

Business Transformation as a Service - RISE with SAP

On January 27th, SAP CEO Christian Klein officially launched **RISE with SAP**, a breakthrough 'Business Transformation as a Service offering'. It consists of a single offer on a single contract that provides a path for every organization to become an Intelligent Enterprise, no matter whether they are existing or new customers of SAP.

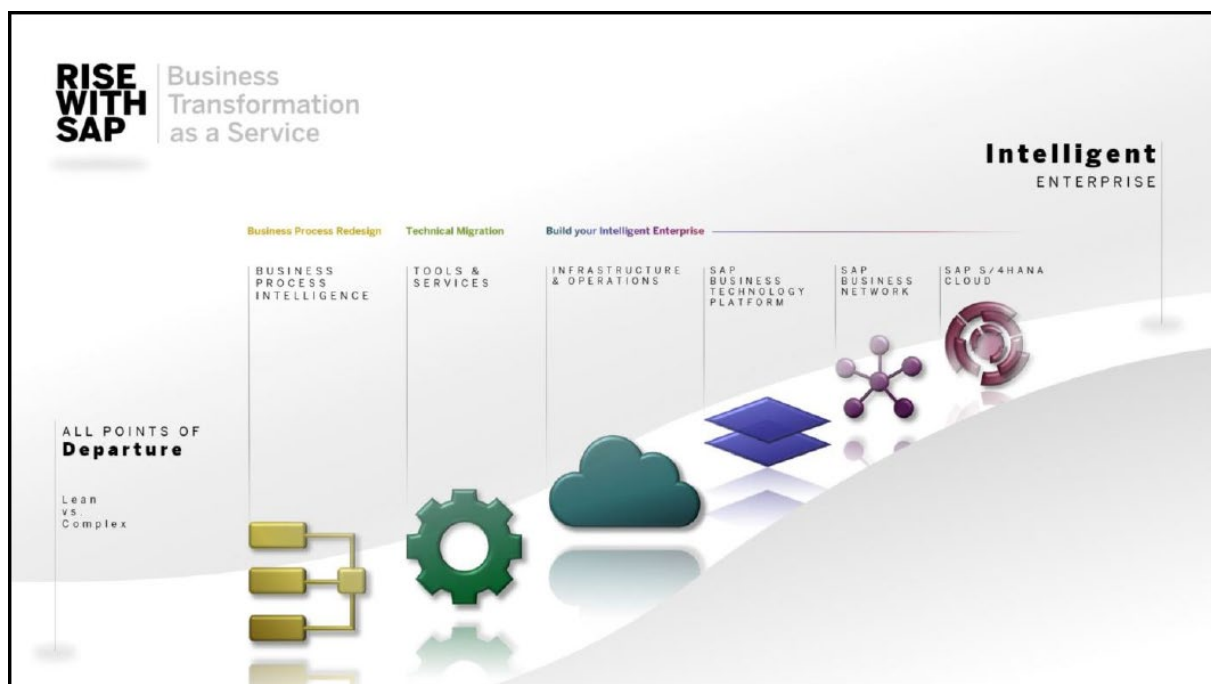
This offering gives customers access to capabilities they want to use at any point in time during their transformation journeys. The single contract includes SAP solutions, tools and services, SLA's, operations, as well as issue handling. It includes S/4HANA Cloud with deployment model of choice along with SAP's Business Network, Business Technology Platform and Business Process Intelligence. Embedded services help SAP customers chart their path and accelerate their move to the Cloud.

Basically, customers can decide when they migrate their ERP to the cloud – public or private – and when and how they will adopt innovations. The offering is therefore tailored exactly to the needs of the customer, without high upfront investments, but with a reduced TCO, quicker time to value, and the flexibility that will help customers adapt and innovate in a fast-moving world.

Members of our user groups indicated that they were struggling with the complexity of going to the cloud and with managing different commercial relationships in parallel, i.e. with SAP, with system integrators, and with hosting providers. This complexity could put digital roadmaps at stake and therefore jeopardize the validity of business cases and the envisioned value creation.

With "RISE with SAP", SAP intends to help its customers by providing them with solutions and services for a sustainable digital transformation, which covers all aspects (technical and functional) that have to be addressed by a transformation as important and strategic as the digital one.

We applaud SAP for this initiative.



Together with its ecosystem, SAP will help its customers to chart their course and transform their business, in three simple steps:

1. Business Process Redesign:

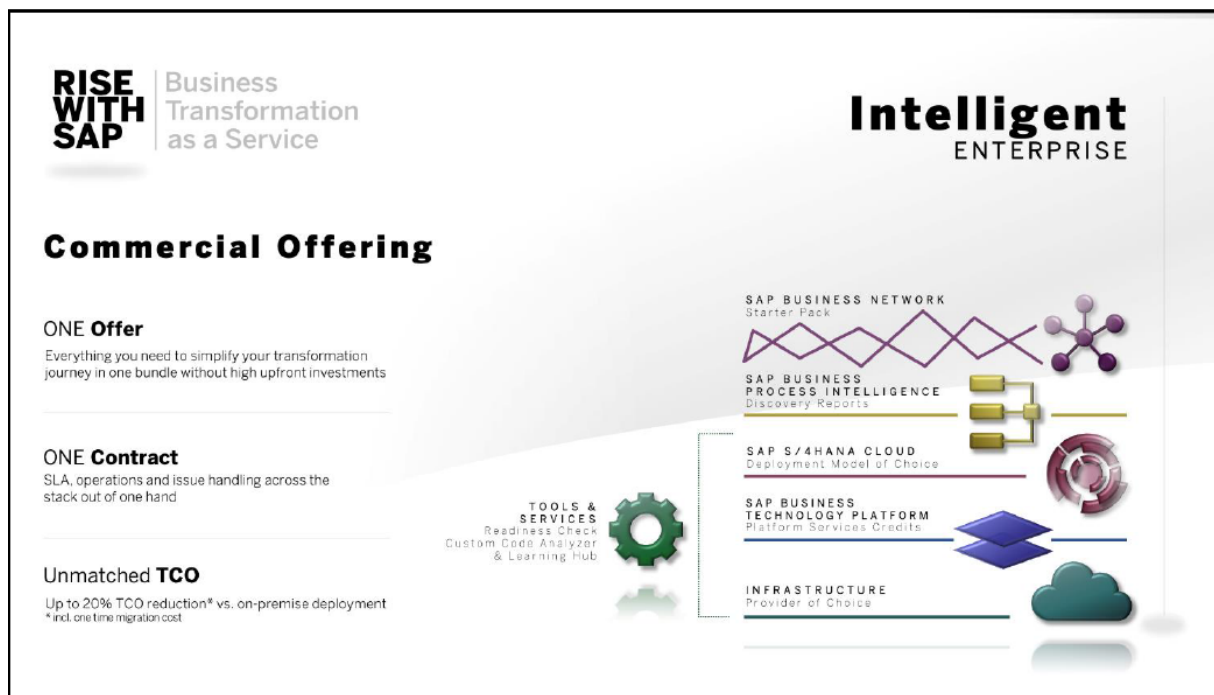
- Business Process Intelligence to analyze how your processes perform, get tailored recommendations, and benchmark them against industry ecosystem standards

2. Technical Migration:

- Tools and services from SAP to support your whole journey that can be augmented by SAP's strong ecosystem

3. Building the customer's Intelligent Enterprise:

- Your infrastructure of choice to benefit from IaaS capabilities without data and system lock-in
- Business Technology Platform to easily complement, extend, and integrate with any other SAP, partner, or third-party solution, using the same data model and business services as SAP applications
- SAP S/4HANA Cloud to be agile and responsive – not only at the edges but at the core
- Unified access to the world's largest business network including SAP's supplier, logistics, and asset intelligence networks to foster cross-company connectivity and collaboration.



According to SAP, RISE with SAP enables you to transform your business at your speed and terms under one contract, and goes beyond Infrastructure-as-a-Service or Software-as-a-Service. It is a holistic Business Transformation-as-a-Service offering.

About SUGEN

SUGEN is a global network of twenty-two user groups designed to facilitate open, honest dialogue between members and SAP. By working together, SUGEN members provide consolidated strategic influence priorities and work with SAP to resolve them, provide an effective and efficient method for communication among user groups and SAP, and share best practices between users groups and SAP for the mutual benefit of all.

Current members include AFSUG (Africa), ASUG (North America), ASUG Argentina, ASUG Brazil, ASUG Colombia, ASUG Mexico, AUSAPE (Spain), GUPS (Italy), CSUA (China), FINUG (Finland), INDUS (India), JSUG (Japan), LSUG (Luxemburg), NZSUG (New Zealand), SAPSA (Sweden), SAUG (Australia), UKISUG (UK & Ireland), SAPIence (Belgium), SBN (Norway), SUG-MENA (Middle-East, North Africa), USF (France), and VNSG (Netherlands).