# Adopting for More Cloudy World with RISE for SAP
Innovating Faster

Traditional COE structures and processes have been developed with the traditional on-premise mentality and skills. With RISE with SAP, customers, and partners have to adapt to a cloud delivery model, in order to take advantage of the full benefits that RISE with SAP brings.

In this session we provide an introduction to how traditional SAP COE operations need to adapt and adopt for continual innovation.

- RISE with SAP - the concepts
- Operating model changes with RISE with SAP
    - Skills
    - Timelines

Lifts, Transforms and Shifts, unlocking **two sources of differentiating value**
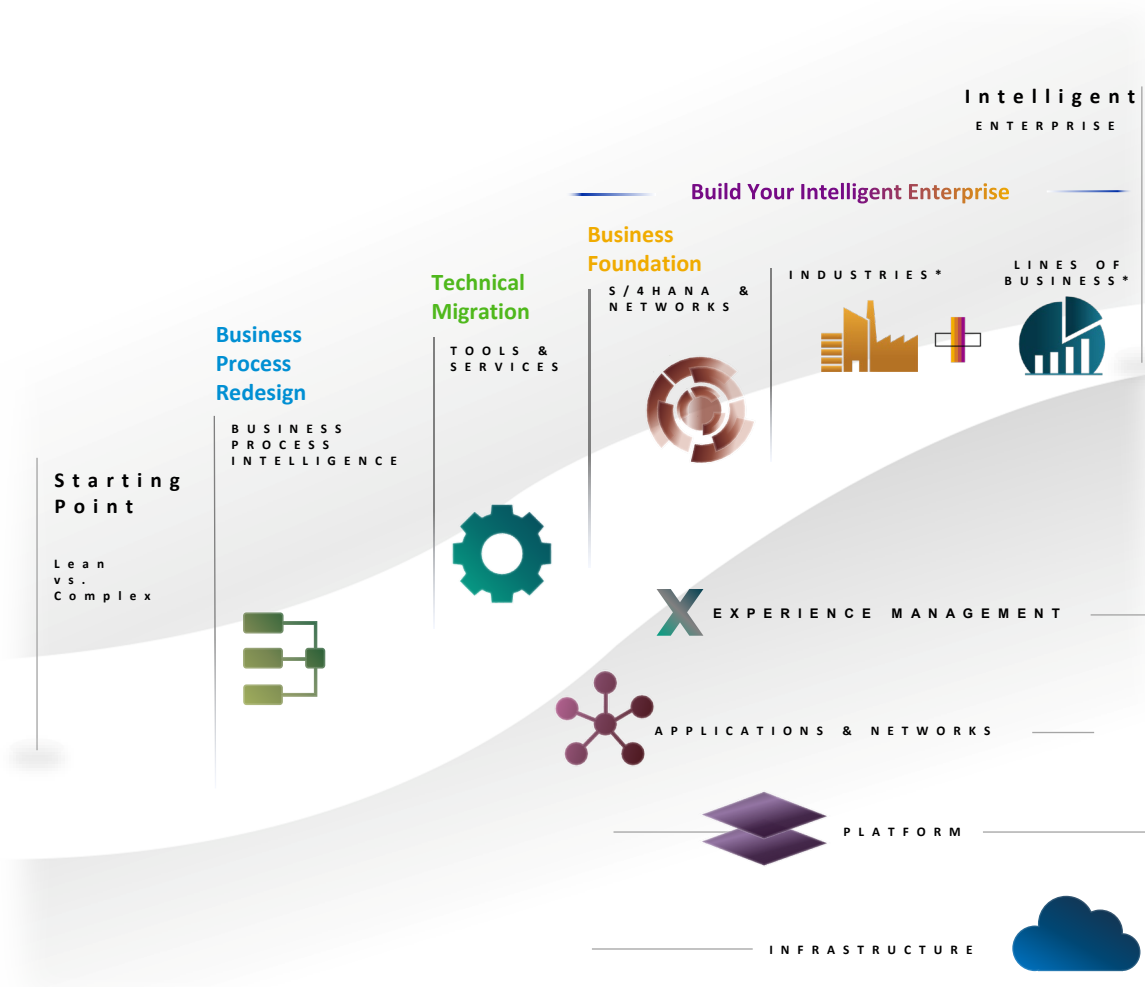
A — **Enable Value Creation** with Differentiating Business Capabilities

Industry best and next practices that create new revenue streams and maximize existing ones, improve assets efficiency, enhance employee engagement, and allow for running sustainably
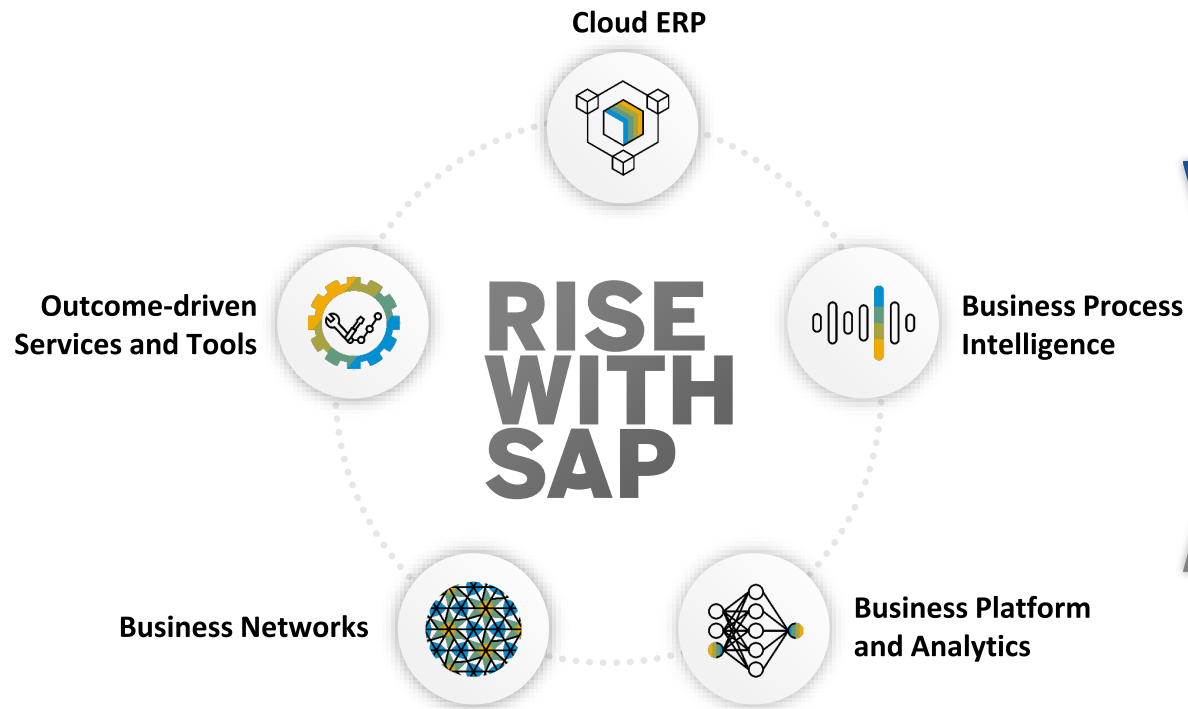
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B — **Mitigate Risk, Reduce IT Cost and Accelerate Time to Value** with Cloud Delivery Capabilities

Capabilities that maximize transformation readiness, simplify consumption through "as a service experience", ensure operational resilience and reduce overall TCO

Diagram labels:

RISE WITH SAP

Intelligent ENTERPRISE

Build Your Intelligent Enterprise

Business Foundation — S / 4 H A N A & NETWORKS

INDUSTRIES*

LINES OF BUSINESS*

Technical Migration — TOOLS & SERVICES

Business Process Redesign — BUSINESS PROCESS INTELLIGENCE

Starting Point — Lean vs. Complex

EXPERIENCE MANAGEMENT

APPLICATIONS & NETWORKS

PLATFORM

INFRASTRUCTURE

… unlocking three pillars of change

Cloud ERP

Outcome-driven Services and Tools

RISE WITH SAP

Business Process Intelligence

Business Networks

Business Platform and Analytics

Take the lead

with industry innovation for top-line, bottom-line, and green-line growth

Leverage differentiating business capabilities and industry next practices that create new revenue streams, improve efficiency, enhance employee engagement and allow for running sustainably

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Never stop improving

with continuous insight to optimize business processes

Identify and prioritize optimization opportunities with instant process analysis, benchmarking against industry peers, and tailored insights to automate with AI

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Secure your success

with a trusted partner for your business needs, at every step of the way

Benefit from cloud delivery capabilities that accelerate time-to-value, reduce overall TCO, and mitigate risk while simplifying technology consumption through 'as a service' experience

RISE with SAP addresses customer transformation challenges and ensures value realization from cutting-edge technology innovations

Challenges

RISE with SAP: The Value

Need for next-gen business process innovation

Transform your business with best-in-class business processes, enabled by the cloud ERP

Limited ability to leverage the broader technology ecosystem capabilities & integrate them effectively

Leverage the broader technology ecosystem effectively to maximize capabilities

Limited visibility on real-time business process performance and improvement opportunities

Measure, monitor and optimize business processes to ensure continuous business performance improvement

Challenges to build a transformation roadmap and potential low-adoption risk

Deliver the transformation at your own pace, fully supported by SAP expertise

Resource constraints to keep the lights on and pursue new innovations at the same time

Run your technology operations "as a service" with a trusted partner

Take the lead

Never stop improving

Unpredictable cost of investing and maintaining new innovations

Ensure a predictable total cost of technology ownership

Secure your success

Significantly increasing business risk from cyber threats
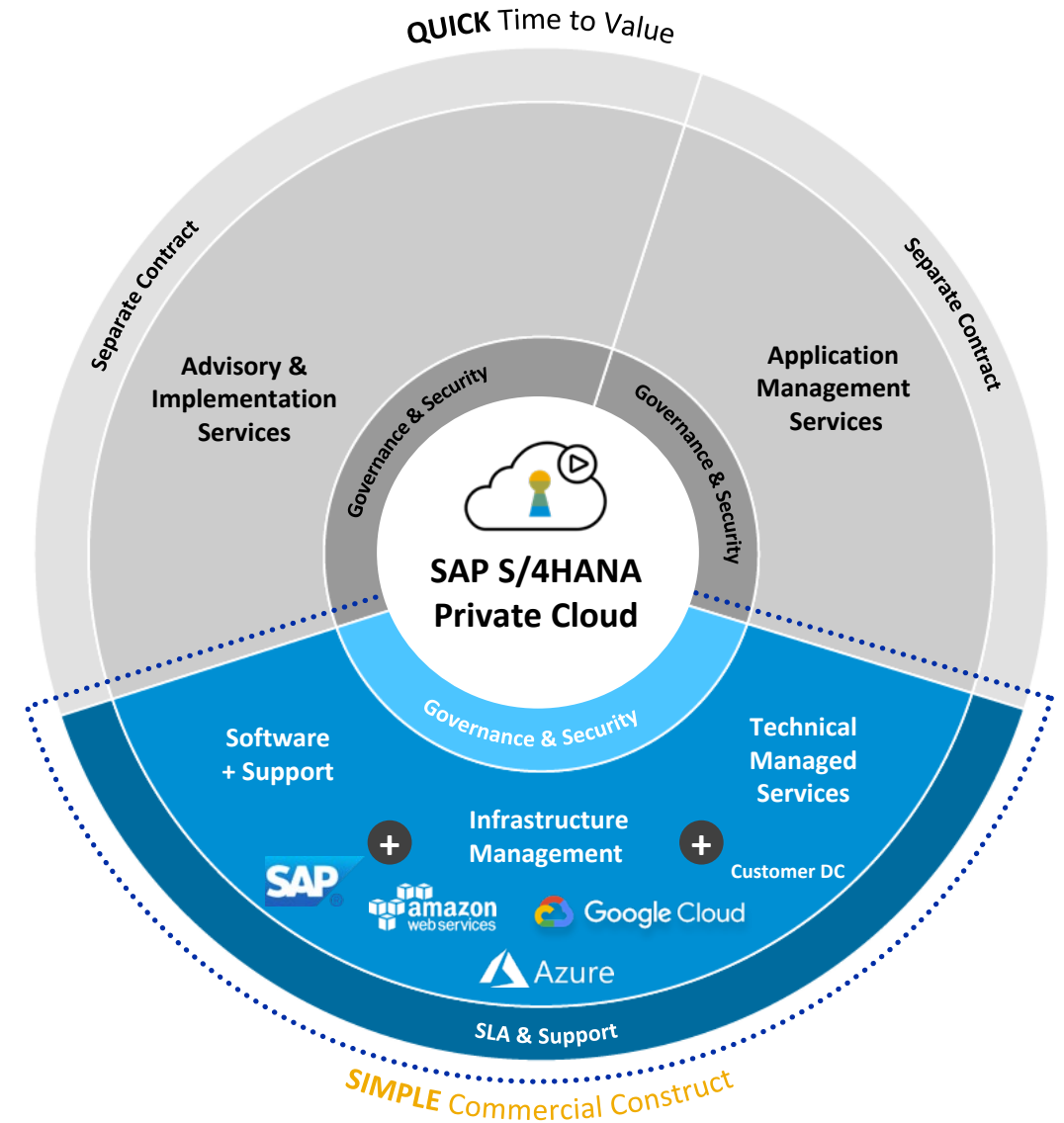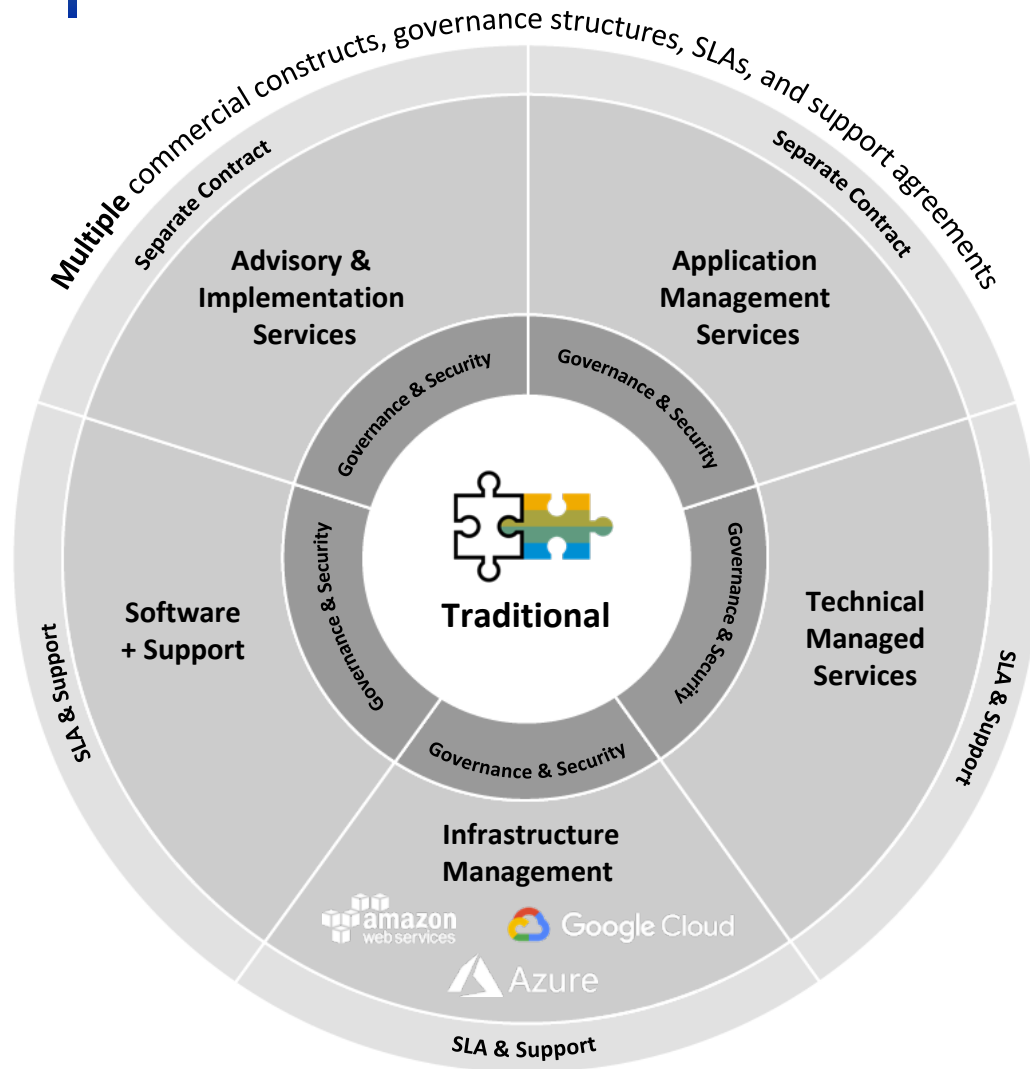
Protect against cyber security threats

Changing your thinking....

RISE with SAP

One Commercial Construct: ERP, Infrastructure, and Technical Services

A New Mindset

Hybrid Mindset – bridging old and new thought patterns

Previous		New
CAPEX	vs.	OPEX
Perpetual licenses	vs.	Subscriptions
Customize	vs.	Configure
Lengthy Implementations	vs.	Rapid deployments
Company-owned	vs.	Externally provided
Disruptive	vs.	Non-disruptive upgrades
ERP centric	vs.	Intelligent Enterprise / Cloud ERP centric
Innovation every 2+ years	vs.	Innovation 2-4x per year
Single stack development	vs.	Multi stack development modes
Closed eco-system	vs.	Open and broader eco-system

SAP COE – Capability Framework

Effectiveness

Doing the right things…

Efficiency

Doing things right

Customer COE Strategy

SAP Architecture & Innovation

Customer COE Organization & Governance

Customer COE Processes , Tools & Standards

Customer COE People, Skills & Digital Change

Business focus
- Establish and/or increase Business and IT integration

Business value
- Enable business process innovation and efficiency

IT cost excellence
- Reduce the total cost of ownership of IT

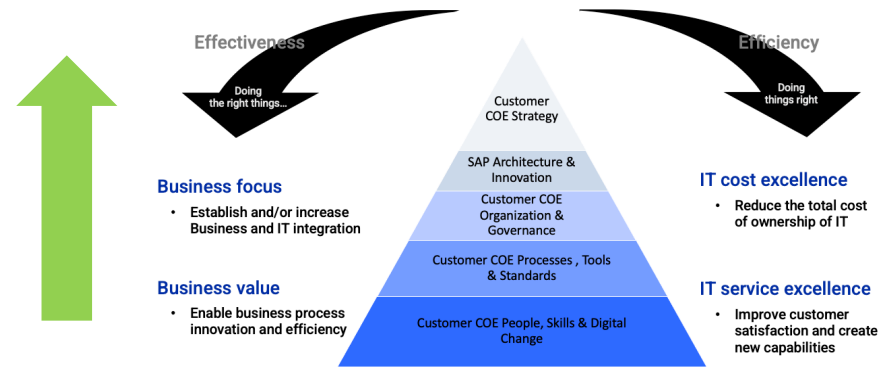## IT service excellence
- Improve customer satisfaction and create new capabilities

Adapting and Adopting

Business driven outcomes

- Modelling
- Simulation
- Innovation
- Extensions
- Analytical

Effectiveness — Doing the right things…

Efficiency — Doing things right

Customer COE Strategy

SAP Architecture & Innovation

Customer COE Organization & Governance

Customer COE Processes, Tools & Standards

Customer COE People, Skills & Digital Change

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IT service excellence
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Technology driven outcomes

- Heterogeneous
- Security/Privacy
- Composite Resiliency
- Dependencies
- Skills / Expertise

Training and Adoption Services for Cloud Journeys

RISE WITH SAP

Change Management

- Foster a cloud mindset in your organization to leverage cloud business process innovation.

- Design the Organizational Change Management strategy in preparation for the adoption of SAP Cloud solutions.

Project Team Enablement

- Complement your team enablement with instructor-led training and boost their knowledge.

- Optionally add SAP Learning Hub Solution Edition licenses to meet your Customer's enablement requirements.

End User Enablement

- Prepare your employees to take full advantage of the digital processes of SAP S/4HANA Cloud.

- Improve user adoption via SAP in-app learning with SAP Enable Now.

- Leverage your investment in SAP Cloud solutions.

Continuous Learning

- Encourage your employees to become a constant learning organization.

- Monitor the real user experience with SAP solutions and remediate issues before, during and after the adoption of SAP Cloud solutions.

It's Time for a Shift in Mindset

Designed for the cloud.

SAP Customer
Center of Excellence

Global Virtual Summit- April 5-7, 2022

SAPinsider

THANK YOU

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A Collaboration of SAP and SAPinsider