

The background is a solid dark red color. It features several overlapping geometric shapes, primarily semi-circles and quarter-circles, in various shades of red. Some shapes are a vibrant red, while others are a darker, more muted red. These shapes are arranged in a way that creates a sense of depth and movement, with some appearing to be in front of others. The overall effect is a modern, minimalist aesthetic.

delaware



Microsoft

RISE and unlock your potential: Transform your SAP systems



Introduction



Tim Rowe

Microsoft Practice Lead,
Delaware UK & I



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- SAP, Microsoft, and Delaware as your strategic partners
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- Gain in-depth insights into the power and potential of SAP RISE from expert perspectives
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Thriving in a Changing Landscape:

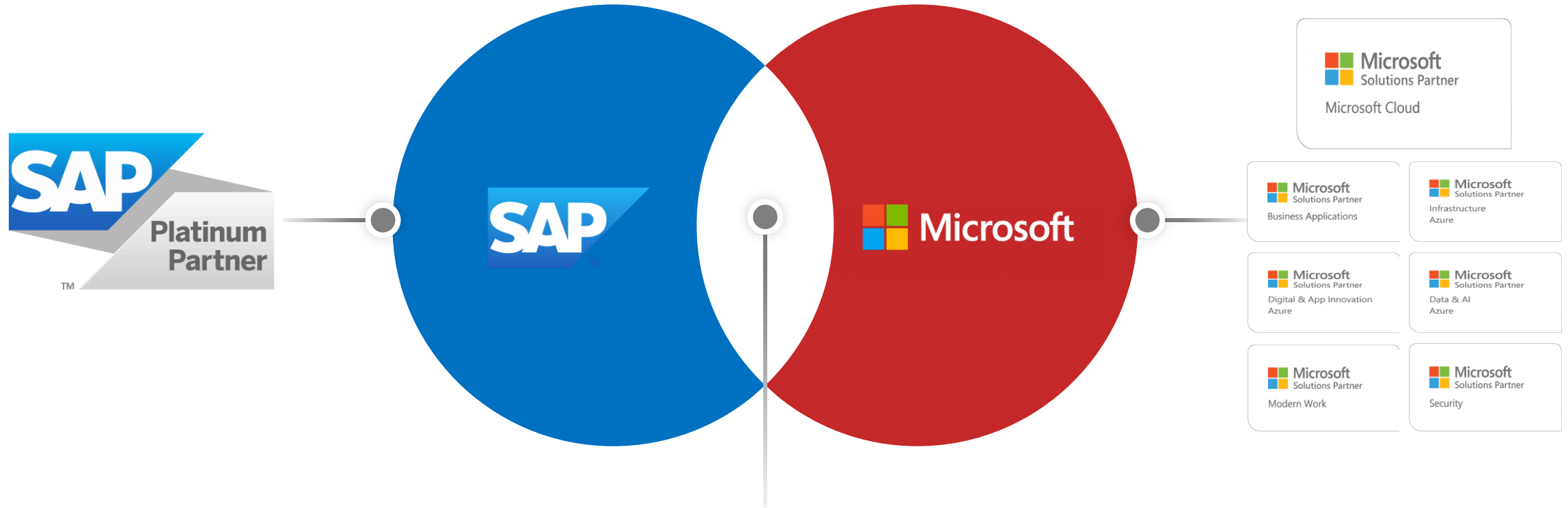
SAP, Microsoft, and Delaware as your strategic partners



Christophe Patrin

Head of SAP Practice,
Delaware UK & I

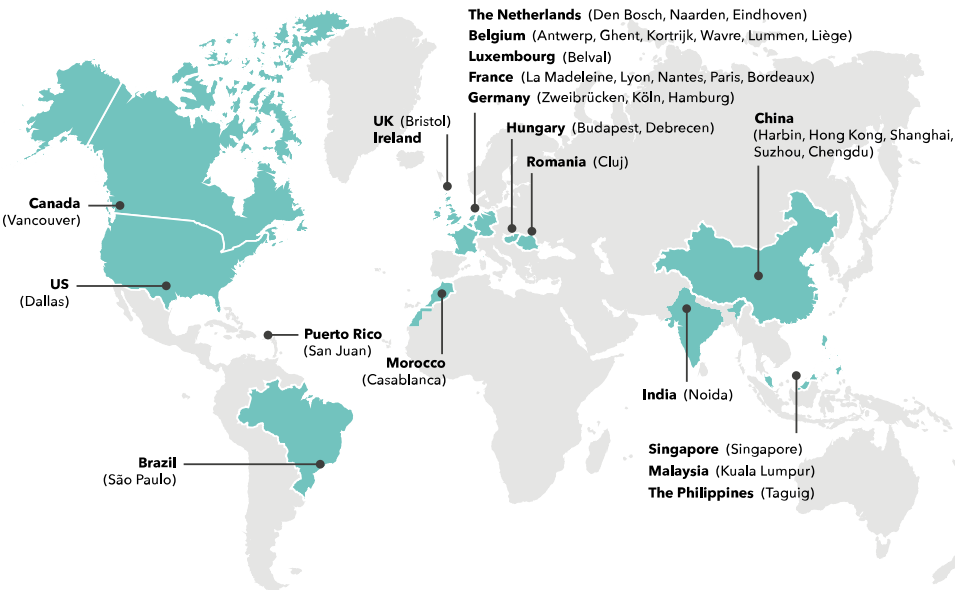
Powerful platforms, better together



Empower everyone in your organisation to build more productive SAP solutions, from deeper analytics to more efficient business processes - all while protecting mission critical SAP data.

Introducing Delaware

Our partner
ecosystem



History

Founded in Belgium in 2003 as a buy out from Andersen Deloitte.

Today, 5,000 professionals across 19 countries focus on supporting customers to transform their business utilising SAP.



Organization

- SAP focused transformations
- A global delivery network across four continents providing the right resources for our clients



Strategy

- Deliver transformation to our clients faster and with greater benefits than our competition
- Programme delivery and support
- Maintain our 100% delivery track record for SAP projects



Industry Expertise

- Manufacturing and Engineering
- Retail
- Energy, Chemicals and Utilities
- Aerospace and Defence
- Automotive
- Pharma
- Food

5,000
professionals

37
offices

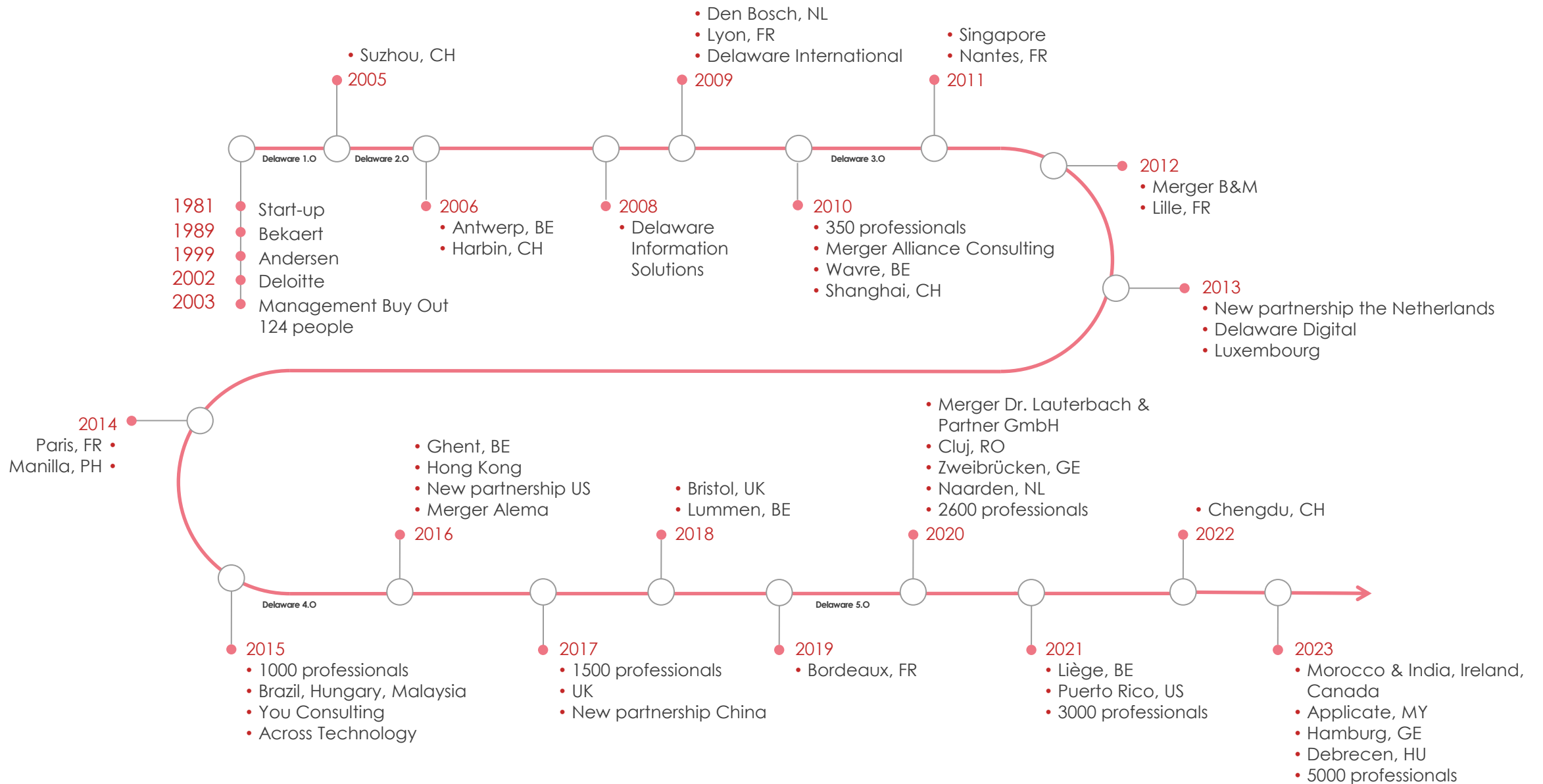
19
countries



£500M
revenue

Over 300
S/4HANA implementations
and growing





“

We originate from a dream to initiate an organisation that lasts.

A company that lives on through succeeding generations and our customers' successes an intense organisation, eager and warm, demonstrating commitment with a spirit.”

Gartner Magic Quadrant

For SAP S/4HANA Application Services, Worldwide

For the **fourth year in a row**, Delaware has been positioned as a **Niche Player** in the **Gartner Magic Quadrant** for SAP S/4HANA Application Services, Worldwide.

Over this period, **Delaware** has **significantly improved its position** on this Magic Quadrant.



SAP Insights:

Gain in-depth insights into the power and potential of SAP RISE from expert perspective



Laurence Vale

Strategic Engagement
Expert - Intelligent
Enterprise, SAP



Jonathan Lake

SAP RISE Solutions Expert,
SAP



Eyoal Berhane

SAP RISE Solutions Team
SAP



Christian Klein

Chief Executive Officer and member of the Executive Board of SAP SE

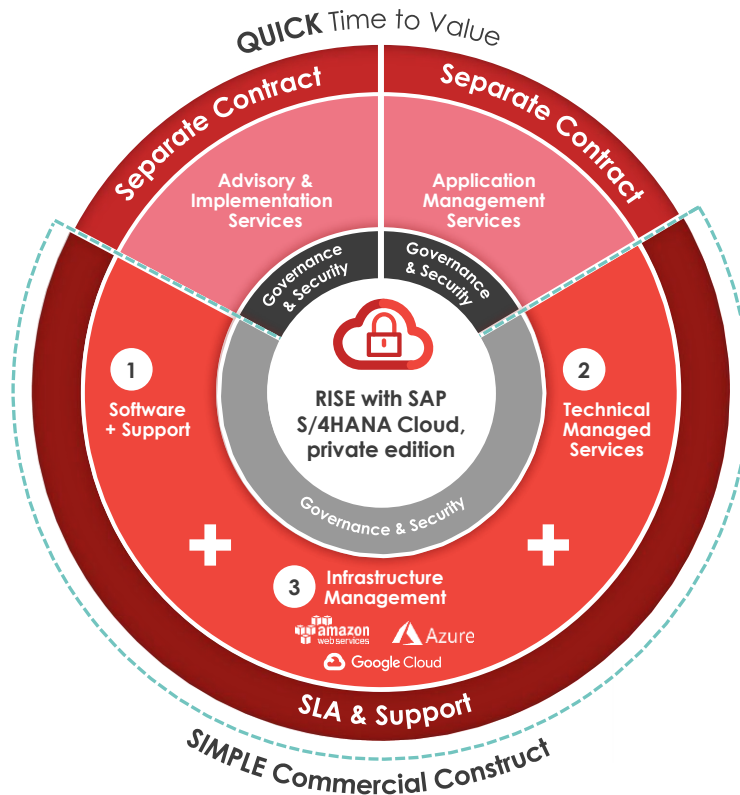


Being able to quickly transform a business model requires systems and processes that can rapidly adopt new innovations –and that's exactly what the cloud enables.



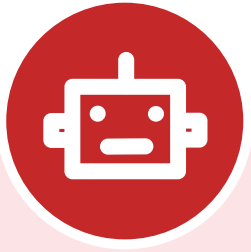
With RISE with SAP and GROW with SAP, we're helping our customers on their journey to the cloud and the many benefits it offers. And at the same time, we remain fully committed to serving our on-premise customers who chose to run their SAP S/4HANA on premise, with maintenance that will continue to 2040.

One commercial construct: ERP, infrastructure, and technical services



#	Parameter	Rise with SAP
1	Governance	▶ SAP as the single contractual party owning the outcomes
2	Accountability	▶ Eliminates grey zone → SAP single accountable party
3	Efficient Operations	▶ Dedicated Cloud delivery organization with high level of automation (97%), end-to-end self-service for customers
4	Prep for Transformation	▶ Transformation tools such as BPI and custom code analyzer to help customers get more out of move to Cloud
5	Engagement with SAP	▶ Investment in Customer Success organization to help customers adopt and realize business outcomes with SAP Cloud solutions
6	Reference architecture	▶ Proprietary SAP reference architecture for complete stack developed with product development, engineering and operations
7	Security	▶ Holistic security design reduces risk of data breaches and security attacks
8	Extensibility	▶ Business Technology Platform (BTP) provides innovation platform and extensibility to keep the 'core clean'
9	Periodic upgrades	▶ Timely patches and flexibility in scheduling upgrades
10	Commercial model	▶ Flexible, subscription model, right-size software to align with future requirements, predictable costs based on user metrics

New strategic cloud innovations including AI, sustainability, and industry innovations will be delivered only for cloud ERP with RISE for SAP



Cloud ERP Artificial Intelligence

Only in the cloud that we can leverage aggregated and anonymized data via dedicated legal terms with over 30,000 customers as part of our own AI models to optimize the outcome for every customer. We need to stay in control of data flows, integration, and lifecycle management, so that we can deliver the relevant outcome of AI, including reliable performance, in a responsible way.



Sustainability

Sustainability is a highly dynamic field and we expect a significant amount of policy and regulatory changes to emerge over the next few years. To keep up with it we need a true cloud model to adjust our software with the changes happening across the globe. Earlier this year SAP shared the vision of a green ledger, which is planned to enable transactional carbon accounting.



Industry Innovation

To combine the value that industry solutions bring and have the ability to innovate, we have decided to take a modular approach and build new, differentiated industry capabilities (like Industry Cloud) on SAP BTP, a modern cloud platform. Industry capabilities are not isolated, they are integrated into all end-to-end processes.



Challenges customers face for Artificial Intelligence



Data requirements:

Generative AI models require a significant amount of high-quality, relevant data to train effectively while preserving privacy and confidentiality.



Training complexity:

Training generative AI models, especially the more complex models is computationally intensive, time-consuming, and expensive. It requires significant resources and expertise, which can be a barrier for smaller organizations.



Controlling the output:

Controlling the output of generative AI can be challenging. Generative models might generate content that is undesirable or irrelevant. For example, AI models could create text that is imaginary, incorrect, offensive or biased.



Ethical concerns:

Generative AI raises ethical concerns, especially in terms of the authenticity and integrity of the generated content.



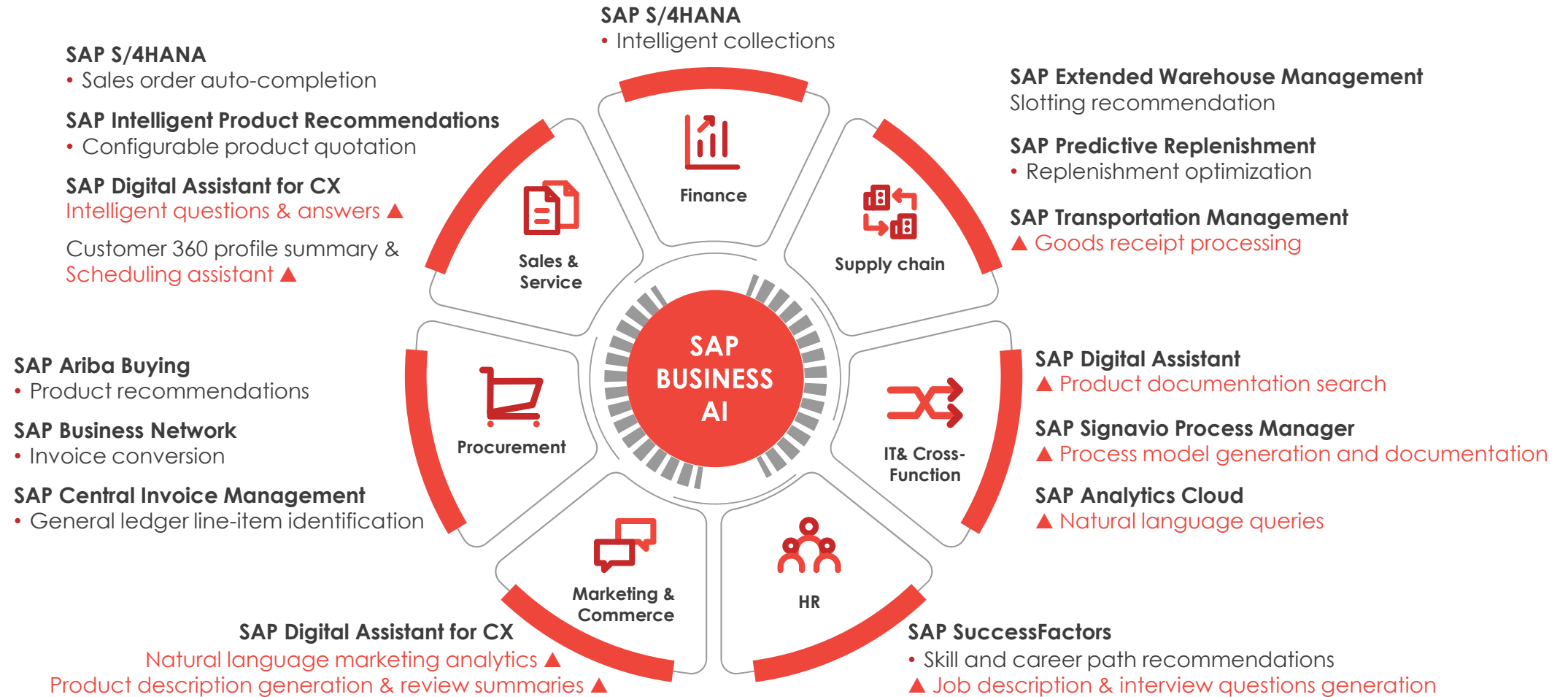
Regulatory hurdles:

There is a lack of clear regulatory guidelines for the use of generative AI.



RISE with SAP – faster access to innovation

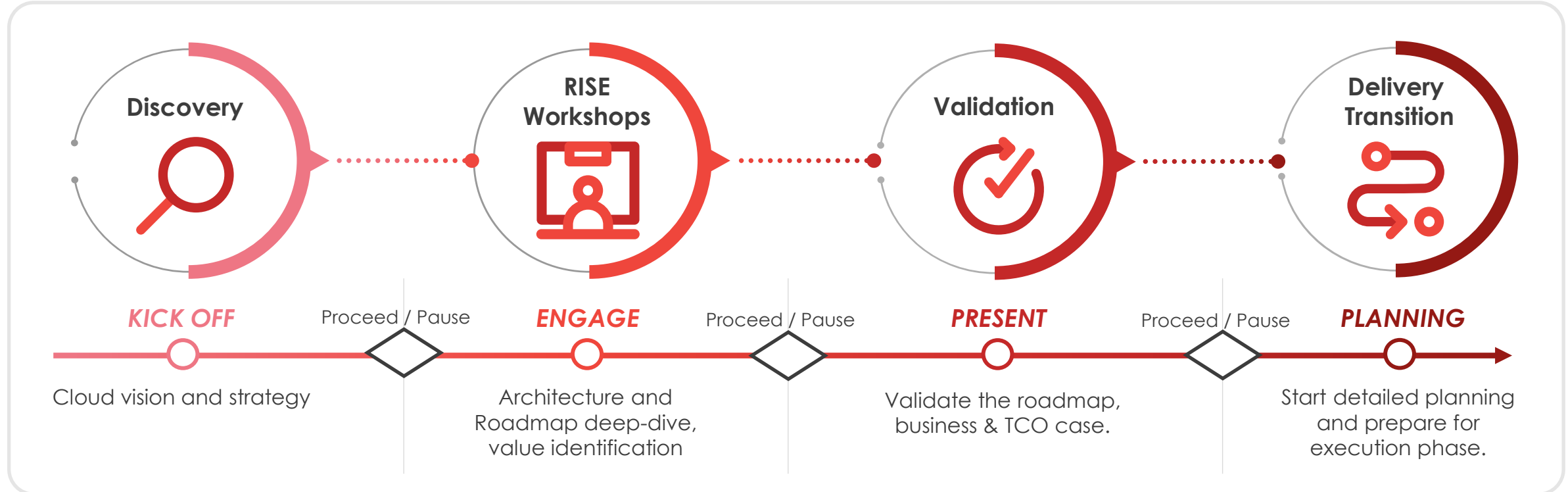
eg New AI capabilities



Our approach

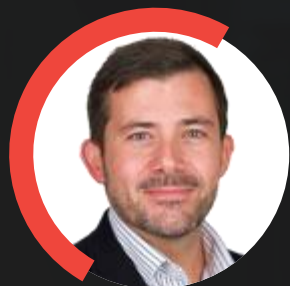
RISE with SAP is the **on-your-terms** and **on-your-timeline** transformation to an intelligent enterprise. Customer have requested that SAP provide a recommendation, actionable plan, and associated benefits case that will enable Customer to evaluate the RISE with SAP opportunity.

Every customer has a unique starting point. To deliver a recommendation for Customer we have a 4-stage approach, as outlined below. SAP and Customer will have a proceed/pause decision gate at each stage.



Agility Enhanced:

Explore how SAP RISE on Azure can significantly enhance your business performance



Tom Payne
SAP on Azure, Microsoft

The true meaning of partnership



25+
year partnership



Extensive customer overlap,
serving most of today's
largest enterprises*



SAP runs on Microsoft
Azure and Microsoft
runs on SAP



Ongoing global
investments and an
aligned ecosystem



“The case for digital transformation has never been more urgent. By bringing together the power of Azure and Teams with SAP's solutions, we will help more organizations harness the power of the cloud so they can more quickly adapt and innovate going forward.”

Satya Nadella
CEO of Microsoft



“New ways of working, collaborating and interacting completely transform how we operate. By integrating Microsoft Teams across our solution portfolio, we will bring collaboration to the next level, jointly determining the future of work and enabling the frictionless enterprise.”

Christian Klein
CEO of SAP SE

SAP on Azure

Scenarios and benefits

Scenarios



Development and test

Quick provisioning of development and test environments with the ability to stop the environments any time



Production environments

"All in". Deploy entire SAP system landscapes to Azure and deliver on cloud-first vision



Disaster recovery

Keep environments for recovery purposes without additional cost



Archiving

Archive data and the corresponding SAP systems audit-proof without running costs and always available



Comprehensive data analytics

Pool SAP and non-SAP data in the cloud for greater insights

Benefits



Increased insights and innovation



Rapid SAP deployment



Strengthened security



TCO reduction



Increased availability

Increased Innovation

Higher Agility

Lower Costs

Better SLAs



AI is Here.



Microsoft will be carbon negative by 2030 and will remove all historic emissions emitted either directly or via electricity consumption by 2050



Sustainability goals by 2030

Carbon
negative

Zero waste

Water positive

Restore more
land than we use



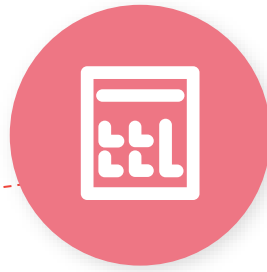
SAP and Microsoft

The trusted partnership for SAP solutions in the cloud



Innovation driven partnership

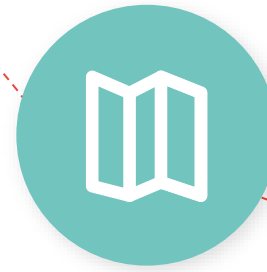
Continuous collaboration across reference architectures and partner ecosystems



SAP and Microsoft run on Azure

At Microsoft, over 120K internal users access SAP solutions on Azure

SAPs already migrated over 40 internal business landscapes to Azure



Joint engineering roadmap

Future proof your digital transformation with an ongoing roadmap of joint development and integration from SAP and Microsoft engineering teams



True meaning of partnership

Joint understanding and experience working with enterprise customers





Extending your SAP Solution with the Power Platform



Tim Rowe

Microsoft Practice Lead,
Delaware UK & I



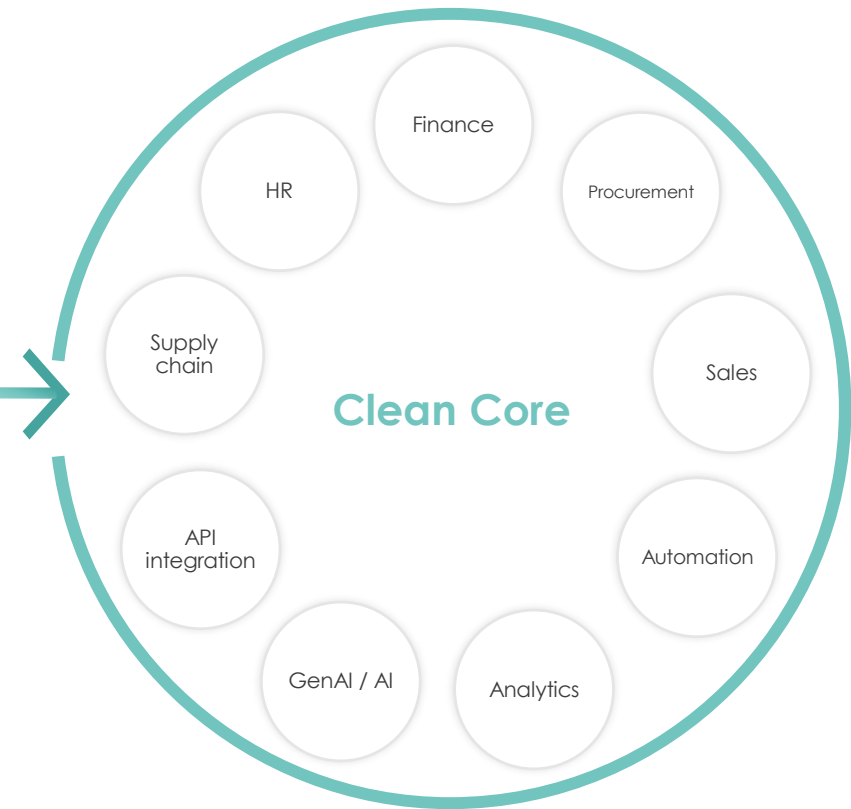
Composable approach enables standardisation to drive business agility

Legacy ERP Approach

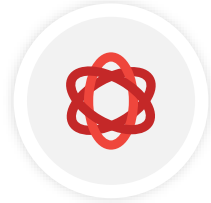


Composable and Clean Core Approach

Today



The common challenges during transformation...



Over-Engineered Systems



Technical Debt



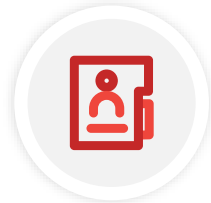
Inconsistent data across systems



Missing System Capabilities



Lack of transparency and Integration



Skill Issues



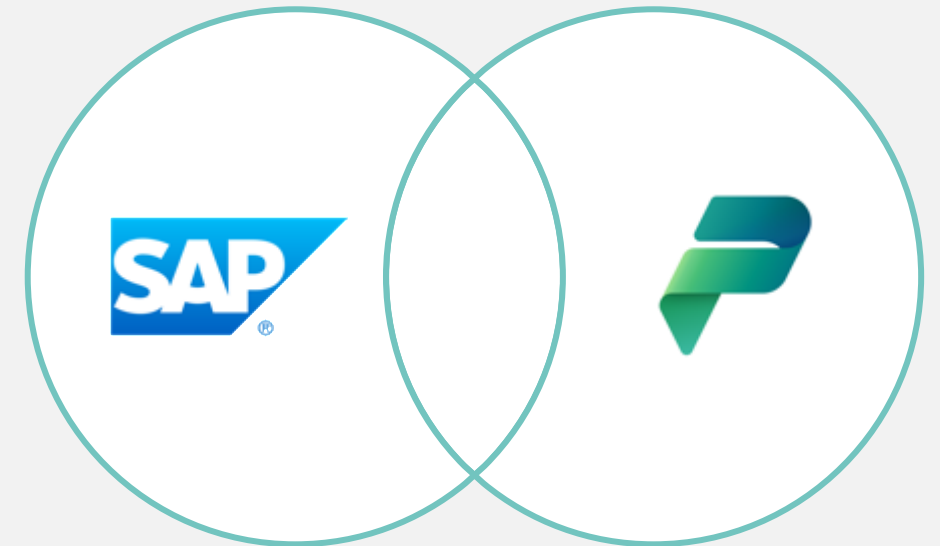
Silo Solution Design & Operations



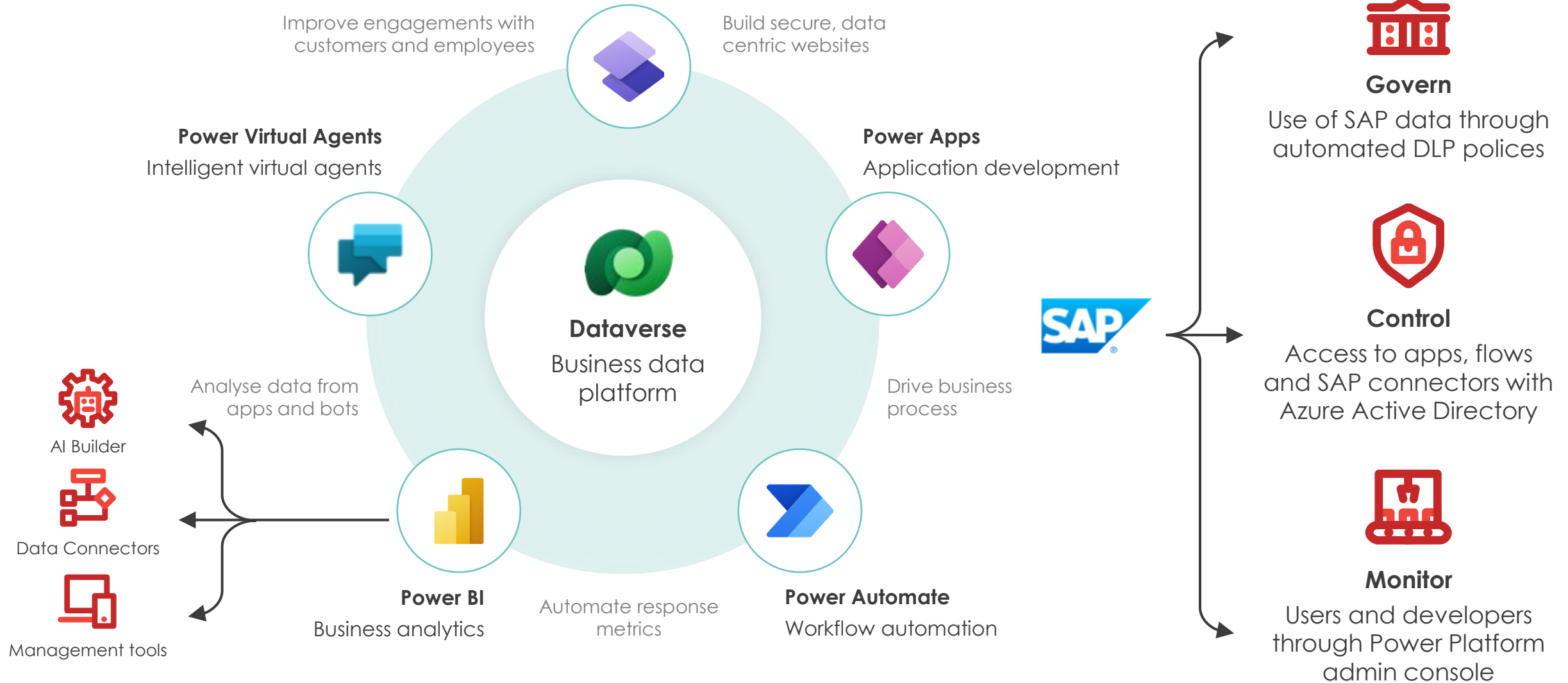
High TCO and Lack of Agility

Shift to Platforms

A platform approach leverages the power of clean ERP, data and process optimisation to provide an accelerated and seamless path to data driven organisations



The opportunity with SAP + Power Platform



Power Apps drives developer transformation

94%

ROI over three years

\$11.4m

In net present value
over three years in a
10k person org

24%

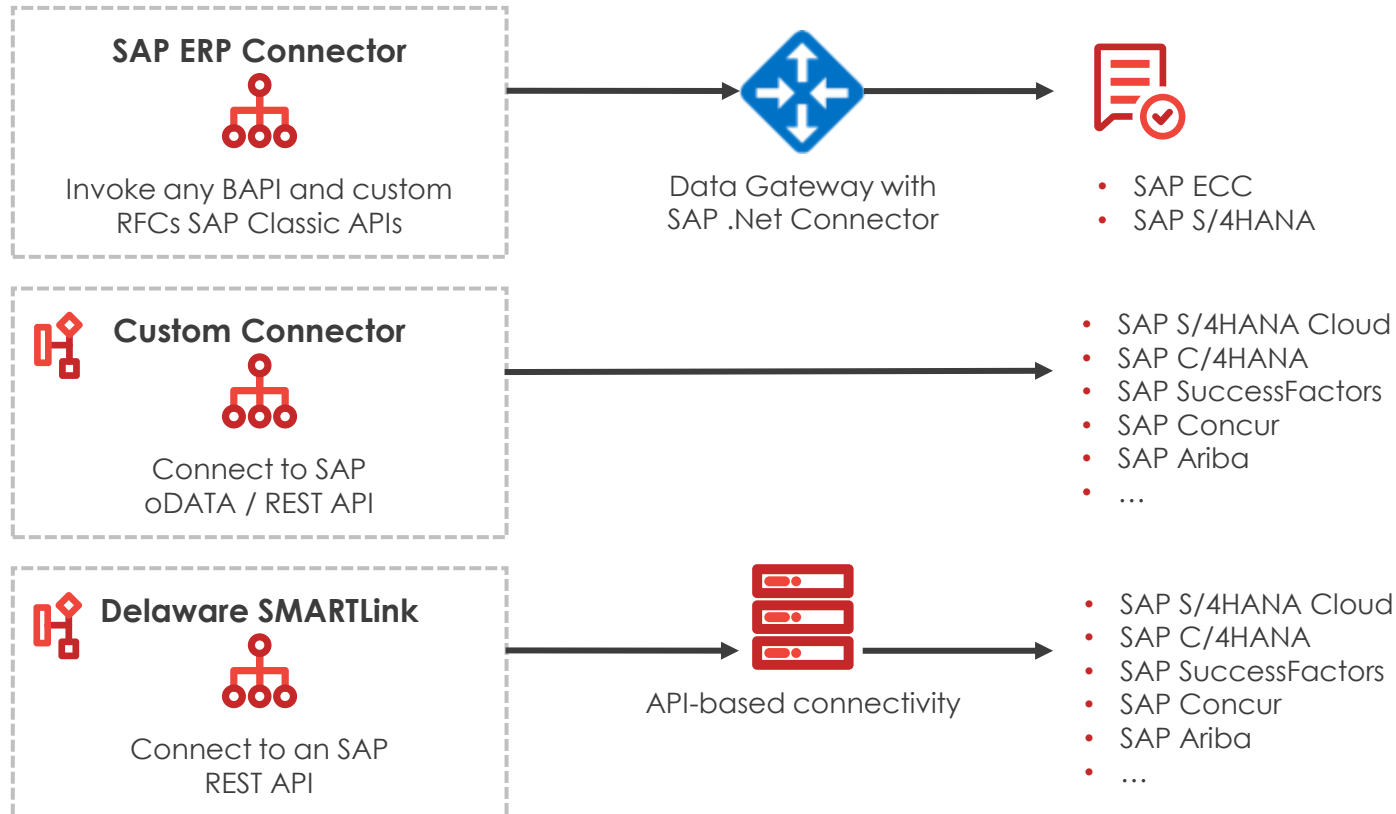
Reduction in
Professional Developer
and DevOps costs

Learn how professional developers reduced development costs and increased overall efficiency using Power Apps and Azure in this 2021 Total Economic Impact™ commissioned study by Forrester Consulting.

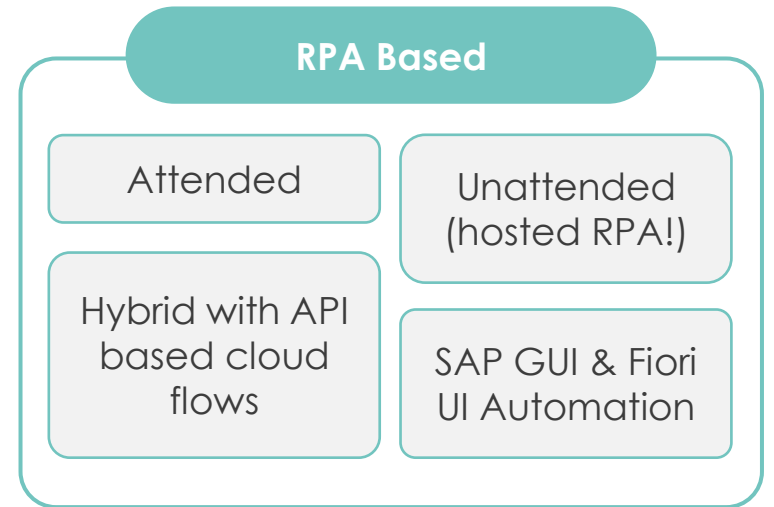


Power Platform + SAP integration

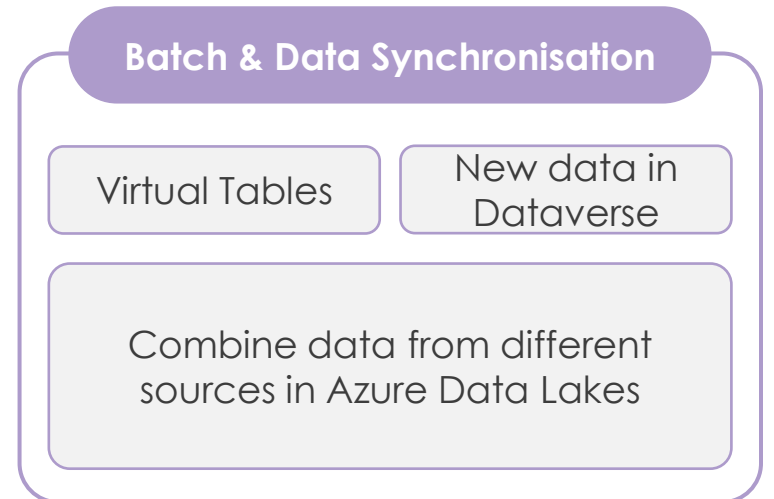
API Based



RPA Based



Batch & Data Synchronisation



Deeper SAP integration out of the box

1

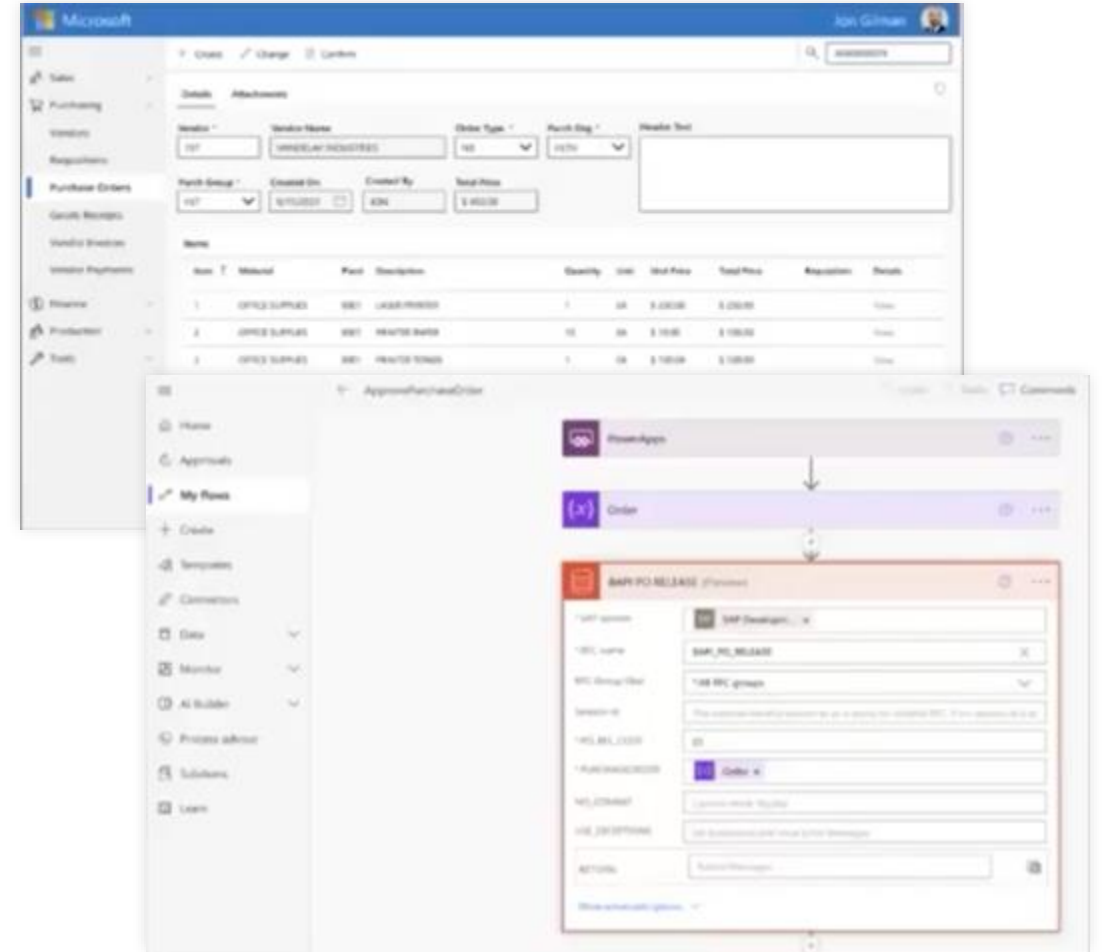
25 prebuilt Power Apps (and growing)
Including Order to Cash, Procure to Pay, Record to Report, and Make to Stock/Make to Order (MRP)

2

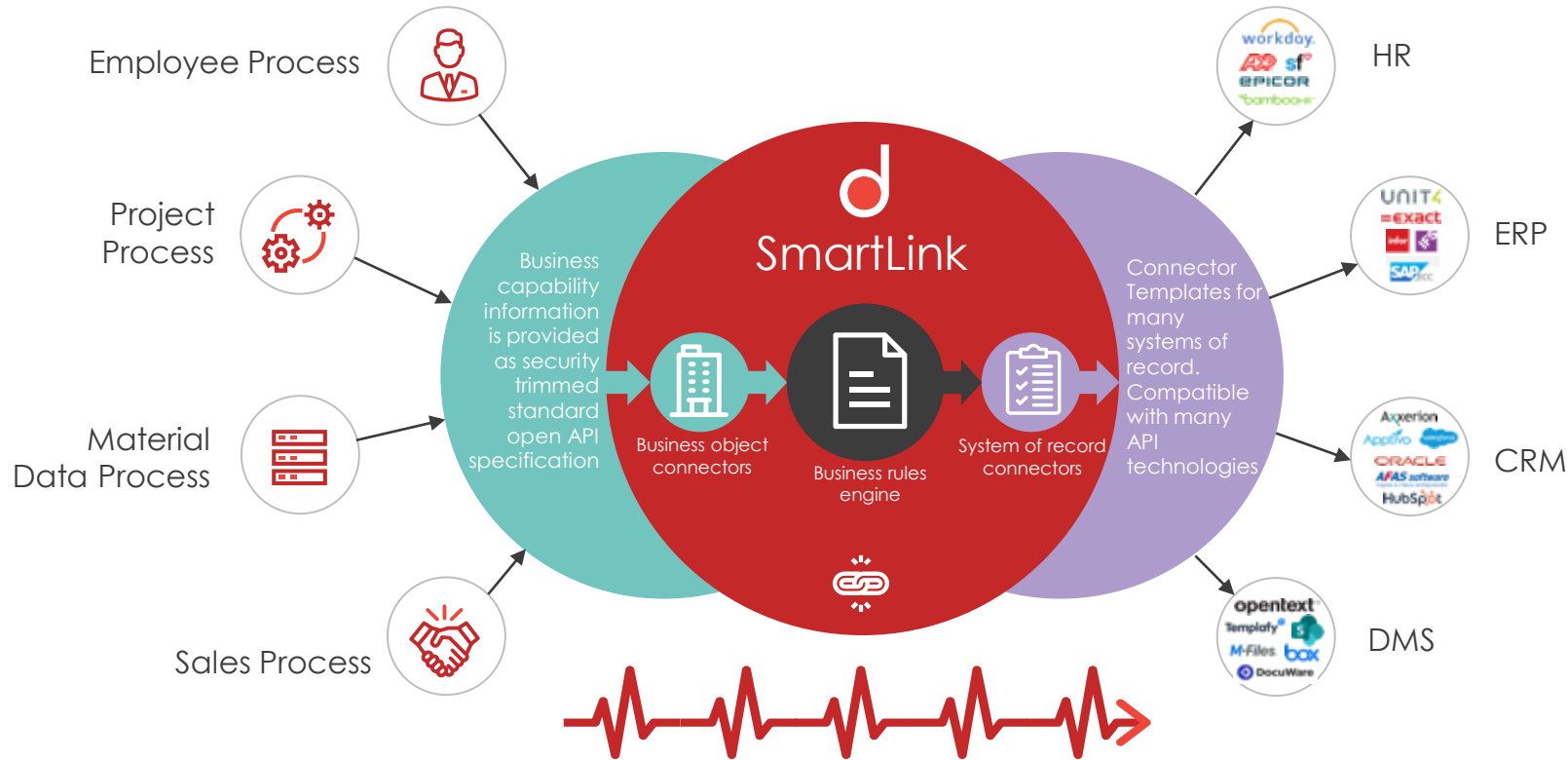
Prebuilt Power Automate Flows for
common SAP Processes

3

New SAP Connector and Action



Delaware SMARTLink



- ▶ Integration as a business capability
- ▶ Integration as a Service
- ▶ Enterprise API Management
- ▶ Backend for API first dev strategies
- ▶ Business Rules engine to improve data quality
- ▶ 60+ Reusable connectors for LoBs
- ▶ Application Lifecycle Management
- ▶ DTAP deployment tooling
- ▶ Business Process Health Monitoring
- ▶ Application Resource



Demo





Q&A



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we commit. we deliver.

 **delaware**



we commit. we deliver.