

Customer Influence & Adoption

Our Offering

SAP Customer Engagement Initiative (CEI)

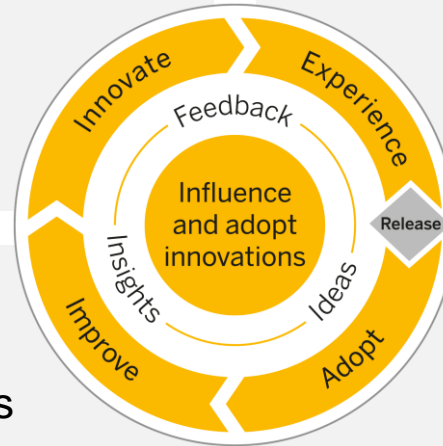
Discuss planned functionality with customers and partners to gain valuable input during development phase

SAP Customer Connection

Focused projects to decide on customer improvement requests for maintenance products

SAP Continuous Influence

Continuous collection and delivery of improvements for high-growth products



SAP Beta Testing

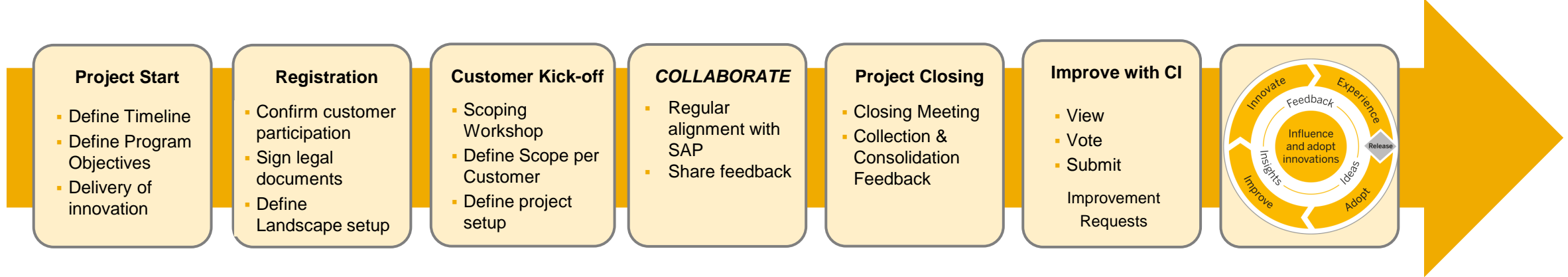
Customers can experience new SAP software before official release for early prototyping with customer specific data and processes

SAP Early Adopter Care

Engage in customer implementation projects to minimize project risk and support successful deployments of new SAP products

Visit influence.sap.com for all Influencing Opportunities

Innovate, Experience, Adopt, and Improve SAP Solutions



Innovate - SAP Customer Engagement Initiative (CEI)

Your impact on SAP

- Help SAP create products and solutions that meet customers' needs, reflect best business practices and realize process and technology innovations
- Opportunity to provide your feedback and engagement in all development phases

Experience - SAP Beta Testing

Your impact on SAP

- Opportunity to provide feedback on product functionality, usability and quality of new products and solutions before official release

Improve - SAP Continuous Influence

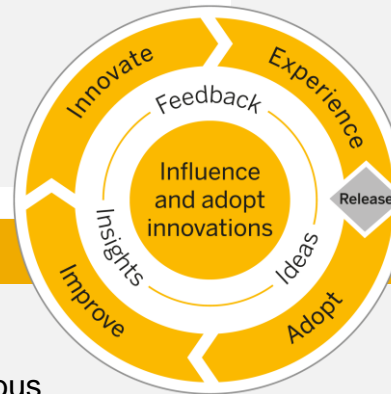
Your impact on SAP

- Benefit from an open channel to our customers for the continuous collection of improvement requests
- Get transparency on user feedback and priorities

Adopt - SAP Early Adopter Care

Your impact on SAP

- Direct interaction with development, providing first hand feedback
- Bring in the customer voice to influence future releases



Innovate, Experience, Adopt, and Improve SAP Solutions

Innovate - SAP Customer Engagement Initiative (CEI)

- SAP Guided Buying capability – Search Results Page
- SAP Ariba Sourcing Middle East Region Requirements
- Consumer Grade Experience for Guided Procurement
- SAP Ariba Supplier Lifecycle and Performance Management: Registration Template
- SAP Ariba Network "Touchless" Supplier Onboarding
- Requirements for an end-to-end Contract Management process
- Levering SAP Ariba Sourcing for Construction Services
- SAP Procurement for Gig Economy
- SAP One Procurement

Experience - SAP Beta Testing

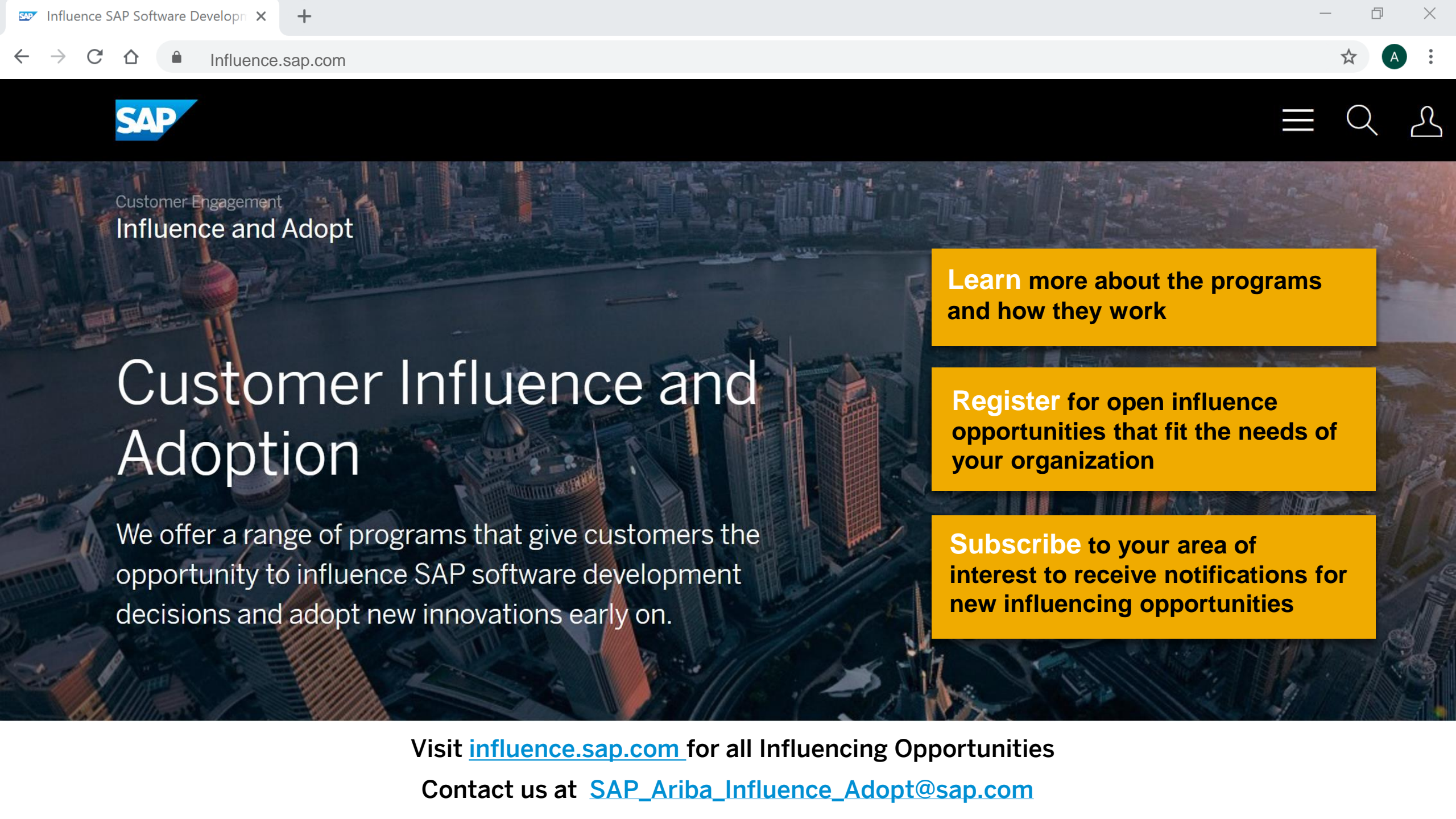
- SAP ERP integration for Spend Analysis
- SAP Ariba Guided Sourcing UX (Phase 1)
- SAP Ariba MRO Inventory Reservation

Improve - SAP Continuous Influence

- SAP Ariba Guided Buying
- SAP Ariba Strategic Sourcing
- SAP Ariba Procurement
- SAP Ariba Cloud Platform Services
- SAP Ariba Supplier Management
- SAP Business Network
- SAP Ariba Mobile Users
- Sap Ariba Supply Chain Collaboration

Adopt - SAP Early Adopter Care

- SAP Ariba Guided Sourcing UX (Phase 1)
- SAP Ariba MRO Inventory Reservation
- Unified Seller Experience (USE – Seller Portal +Workbench)
- New Trading Partner Onboarding Experience
- SAP Ariba Catalog Search
- Source-to-Pay processes with SAP S/4HANA, SAP Ariba and/or SAP Fieldglass
- India GST Regulatory Changes
- SAP Ariba Team Buying



Customer Engagement
Influence and Adopt

Customer Influence and Adoption

We offer a range of programs that give customers the opportunity to influence SAP software development decisions and adopt new innovations early on.

Learn more about the programs and how they work

Register for open influence opportunities that fit the needs of your organization

Subscribe to your area of interest to receive notifications for new influencing opportunities

Visit influence.sap.com for all Influencing Opportunities

Contact us at SAP_Ariba_Influence_Adopt@sap.com