

ASUG Exclusive: Breaking Down RISE with SAP for Our Partner Network



**RISE
WITH
SAP**

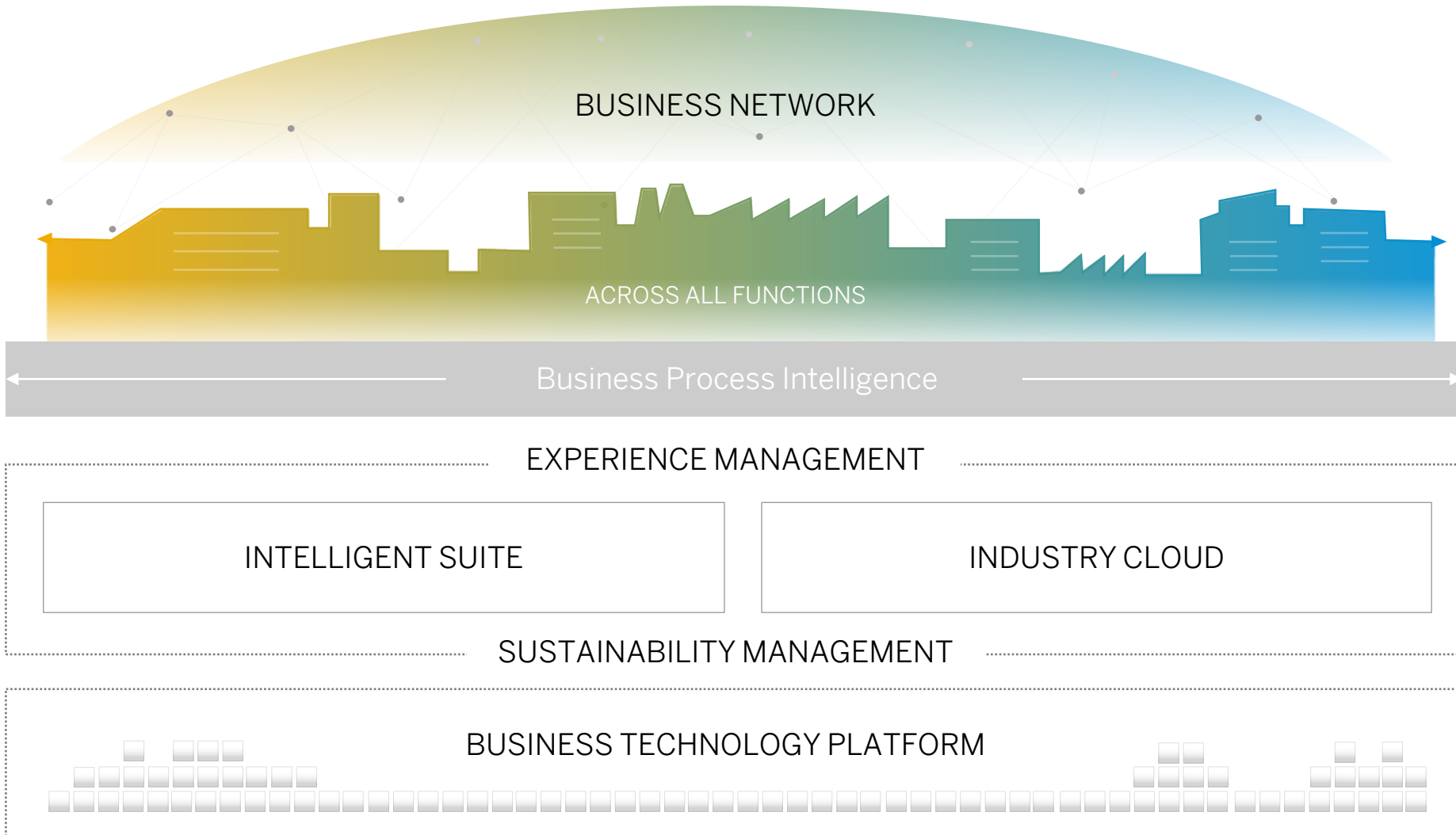
Business
Transformation
as a Service



Business Transformation On Your Terms and Your Timeline

Damien Johnson, SAP
February 11th, 2021

Intelligent Enterprise: A clear path forward.



SAP's Concierge Service to the Intelligent Enterprise

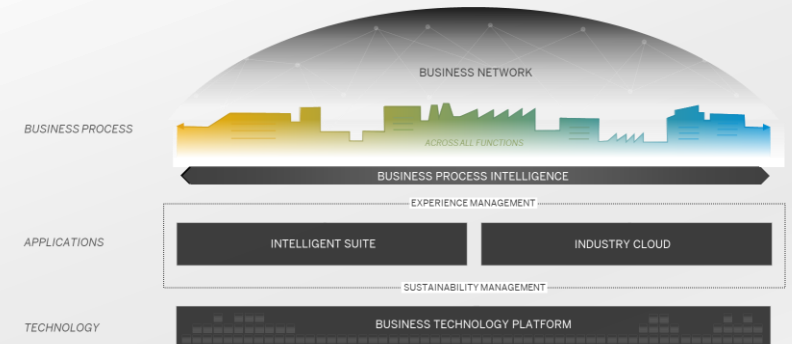
ECC Customers
(with or without an active
maintenance agreement)

SAP S/4HANA
On-Premise Customers
(incl. shelfware and live)

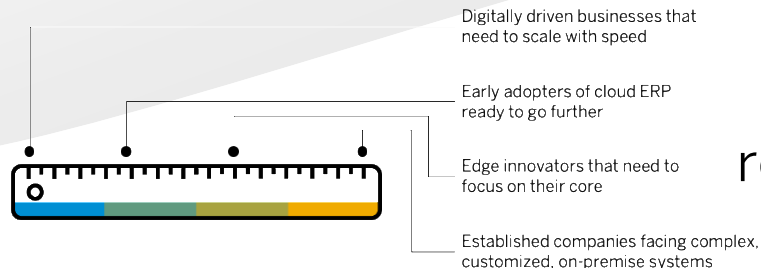
New Customers

**RISE
WITH
SAP**

Business
Transformation
as a Service



Everyone has
a unique starting point.









RISE with SAP brings together everything you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.

Building YOUR Intelligent Enterprise

**RISE
WITH
SAP** | Business
Transformation
as a Service

Comprehensive, intelligent, customer-specific offering





Offering components

-  SAP Business Process Intelligence
Discovery Reports
-  SAP Business Technology Platform
CPEA Credits
-  SAP Business
Network, Starter Package
-  Custom Code Analyzer, Readiness
Check, Learning Hub
-  SAP S/4HANA with Deployment
Model of Choice (Public or Private)
-  On Infrastructure Provider of Choice

Optional components

Additional services



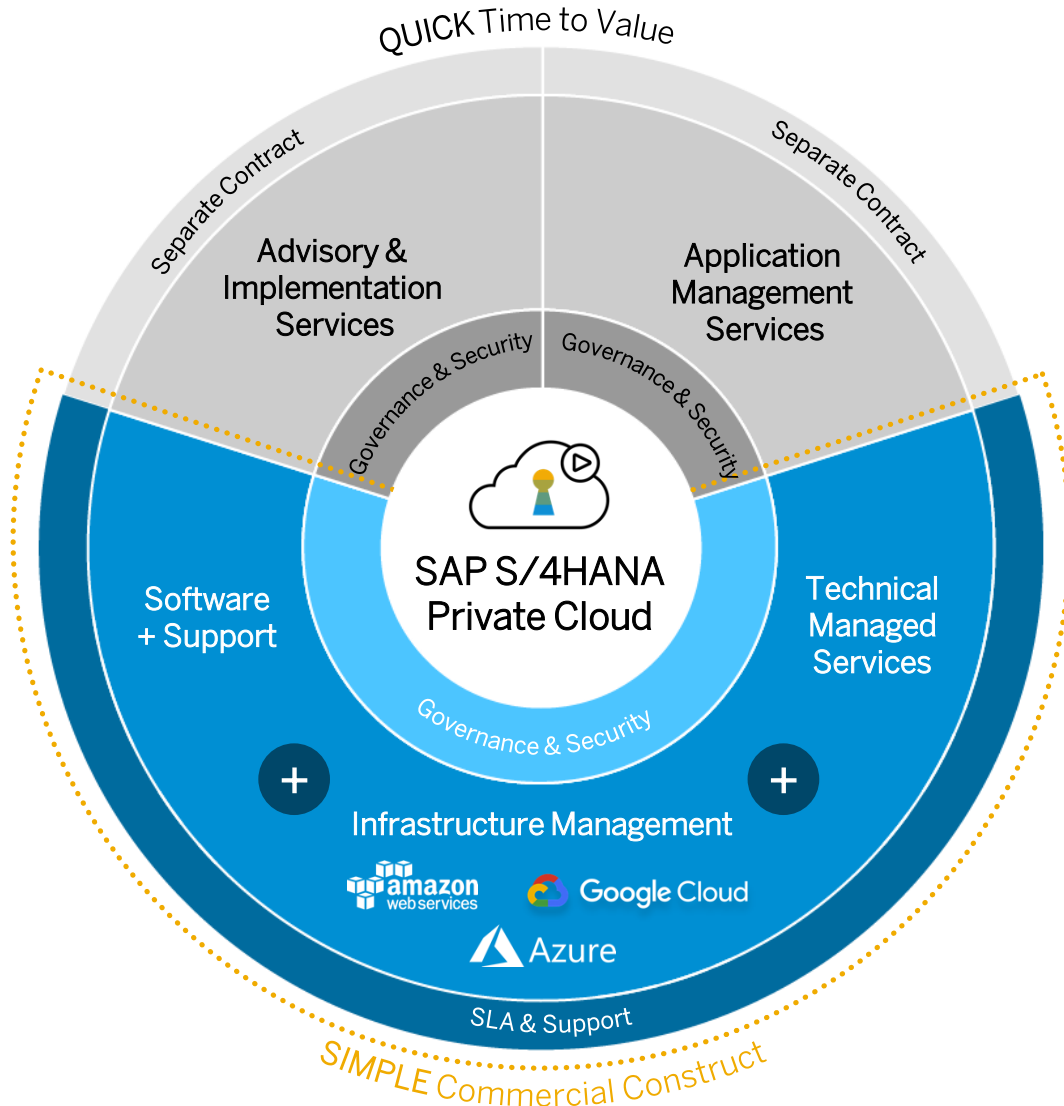
-  Analyze how processes perform, get tailored
recommendations, and benchmark against
industry standards.
-  Complement, extend and integrate with SAP, partner,
or third-party solutions using the same data model and
business services as SAP applications.
-  Digitize collaboration with all of your trading partners.
-  Tools and services from SAP to support your whole
journey that can be augmented by SAP's strong
ecosystem

ONE Offer

ONE Contract

Unmatched TCO

SAP S/4HANA, private cloud edition: Partner-provided scope



Partner Services:

- **Advisory & Implementation Services**
 - Program Management Office
 - Organizational Change Management & Training
 - Partner Implementation Templates
 - System Conversions
 - Selective Data Transitions
 - Business Process Configuration
 - Innovation, Extension & Cloud Integration Services
- **Application Management Services:**
 - Business Process Improvements
 - Managed Operations Control Center
 - Test Management & Execution
 - Data Integration & Lifecycle Management
 - Release Upgrade Planning, Coordination & Execution
 - Continuous Application Operations



Why should you **RISE** with **SAP**?

- One hand to shake, and one contract to sign
- Standardize, modularize, and accelerate innovation
- Get all the benefits without giving up your options

RISE with SAP: Partner Centric Approach

SAP and the ecosystem -- helping customers chart a course to their business transformation



1

A Win-Win-Win strategy

Customers

RISE with SAP is our concierge service to the Intelligent Enterprise and provides an accelerated and cost effective path to Cloud ERP and Intelligent Enterprise.

Partners

Engage partners early in the sales cycle to accelerate and maximize the deal.

Services strategy has pivoted to foster deeper collaboration with partners, rather than competition.

SAP

Accelerate the move of SAP's on premise installed base customers to the Cloud by working alongside partners through each step of the customer journey to the Intelligent Enterprise.



2

Partner Centric GTM Approach

Why Engage a Partner

The goals and success of RISE with SAP necessitate leveraging the scale and expertise of partners.

Partners bring value with strong relationships as trusted advisors to customers; industry and LOB expertise; deep technical capabilities; and innovative solutions and applications built on the SAP platform.

Engage to Maximize LACE

Leverage existing relationships and knowledge of customers' business requirements to structure solutions that maximize SAP's value to the customer, accelerate sales cycles, drive adoption, renewals and continued innovation.

How To Engage a Partner

Engage PBM's for relevant partners, based on factors such as incumbency, industry and domain expertise, customer testimonials, SAP S/4HANA packaged solutions, innovations and integrations.



3

Partner Led Services Aligned to RISE Customer Engagement

Business Process Redesign

C-Suite transformation agenda
Industry process expertise
Digital blueprint
Business advisory

Technical Migration & Implementation

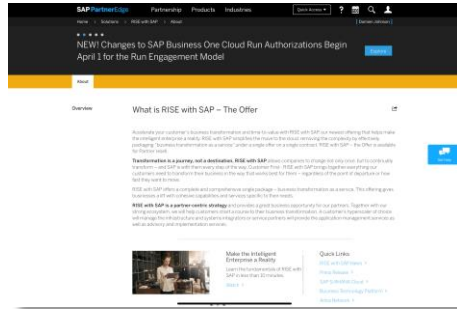
Packaged migrations / implementations
Integration expertise
Application managed services
Organizational change management
Cloud integration services

Building the Intelligent Enterprise

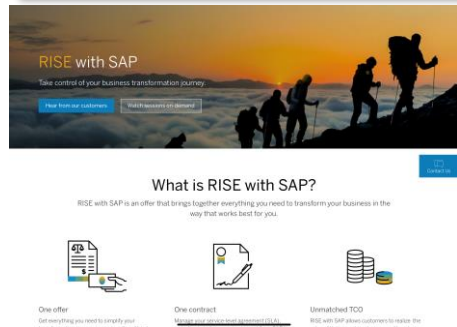
IP built on BTP
Packaged applications
Continual process evolution
Cloud extensions

17 GSSP's and 200+ Regional Service Providers and VAR's enabled during the Pilot Phase – now scaling to broader ecosystem

Key Assets



<https://partneredge.sap.com/en/solutions/rise-with-sap/about.html>



<https://www.sap.com/products/rise.html>



<https://community.sap.com/topics/business-technology-platform>

Thank you.

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