



# The SAP Business Suite Advantage



- Innovations for SAP S/4HANA Cloud Private Edition
  - What, why and how to get started
  
- SAP Business Suite
  - RISE with SAP
  - Grow with SAP
  
- SAP Business Data Cloud
  
- Maintenance Timelines – What you need to know
  - SafeKeeper
  - CP Extension
  - SAP ERP Transition Option



# Jocelyn Dart

INTERNAL – SAP and Customers Only



SAP S/4HANA

**R**EGIONAL  
**I**MPLEMENTATION  
**G**ROUP



# Innovations for SAP S/4HANA Cloud Private Edition

## What, why and how to get started

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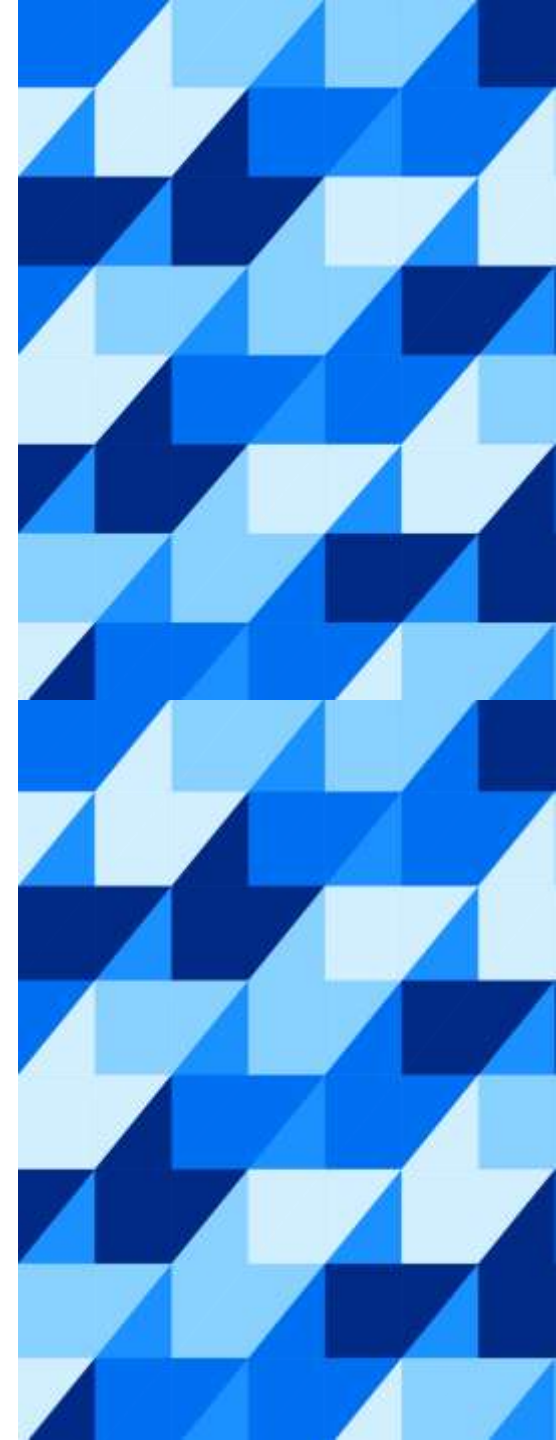
Month 2025

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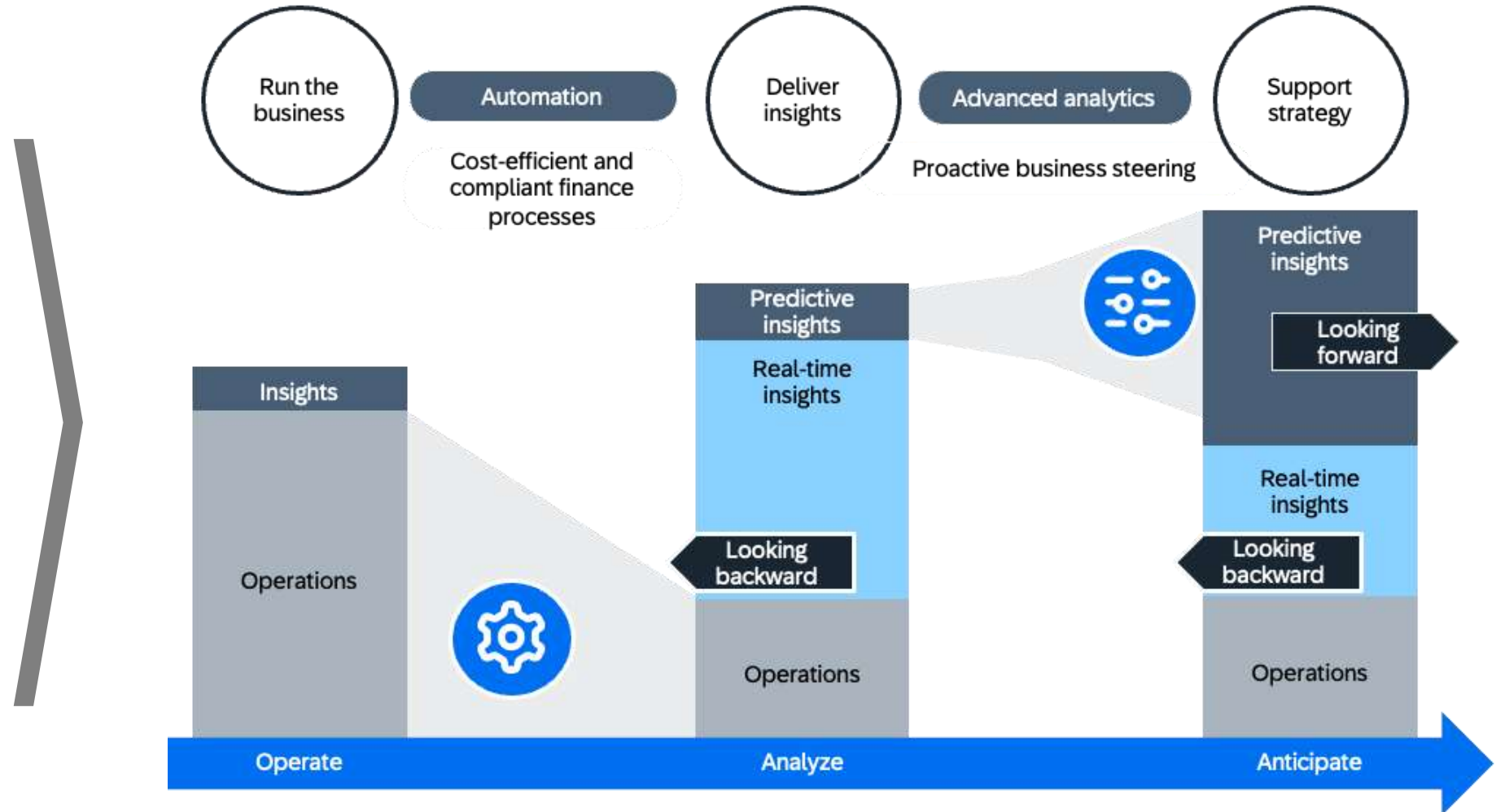
**“Why is adopting **Innovations** essential to SAP S/4HANA?”**



# Business transformation into the future

Evolve from merely “running the business” to holistically “supporting the mission.”

- Automate manual repetitive tasks to **reduce errors and free up staff for higher-value work**
- Use embedded analytics to **detect trends and items requiring attention**
- **Discover future risks and opportunities** with predictive insights



# Intelligent use cases combined /embedded in SAP S/4HANA & side-by-side with BTP

A variety of innovations that provide value to end users across multiple scenarios

## Analyze

### Augmented analytics

**Dashboards** for data exploration and predictive planning



## Interact

### Digital Assistant

**Joule** to interface and hand-over to execution bot



## Execute

### Process Automation

Multiple **bot workflows** (attended + unattended) based on SAP Build Process Automation



## Anticipate

### Situation Handling

**Detect exceptions, notify,** and **provide insight-to-action** options



## Optimize

### Artificial Intelligence

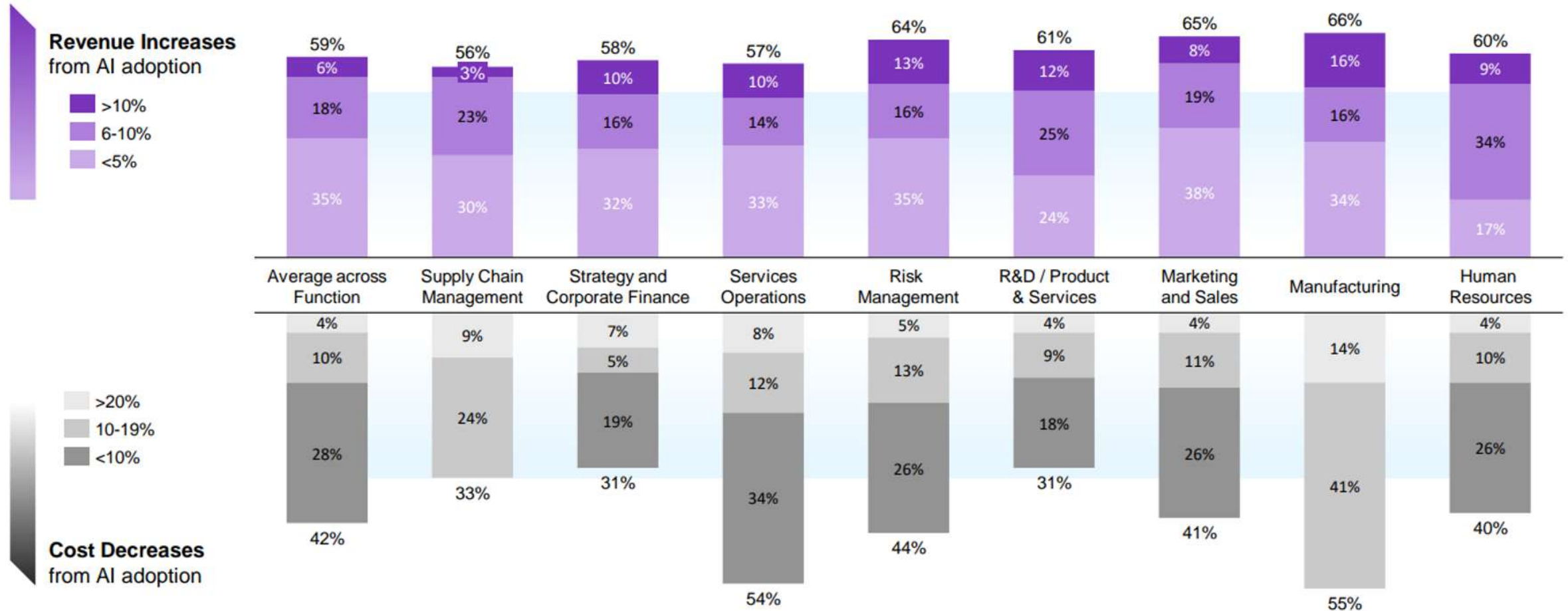
**Self-learning bots** and **Generative AI** applications with dynamic adaptability





# Areas of Potential AI Innovation and business benefits

Revenue and/or cost reductions from AI adoption in the function using AI capabilities<sup>1</sup>



<sup>1</sup> Source: McKinsey, State of AI in 2024, 1,684 participants globally. Answers shown above only respondents who stated seeing increase in revenue or decrease in costs

**“Where can I find Innovations  
to implement?”**



# Innovations

## SAP Discovery Center

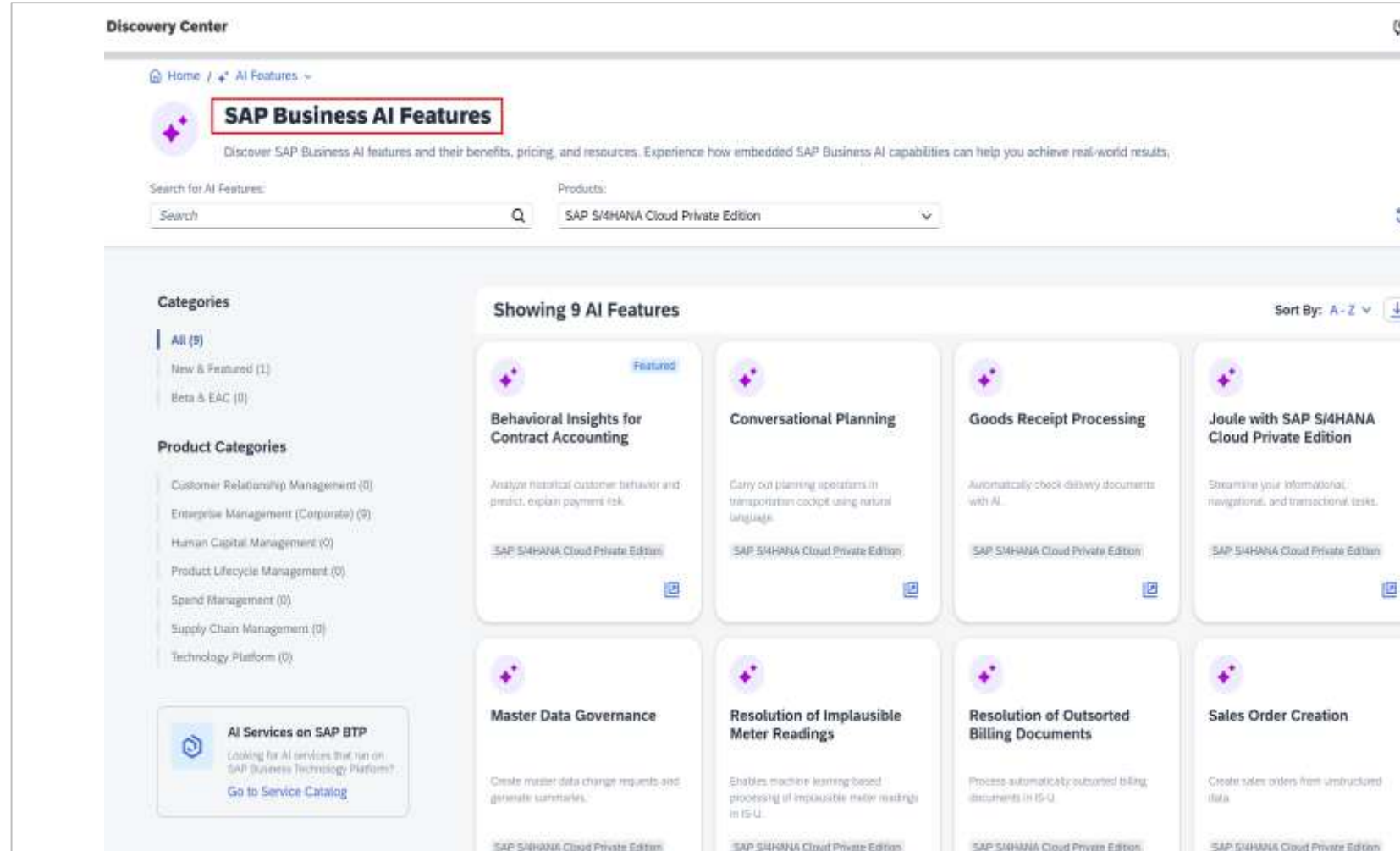
Your Gateway to Innovation:

- **Discover**
- **Evaluate**
- **Adopt**
- **SAP Business Technology Platform services**
- **AI features**

-> **Create tailored business solutions**

Refer to:

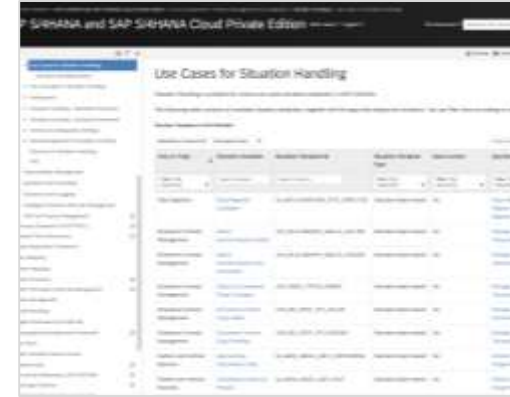
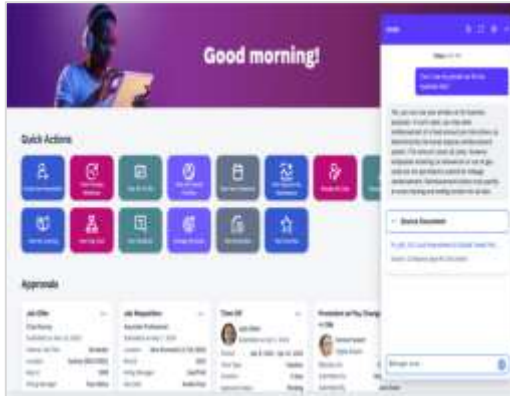
[SAP Discovery Center Business AI Features](#)



# Innovations

## Where can I find innovations to implement

Good news! SAP offer lots of tools to help you get started and decide which innovations to use:



## SAP Signavio recognized as a Leader in Process Mining

2024 Gartner Magic Quadrant™  
for Process Mining Tools

Unlock new capabilities  
with generative AI  
innovations:

- [SAP Business AI Portfolio](#)
- [SAP Road Map Explorer](#)

View the latest SAP  
S/4HANA innovations  
using the What's New  
Viewer:

- [What's New Viewer - SAP S/4HANA and SAP S/4HANA Cloud Private Edition](#)

Identify intelligent use  
cases (example  
documentation using  
Situation Handling):

- [SAP S/4HANA and SAP S/4HANA Cloud Private Edition: Situation Handling use cases](#)

- Modernize and de-risk your SAP transformation
- Improve how you run, continuously
- Accelerate business transformation with generative AI

# SAP S/4HANA Cloud Private Edition Innovation Highlights 2023

## What's new

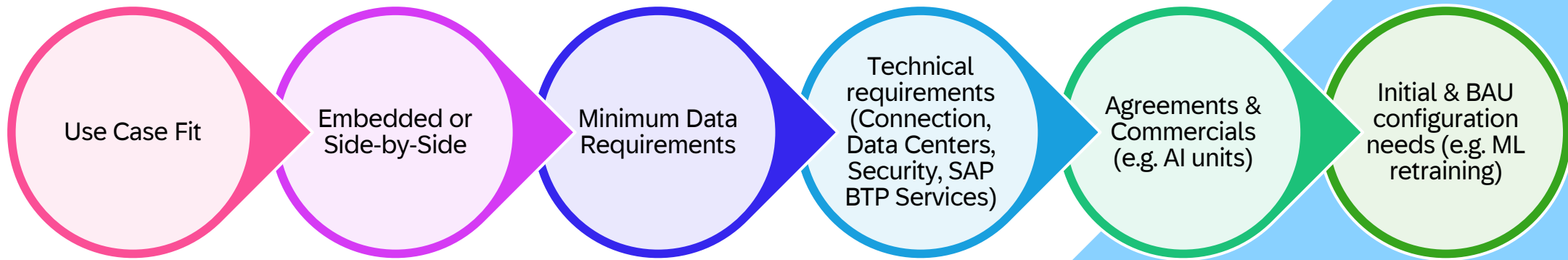
2023  
FPS0+1

2023  
FPS2

Procurement	Supply Chain	Manufacturing	Sales	Service	
<div>Version and pricing comparison for contracts</div> <div>Controlled information access for sourcing projects</div> <div>Carbon Footprint Data in Sourcing Projects</div> <div>Manage Model Product Specifications</div>	<div>AI-assisted planning in Transportation cockpit</div> <div>AI-assisted creation of inbound cargo docs</div> <div>Greenhouse Gas Emission</div> <div>Adv. Shipping and Receiving in Decentral WM</div>	<div>Advanced Analytics for prod. Plan. / detailed scheduling</div> <div>Sales Order specific BoM and Routing (PEO)</div> <div>Evaluate Work Center Capacity</div> <div>Advanced Scheduling Board</div>	<div>AI-assisted monitoring of sales order fulfillment issues</div> <div>Hybrid Sourcing in adv. Available to Promise</div> <div>Role-Based Access to Price Elements</div> <div>Product Valuation Initiated by Refund</div>	<div>Combined in-house repair and field service in one service order</div> <div>Non-serialized products in in-house repair</div> <div>Service with Advanced Execution</div> <div>Item-Based Accounting in Service</div>	FPS2
<div>Closing with Account Balance Validation</div> <div>Predictive Liquidity Forecast</div> <div>Plan-versus-actual analysis with the transfer of plan data</div> <div>Subscription Order (Integration with SAP GTS)</div>	<div>Synchronization of Company Owned Phrases</div> <div>Substance Volume Tracking</div> <div>Simplified planned services in lean service procurement</div> <div>Joule support for project assistants</div>	<div>Automatic Attachments for Output Items</div> <div>Object List Entries to Maintenance Items</div> <div>Manage Inspection Checklists (new app)</div> <div>AI-assisted maintenance order recommendation</div>	<div>Integration with Microsoft Teams</div> <div>SAP Collaboration Manager</div> <div>Analyze project transfers in Migration Cockpit</div> <div>AI-assisted Master Data Governance</div>	<div>RISE with SAP Premium Plus</div> <div>Clean core concept</div> <div>SAP Joule Navigation</div>	FPS0 + FPS1  FPS2
Finance	R&D	Asset Management	Cross-topics		

# General checks for innovations

## Verification checks when selecting an SAP Business AI use case



**Required reading:** [SAP Global AI Ethics Policy](#) + [SAP AI Ethics Handbook](#)



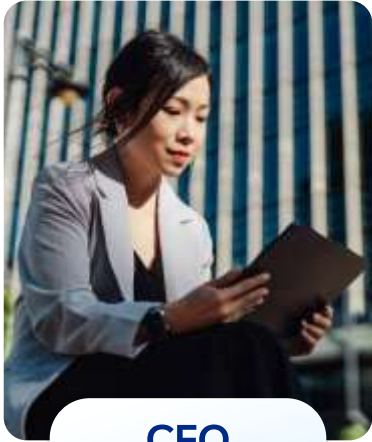
# Kevin Richardson

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# Understanding the unprecedented challenges your business faces

Each challenge is unique, yet they all demand more intelligent and connected technology solutions to succeed



**CFO**

Steering transformation by balancing growth and profitability



**CPO**

Optimizing cost, quality, availability and sustainability



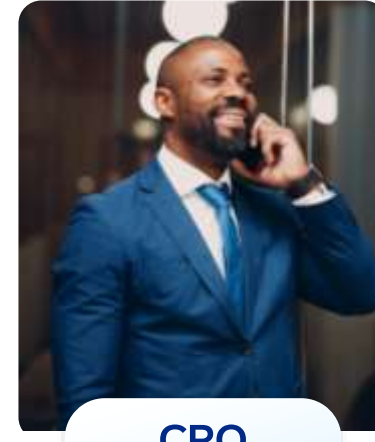
**COO**

Running resilient global supply chains amidst constant disruptions



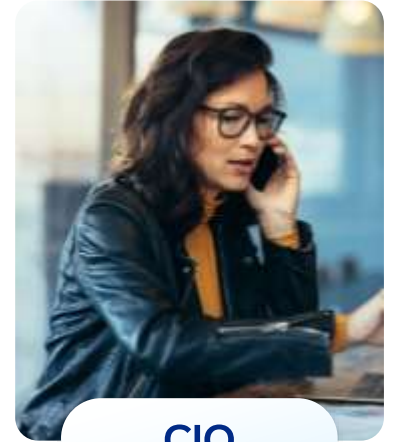
**CHRO**

Retaining and engaging talent as skills requirements evolve



**CRO**

Meeting rising customer expectations



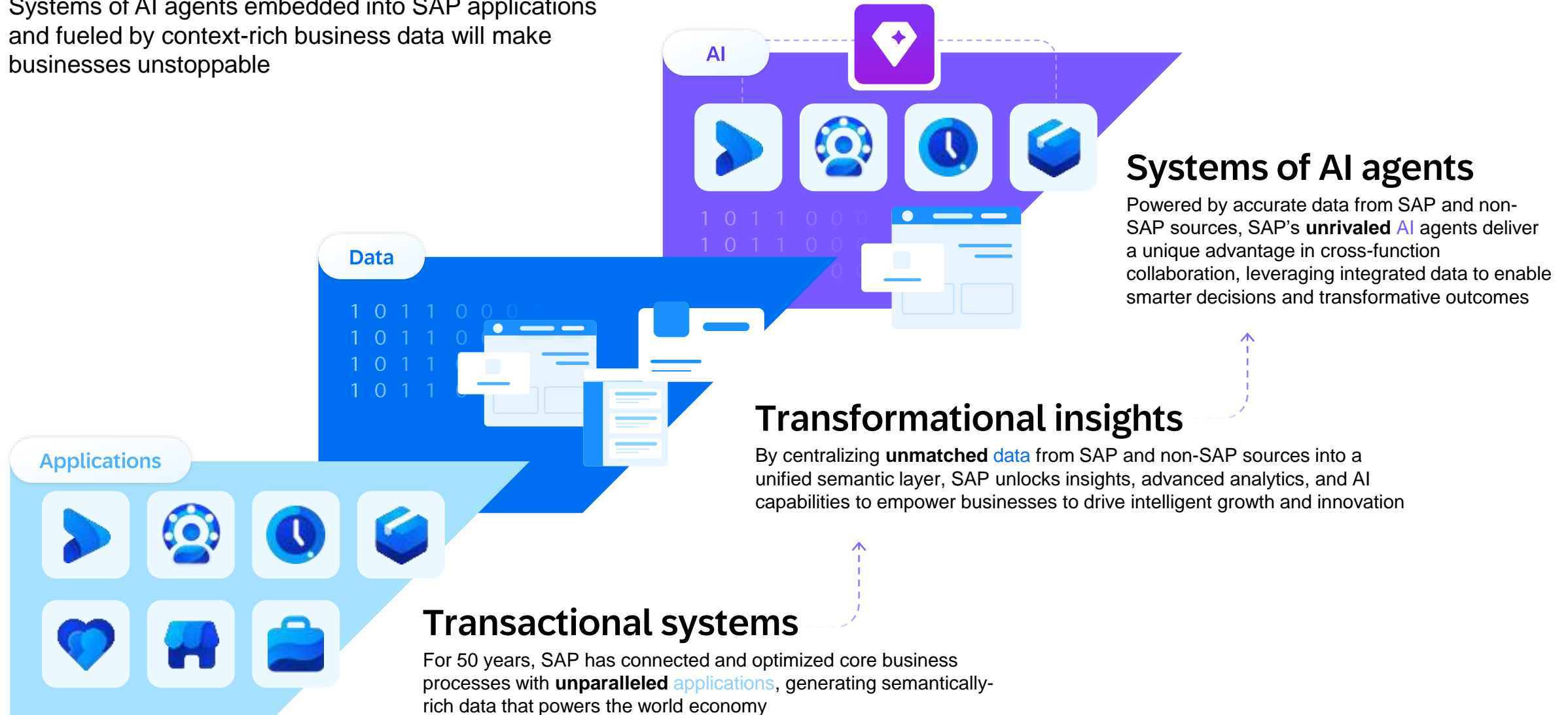
**CIO**

Delivering modernization and AI-powered innovation at the same time



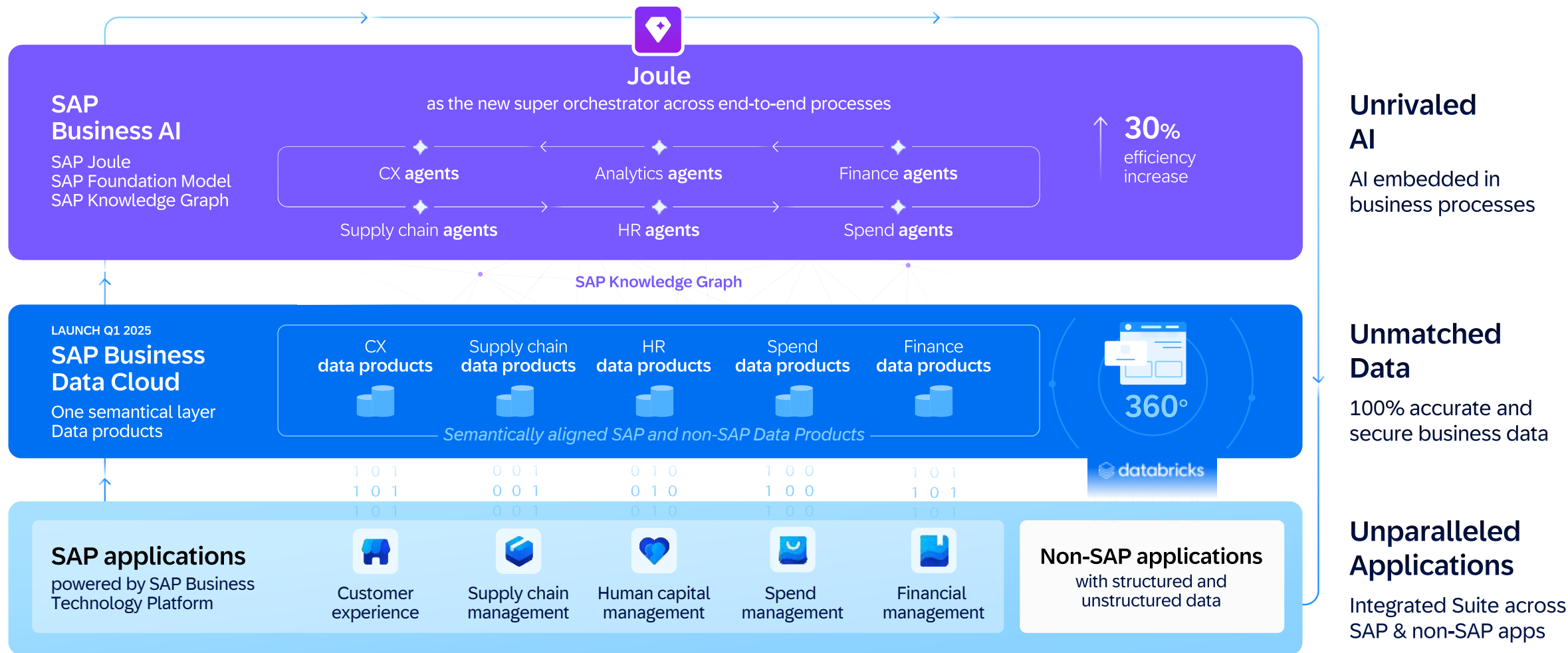
# Meeting your challenges requires a new era of enterprise management

Systems of AI agents embedded into SAP applications and fueled by context-rich business data will make businesses unstoppable



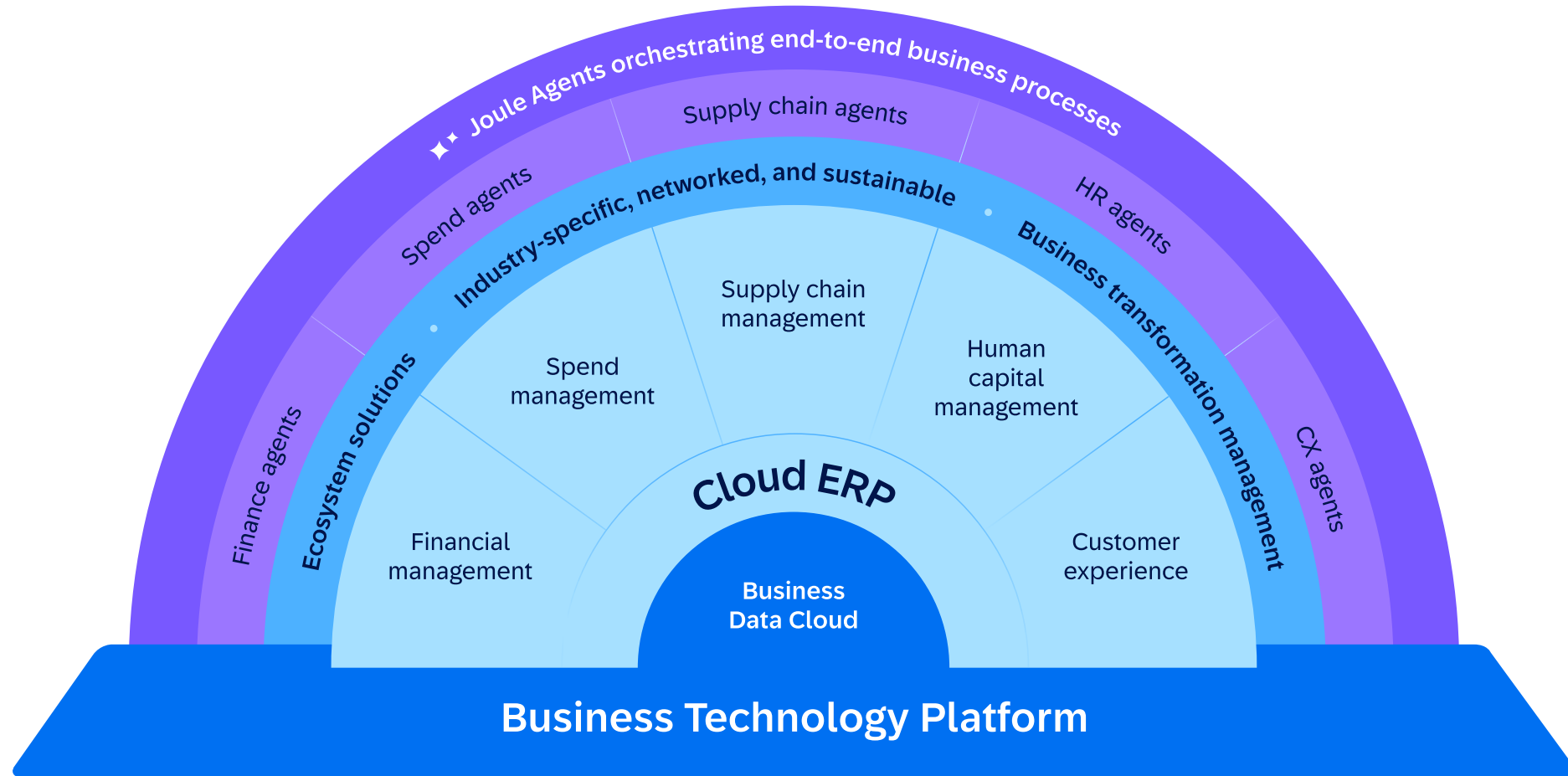
# Realizing our vision by bringing together applications, data, and AI

SAP brings all components together to lead the way into the next era of enterprise management



# SAP Business Suite

The future of enterprise management



# SAP's current positioning on data



## Safeguard & leverage SAP's data gravity

- **Unparalleled volume & of mission critical business data** (S/4HANA, LoB Apps & BW)
- **Data is the foundation to unlock AI**



## Win in the market with data harmonization

- **Strong competition** from PaaS, SaaS & Niche vendors
- Market expectation to deliver **out-of-the-box Data & Analytics** capabilities



## Resonance of Business Data Fabric Messaging

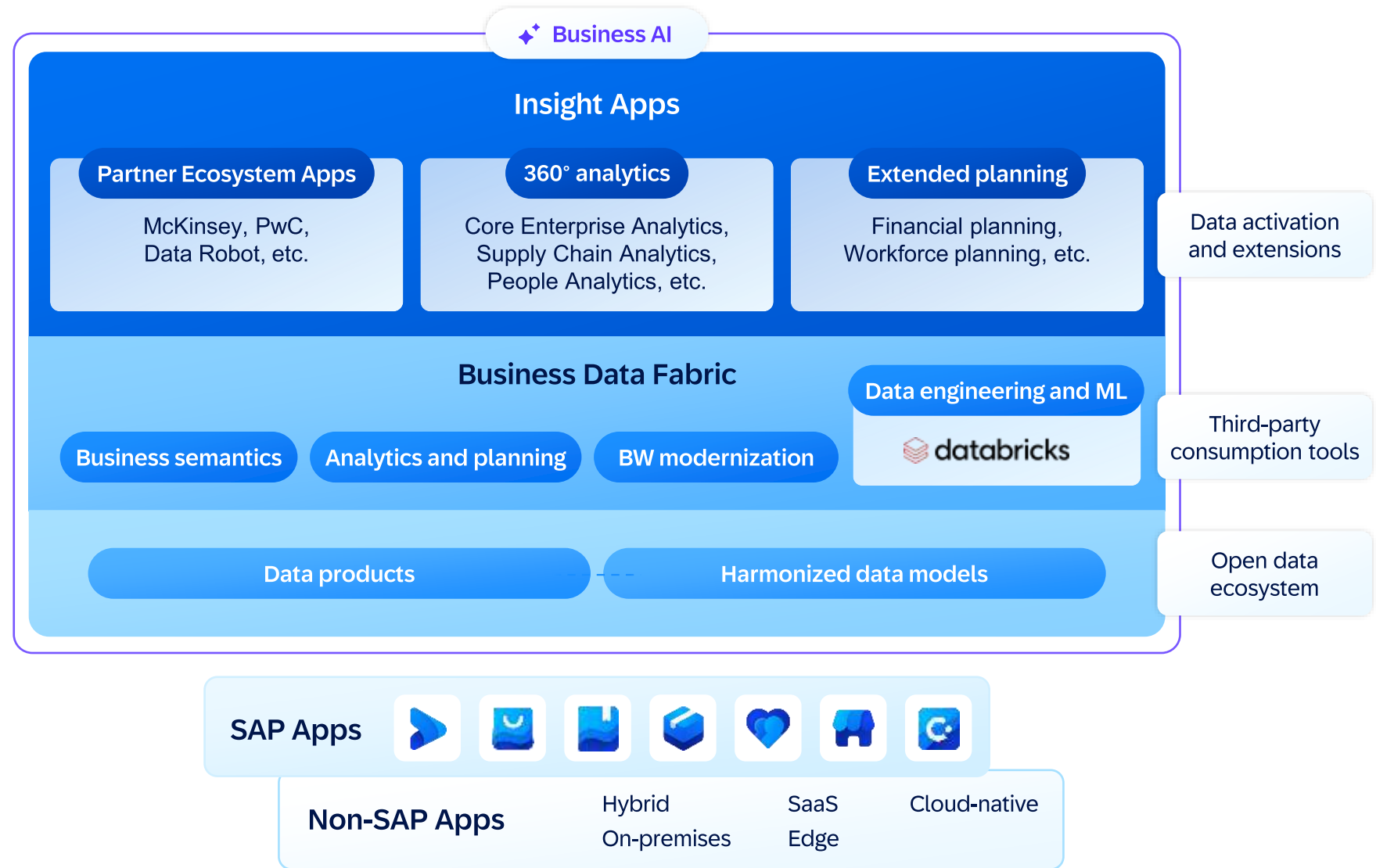
- **SAP Datasphere & SAP Analytics Cloud** positioning & competitive differentiation is established
- **Multi-cloud & Hybrid** solution architectures is a reality

Announcing

# SAP Business Data Cloud

A fully managed SaaS Solution for Data & Analytics

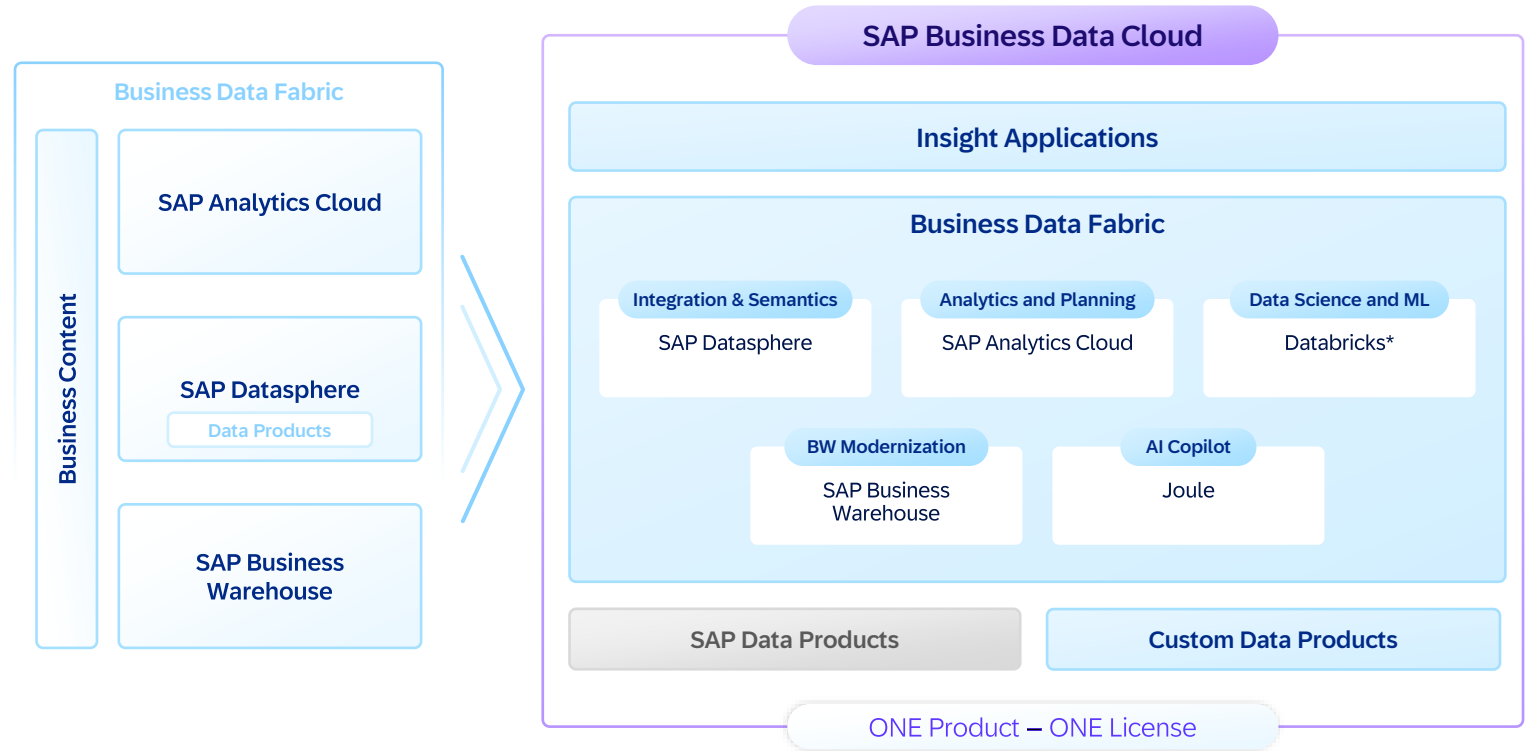
Delivering the Best TCO with a Clear Path Forward for all SAP Customers



# Evolution of the Business Data Fabric

## Enhance the use cases to create additional business value

- **Pivotal Evolution of the Business Data Fabric**  
leveraging existing solutions and investments with SAP Analytics Cloud (for planning), SAP Datasphere and SAP BW or SAP BW/4HANA and its capabilities
- **SAP Data Products and Insight Applications**  
deliver the next-level business content eliminating the need for manual data integration and modeling while accelerating the process from data to insights
- **SAP BW Modernization**  
take your SAP BW or BW/4HANA investment along and enable custom data products on your BW data
- **Data Science and ML Use Cases**  
on an integrated platform leveraging Databricks\* and object store technology with zero copy delta share
- **Infuse AI with Joule**  
unifying data platforms and business applications to establish the foundation for SAP Business AI

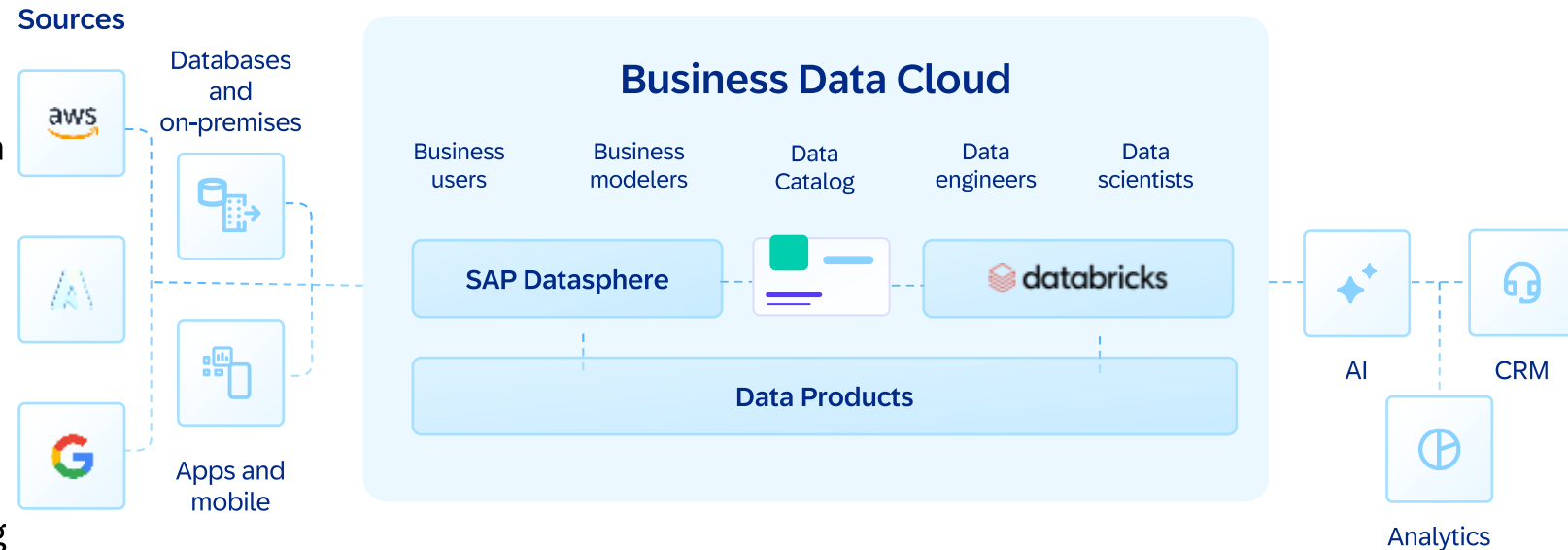


# Databricks Partnership

Databricks is a market leader for data engineering, data science and AI/ML on top of their Lakehouse platform

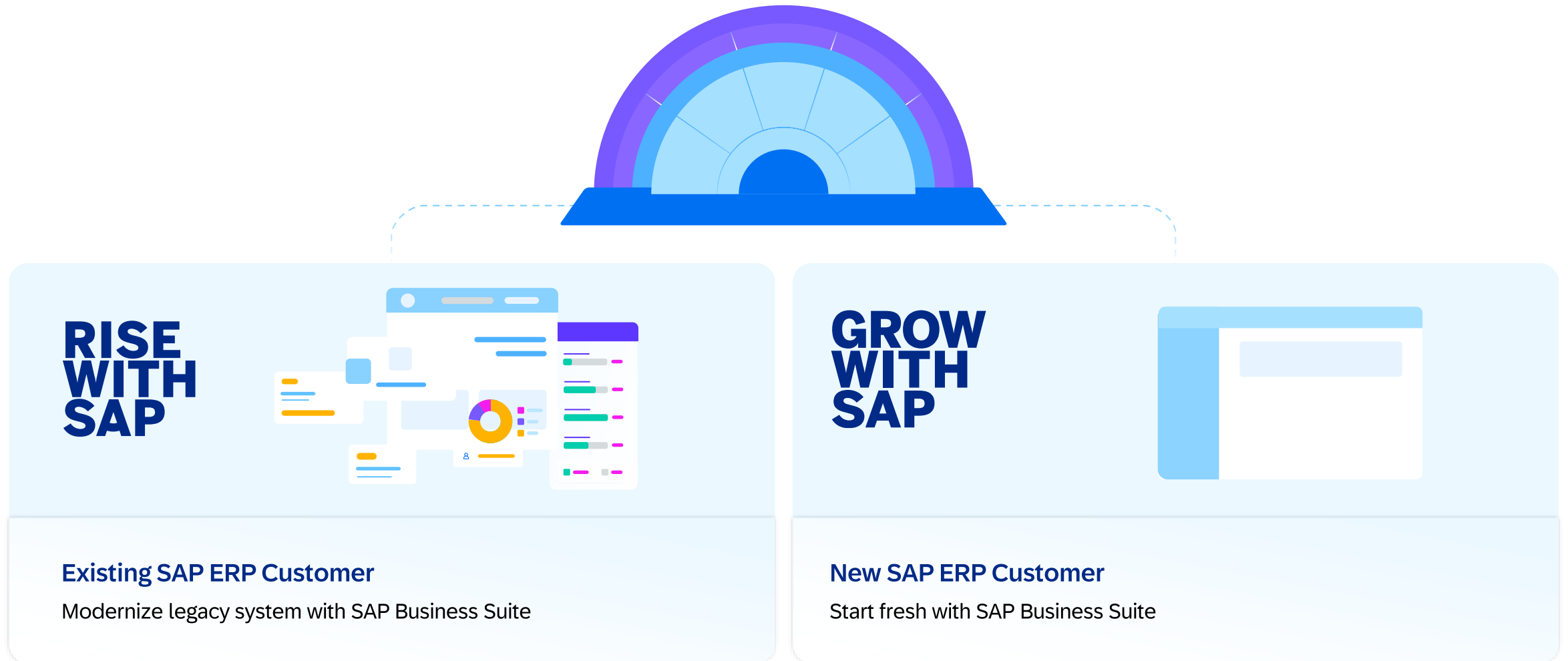
## SAP Databricks

- Brings industry leading data engineering, data science and AI/ML capabilities to SAP data
- Helps maintains SAP data gravity
- In-bound OEM with some joint GTM
- Managed by SAP and natively embedded within BDC – official name “SAP Databricks”
- Included in the BDC core commercial offering
- SAP sellers are compensated on the Databricks component sold with BDC



# Unlocking the SAP Business Suite full potential with RISE and GROW

Two journeys, one destination. SAP Business Suite





# RISE with SAP

Transforming to SAP Business Suite

Starting Point

Journey with

North Star

## Monolithic Existing Landscape

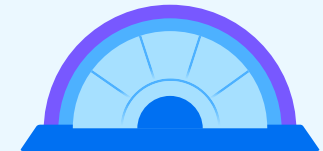


### RISE with SAP Methodology

includes tools (e.g., SAP Signavio, LeanIX and WalkMe) and services that ensure adherence to SAP's clean core principles – which are designed to make your business more agile and innovation-ready

**RISE  
WITH  
SAP**

## SAP Business Suite



### Enterprise Architect as 'your CTO'

aligns the IT architecture with your business strategy and operating model, guiding you through the transformation journey and fostering clean core adherence to maximize business outcomes

# GROW with SAP

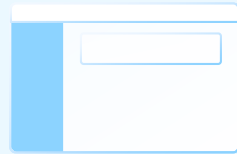
Starting fresh with SAP Business Suite

Starting Point

Journey with

North Star

## Starting Fresh



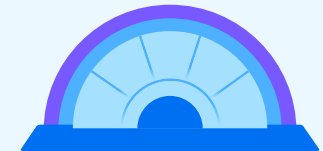
### Simple modules with per user pricing

Simplified pre-packaged and pre-integrated modules for suite covering all essential capabilities, priced

**Grow with the Suite with simplicity and transparency**

**GROW  
WITH  
SAP**

## SAP Business Suite

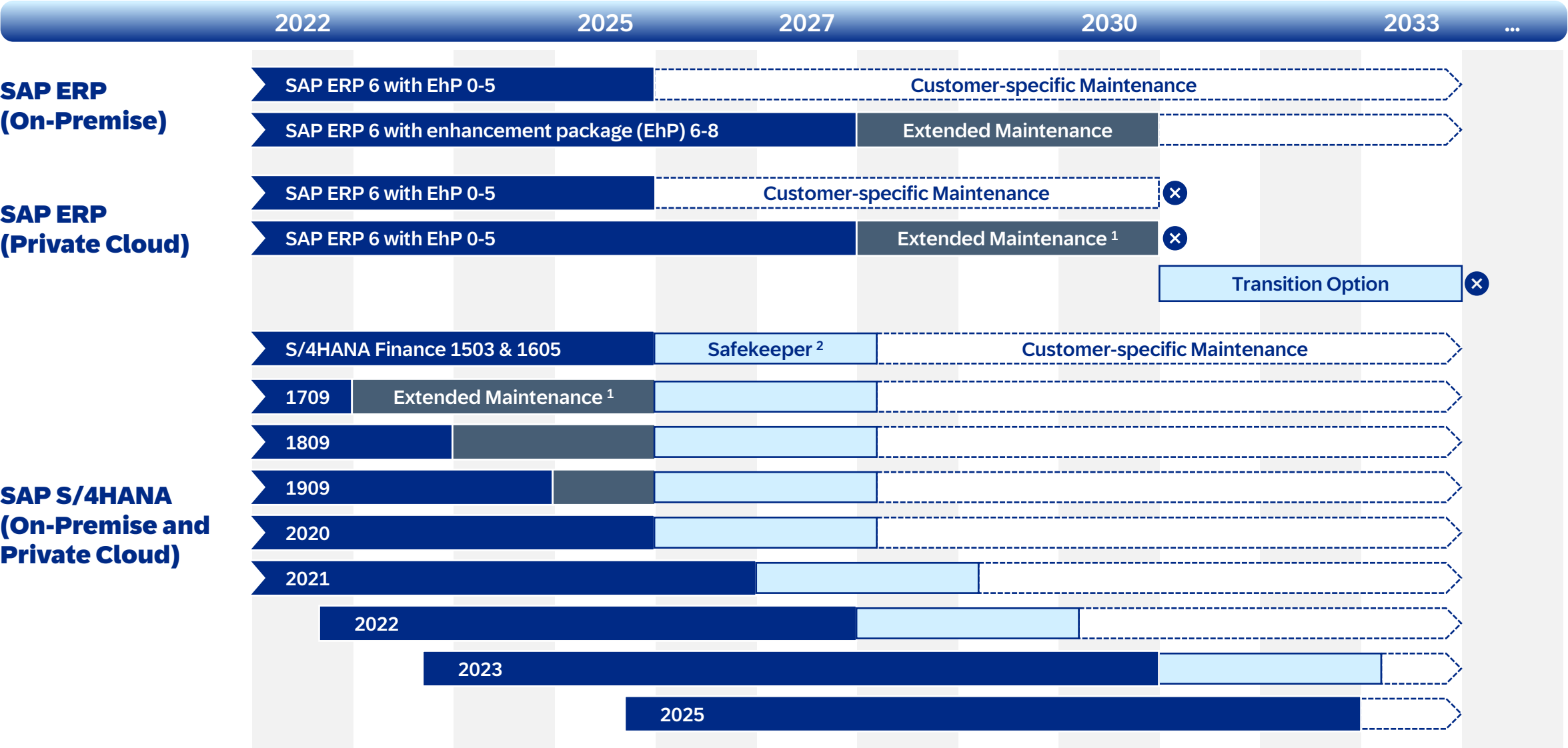


### SaaS Suite Expansion Benefit

Structured discounting scheme, unlocking higher gains with growing SAP footprint

**Unlock discounts as you expand into the suite**

# Maintenance Timelines



<sup>1</sup> Included with cloud subscriptions  
<sup>2</sup> RISE only

# RISE Migration and Modernization Program

## Methodology – SAP S/4HANA Cloud Safekeeper

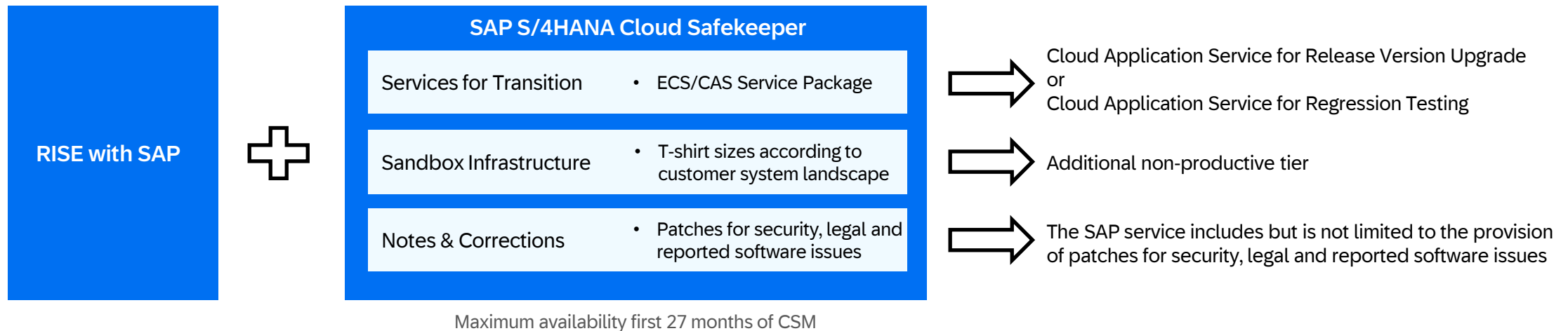
### Value proposition

- Designed for RISE customers that were not able to upgrade their SAP S/4HANA Cloud systems in time due to unforeseen internal and external challenges
- SAP will provide governance and support to actively help customers upgrade, and mitigate limitations of customer specific maintenance (CSM) for this period
- Timed to support SAP S/4HANA releases falling into CSM by the end of 2025
- Help customers transition to a cloud operating model to reduce technical debt, adopt a clean core strategy, and streamline their business processes

### What is it?

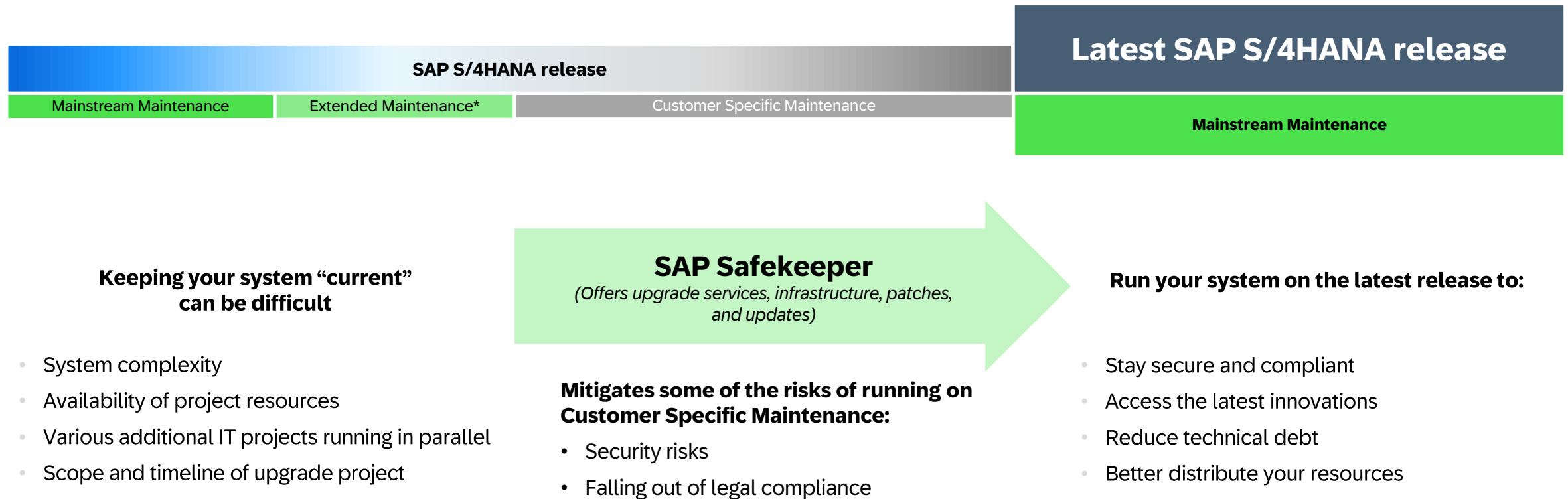
It is a paid service offering for customers with an active RISE with SAP S/4HANA agreement, it delivers infrastructure update, upgrade or greenfield implementation services and ensures business continuity by mitigating limitations of the customer specific maintenance (CSM).

### What is included?



# SAP S/4HANA Cloud Safekeeper is Your Path to Stay Current and Compliant

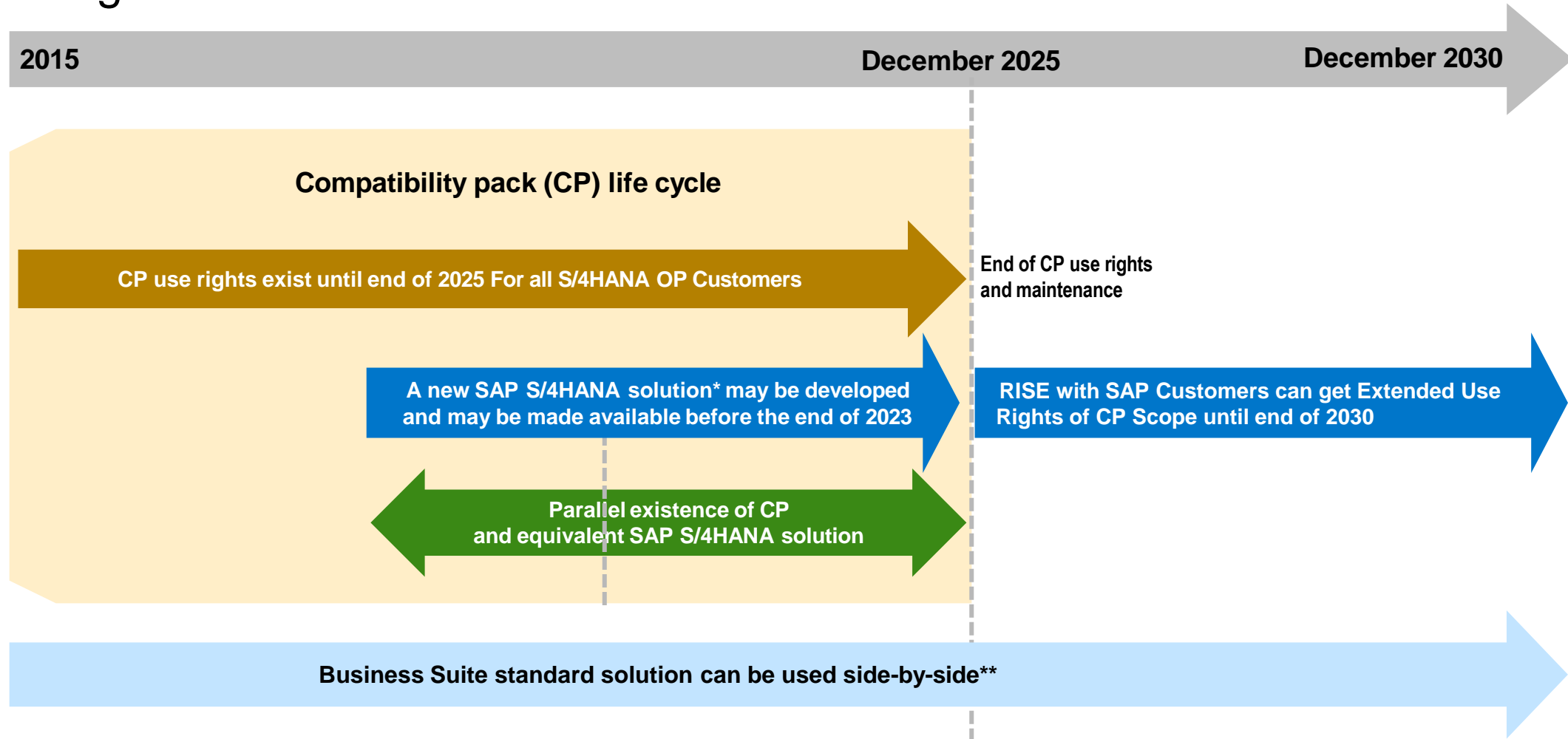
Transition to newest release while staying current on the running release



*\*if available / applicable*

# Compatibility Packs in SAP S/4HANA

## A Bridge Into the New World – Timeline



\* Either as part of SAP S/4HANA Enterprise Management or as a complete (or part of a) new SAP S/4HANA solution that would have to be separately licensed

\*\* For Business Suite mainstream maintenance see [SAP Note 2881788](#)

# Use Rights extension for RISE with SAP

The official note which is public facing regarding the CP use right extension can be accessed here: [2269324 - Compatibility Scope Matrix for SAP S/4HANA - SAP for Me](#)

## Updated RISE with SAP SLA

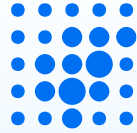
*Customer may use the S/4HANA Compatibility Packs ("Compatibility Packs") with RISE with SAP S/4HANA, private edition ("RISE PE") through **December 31, 2030**; however, such use is subject to the Compatibility Pack's availability as described in SAP Note 2269324, which may be updated by SAP from time to time .*

*RISE PE Customers may also use the Compatibility Packs with on-premise SAP software systems ("On-Premise Environment") provided, however, that Customer must convert at least fifty percent (50%) of the annual On-Premise Environment SAP Support Fee on the RISE PE's Order Form Effective Date via the Cloud Extension Program. If Customer subscribed to RISE PE before January 1, 2025, and in lieu of the foregoing requirement, Customer may subscribe to RISE PE Cloud Services with an Annual Fee that is equivalent to at least fifty percent (50%) of the current annual On-Premise Environment SAP Support Fee on the RISE PE Order Form Effective Date. Use of Compatibility Packs is subject to Customer's subscription to the underlying SAP cloud service, a license to the underlying SAP solution in the On-Premise Environment, or both, as applicable.*

# SAP ERP, Private Edition, Transition Option

## Overview

SAP ERP, private edition, transition option is an offering designed for customers with large and complex IT landscapes, who need more time to transform and begin their RISE with SAP journey.



It includes SAP ERP, private edition for selected core products centered around SAP ECC along with key services to help customers to begin their RISE with SAP journey while supporting business continuity for an additional timeline of up to three years.



Planned to act as transformation and business continuity service to allow continued use of the SAP ERP system in parallel to the migration activities.



### SAP ERP, private edition, transition option

#### Full-fledged subscription

SAP ERP, private edition  
(core products centered around SAP ECC)



#### Services

##### Notes & Corrections

(provision of patches for security, legal and reported software issues, helping to drive business continuity)

##### Transition Services

(e.g., data retention services, technical transition services, regression testing services)



**RISE with SAP journey**



# SAP ERP, Private Edition, Transition Option

## RISE with SAP Journey

SAP ERP, private edition, transition option provides services and extra time to begin the RISE with SAP journey

Starting point	until 2030	2031-2033	2034+
SAP ERP on-premise	Move to SAP ERP, private edition	Move to SAP ERP, private edition, transition option Begin RISE with SAP journey	Thrive on RISE with SAP journey
If customers are still running SAP ERP on-premise solutions they are risking at some point to enter customer-specific maintenance which comes with certain maintenance-related restrictions.	To leverage the new SAP ERP, private edition, transition option offering customers first have to move from SAP ERP on-premise to SAP ERP, private edition (if not done so already), fulfill certain technical prerequisites, and provide an explicit acknowledgement on process and consequences. See <a href="#">SAP Note 3016445</a> for more information on SAP ERP, private edition.	If requirements are fulfilled, customers may opt for SAP ERP, private edition, transition option which covers an additional timeline of up to three years with services that help to get customers better prepared to begin the RISE with SAP journey and to support business continuity.	After a successful transition to RISE with SAP, customers will be able to leverage modern AI-enabled cloud ERP solutions to thrive in the cloud.

# SAP ERP, Private Edition, Transition Option

## Prerequisites

Specific prerequisites will apply before customers can opt for SAP ERP, private edition, transition option, which will include, but may not be limited to:

- Customer must have completed migration to SAP ERP, private edition before December 31, 2030.
- Products and systems must be prepared for SAP ERP, private edition, transition option (database and other changes required for technology no longer supported such as Java).
- Customer needs to acknowledge the risk that after 2033 SAP ERP, private edition, transition option will end.

Further prerequisites may be added prior availability of offering for sign-up.



# SAP ERP, Private Edition, Transition Option

## Envisaged Scope (Status January 2025)

### Covered:

- SAP ECC, EhP 8, running on SAP HANA or SAP HANA Cloud
  - Limitations: no JAVA, plus other potential 3<sup>rd</sup> party product limitations
  - Add-ons, solution extensions, IDPs  
→ Based on market demand and technical feasibility

### Not covered (key examples):

- Former SAP Business Suite solutions like CRM, SCM, EWM, TM, MDG
- Pure SAP NetWeaver addons
- SAP BW 7.5
- SAP Enterprise Portal
- SAP PI/PO
- SAP BPC, SAP FC, SAP Business Objects Enterprise
- MII, MES
- SAP SRM



# SAP ERP, Private Edition, Transition Option

## Subscription Details (Status January 2025)

- Customers may subscribe for SAP ERP, private edition, transition option for up to three years.
- The earliest start date is January 1, 2031 and subscription ends by December 31, 2033 at the latest.
- Pricing will come with an substantial uplift on a comparable SAP ERP, private cloud and SAP ERP, private cloud tailored option subscription.
- A minimum fee will apply. Further conditions may be added.
- The new offering will be available to sign up in the 2028+ time frame.





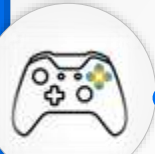
# SAP Customer Evolution Kit for SAP S/4HANA

Register for  
SAP Customer  
Evolution Kit



## Delivery Framework – Delivered in just 5 days!

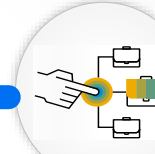
Experience **SAP S/4HANA Simulation**



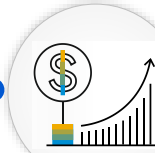
Explore **SAP S/4HANA + SAP BTP & AI** innovations



Optimize with **SAP Signavio Process Insights**



Discover the **value of SAP S/4HANA**



Sketch your **future architecture**



Prepare the move with **SAP Readiness Check**



Evaluate **transition strategy** scenarios



**Closing Session and Handover**



### Prepare for the Engagement

- Attend the preparation and information call
- Complete the onboarding steps
- Get your Welcome Package



### Summary and Actions

- Receive an initial transformation plan
- Identify to-be architecture design
- Discover available tools and services
- Get actionable next steps



Excited about the SAP Customer Evolution Kit? [Register here](#)

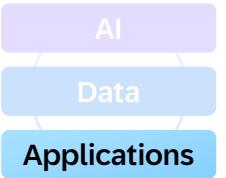
# Thank you.

Contact information:

# Appendix

# Unparalleled Applications

**SAP's applications and Business Technology Platform** deliver comprehensive, connected and tailored solutions to meet your unique needs.



## Comprehensive

Power end-to-end business processes with the most comprehensive, integrated portfolio of applications

## Extensible and integrated

Easily integrate and enhance applications with user-friendly application development, automation, and integration solutions

## Industry-specific

Tailored solutions for all industries,  
built to meet unique business needs

## One suite

of applications with seamlessly  
integrated business processes



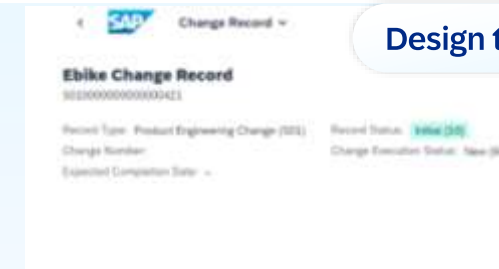
## Hire to retire



## Procure to pay



## Lead to cash



## Design to operate



## Record to report

## Business Technology Platform



# Unrivaled AI

Deploying collaborative AI agents to optimize operations and enable smarter decision-making across the business

