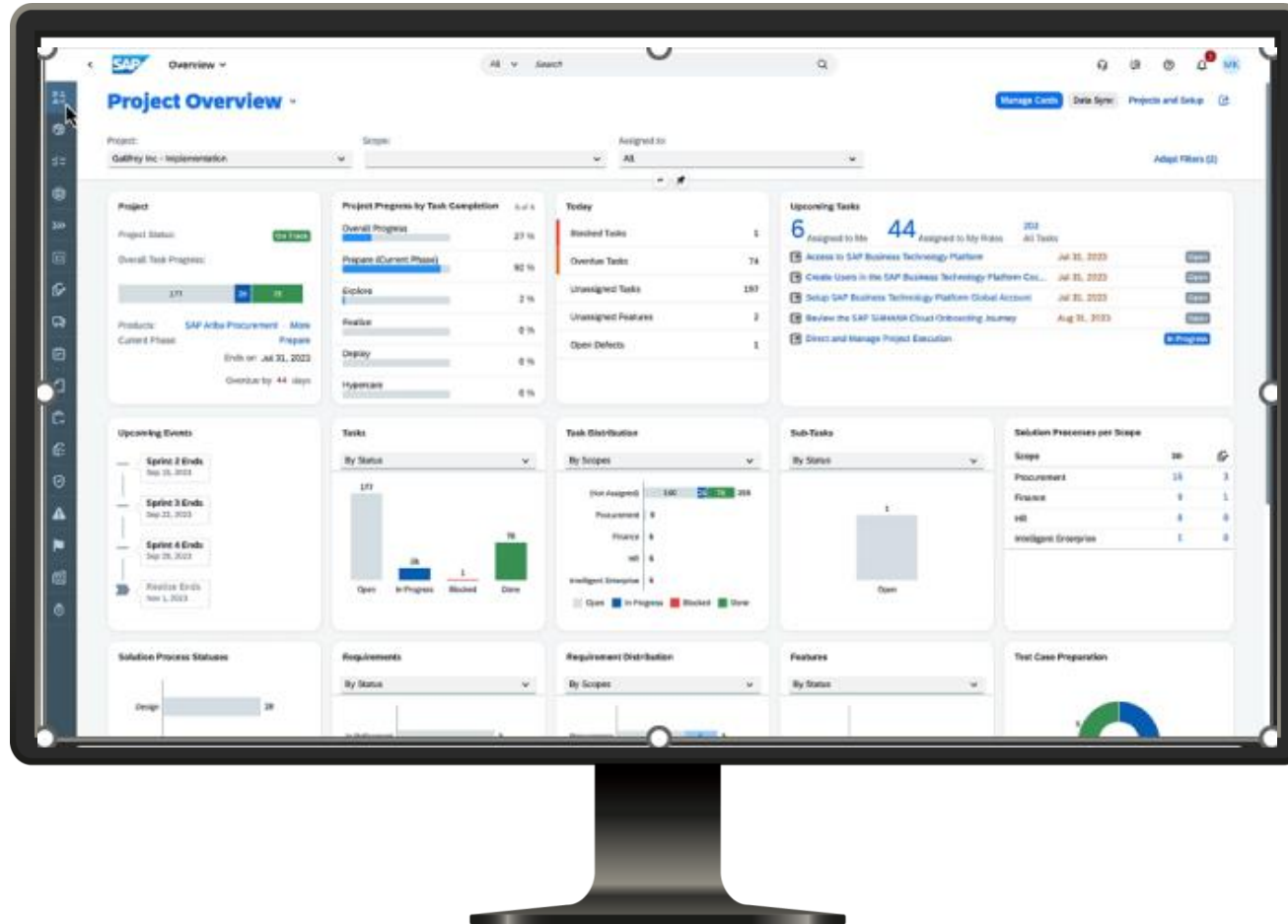


People

Managing Your Solution with SAP Cloud ALM



SAP Cloud ALM – Success and Momentum



4.600 customers

11 new customers per workday

Dec 2023

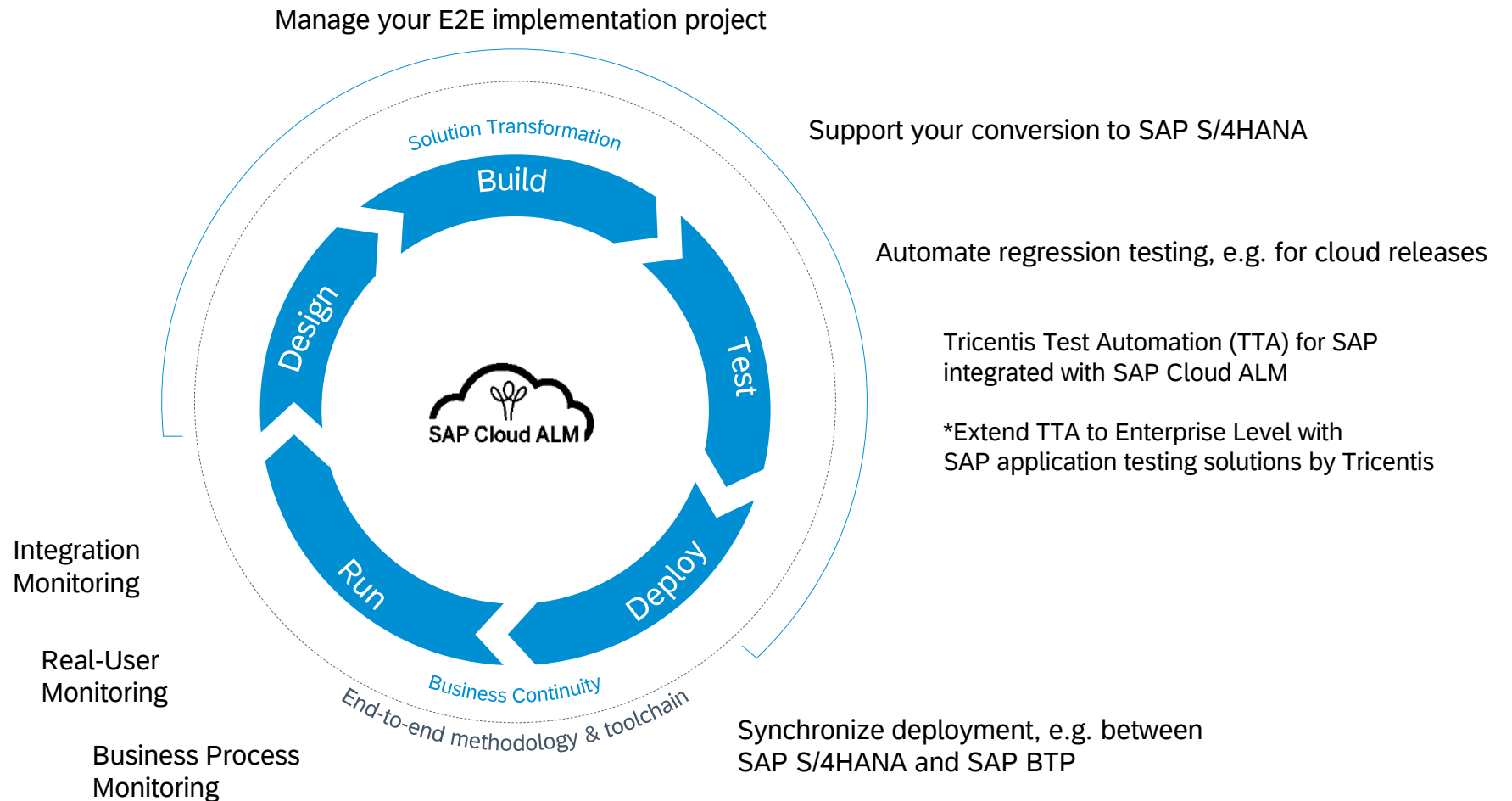
30 months acceleration

First 1.000 customers in **19** months

Second 1.000 customers in **7** months

Third 1.000 customers in **4** months

Typical Entry Points to SAP Cloud ALM – Adoption Use Cases





I need more than one SAP Cloud ALM tenant ““

Outlook

Use cases

- Training
- Evaluation & demo
- Development and testing of extensions
- Extra production tenant

Solution

- You can get additional tenants for any entitled customer number
- You can use these tenants as you need them

You do not need extra tenants to test standard SAP Cloud ALM.

”

I am regulated and need regression testing “

Outlook

Use case

Regression test of extensions against new release in regulated environments

n Production

Standard

After opt-in

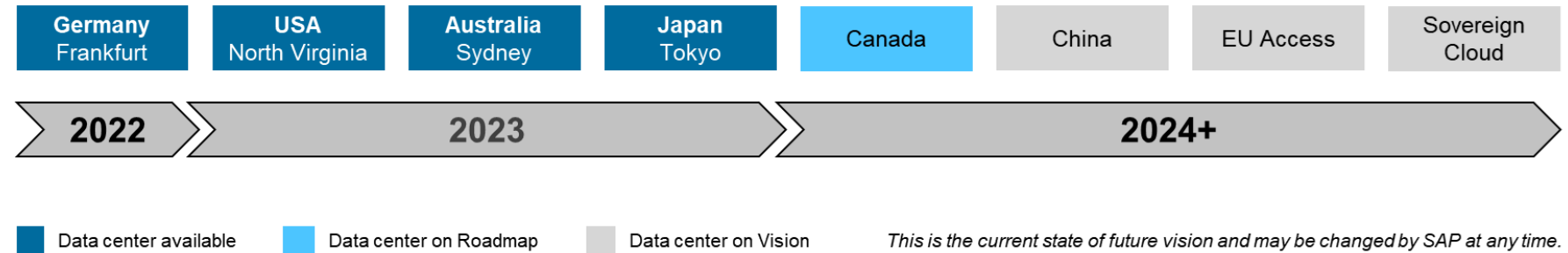
n-1 Production + n Regression test

Solution

- You opt in to delay production updates by 2 weeks (n-1)
- You can do regression tests of your extensions against the current SAP Cloud ALM feature set (n)

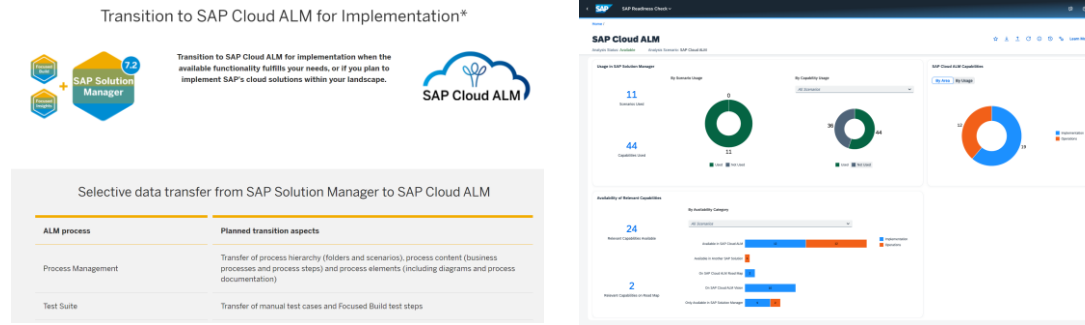


I need SAP Cloud ALM Data Centers close to me “





I want to transition from SAP Solution Manager* “



Transition Center for the
move to SAP Cloud ALM
Readiness Check for
SAP Cloud ALM
Implementation Services

Transition methodology to
SAP Cloud ALM*
Tools for selected data transfer of solution
documentation and test cases*

Now

Mid 2024

Use your transition to rethink and simplify your ALM processes.

*This is the current state of planning and may be changed by SAP at any time.
SAP Solution Manager 7.2 needs to be at least at SPS15 for successful transition.



I need more capabilities in SAP Cloud ALM. “

SAP Continuous Influence for SAP Cloud ALM

Customers/partners
submit requests

Community
ranks via voting

SAP
reviews and develops



Implementation

Available today!



Operations

Four ingredients to transform successfully



Strategy



Processes



Solutions



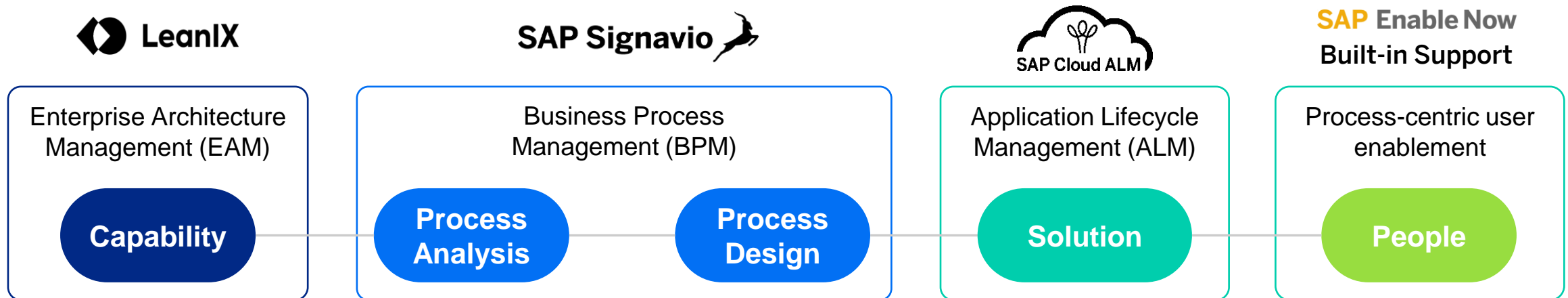
People



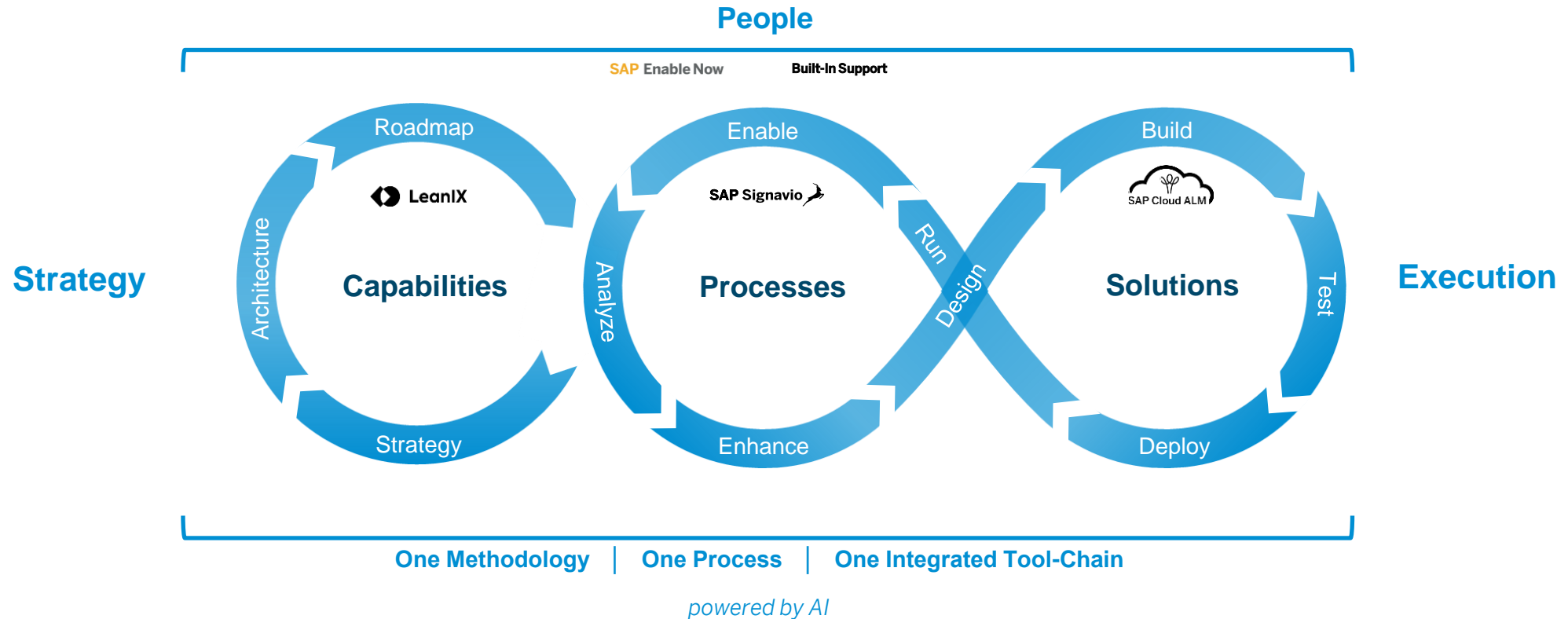
„Together with LeanIX, we want to offer a **comprehensive transformation suite** to provide holistic support for our customers' business transformation.“

Christian Klein, CEO SAP SE

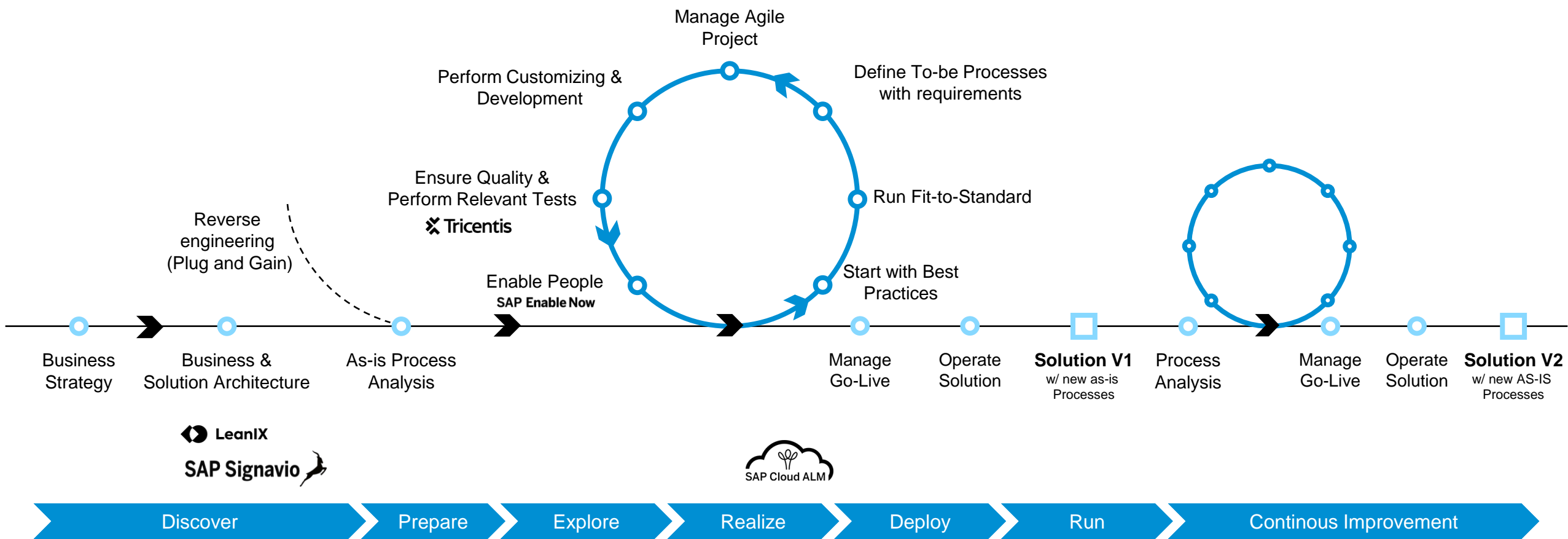
The Bigger Picture: Transformation Suite Approach



One Suite from Strategy to Execution: Transformation Suite Approach

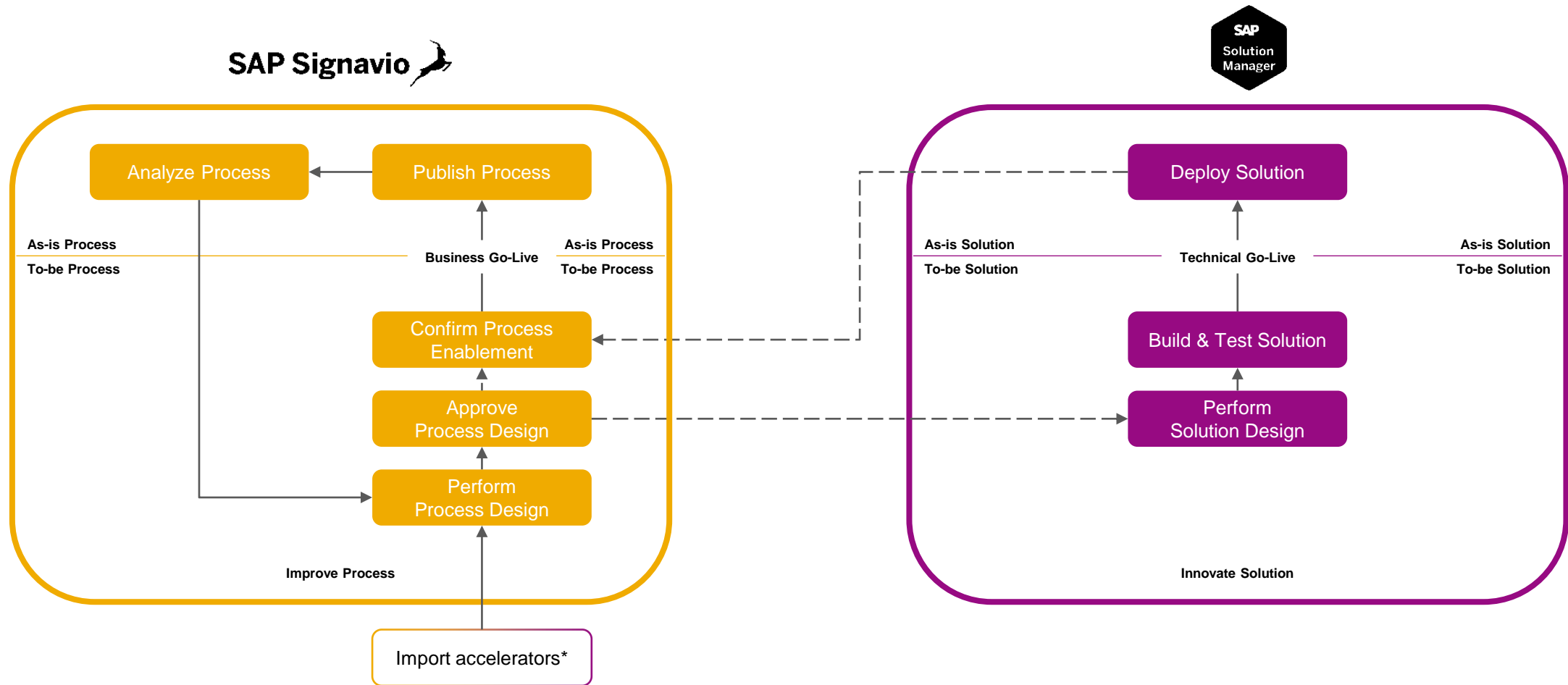
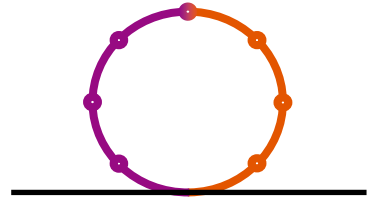


ONE Methodology for Transformation



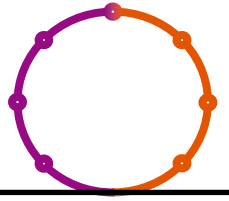
Improve Process and Innovate Solution in synch (today)

Systematically bridging Business and IT transformation

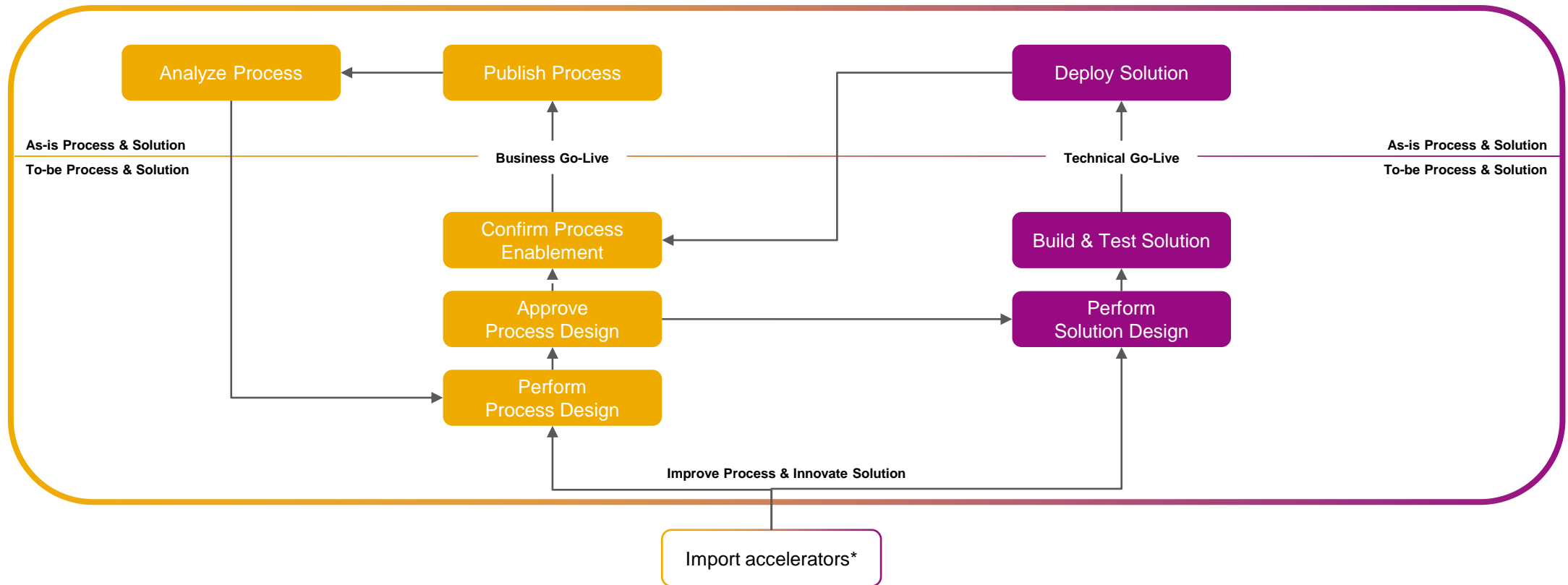


Improve Process and Innovate Solution in synch (tomorrow)

Systematically bridging Business and IT transformation



Lab preview



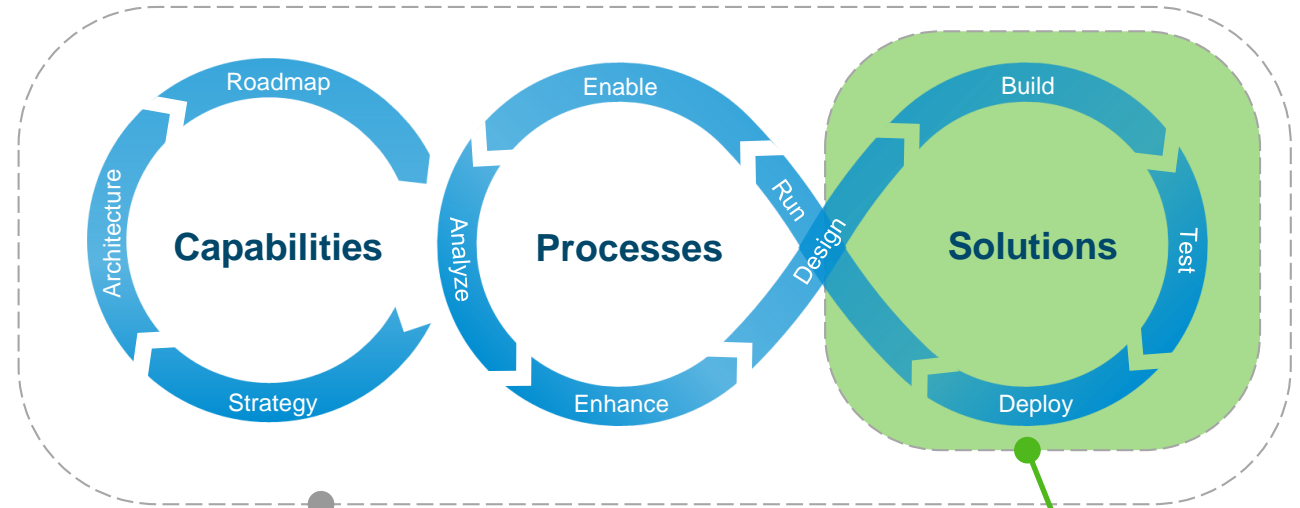
Solution Transformation Consultant Badge

Solution Transformation Consultant

- Orchestrating the activities from design to deploy using the end-to-end tool chain
- Key role in transformation and ensuring the highest business quality

Training available soon

- Covers design to deploy phases with SAP Cloud ALM and Tricentis
- Get your badge when passing the test
- Badge valid for one year.



Business Transformation
Consultant Certification

Learning journeys & certifications
@learning.sap.com

Planned



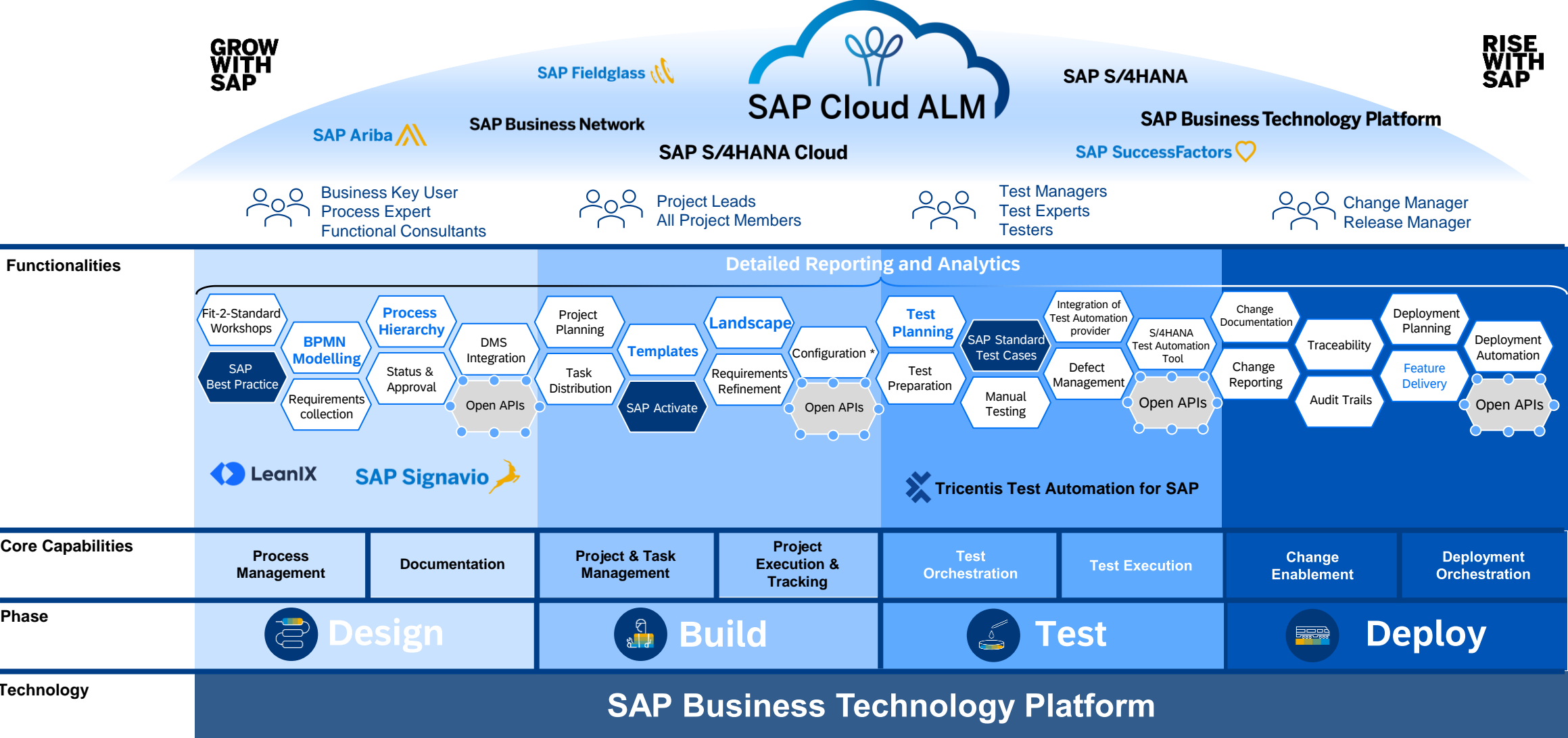
**Solution Transformation
Consultant Badge Test**

@ALM Summit EMEA 2023

@ Local Partner Roadshows 2024

**Solution Transformation consultant training is the first step.
Transformation Suite learning journeys and certifications planned.**

SAP Cloud ALM for Implementation - Architecture



What we delivered in 2023 so far

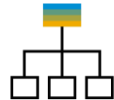
Projects & Tasks

- Cards View
- Daisy Chain of items
- Automatic rescheduling
- Templates
- Custom deliverables
- Duration & Effort
- Involved parties
- Easier sub task management



Processes

- Copy & edit of standard processes
- Process Hierarchies (incl. ex & import)
- Upload SVG & BPMN
- Accelerators & Assests
- New authorizations



Solution Documentation

- New solution documentation app
- Integration into processes
- Processors, Status
- Document types



Testing

- Support mutiple automation providers
- Tricentis Test Automation for SAP
- Test Planning
- Copy of test cases



More Content

Support all major SAP Cloud solutions with process and task content



Change & Deployment

- ATO for S/4HANA Cloud
- SAP Build & SAP Analytics Cloud via cTMS
- Releases, System Groups and assignment to project, requirement & feature
- Direct creation of transports
- Transport of Copies
- More Fine granular authorizations



Analytics & Reporting

- Cross Project Analysis
- Integration of test plans, efforts into all reports
- More recommendations
- Indirect assignments & Traceability enhancements

Tags, Notifications

- In-App Notifications
- eMail Notifications
- Tag merging, Tag search
- Integration of tags in nearly all entities



APIs

- Custom Process API
- Process Scoping API
- Resource Change API



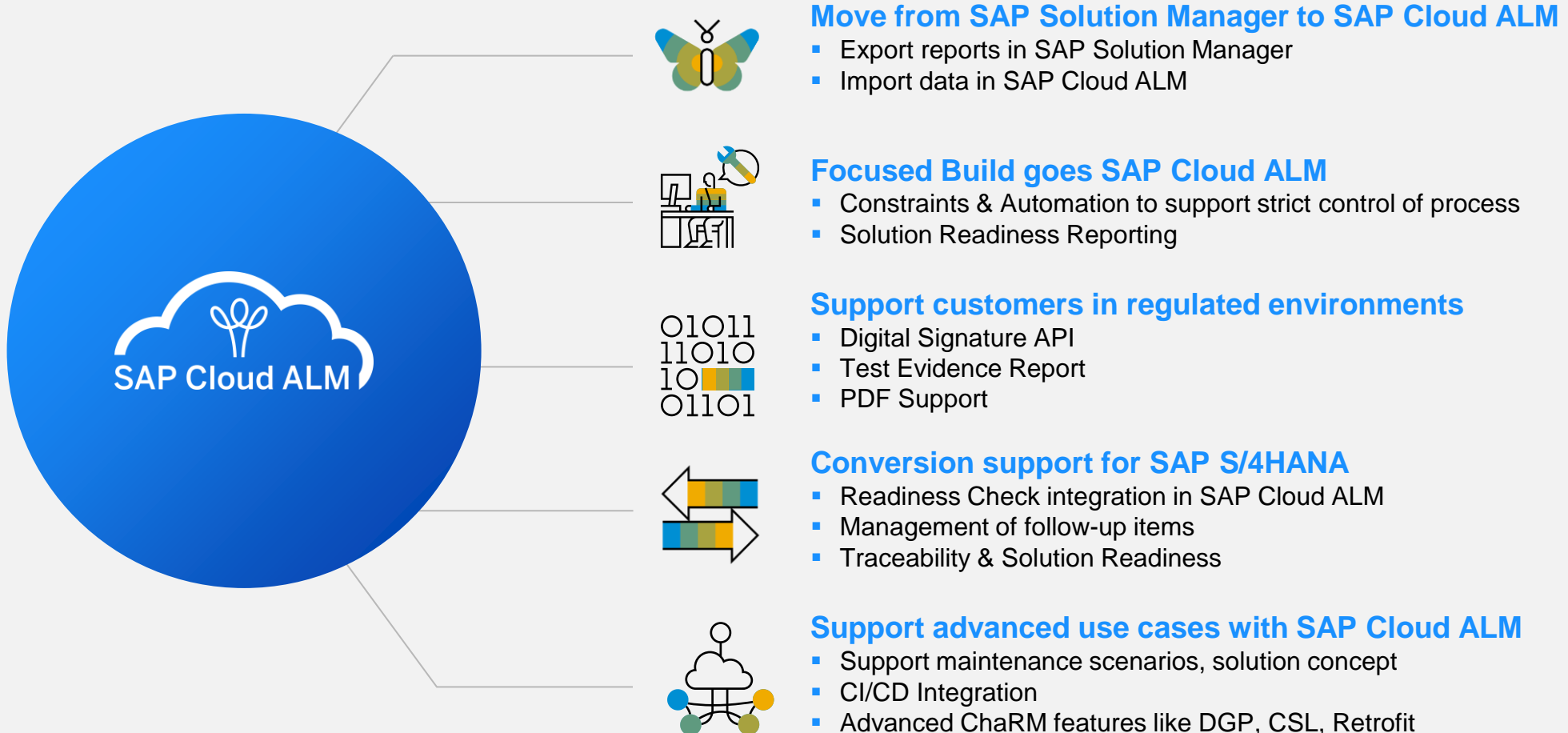
Integrations

- CIAS
- Enhancement of CBC
- SAP Enable Now



What's coming up?

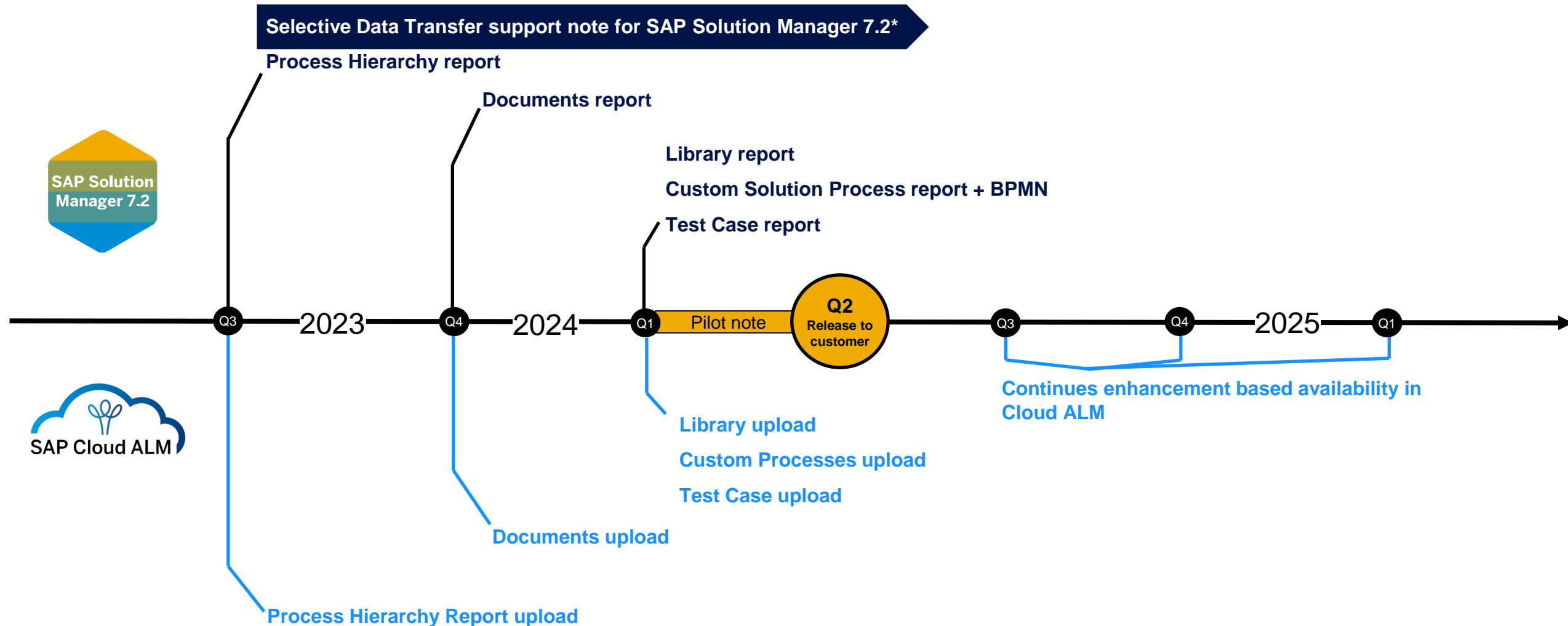
SAP Cloud ALM for implementation roadmap



Move from SAP Solution Manager to SAP Cloud ALM

Transfer your Solution Documentation to SAP Cloud ALM

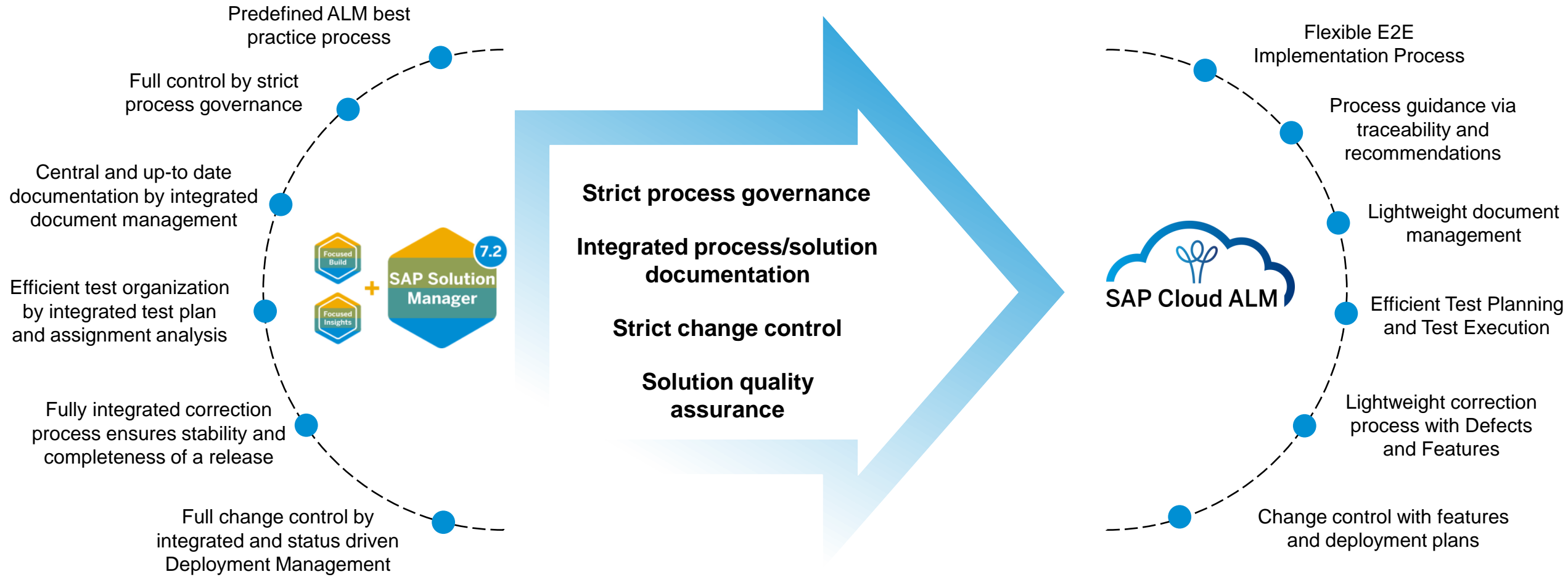
■ Watch recording



Focused Build goes SAP Cloud ALM

Focused Build goes SAP Cloud ALM

■ Watch recording



Recommendations

- Customer which don't use SAP Focused Build so far, because it seemed too inflexible, complex or expensive for them, should evaluate SAP Cloud ALM
- In context of GROW with SAP, better use SAP Cloud ALM because it provides all you need for a public cloud implementation
- In context of RISE with SAP, better use SAP Cloud ALM because it is not meaningful to implement cloud products with On-Premise software (cost and effort)
- In case you already use SAP Solution Manager or Focused Build, use the Readiness Check for SAP Cloud ALM to check which functionalities are covered
- In case decision falls on SAP Focused Build because of functional reasons, stay in touch with SAP Cloud ALM and regularly check, when missing functionality is available [Road Map Explorer](#)
- For customers running several projects a parallel, usage of both tools can be beneficial, e.g. use SAP Focused Build to manage the main project and SAP Cloud ALM for smaller and independent sub-projects

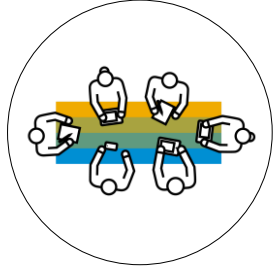




David Birkenbach (Moderator)
ALM Go-to-Market EMEA

SAP Cloud ALM Enabling for Partner

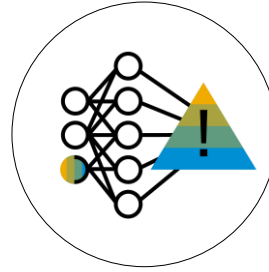
SAP Cloud ALM Partner Ecosystem



System Integrators for Industry Verticals

Enablement for usage

- Partner Services for 1:1 enablement
- Learning Journey – digital enablement
 - L0 Awareness (Sales)
 - L1 Value (Presales)
 - L2 Usage (Consultant)
 - L3 Coaching (Super User)



Application Management Service Providers

Providing technical tool readiness for Intelligent Enterprise

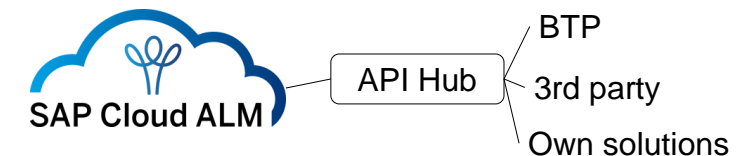
- System management
- Application management
- Business process management



ALM Implementation and Extension Partner

Close collaboration with SAP product teams

- POCs
- ALMathon & Hack2Build events
- Partner Hub
- Trainings & Certifications



Launch of ALM Best Practice Whitepaper

Get a detailed guidance how Partners should work with SAP Cloud ALM and what is the outlook in the different areas

- 30 pages authored from the Chief Product Owners of SAP Cloud ALM scenarios.
- Targeting to ...
 - System Integrator
 - Application Management & Hosting Partner
 - ALM Implementation & Extension Partner
- Available in ...
 - SAP Cloud ALM Partner Learning Journey
 - ALM Partner Hub
 - SAP Partner Portal



EXTERNAL

ALM Best practices for Partners
Whitepaper

Now available
for [Download](#)

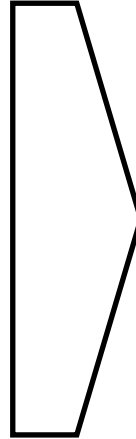


SAP Cloud ALM - Partner Best Practices

System Integrator

Typical ALM Activities of a System Integrator (Use Cases)

- Embracing SAP Cloud ALM as a Delivery Infrastructure
- **Content Authoring of Partner-Specific Content**
 - **Methodology Content as an Extension to the SAP Activate Methodology**
 - **Process Content as an Extension to SAP Best Practice Processes**
 - **Test Case Content as an Accelerator for Testing (Also Extending Manual & Automated Test Cases Delivered with SAP S/4HANA Cloud)**
- Transition from SAP Solution Manager to SAP Cloud ALM



Best Practice Recommendations

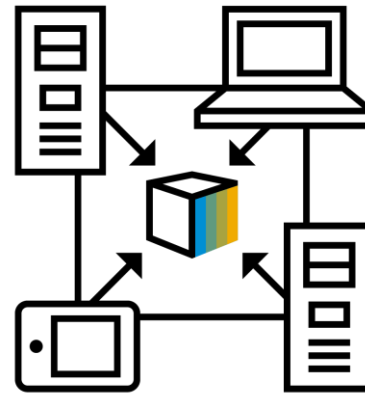
- Introduce own methodology into their customers' SAP Cloud ALM tenants using the Mass Upload and Mass Update functionality in Task Management
- Create own processes into SAP Cloud ALM using the Process Authoring application within the tool
- SAP Cloud ALM API for Tasks, available on the SAP API Business Hub, can be used to import content into a customer's Cloud ALM
- Custom Process API available on SAP API Business Hub, System Integrators can create and update business and solution processes
- Create own test content by utilizing the Mass Upload and Mass Edit functionality with MS Excel templates
- The API for Test Automation can be integrated with other third-party Test Automation Tools
- Tricentis Test Automation for SAP integrated into SAP Cloud ALM, give access to a powerful test automation engine for running automated test cases.

SAP Cloud ALM - Partner Best Practices

Application Management & Hosting Service

Challenges & Opportunities

- Challenge: End of mainstream maintenance of SAP Solution Manager 7.2
- Opportunity: Usage of SAP Focused Run as a Hosting Service platform for on-prem-centric landscapes
- Challenge: Limited visibility for SAP Private Cloud, SAP PaaS, and SAP SaaS services
- Opportunity: Usage of SAP Cloud ALM as an AMS platform for cloud-centric landscapes
- Challenge: Customers are using hybrid landscapes containing on-prem and cloud components
- Opportunity: Combined usage of SAP Focused Run and SAP Cloud ALM



Typical Use Cases

- Partner as a Provider for Hosting Services for On-Prem-Centric SAP Landscapes
- Partner as a Provider for Application Management Services for Cloud-Centric SAP Landscapes

Outlook

- Enable easier integration, particularly between SAP Cloud ALM and SAP Focused Run
- Invest in the openness of both operations platforms
 - Provide public APIs for all types of data
 - OpenTelemetry-based public APIs for all use cases

SAP Cloud ALM - Partner Best Practices

Application Management & Hosting Service

Option 1: Use SAP Cloud ALM as an Application Management Service Platform

Pros

- All use cases for single customers are available in customer-owned SAP Cloud ALM tenant.
- SAP provides all necessary functionality within the customer-owned SAP Cloud ALM tenant.

Cons

- Alignment is necessary with the customer regarding the setup and usage of the customer-owned SAP Cloud ALM.
- Limited scope of supported on-prem systems.

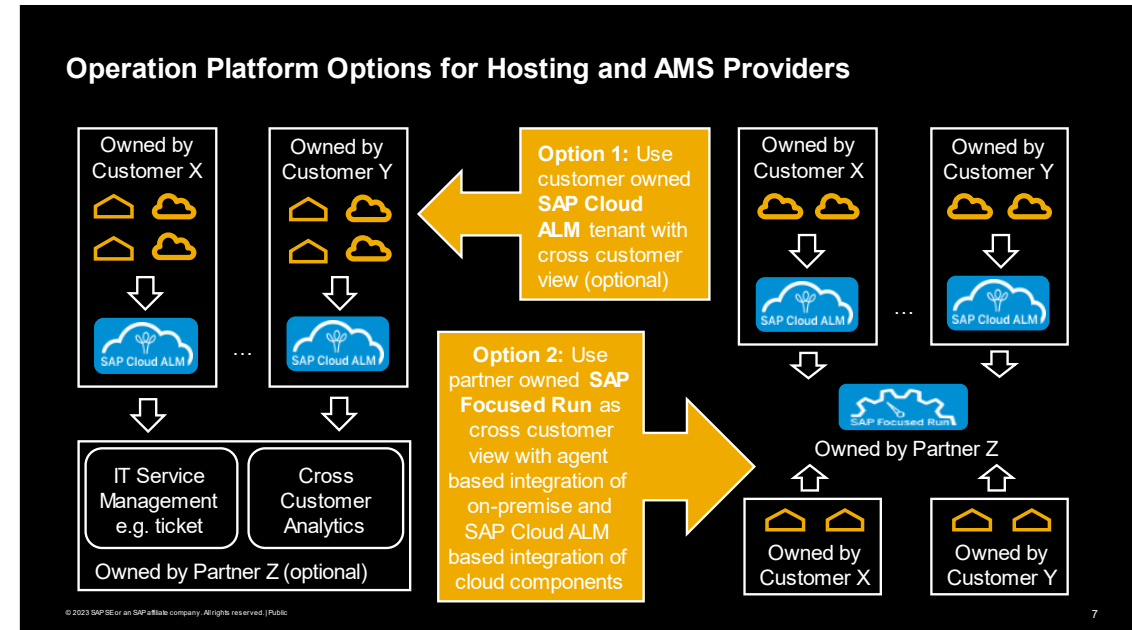
Option 2: Use SAP Focused Run as an AM and Hosting Service Platform

Pros

- Cross-customer view is available by default for on-prem and cloud components, enabling unified handling.
- Full scope of supported on-prem and cloud components.

Cons

- License, maintenance, and operations costs for SAP Focused Run.



SAP Cloud ALM - Partner Best Practices

ALM implementation & extension Partner

Typical ALM Activities (Use Cases)

- Early Exploration
- Feature Demos
- ALM Tool Trainings
- Initial Setup
- Project ALM Coaching
- SAP Solution Manager Transformation
- Operations Management
- Test Manager
- Release Manager
- 3rd party integrations
- ALM solution extensions



Best Practice Recommendations

- Follow the ALM communities and latest rollout assets in SAP Support Portal, Partner Portal & SAP Help
- Use public demo tenant and recorded demo videos. Subscribe a own tenant as Partner with a s subscribed SAP solution / service
- Reuse SAP online training material, in different levels of depth
- Support customers in the onboarding process of SAP Cloud ALM. Use SAP Services and documents from Expert Portals
- Guide customer on their transformation journey to SAP Cloud ALM , use the tools and guides on Support Portal
- Use the SAP Cloud ALM APIs to integrate required 3rd party solutions of the customer to the ALM landscape.
- Innovate about solution extensions of SAP Cloud ALM which would simplify or improve the standard SAP Cloud ALM processes. Get in contact with SAP to do a POC. Use the SAP Store to commercialize your solution

SAP Cloud ALM - Global partner enablement offerings

Partner only

Welcome session

- Virtual 1,5 h introduction and first steps in SAP Cloud ALM
- EGI

Update webinars

- Quarterly global webinars provide updates on SAP Cloud ALM

Onboarding services

- Expert Guided Implementation Service
- Guided Missions in SAP Discovery Center

Learning journey ^{New}

- Pre-sales
- Consultant / Project Lead
- ALM / BTS Coach * (SAP Learning Certification)

OpenSAP Trainings

- Implementation
 - Operations
- both incl. SAP Learning badge

Classroom trainings

- 3days SAP Cloud ALM in Germany/Austria *

Adoption Program with Web Assessment ^{New}

- Guided e-learning with final Web Assessment
- Listing on Partner Hub

→ Skill Badge for Partners

Go-Live Experience (GLX)

- 3 days onsite simulating a full project implementation incl. SAP Cloud ALM

Hack2Build (yearly)

- Hackathon for Architects & Developers
- Co-Innovation supported by SAP Experts

Video Tutorial playlist

- >30 short video tutorials
- Onboarding, Implementation, operations

SAP Cloud ALM expert series

- Websessions to different ALM topics offered in Partner Portal
- Recordings in Learning journey

Support Collaboration Framework

- Extend support commitment

Demo readiness

- Public Demo environment incl. recorded demos

Additional tenant*

- SAP Cloud ALM on demand for Test, Demo & Dev

Expert Portal

- Guides and Best Practices for SAP Cloud ALM coaches & consultants

Partner Community

- SAP Cloud ALM blogs in LOB Partner communities

Regional Partner events

- Yearly ALM Partner Conference (EMEA, APJ)
- Quarterly Partner Community Calls
- Yearly ALM Summits

ALM community

- Engage with experts in a community for partners and SAP internals

Partner Delivery Managers

- Assigned to selected partners as first contact for SAP Cloud ALM

Central Care Inbox

- Global Email inbox team for partners and customers for questions and inquiries

Partner Benefit Catalog

- Local Roadshows*
- Request 1:1 overview sessions
- Request coaching & more

Partner Services for Rise with SAP

- 2 Partner services on CALM
- Project based

Onboarding

Training

Continuous learning & Project support

Partner enablement

Learning Journey and Partner Adoption Program

All SAP Learning Journeys > SAP Cloud ALM enablement for Partner

SAP Cloud ALM enablement for Partner

This Learning Journey will help you understand SAP Cloud ALM and how you can use Application Lifecycle Management (ALM) processes as a standard for orchestrating end-to-end implementation and the ongoing operations of SAP applications.

Last updated July 2023

Zoom: 100%

Start with an overview

Are you new to a topic or solution? Here you will find content that helps you gain a general understanding of the topic.

All Partner Types - Core Competence

- SAP Cloud ALM- Overview & Introduction**
Get an overview and basic understanding of SAP Cloud ALM for implementation and operations. It is strongly recommended to start with this.
- Course: How to leverage SAP Cloud ALM as a Partner**
PSD_WEB_33322 - E-learning
- More usefull assets across SAP Cloud ALM**
Collection of Frequently Asked Questions

All Partner Types - Presales Role

- SAP Partner Hub**
Find a list of SAP partners who are committed to use SAP Cloud ALM in their projects and get part of it
- Marketing Assets for CALM**
If you want to introduce SAP Cloud ALM quickly and pitch the values , use some of these Marketing assets
- Featured SAP solutions supported SAP Cloud ALM**
Find Solution specific demos and information about SAP Cloud ALM

SAP Partner Portal

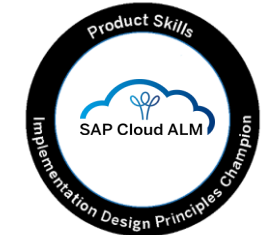
Digital Enablement

- Learning journey in Partner Portal (PP)
- PreSales Assets
- Regular Web Sessions via PP
- Tutorial Videos
- E-Trainings
- Expert Portal
- ALM Events & Downloads
- Public Trial System
- Transformation Consultant Training Curriculum*



Skill proof

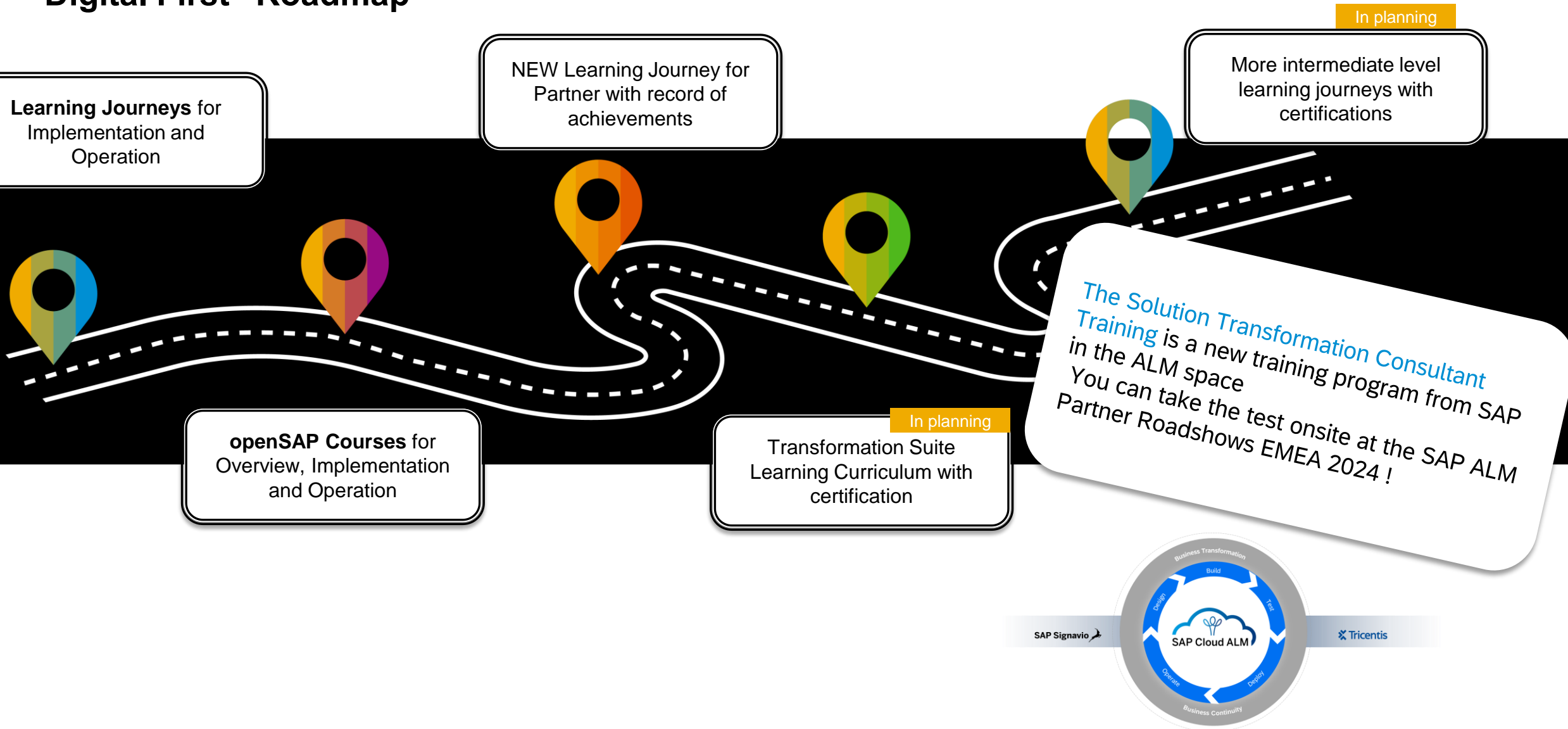
- Web Assessment
- Partner Hub Listing
- Commitment of use



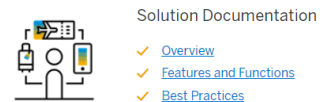
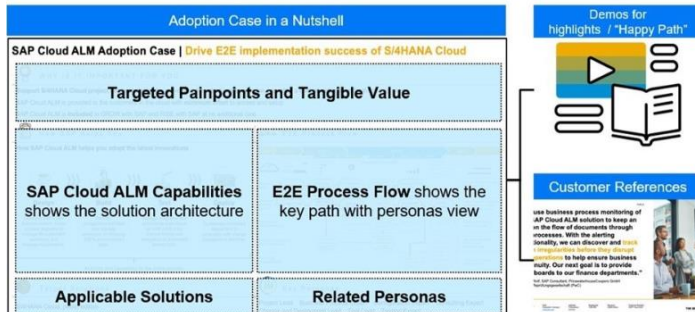
- Partner Adoption & Enablement Badge

SAP Cloud ALM Learning Strategy

“Digital First” Roadmap



Getting (self-)enabled for SAP Cloud ALM



Solution Documentation

- ✓ [Overview](#)
- ✓ [Features and Functions](#)
- ✓ [Best Practices](#)



Requirement Management

- ✓ [Overview](#)
- ✓ [Features and Functions](#)
- ✓ [Best Practices](#)



Task Management

- ✓ [Overview](#)
- ✓ [Features and Functions](#)
- ✓ [Best Practices](#)



Test Management

- ✓ [Overview](#)
- ✓ [Features and Functions](#)
- ✓ [Best Practices](#)



SAP Community Calls

Monthly 1h-sessions covering ALM topics, including extensive Q&A possibility.



What's New Calls

Webcasts showing new and improved features of recent ALM software releases.



SAP ALM Summits

Large-scale virtual events with keynotes and expert sessions on all ALM topics.

Learn about the use cases & values **(Level1)** in [SAP Cloud ALM Adoption cases.](#)

Learn how to use SAP Cloud ALM **(Level2)** with short videos in

[SAP Cloud ALM for Implementation - Expert Portal](#)

or

[SAP Cloud ALM for Operations - Expert Portal](#)

CALM020 – Training in SAP Learning Q1/24
Solution Transformation Consultant
Training Q3/24

Learnings for SAP Cloud ALM coaches **(Level3)**

[ALM SUMMIT EMEA RECORDINGS](#)

[Training Material: Implement SAP solutions with SAP Cloud ALM - Best Practice](#)

[SAP Cloud ALM “What’s new?” and Community Calls](#)

Partner commitments

**“We are committed to position
and to use SAP Cloud ALM in all
our implementation services of
SAP cloud solutions!”**

Please approach
David.Birkenbach@sap.com
if your company is not listed
yet. Many Thanks



Your Partner logo here!



blue.works

B-rightsource

SI SOURCE

axians

HCLTech

Extensibility Using APIs for SAP Cloud ALM

APIs Strategy

Extend, innovate and add value on top of SAP Cloud ALM



The **APIs for SAP Cloud ALM** supports “built-in” **integration ready** for selected solutions including SAP and third-party solutions.

The built-integration accelerates the integration of selected solutions for pre-defined scopes by:

- Delivering implementation of the Open APIs,
- Accessing the Open APIs



The **APIs for SAP Cloud ALM** are designed to let customers, partners and third-party component **extend** SAP Cloud ALM capabilities for Implementation and Operations and **innovate** on top of SAP ALM core capabilities.

SAP BTP Components for Low-code and Pro-Code

LOW-CODE



SAP Build Apps

Create **enterprise applications** without writing code



SAP Build Process Automation

Automate **workflow processes** and tasks with simple drag-and-drop and AI capabilities



SAP Build Work Zone

Design engaging **business sites** to get work done quickly across all your enterprise applications



SAP Business Accelerator Hub

Accelerate **integration** and **extension**



SAP Analytics Cloud

Bring together **analytics** and **planning**

PRO-CODE



SAP Business Application Studio

Boost **developer productivity** using IDE, tools, and frameworks



Cloud Native

Build **highly scalable**, resilient and manageable applications



SAP HANA Cloud

Provide a single place to access, store, and process all **enterprise data** in real time



Data Sphere

Deliver seamless and scalable access to **mission-critical business data**.



Integration Suite

Simplify and accelerate **enterprise integration** for both SAP and non-SAP integration scenarios.

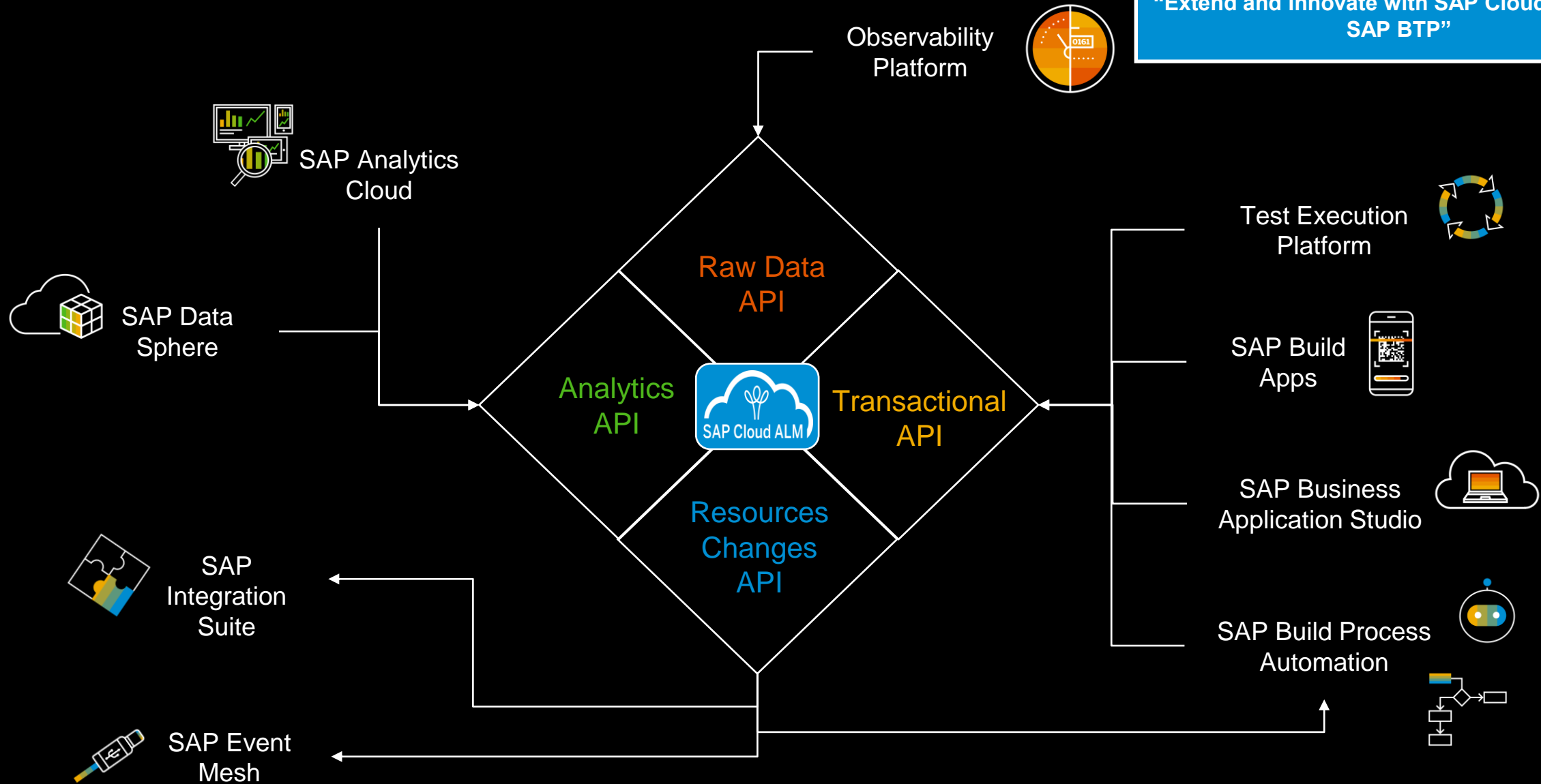


SAP AI Core

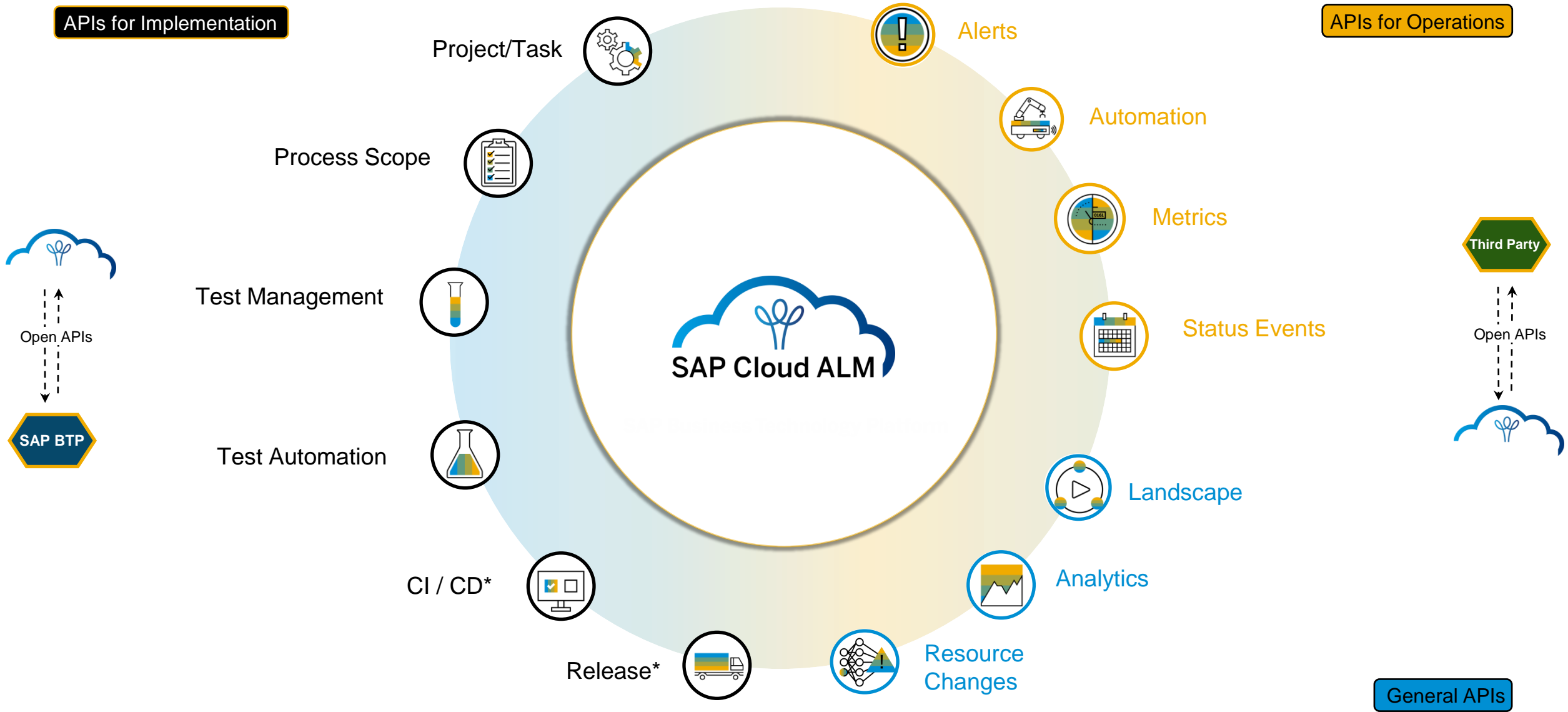
Develop and **productize** AI functions with out-of-the-box integration with SAP solutions

SAP Cloud ALM / Platform Extensions

Watch the recording of ALM Summit session:
“Extend and Innovate with SAP Cloud ALM and
SAP BTP”

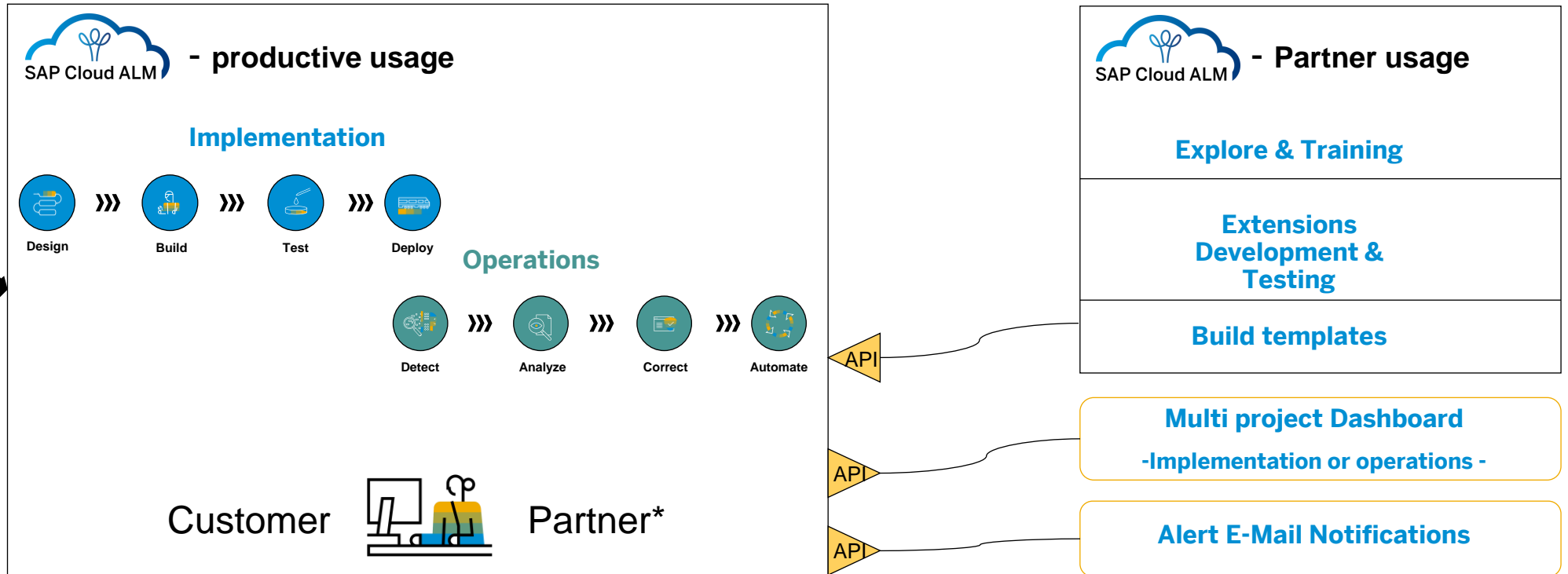
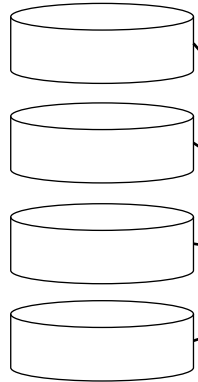


Extensibility Using APIs for SAP Cloud ALM – APIs Catalog



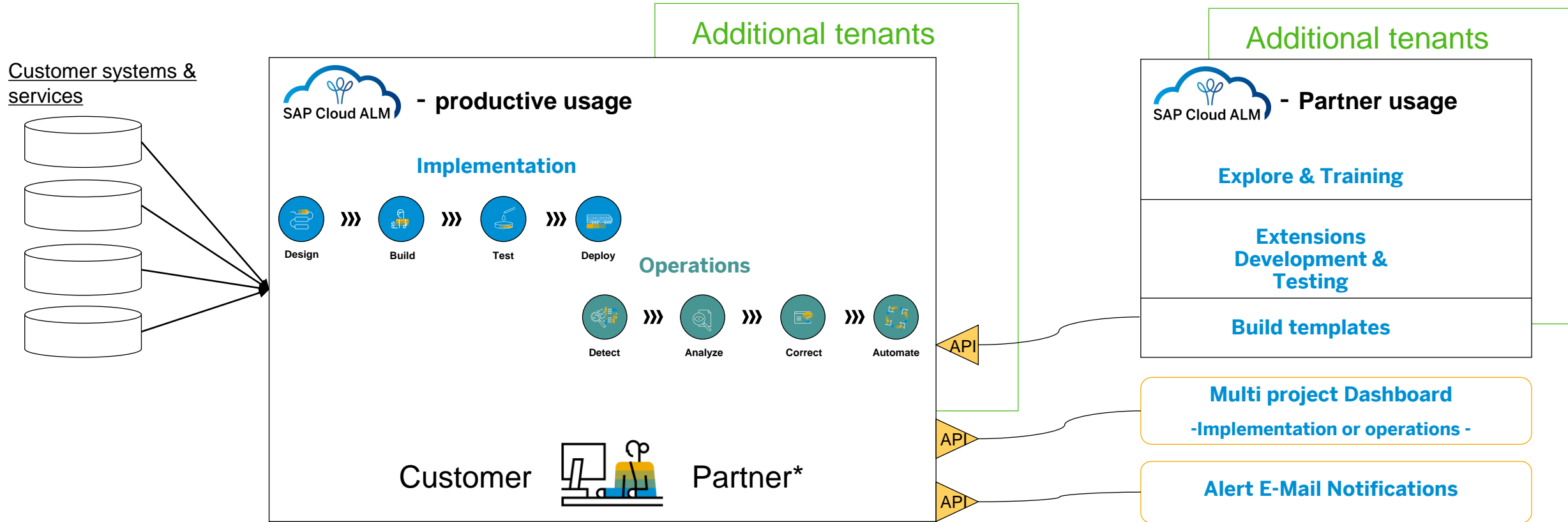
SAP Cloud ALM – Partner usage

Customer systems & services



- One free tenant per customer account
- Entitlement for every account with a subscribed SAP cloud service or SAP Enterprise Support
- *Recommended to use Service Partner User Management Application
- SAP provides many APIs to realize Partner use cases

SAP Cloud ALM – Partner usage outlook 2024

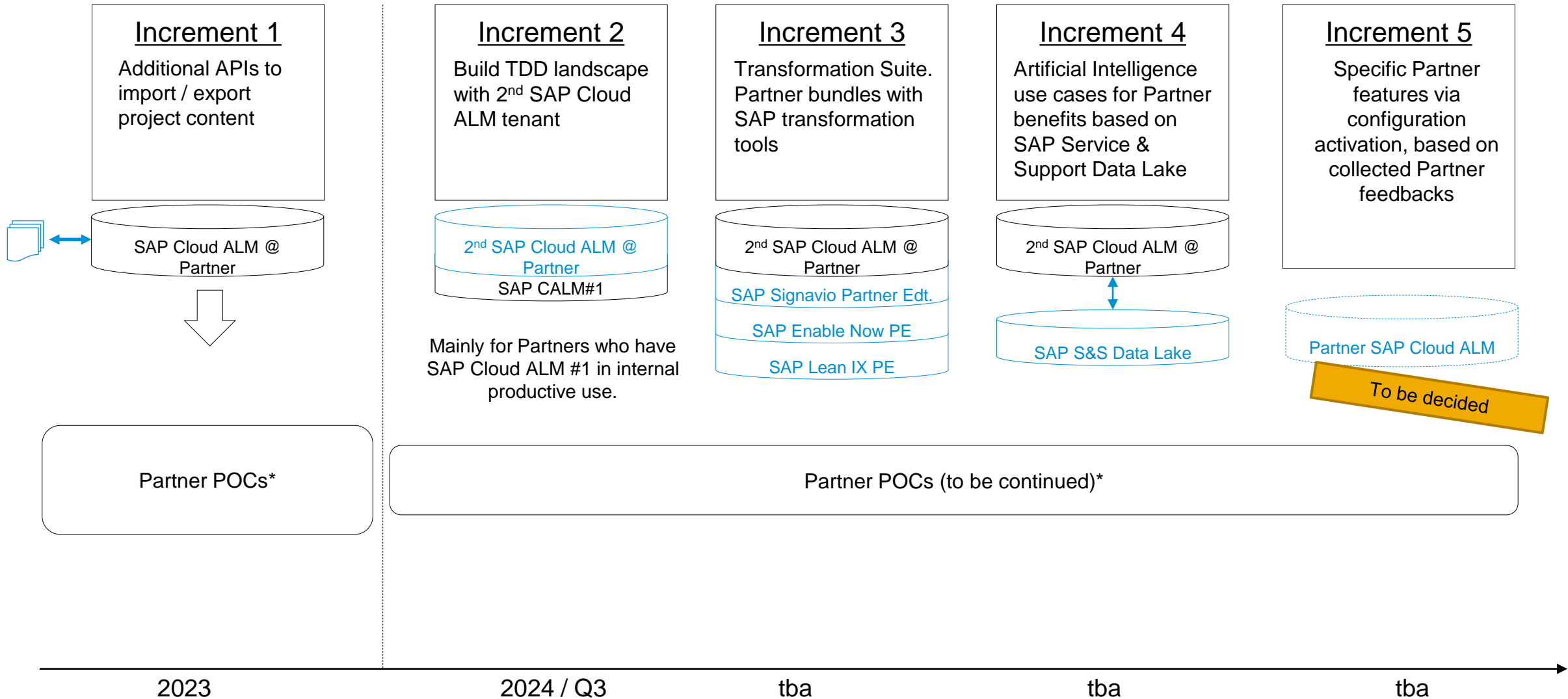


- One free tenant per customer account
- Entitlement for every account with a subscribed SAP cloud service or SAP Enterprise Support
- *Recommended to use Service Partner User Management Application
- SAP provides many APIs to realize Partner use cases

- Additional tenants per subscription (\$)
- Customers to test extensions or in regulated industry
- Partners to separate between productive usage and service delivery
- SAP Cloud ALM usage in separated org units

SAP Cloud ALM Partner Roadmap

Increments



SAP Cloud ALM PoC roadmap

Proof of Concept (PoC)

Goal

PoC Partner

Reduce/Reuse/Recycle

How you can transfer your value accelerators from one SAP Cloud ALM to another !



Golden Template

How to build and deploy predefined SAP Cloud ALM content to accelerate your delivery (Business processes, Baseline requirements, Project tasks, Testcases)

Please apply!

Central Project Dashboards

How to monitor critical SAP Cloud ALM KPIs from multiple customer tenants in a separated Dashboard application

Please apply

Operations services

How to provide operations service in multiple customer tenants based on notification service with SAP BTP

Please apply

SAP Solution Manager Migration

How to support customers in the transition & data migration from SAP Solution Manager to SAP Cloud ALM for implementation

Please apply

More ideas are welcome → just approach us for a POC*

Partner GTM Roadmap 2024

Main global GTM activities

Partner Roadshows

- SAP Cloud ALM awareness to new regional Partner
- Discuss about Partner needs reflecting the SAP Cloud ALM roadmap
- Enable Partner with Transformation topics

Partner POCs

- Golden Template
- Central Dashboard of cross SAP Cloud ALM tenants
- Solution extensions on demand
- SAP Solution Manager transition

Partner Events

- SAP Cloud ALM Partner Summit EMEA & APJ
- Joined events with SAP Signavio, Tricentis
- Hack2Build / ALMathon
- Partner Community

Partner Benefit Catalog

- Additional SAP service offerings for SAP Cloud ALM in Partner Portal
- SAP Cloud ALM integrated in existing SAP solution services

Partner Campaigns

- Benefits of SAP Cloud ALM for SAP Success Factors Partners
- SAP Cloud ALM as Orchestration platform for Testing tools (Tricentis, int, etc.)

Partner Trainings & badges

- New! Transformation Consultant Training & Certification
- More Partner Hub references & commitments with badge

Our next Partner Community Call

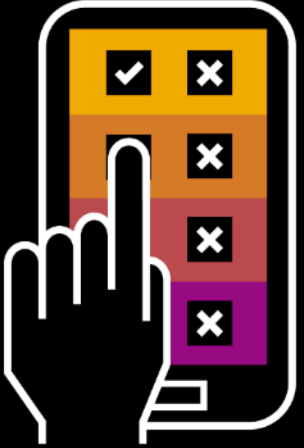
Please block your calendar or register here to keep receiving invitation.

<https://www.sap.com/cmp/nl/alm-community-for-sap-partners/index.html>

Next recommended ALM Partner community event is SAP S/4HANA & SAP Cloud ALM Partner Summit 6./7. of March

The next ALM Partner community call is planned to take place in March 2024





Your chance to influence SAP

Please open www.menti.com

and use code 26 06 55 6

Or use the QR code with your mobile device.

<https://www.menti.com/al6eg5vdrjuy>



Thank you.

David Birkenbach

Director ALM Go-to-Market – EMEA/MEE

Customer Experience & Solutions (CXS) | CSI |

Product Engineering| SAP SE

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any public updates

