

SAP and Siemens Partnership

ASUG

Mark Landrosh, SAP
August 12, 2020

CONFIDENTIAL

The Dream Team

THE BEST RUN



SIEMENS
Ingenuity for life

Two industry leaders combine their expertise in product lifecycle supply chain and asset management to deliver unprecedented new innovations and business models that remove silos and accelerate industrial transformation.



The best of **both** worlds

SAP

The world leader in enterprise application software and end-to-end supply chain solutions, from product design to operations. Built on a digital platform that delivers a completely intelligent enterprise with the world's largest business network.



SIEMENS
Ingenuity for Life

The leader in product lifecycle software and digital transformation, with expertise in mechanical, electronic and software engineering, Siemens Digital Industries Software is an innovation and technology leader in industrial automation and digitalization.



- Dramatically improve time to value
- Design products with real-time supply chain
- Create a sustainable product development process
- Create a single digital thread

How the partnership will work



SAP to begin reselling Siemens Teamcenter software as its core platform for product data management

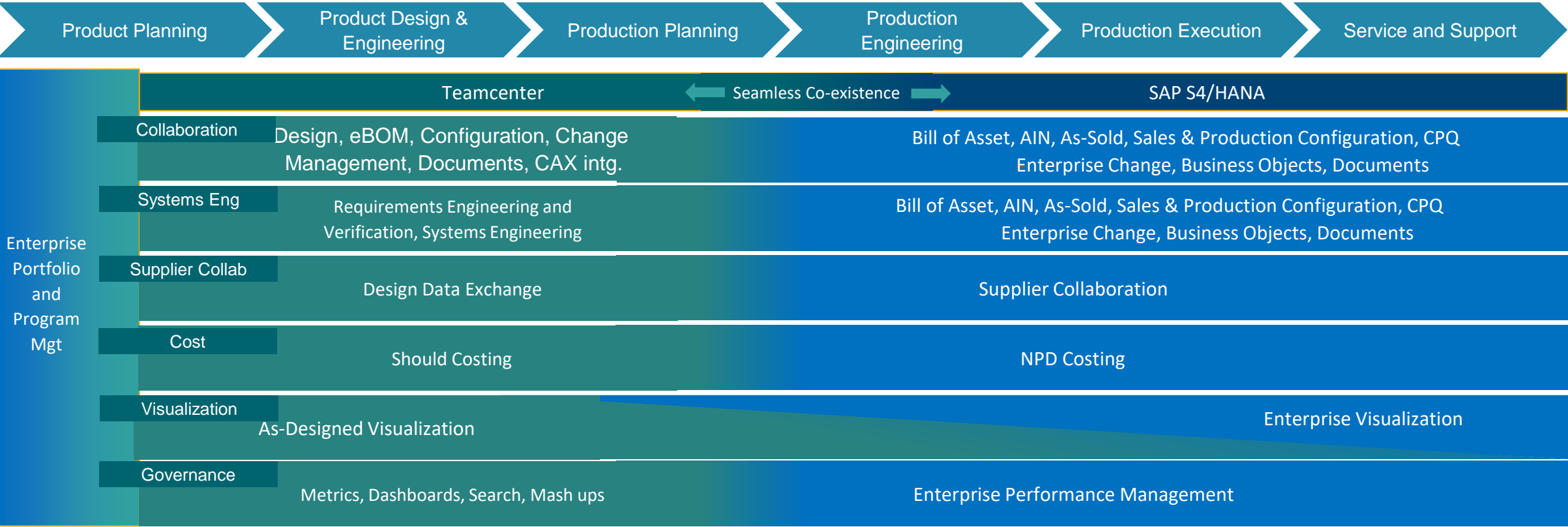
Siemens to begin reselling SAP Intelligent Asset Management and SAP Project and Portfolio Management

SAP and Siemens will provide an integrated digital thread across the product lifecycle for their customers

SAP and Siemens remain committed to supporting existing installed base customers throughout their lifecycle

Siemens/SAP Creating End-to-End Digital Threads

Partnership Areas of Synergy



 = Siemens Solutions  = SAP Solutions

Service Engineering and Asset Management digital thread currently being developed
MBOM, BOP, MES, IoT Offered by Siemens and SAP, Customer will choose the best fit for their business needs
Both companies have signed joint development agreement on Integrations. Current Integrations available from both Siemens & SAP

Seamless Co-Existence That Redefines End-to-End

Going Beyond Integration to Interoperability

Today

- Leverage existing integration technology
- Customer investments are protected today and in the future

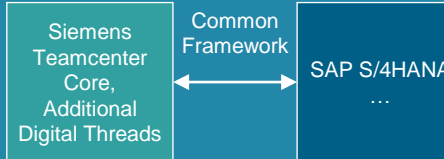
Siemens
T4S/T4EA

SAP TDMI

Target solution

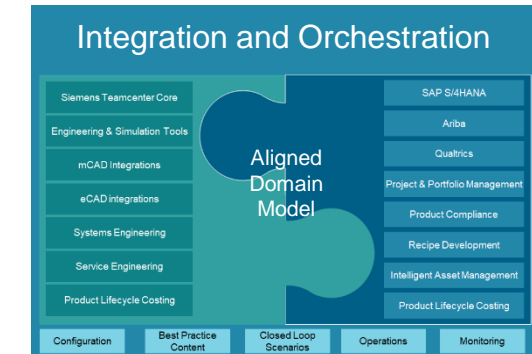
- First release of next generation integration solution
- Extended capabilities
- Develop common frameworks for object exchange
- A single product sold by both companies

Integration and Orchestration



Target solution – Vision

- Extended scope
- All major solution components integrated based on new common integration & orchestration solution



Time

Commitment to Existing SAP PLM Solutions

“This strategic agreement has no impact on our existing SAP PLM solution portfolio in the foreseeable future. Thus, the current SAP PLM solution components, including the SAP Engineering Control Center (ECTR) and the associated interfaces, are still available to our customers and SAP intends to continue to develop them as usual. SAP’s current [maintenance](#) commitments for SAP S/4HANA to the end of 2040 and the core applications of the SAP Business Suite to the end of 2027 also apply to these solutions if applicable.”

[Link to Public Community Post](#)

Siemens and SAP Join Forces to Accelerate Industrial Transformation

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On July 14, 2020 SAP SE and SIEMENS AG [announced](#) a strategic partnership in the area of industrial Transformation.

These two industry leaders combine their expertise in product lifecycle, supply chain and asset management to deliver unprecedented new innovations and business models that remove silos and accelerate industrial transformation.

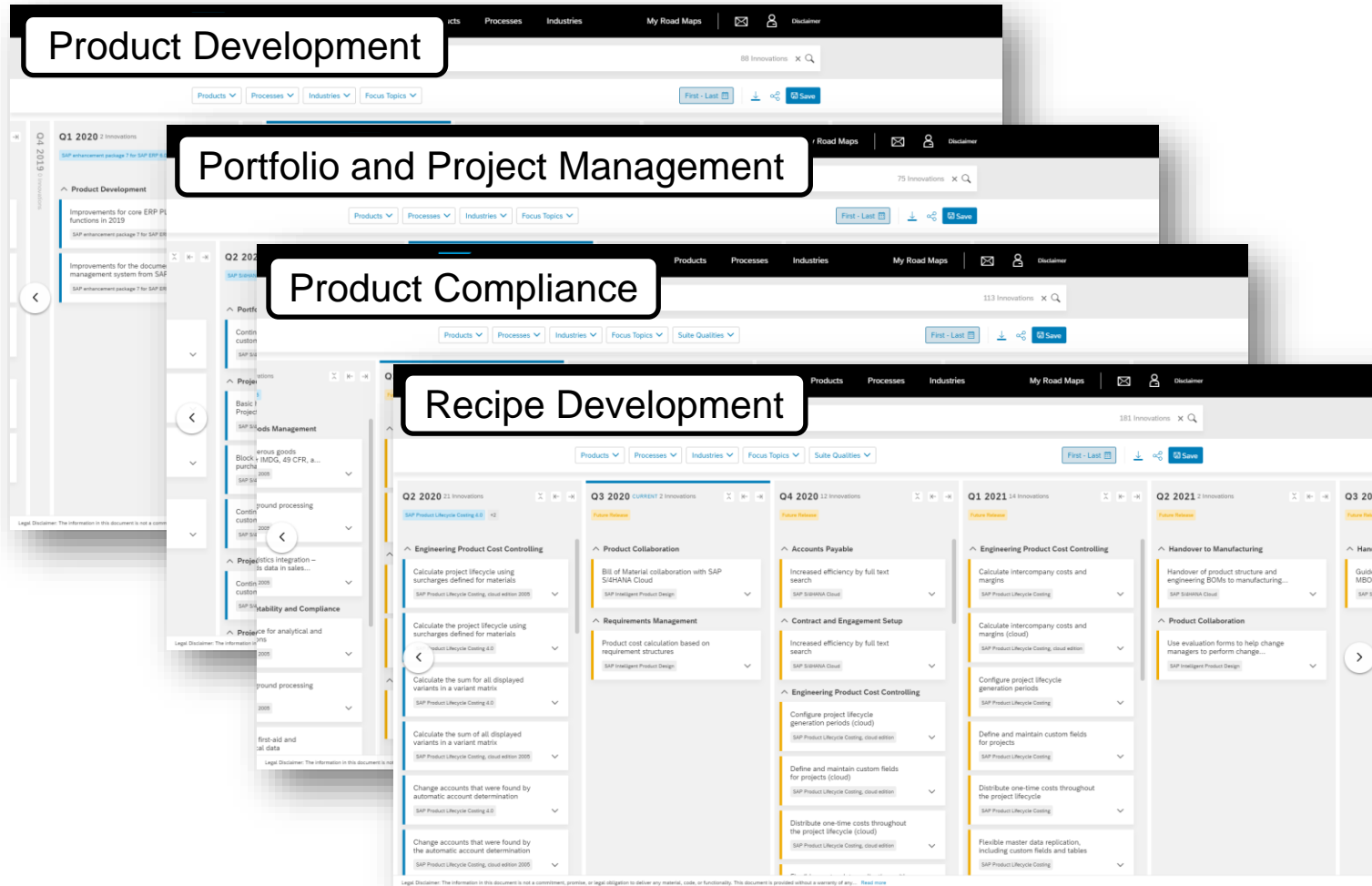
The partnership is meant to provide faster product time to value, methods to design with real-time supply chain information, create a sustainable product development process and deliver an end-to-end digital thread throughout the product lifecycle.

What does the partnership mean for SAP’s PLM solution strategy?

The SAP PLM solution portfolio is significantly expanded through our partnership with Siemens and opens up completely new possibilities for our customers. With this, we support our customers in the acceleration of their digitization throughout their companies and transform the idea of Industry 4.0 into reality with a combined solution portfolio consisting of Siemens and SAP components. It is also important to note that the scope of this partnership is currently focused on the discrete industries.

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SAP PLM Roadmap



Roadmap is publicly available

SAP PLM encompasses several domains

Solution Supported through 2040 along with S4

Planned enhancements for:

- Advanced Variant Configuration
- Engineering Control Center
- CAD Integration
- Visual Enterprise
- Product Lifecycle Costing
- PPM
- Compliance
- Foreign PLM Integrations
- etc

[Link to Public Roadmaps](#)

Thank you.

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