



Key Takeaways from SAP Sapphire 2023

Orlando & Barcelona

01

SAP Strategy Summary



| Key Take-away

SAP is accelerating its Cloud investments. SAP believes Cloud ERP gives SAP customers the best ability to do better in their business. SAP will help its existing ECC customers transform to the S/4HANA Cloud via the RISE offering.

What does it mean for SAP customers and Next Best Action

SAP Customers need to decide whether moving to S/4HANA Cloud in the short-term is the right way forward for them, rather than Lift & shift of their customized ECC.

Moving to Cloud seems to be only a question of “When” and not “whether Cloud is right”?

02

S/4HANA Private Cloud

| Key Take-away

S/4HANA Private Cloud (for Installed Base SAP ECC clients and Large Enterprises; packaged as “RISE with SAP” Offering):

Allows adjustment of business processes as per customer requirement, allows customers to manage the pace of change in their landscape/environment on their own timeline.

| What does it mean for SAP customers and Next Best Action

As customers with existing ERP systems finalize their SAP Transformation journey ahead, they should evaluate between their existing on-premise model (even if it is CAPEX SAP License + independent hosting in Hyperscale public Cloud) Vs the new RISE with SAP offering to decide which approach is right for them.

03

S/4HANA Public Cloud

| Key Take-away

S/4HANA Public Cloud (for Mid-market & packaged as “Grow with SAP” Offering):

Pre-built industry best practice processes, faster time to value, bring the implementation time down significantly with Powerful extensibility options with specific open-APIs.

| What does it mean for SAP customers and Next Best Action

Mid-market customers can expect **faster, cheaper SAP implementations.**

04

S/4HANA Public Cloud

| Key Take-away

S/4HANA Public Cloud for Large Enterprises:

As part of Two-Tier ERP strategy, supported by the new solution “Two-tier Accelerator”.

| What does it mean for SAP customers and Next Best Action

Large Enterprises can leverage both Public Cloud and Private Cloud editions as part of their Two-tier ERP strategy. This can be achieved via the Composable Architecture Framework that is realized via a Business-Service oriented, API-driven approach – all captured via a Value Canvas that is customer-specific.

Suitable for M&A, new business models, autonomous business divisions, global expansion (of Sales Offices, non-production sites, commercial only sites, R&D only sites etc.), long tail of countries.

05

SAP for Industries

| Key Take-away

SAP for Industries:

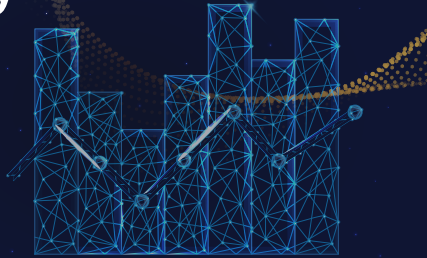
SAP wants to collaborate more with the Software Vendor, GSI partner & other Technology provider eco-system to develop Industry-specific solutions (e.g. collaboration with Planon).

What does it mean for SAP customers and Next Best Action

Customers can expect higher propensity of a heterogenous eco-system - combination of SAP, ISV, GSSP providers in a seamless collaboration to bring together Industry specific offerings & collaborations in a loosely coupled manner.

06

Business Technology Platform (BTP)



Key Take-away

Business Technology Platform (BTP):

Adoption of BTP, the key enabler of Composable Architecture framework from SAP PaaS perspective, is maturing & accelerating. Expect further Innovations & optimizations such as SAP Build, SAP Integration, AI/ML/RPA services as well as SAP Generative AI, SAP AI Core, SAP Datasphere etc.

What does it mean for SAP customers and Next Best Action

Customers need to be aware of the evolving BTP landscape & BTP services while designing their futuristic S/4+BTP architecture. Market-place is also evolving with native PaaS services from Hyper-scalers like AWS, Azure, Google, IBM etc.

BTP specialist partners at LTIMindtree, with an expertise in deploying BTP applications for customers and having specialized BTP offerings like LTIM's SAP BTP Innovation Studio (with its BTP Migration Cockpit, Auto-code remediator/optimizer, B2B Integration Assistant etc.) can offer the right advice.

Also, customers need to design the right governance & guard-rails for optimization of BTP subscription cost, usage of CPEA credits etc. so that there is proper control & governance around BTP usage in the organization.

07

Automation and AI



| Key Take-away

Automation and AI:

Automation and AI in everything. With SAP Business AI, Autonomous Analytics, Generative AI via GPT Prototype, Mobile start and so many other new announcements & initiatives.

| What does it mean for SAP customers and Next Best Action

Customers should watch this space for rapid innovation and build specific POCs for their specific requirements. Business Process & AppDev automation can be achieved via features provided in maturing products like Advanced workflow, End-to-end Build process across devices – Signavio, SAP Build, Analytics using Datasphere, Generative AI.

08

SAP Datasphere

| Key Take-away

SAP Datasphere & Data Federation:

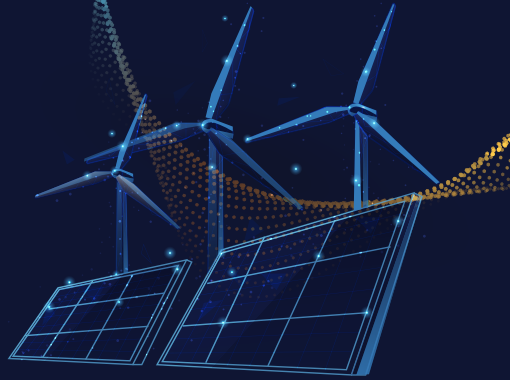
Avoid moving data from OLTP applications into a Data Lake or Data Warehouse and don't lose business context. Instead leverage federation of Data across SAP & Non-SAP Applications with its business context & semantics preserved at source based on "Business Data Fabric Architecture. Consume data stored in SAP sources (S/4HANA, BW/4HANA) as well as non-SAP sources (such as Google BigQuery etc.) without moving data anywhere by connecting via Datasphere and visualizing them in SAP Analytics Cloud.

| What does it mean for SAP customers and Next Best Action

While this approach unifies and manages Data across SAP & non-SAP sources and **eliminates ~50-80% reduction in Data Extraction needs**, one key factor that determines this approach is the extent or percentage of SAP Data sources vs the non-SAP Data sources across the Enterprise. Can data federation help customers consume Business Data to meet their Analytics & reporting needs without the need for Data Lakes or Data Warehouses is a topic that requires further analysis based on customer-specific architecture & business needs.

09

Sustainability



Key Take-away

Sustainability:

SAP is continuing its focus on 'Green Line' in customers' balance sheets in addition to 'Top-line' and 'Bottom-line' through "SAP Responsible Design and Production" solution as well as "Green Ledger" (to be released in H2-23 or H1-24).

What does it mean for SAP customers and Next Best Action

Customers who are keen to track, monitor, report & control end-to-end Sustainability metrics & underlying business processes across their entire value chain, should evaluate & incorporate these emerging SAP sustainability solutions vis-à-vis Best of Breed, as part of their overall ESG strategy.



For more information,

visit <https://www.ltimindtree.com/enterprise-solutions/sap/>

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