

SAP Strategy

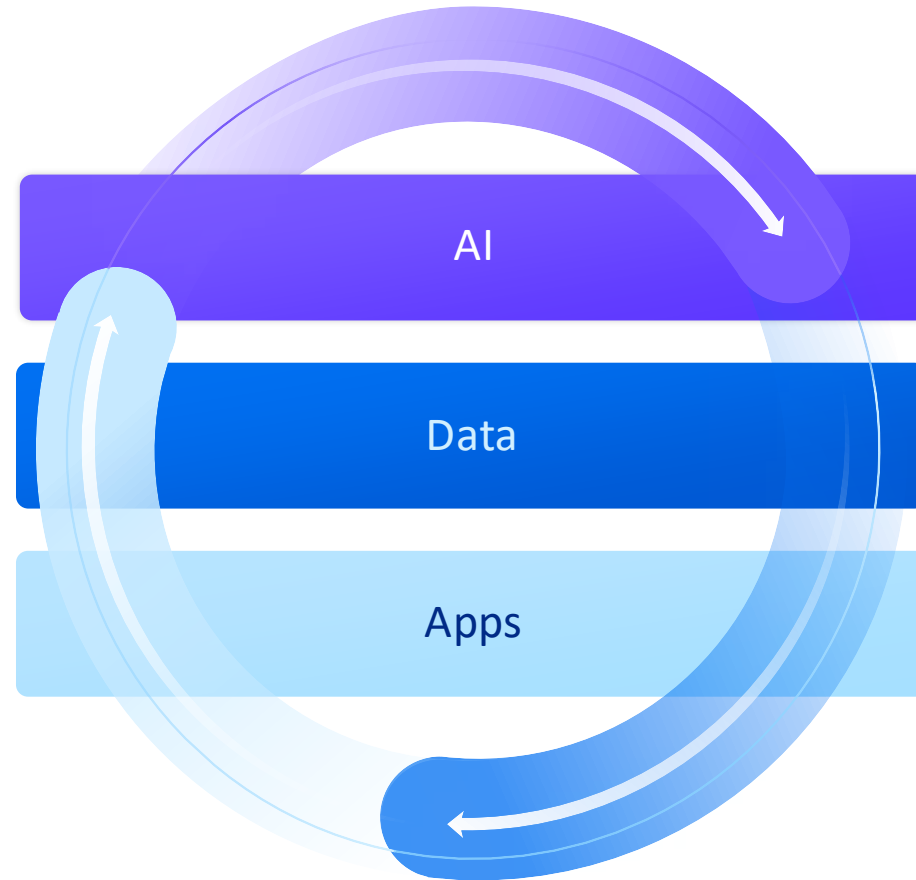
2026

External Presentation

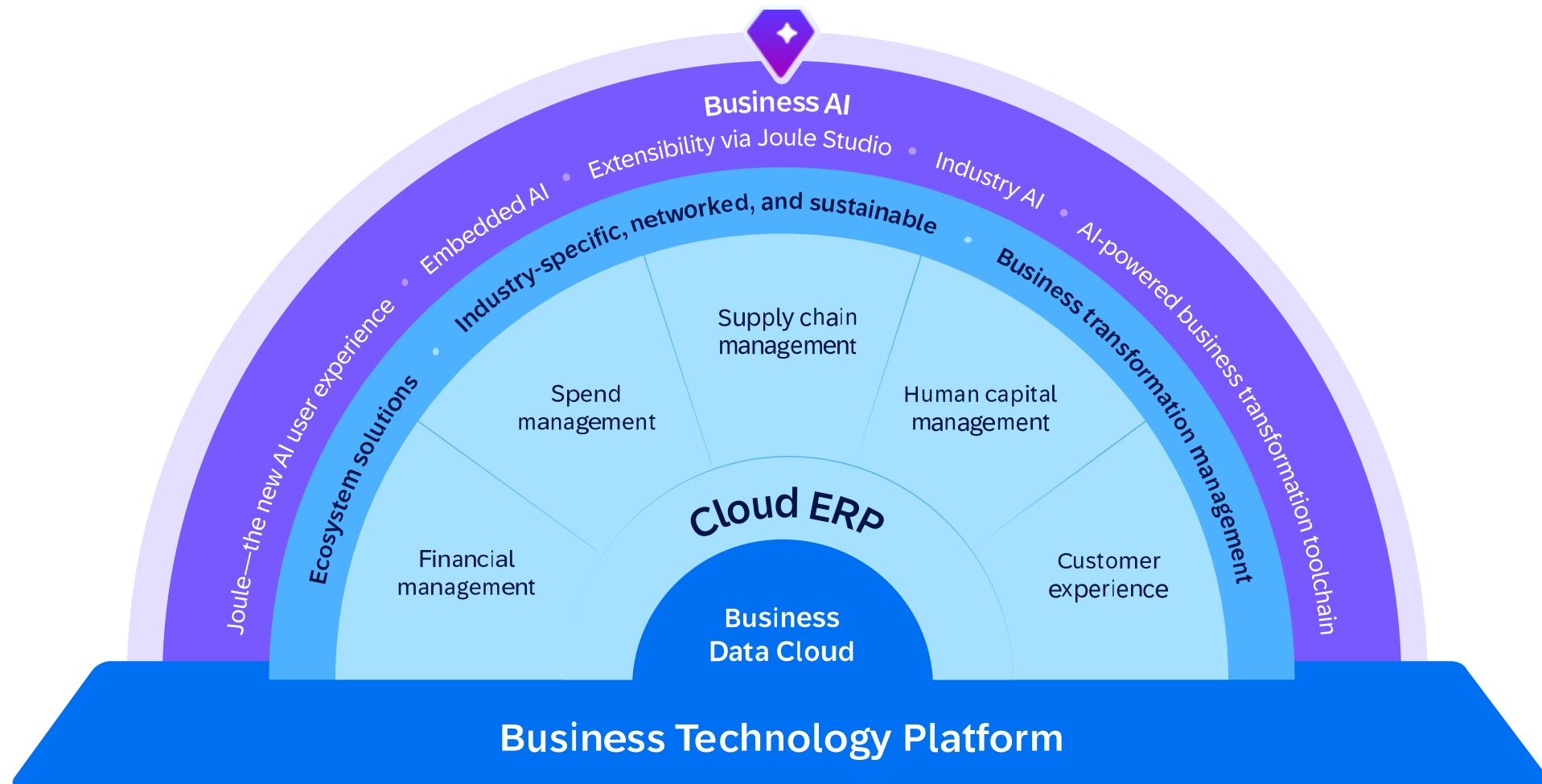
SAP



Bringing together apps, data, and AI into a virtuous flywheel



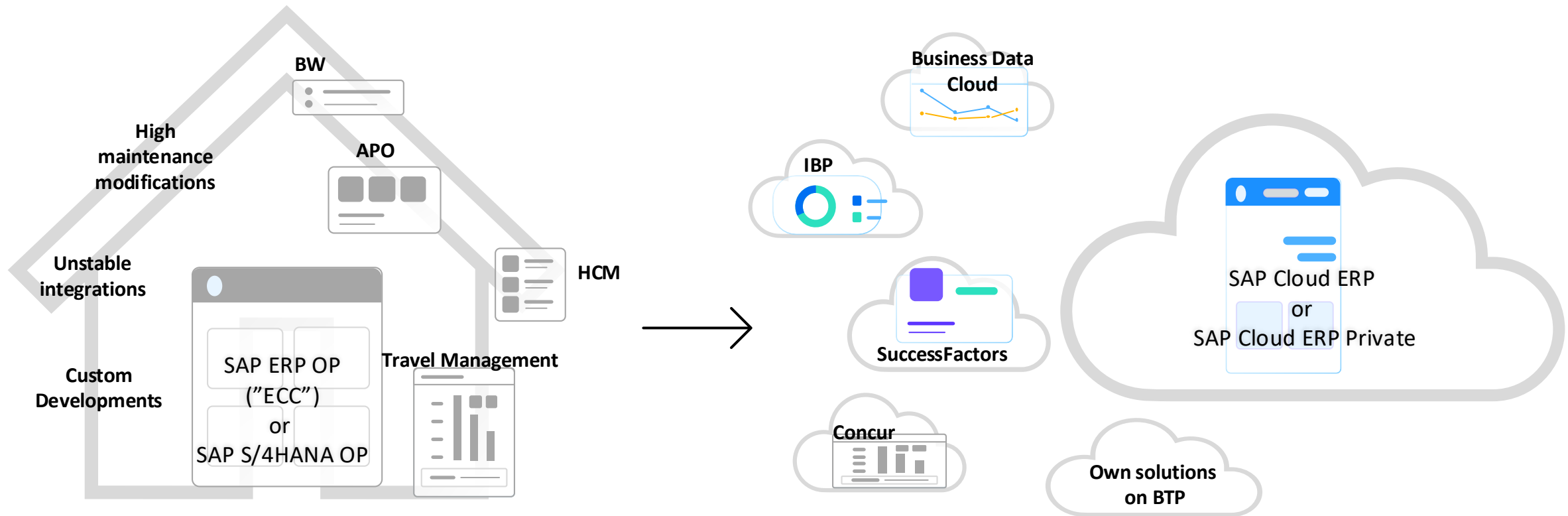
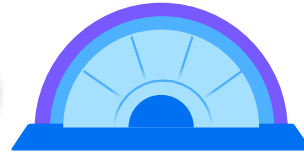
SAP Business Suite is the one destination for all customers—bringing together Apps, Data and AI



Cloud North Star for Future Readiness

Common system landscapes of
SAP installed base customer

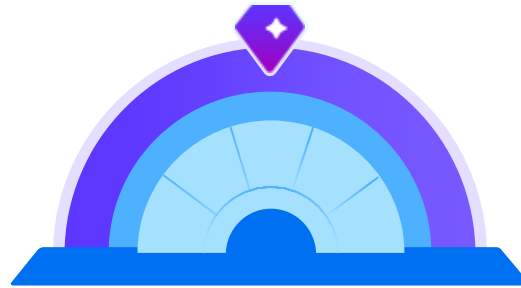
Suite First
AI First



Unstable integrations
High maintenance modifications
Custom Developments

Reduce
Own solutions on BTP
Extensions on BTP

Two distinct journeys to unlock the value of the SAP Business Suite

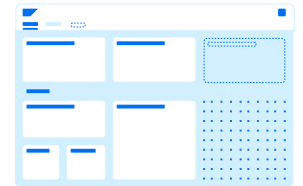


RISE WITH SAP



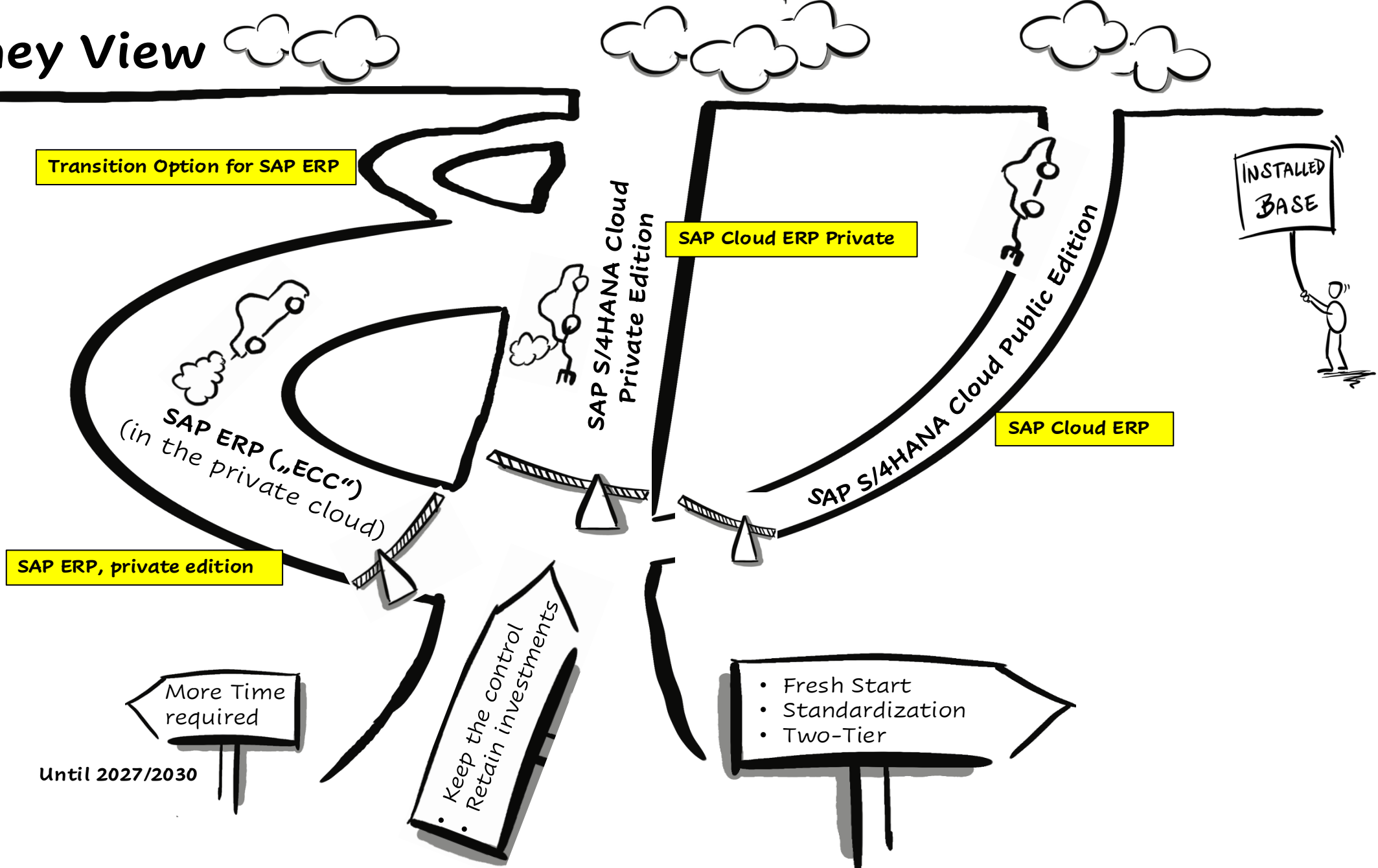
Existing On-premises SAP Customer
Modernize legacy system with SAP Business Suite

SAP GROW



New SAP Customer
Start fresh with SAP Business Suite

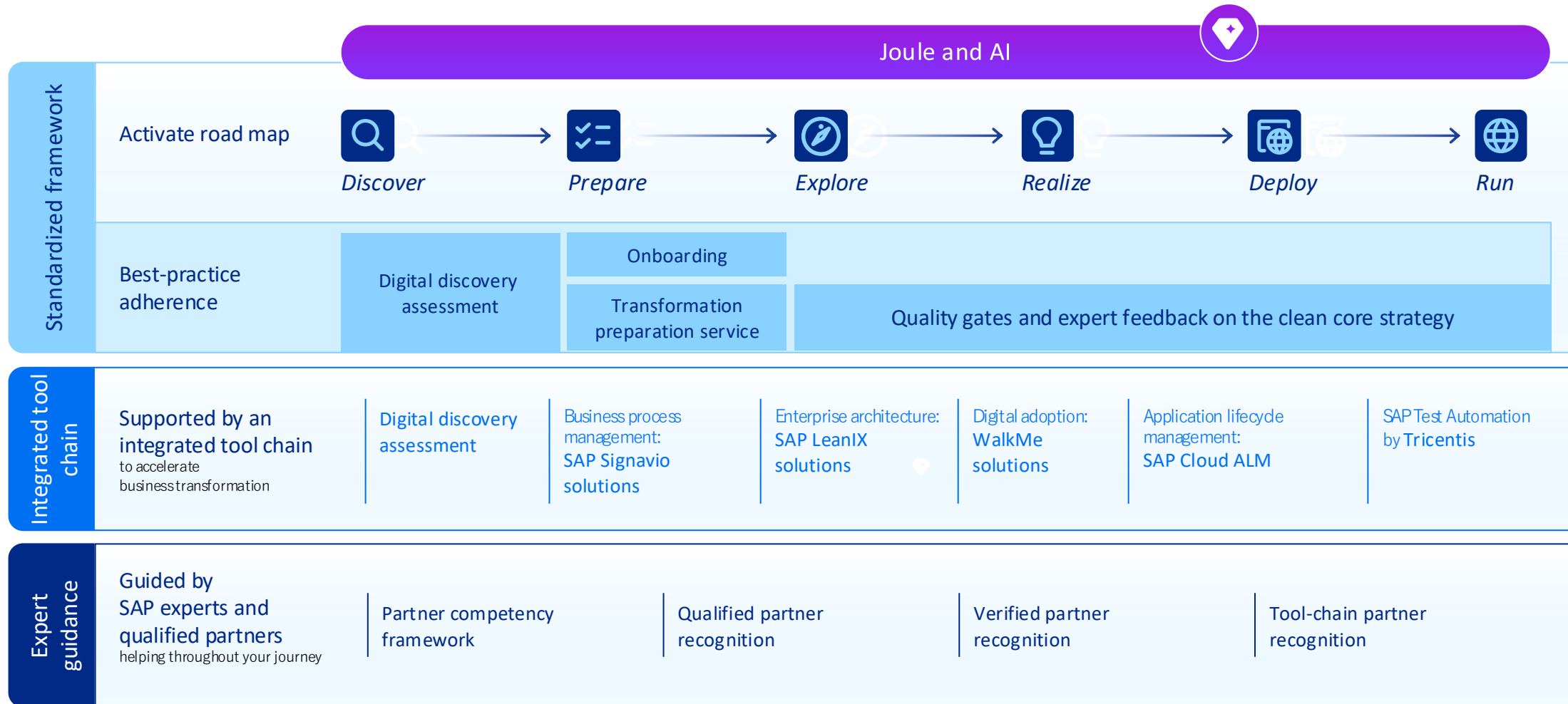
Journey View




RISE JOURNEY to the Cloud: Designed for our existing ERP Customers

RISE with SAP Methodology for SAP Cloud ERP (Private)

Transform into a cloud operating model with best practices—aligned guidance, tools, and services.

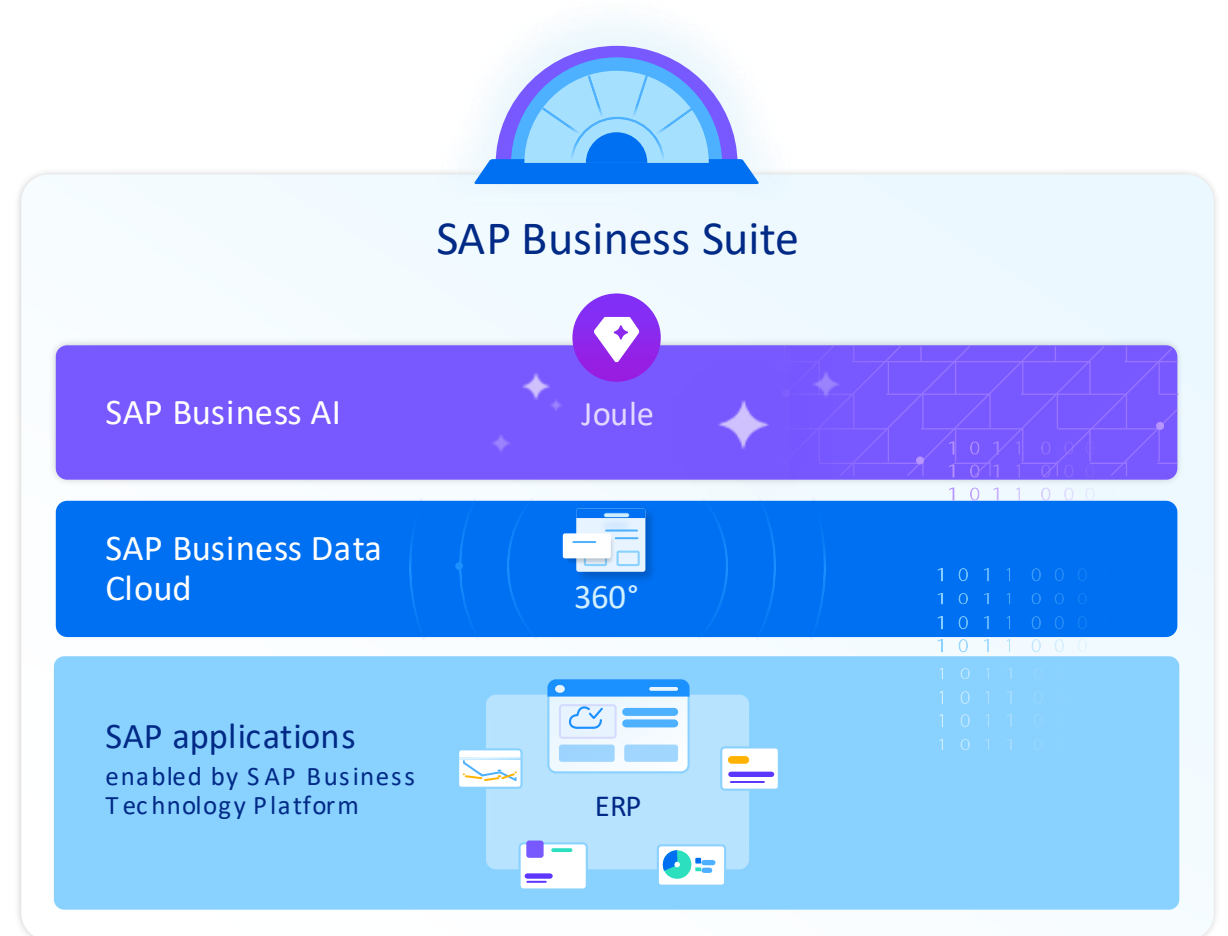


An aerial photograph of a rugged, rocky coastline. The rocks are dark brown and jagged, jutting out into a dark blue sea. A glowing, ethereal blue path winds its way across the rocks, starting from the top center and curving down towards the bottom right. The path has a soft, glowing aura around it. The overall mood is mysterious and futuristic.

Modernize your ERP, data, and AI landscape

Start by modernizing your ERP to the cloud

- Start fresh with a new cloud ERP
- Modernize existing ERP with clean core approach
- Use two-tier, hybrid approach with fresh start for subsidiaries and ERP modernization for headquarters



Highlights of SAP Cloud ERP (Private) capabilities

Access innovations and capabilities available in cloud ERP.

Core capabilities	AI optimization	Enhanced insights*	Cloud model
<ul style="list-style-type: none">• Standardize processes while supporting strategic differentiators• Tap into cloud-only capabilities across lines of business• Access transformation tools and services included with package	<ul style="list-style-type: none">• Enhance user productivity with the AI assistance of the Joule copilot• Automate tasks with embedded AI and AI agents• Fuel AI with accurate, context-rich ERP data and business rules	<ul style="list-style-type: none">• Make ERP data available with native integration to a modern data foundation• Leverage prebuilt, SAP-managed ERP data products• Gain in-depth insights with intelligent applications based on ERP data and AI	<ul style="list-style-type: none">• Benefit from SAP-managed cloud operations and support• Remove technical debt with a cloud-compliant, clean core approach to ERP• Stay up to date on the latest innovations

A modern ERP deserves more than legacy data

Elevate your data foundation to realize the full value of your ERP.

Enhance decision-making

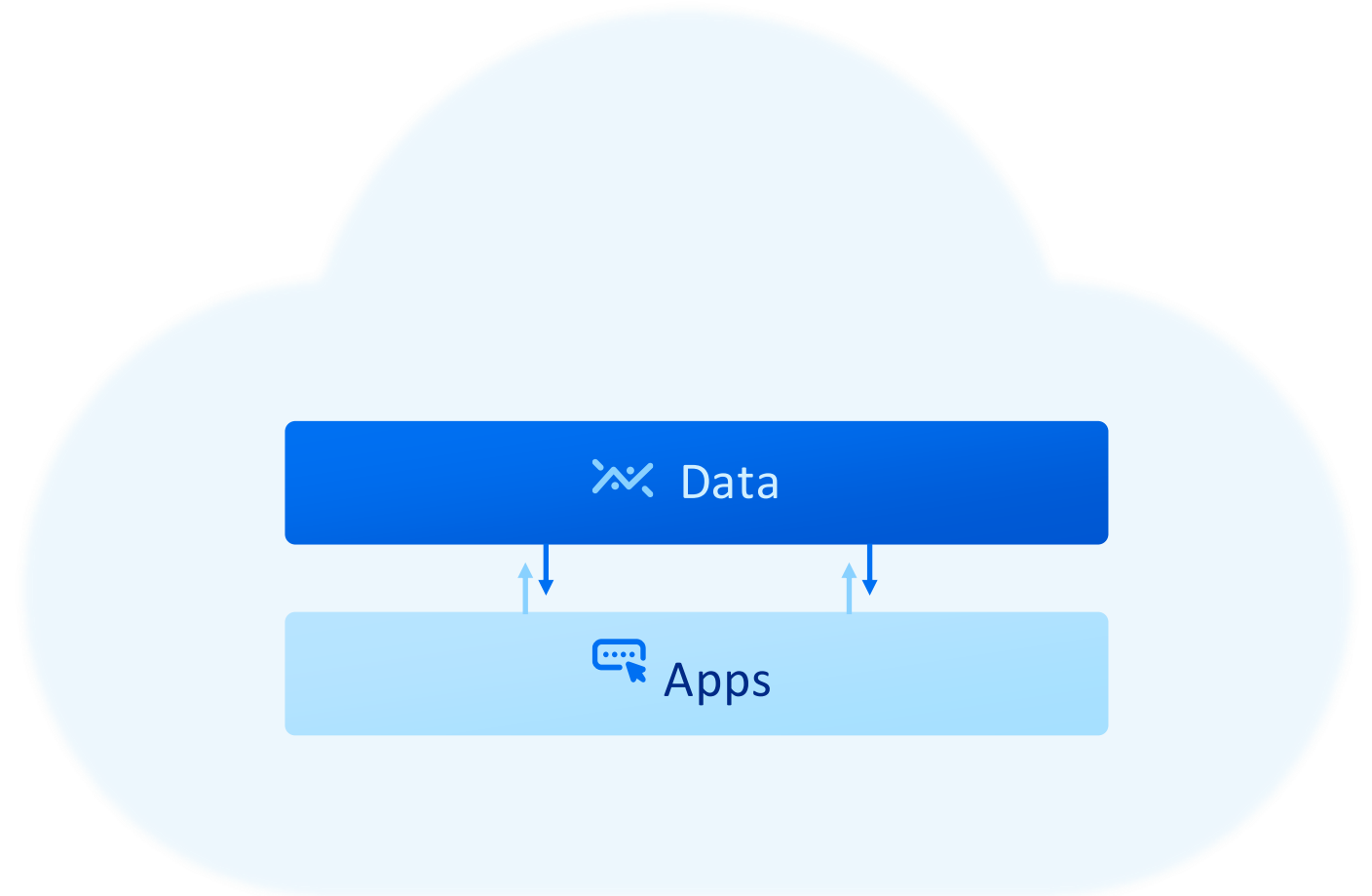
Real-time analytics within the ERP that combines transactional and analytical insights with effective master data governance enables smarter, faster decisions.

Gain enterprise-wide visibility

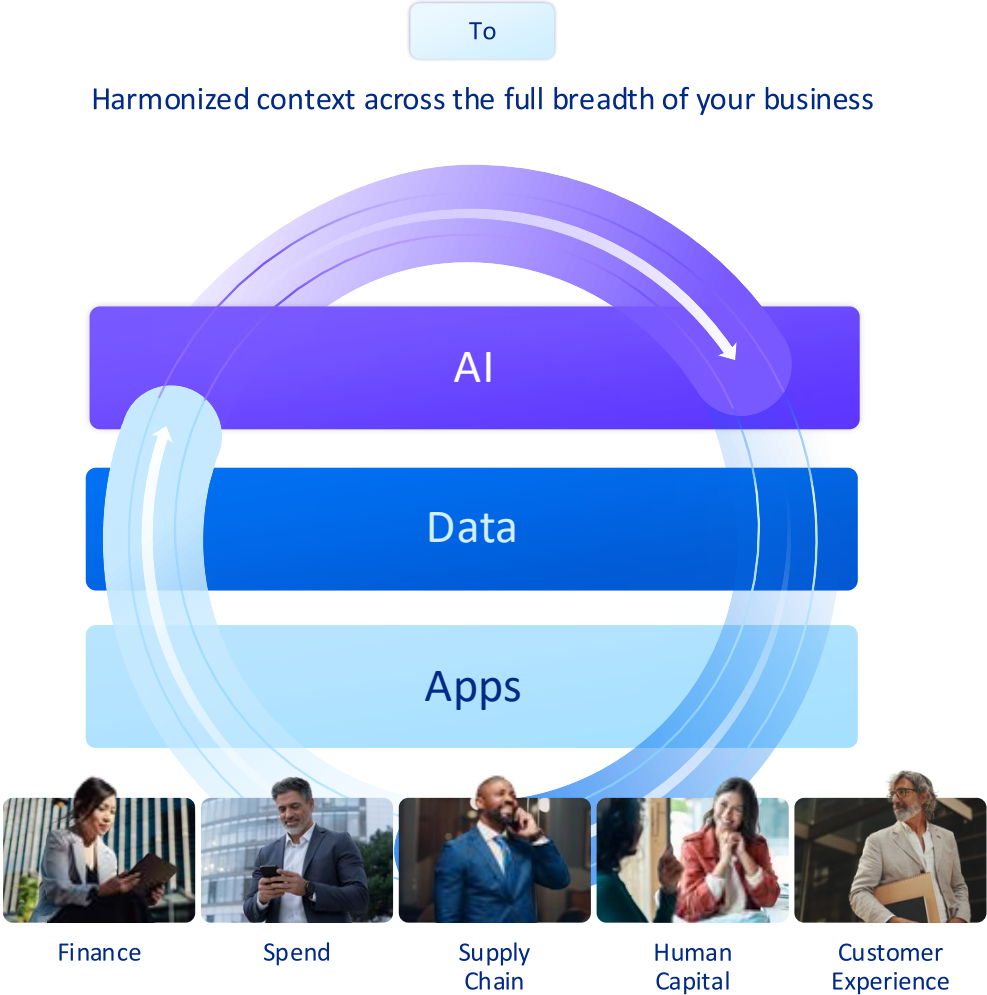
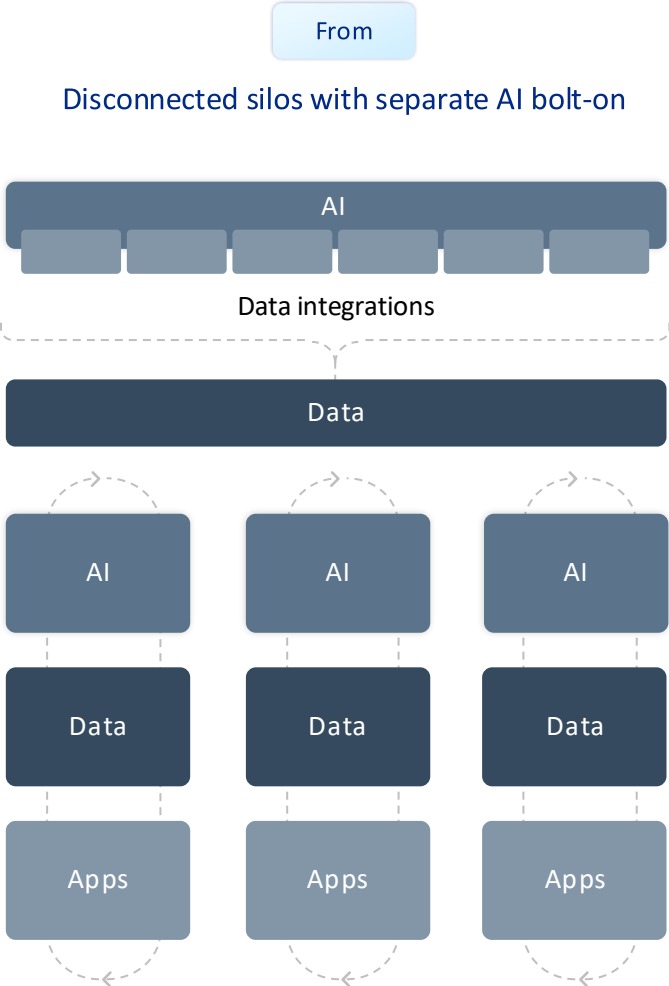
A modern data foundation harmonizes and centralizes data from ERP and other business applications without manual data extraction, replication, and updates.

Be AI-ready

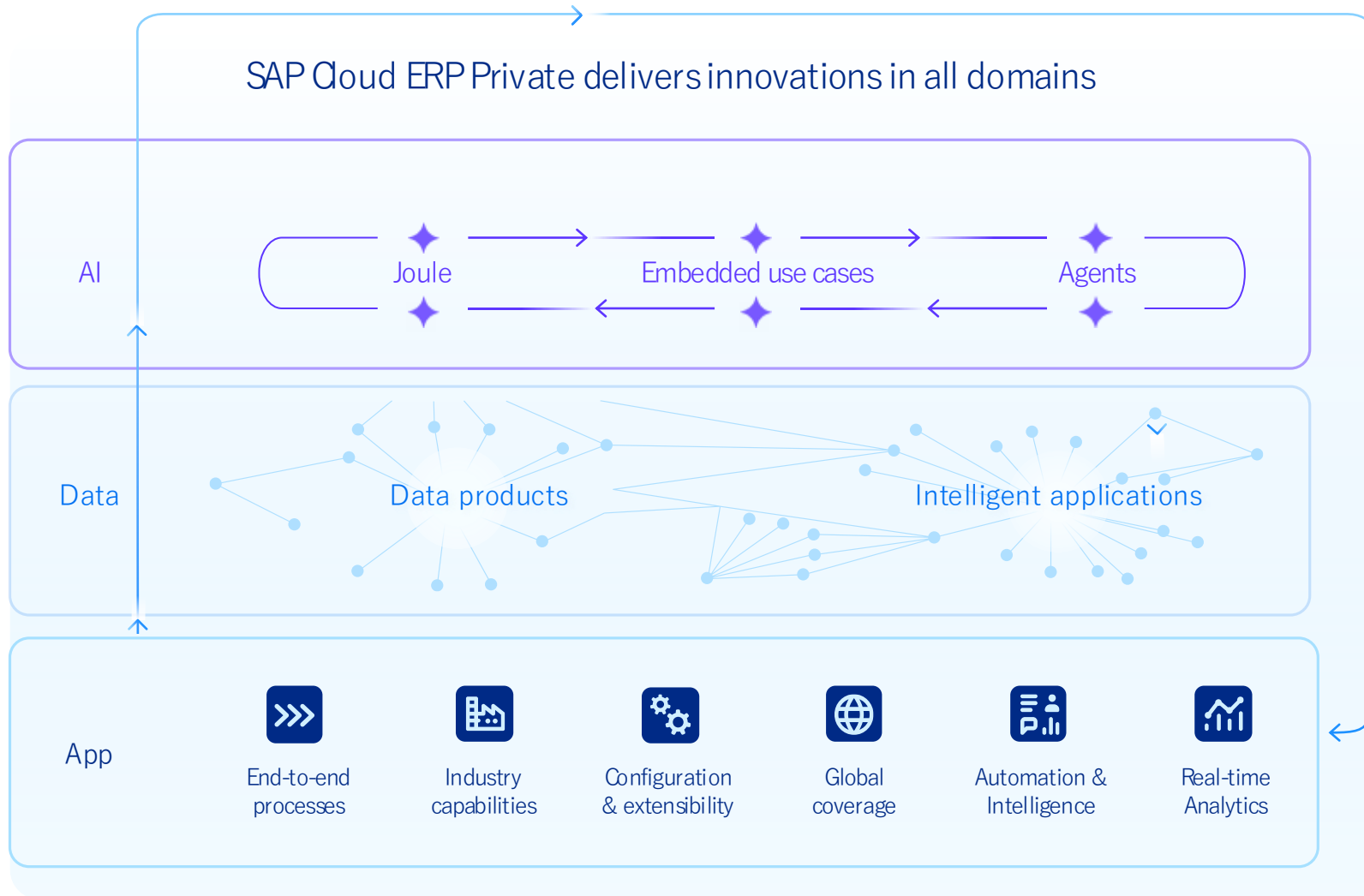
An integrated system of ERP, data, and AI creates a dynamic foundation for accurate, context-rich data that immediately optimizes your processes.



AI with the broadest context provides the deepest value



Innovate, adapt, and thrive at scale with **SAP Cloud ERP (Private)** – the modular, configurable modern ERP



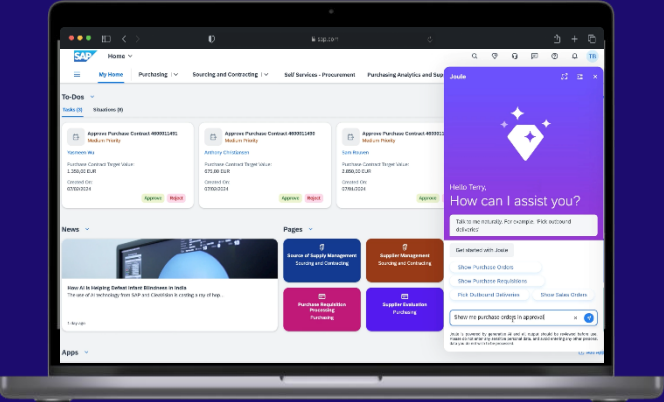
Drive productivity with **Joule** and create impact with **AI and agents** grounded in your business data and embedded into every business function

Bring together operational and financial data to deliver **insights and applications** fueling intelligence for every team across the enterprise

Run with confidence your mission critical **business processes across industries** with innovative, intelligent and integrated modern ERP

Cloud ERP differentiators

Joule in SAP Cloud ERP (Private)



Joule for SAP Cloud ERP (Private) empowers users to execute their everyday tasks more efficiently and express their business requirements in natural language.

Users can quickly navigate to applications, gain fast insights into critical business data, receive help based on SAP help documentation and run business scenarios.

Example overview of skills

Transactional

- “Show me maintenance order 916233”
- “Give me an overview of the material documents”
- “Show me the master data for business partner XYZ”

Navigational

- “Where can I see overdue purchase requisitions?”
- “Find apps to check item quantity in purchase order 012345678”
- “Are there apps for uploading a supplier invoice?”
- “Where can I see overdue purchase requisitions?”

Informational

Answer questions on SAP help documentation with direct navigation to sources

Links

SAP S/4HANA Cloud Private Edition

- [SAP.com](#)
- [SAP Discovery Center](#)
- [SAP Community Blog Post](#)
- [Interactive Value Journey](#)
- [SAP Help Documentation](#)

[Navigational and Transactional capabilities with Joule in SAP S/4HANA Cloud Private Edition](#)

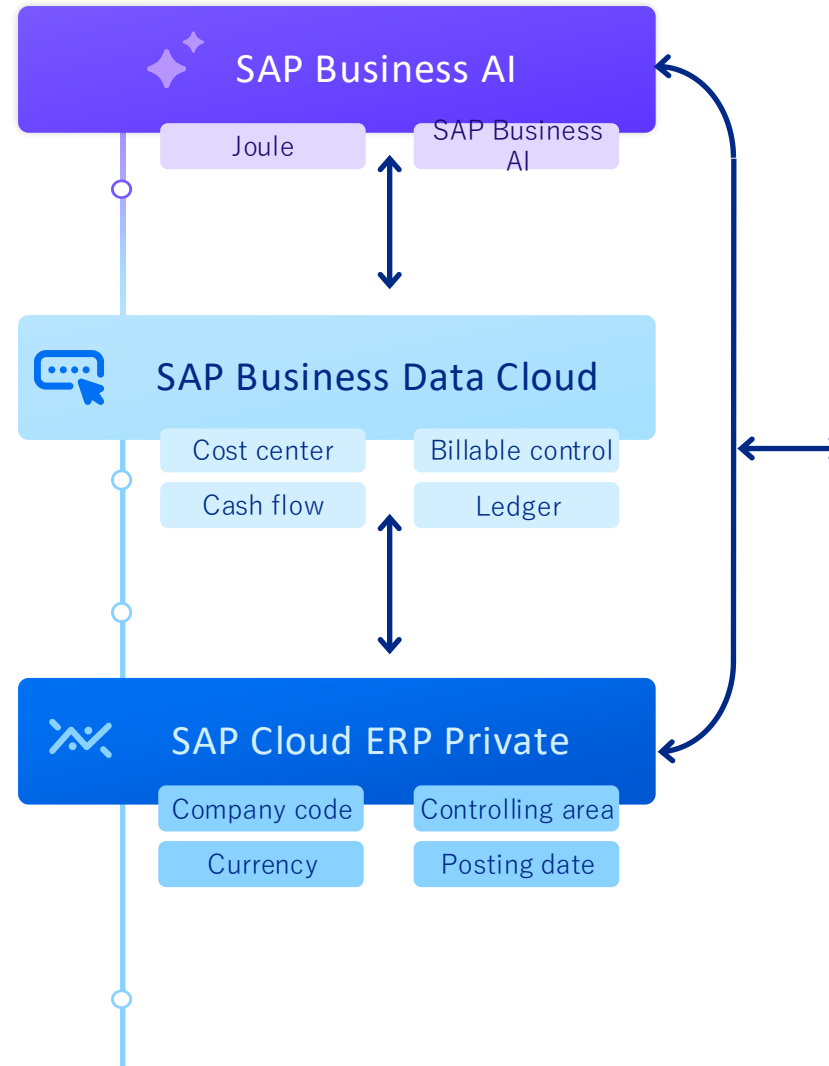


AI-infused intelligent applications

Automate with applications that learn from your data and act on your behalf.

🔍 Insights into...

- How has working capital trended over the past few periods?
- Do I have opportunities to negotiate better payment terms with suppliers?
- What is days sales outstanding (DSO)?



Intelligent applications for working capital



End result



Working Capital – Gain a deep understanding of your operations

Intelligent Applications for Cloud ERP Intelligence

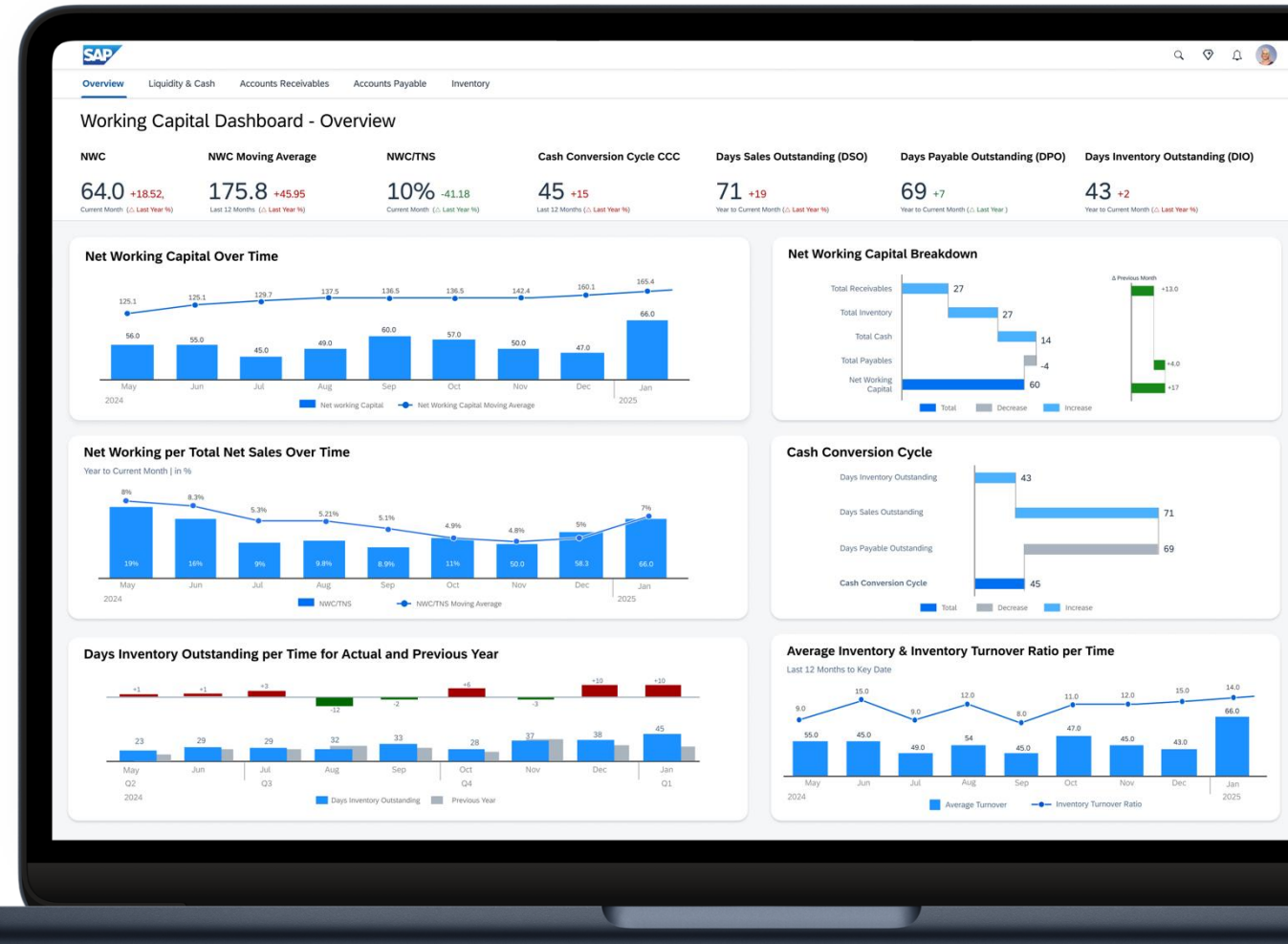
Cloud ERP Intelligence

Enabling companies to effectively make use of current assets and maintain sufficient cash flow to meet short-term goals and obligations.



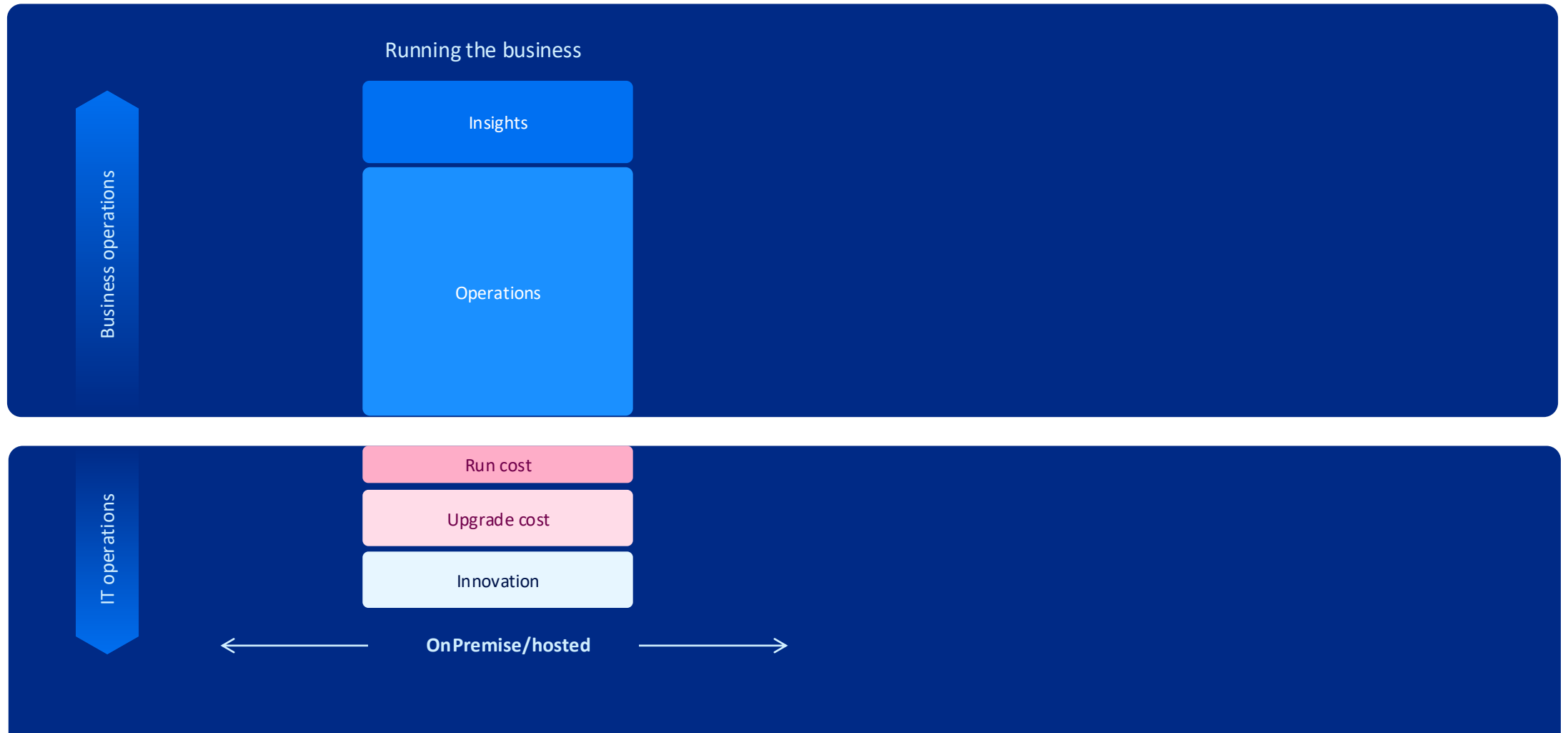
The intelligent application helps to answer:

- How has the working capital trended over the past few periods?
- What is the average payment period for accounts payable?
- Are there opportunities to negotiate better payment terms with suppliers?
- What is my days sales outstanding?



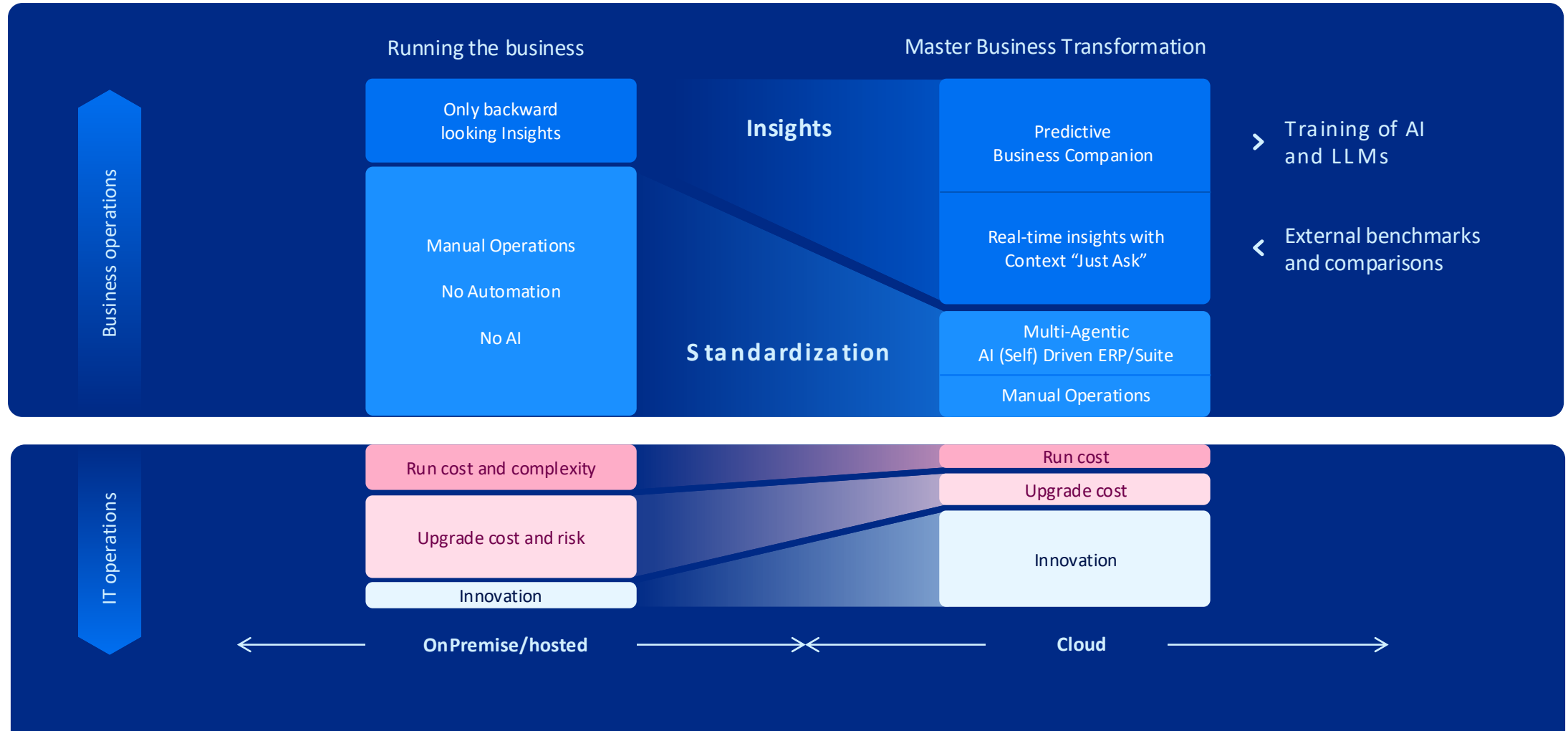
SAP Notes [3606495](#), [3606487](#)

Your today's ERP operations when you started 20 – 30 years back ...

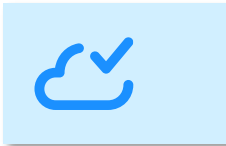


SAP's Vision of Business Transformation with the Next Generation Cloud ERP

AI-driven and AI-assisted business transformation, automation and innovation



Private Cloud – “SAP Cloud ERP Private”



Experience always-on operations

- ✔ Prevent critical disruption with proven, resilient tools
- ✔ Maintain business continuity with SAP's built-in support
- ✔ Enable smooth business processes, even during updates or changes

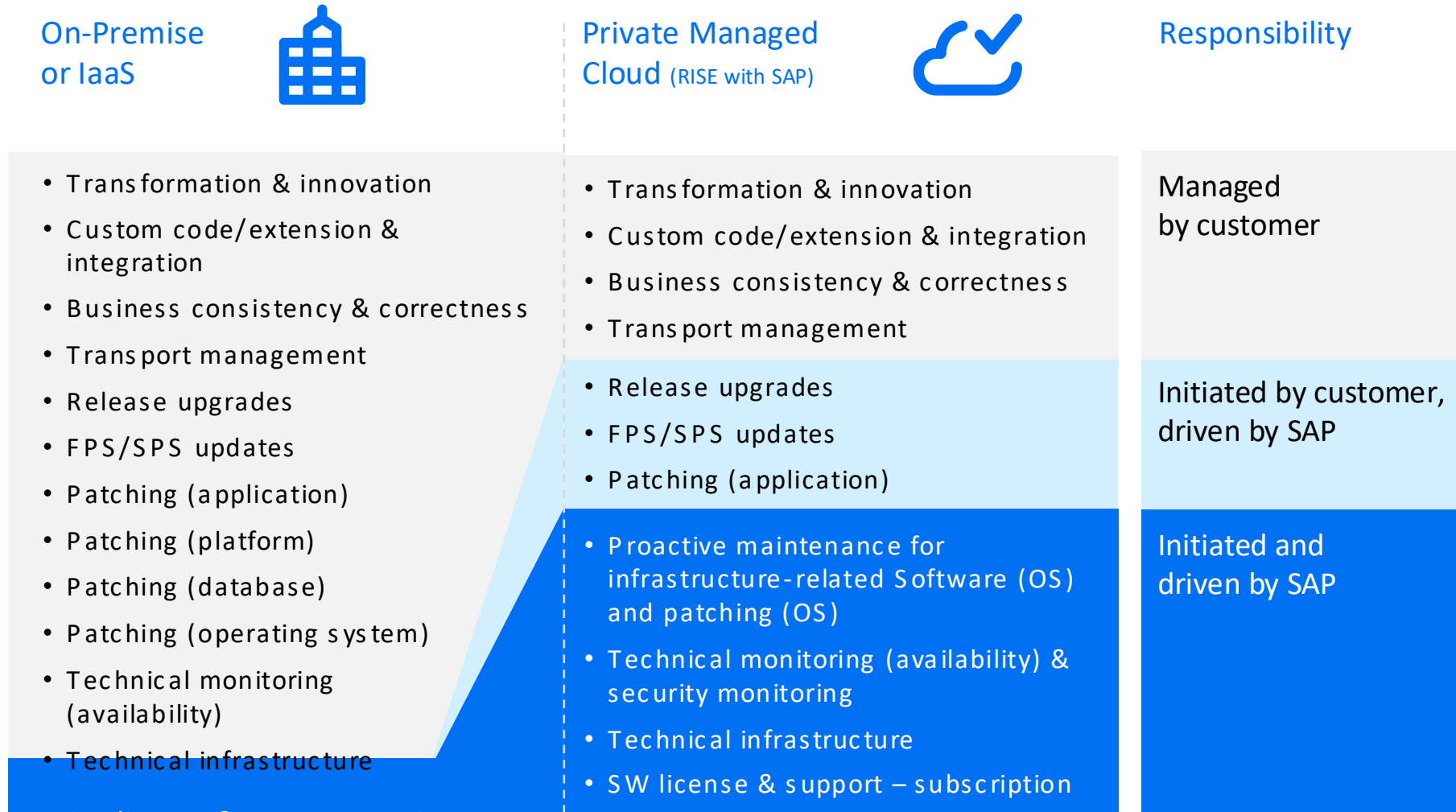


10,000+

SAP Enterprise Cloud Services and Support experts located worldwide

Transitioning to the Private Cloud

Share responsibilities with a new operating model



A Strategic, Collaborative Approach to Security Management

Work together with SAP experts through RISE with SAP



On-Premise
or IaaS



Private Managed
Cloud (RISE with SAP)

Benefits of
RISE with SAP

Business processes	Customer managed	Customer managed
Application: functional		
Application: technical	Customer managed	SAP managed
Operating system and database		
Infrastructure	Hyperscaler managed	

- Predictable cost-of-security ownership
- Reduced time-consuming repetitive work
- Mitigated security skills shortage
- Reliable system and service availability
- Always-on surveillance
- Regulatory compliance support
- Ready-to-run security
- Continuous updates and patching
- Enhanced security visibility

Public Cloud – “SAP Cloud ERP”

Get innovation moving with SAP Cloud ERP

Stay ahead by always getting the latest process and technology innovation



Self-healing

Hotfixes delivered every two weeks



Continuous Feature Delivery

Customers receive new features on a monthly basis via updates which are optional and nondisruptive.



Always up-to date

Major updates twice a year provide new features that can be turned on when you want to use them

February
Release #1
(2502)

August
Release #2
(2508)

February
Release #1
(2602)

August
Release #2
(2608)

February
Release #2
(2702)

SAP Cloud ERP is....Adaptable & Scalable

- Customers can develop their own apps directly into the SAP Cloud ERP stack.
- Customers can innovate, extend and integrate easily, with over 2000+ API's already available
- 60 country localizations already exist... and in 34 languages
- Self-Service Configuration Localization Toolkit included
- Typically 24 hour provisioning upon customer activation request
- 3 System Landscape is the standard architecture
- Parallel Project Line enables multiple/different deployments to run simultaneously as and when customers need
- Commercial and technical flexibility
- Scalable to manage true enterprise level and global workloads of any scale.

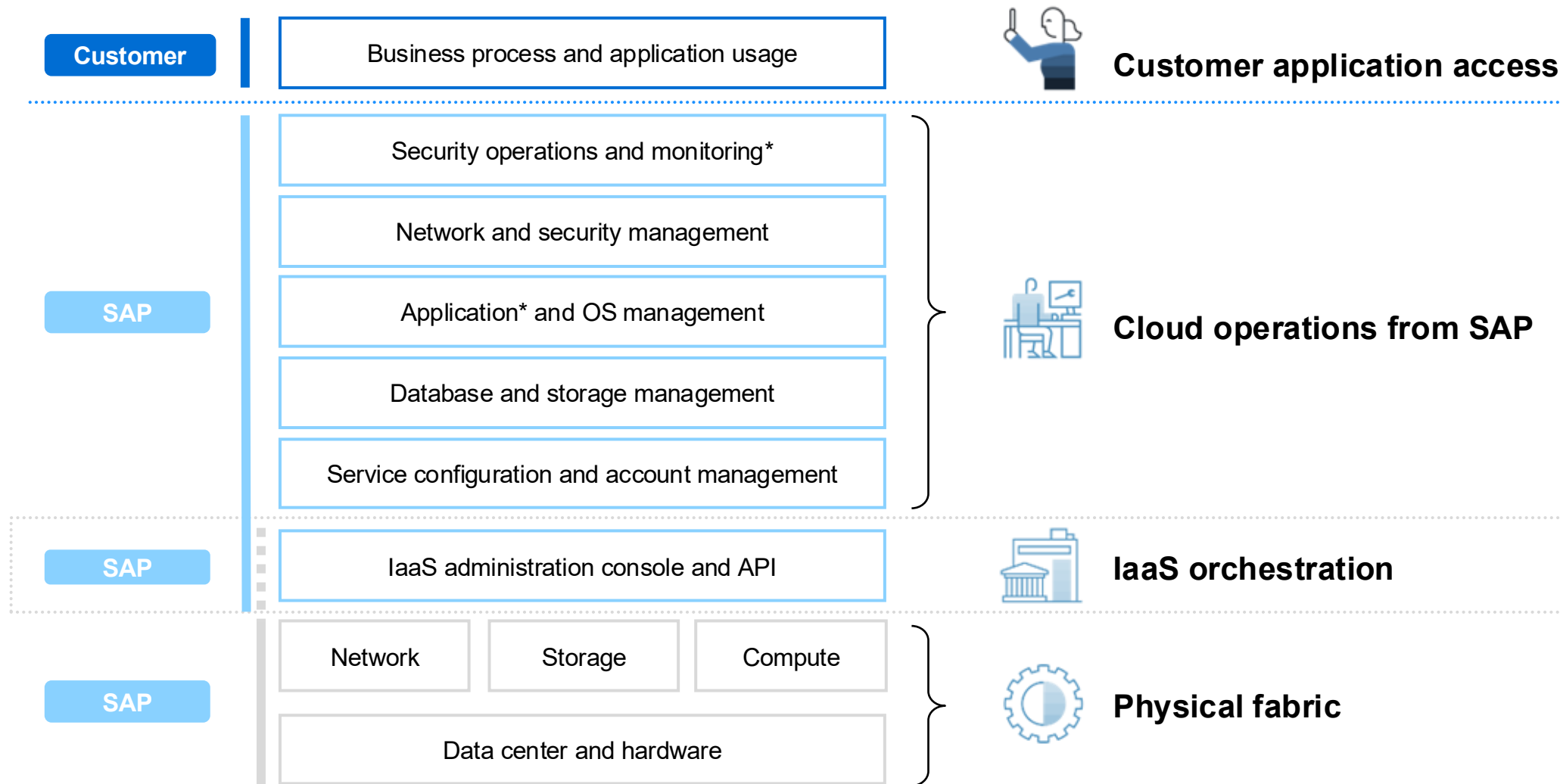


Non-Disruptive Upgrades, Hotfixes & Continuous Feature Delivery

- Always on the latest version & consuming the very latest innovations
- 2 upgrades per annum + Continuous Feature Delivery (CFD) and Hotfixes all included in annual subscription
- SAP performs all the heavy lifting, every time
- Customers are simply required to perform their own testing
- No more months long development freezes and high costs
- System down time during upgrade is measured in hours....
- Across a scheduled weekend, publicly communicated 12 months in advance



SAP S/4HANA Public Cloud Operating Model – Shared Governance



Thank you.

Contact information:

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Arne Schmidthals