

Partner Innovation Lifecycle Services (PLS) One-Stop Shop for Co-Innovation with SAP

Speaker's Name, SAP
Month 02, 2019

PUBLIC

The Digital Era is Evolving into The Intelligence Era



Mainframe & PCs
1960s – 1980s



Client Server & Internet
1990s - 2000s



Cloud, Mobile & Big Data
2000s - 2010s



Intelligent Technologies
2010s - 2020s

ENABLING TECHNOLOGIES

- Transistors & silicon revolution
- Large scale Mainframe Computing adoption
- Emergence of PC's
- Plant floor automation

- Widespread PC adoption
- Broadband Internet
- ERP and business process technologies

- Mobile & Smartphone ubiquity
- Cloud Computing
- Social Networks
- Big Data

- Machine Learning & Artificial Intelligence
- IoT & Distributed computing
- Blockchain

CUSTOMER VALUE CREATION

**Industrial
Automation**

**Business
Process
Automation**

**Digital
Transformation**

**Intelligent
Enterprise**

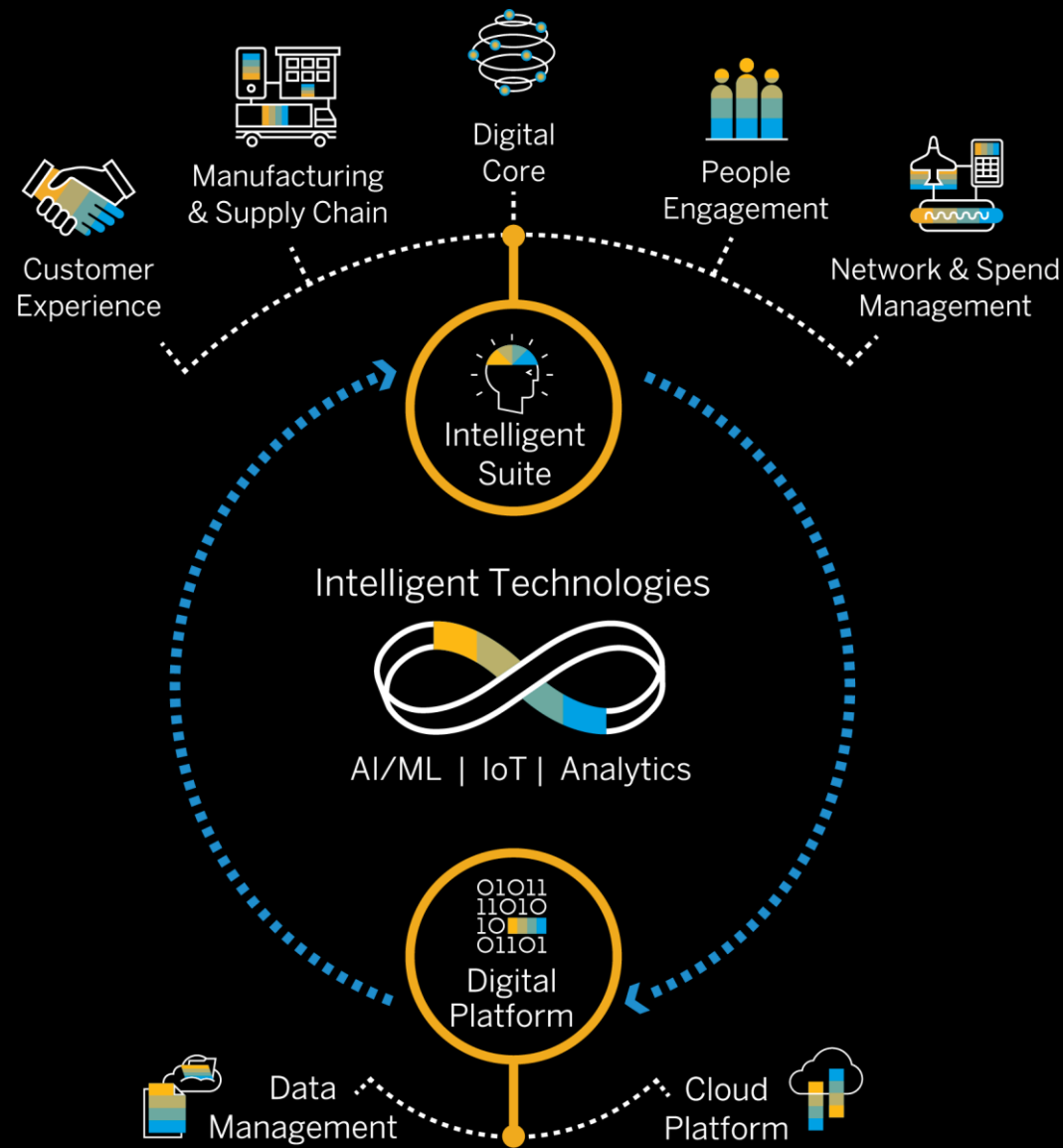
“Intelligence is the ability to learn from experience, solve problems, and use knowledge to adapt to new situations.”

David G. Myers

Psychology. 12. Edition. Worth, 2018

SAP Strategy – Deliver the Intelligent Enterprise

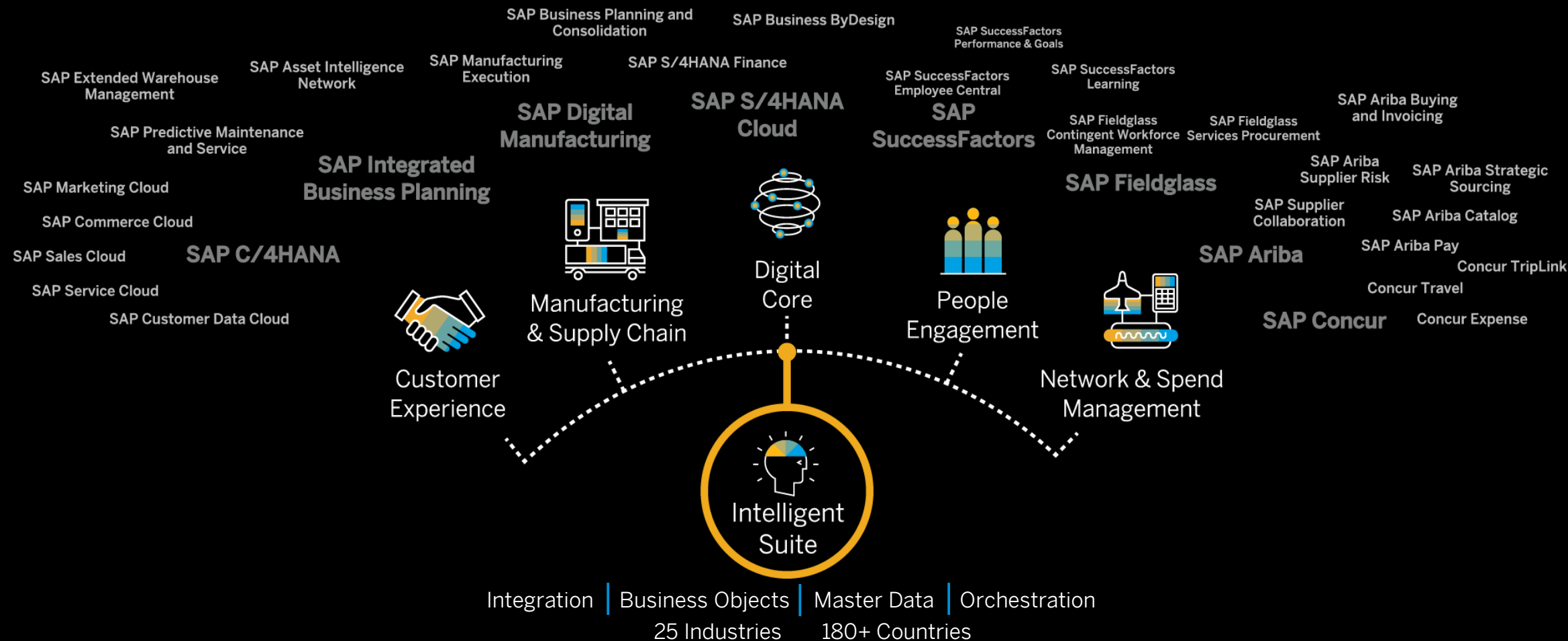
THE INTELLIGENT ENTERPRISE
features 3 KEY COMPONENTS:



- 1 Intelligent Suite
- 2 Digital Platform
- 3 Intelligent Technologies

Intelligent Suite: Deliver intelligence across value chains

Intelligent applications for every line of business



Out-of-the-box integration leveraging SAP Cloud Platform, the SAP Analytics Cloud solution, and a common data foundation with SAP HANA and SAP Data Hub

Best-in-class UX with **consistent experience** across the entire portfolio

Modular, making it easy to consume and cost-effective to operate.

Easy to extend, allowing customers and partners to customize solutions quickly

Intelligence embedded in the applications making the workflows smarter

Our SAP Story

Our strategy...

Deliver the intelligent enterprise.

based on a truth ...

The intelligent enterprise accelerates value creation.

delivers a benefit ...

The company runs better.

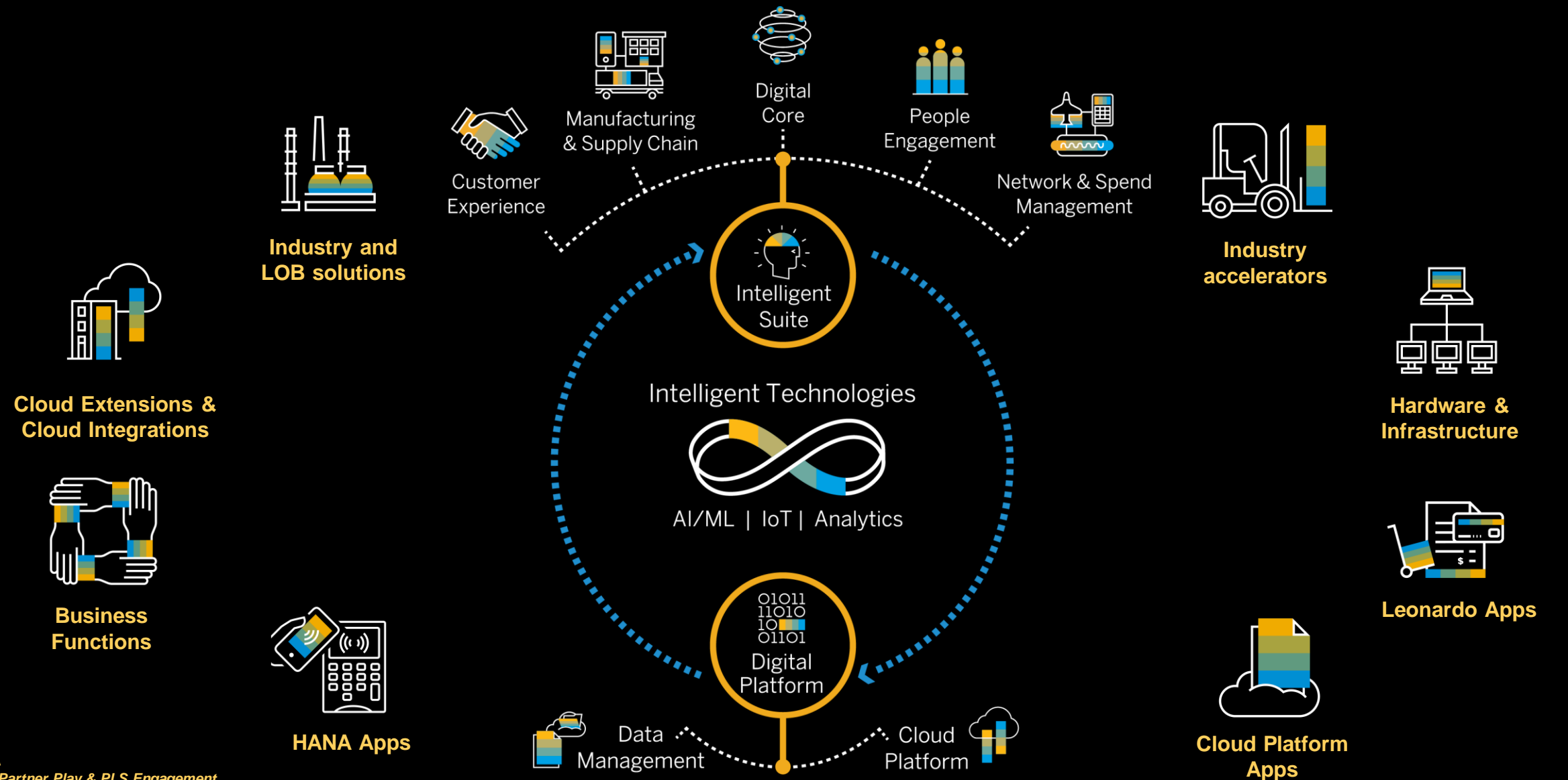
**enabled by 3 reasons
to believe ...**

**Intelligent Suite
Digital Platform
Intelligent Technologies**

that creates an impact.

The best-run businesses make the world run better.

SAP Partners and the Intelligent Enterprise are a perfect match



* *Partner Play & PLS Engagement*

The best-run businesses make the world run better and help improve people's lives...!!

“We believe that the IT industry will be shaped by **breakthrough partnerships** that unlock new productivity for customers beyond the boundaries of traditional platforms and applications.”

“No company can go it alone in the **digital economy.**”

“**Together**, with our customers and partners, we can **transform** industries, grow economies, lift up societies, and sustain our environment.”

Bill McDermott, CEO, SAP SE



46 years

Of history and innovation

>100

Development locations
worldwide

425,000+

Customers in more than 180
countries

18,800+

Partner network with >18,300 SAP partner
companies

Comprehensive solutions

25 industries and 7 lines of business: On
premise, cloud, and hybrid



>10,500 customers

SAP S/4HANA: The next-generation
business suite

92%

Of the Forbes Global 2000
are SAP customers

Data centers

49 data centers in 24 locations
in 13 countries

77%

Of the world's transaction
revenue touches an SAP
system

>186 million

Subscribers in our cloud user
base

Partner Innovation Lifecycle Services (PLS)

Helping partners to transform customer businesses!



Our vision: Innovate with partners to maximize customer success

Our mission: Provide services to accelerate market adoption of SAP and partner portfolios



Right partners



Certification and technical services for partners extending SAP products and running operations

Global organization with teams in 10 countries



Right services



Walk in with an idea!



Walk out with a market-ready product!



Right time

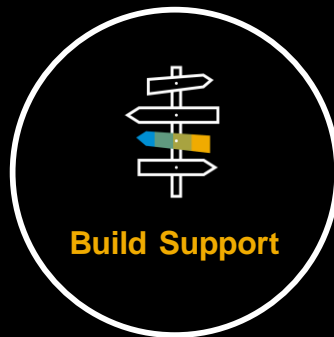
Leverage Services from **Partner Innovation Lifecycle Services (PLS)**



Infrastructure

Leverage enterprise grade hosted landscapes to build / test your products with remote access

SAP Remote Access Connectivity



Build Support

Enablement, technical coaching to port, build solutions on SAP platforms.

Build Services



Idea to Market

Co-Innovate with SAP to transform your ideas to innovative solutions with end to end support

Co-Innovated with SAP



Software Certification

For your completed products boost customers' confidence with certification from SAP

Premium Certification Software Certification



IT Operations

Get your IT Operations capabilities audited and certified by SAP to unlock revenue opportunities

Outsourcing Partner Certification



Hardware & Infrastructure

Certify hardware, storage, edge devices and IaaS platforms that support SAP Solutions

Hardware Certification IAAS Certification



Support Services

Premium qualification and advisory services for Solution Extensions and OEM

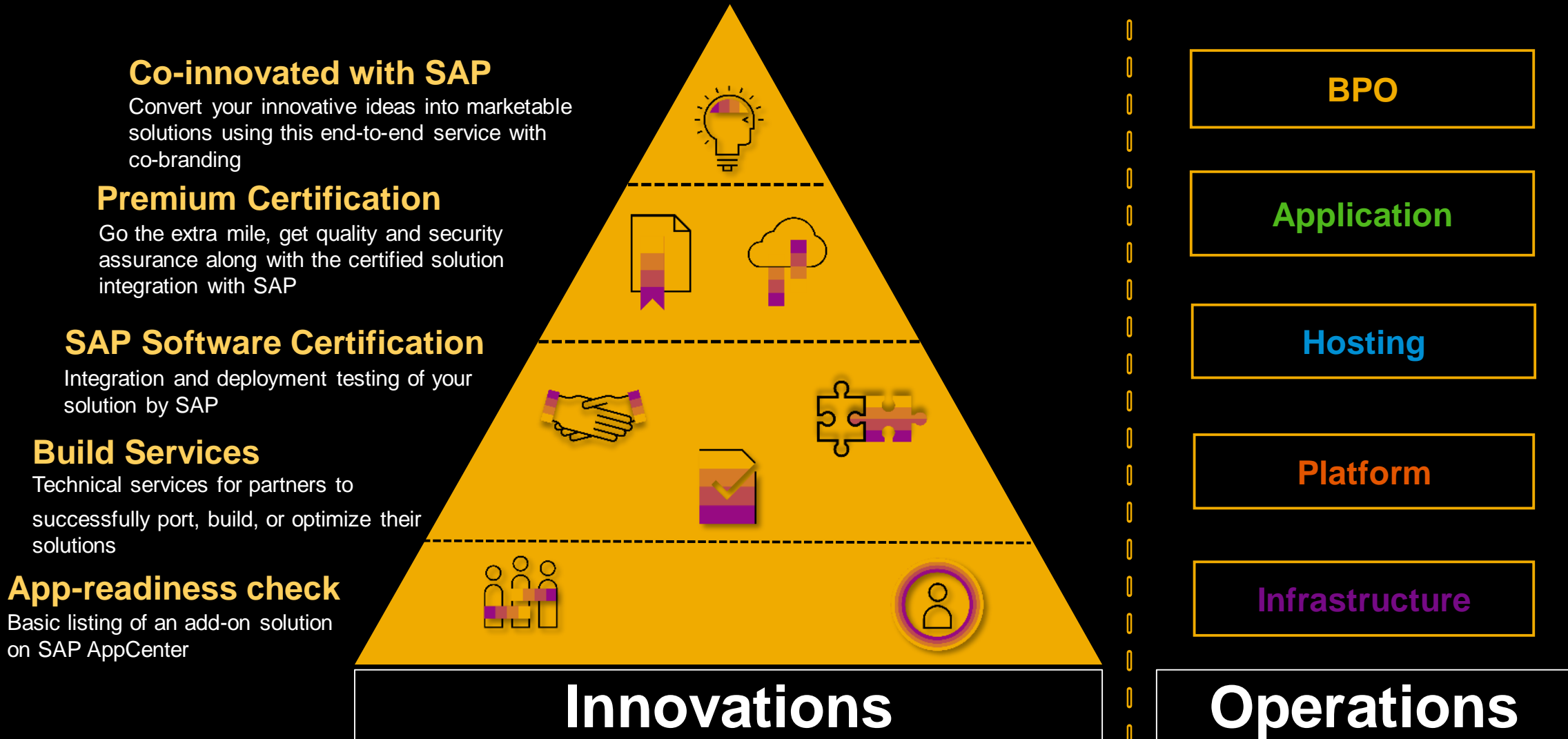
Premium Qualification Development Partner Management

OEM use case validation

Contact us : SAP Partner Innovation Lifecycle Services pls@sap.com

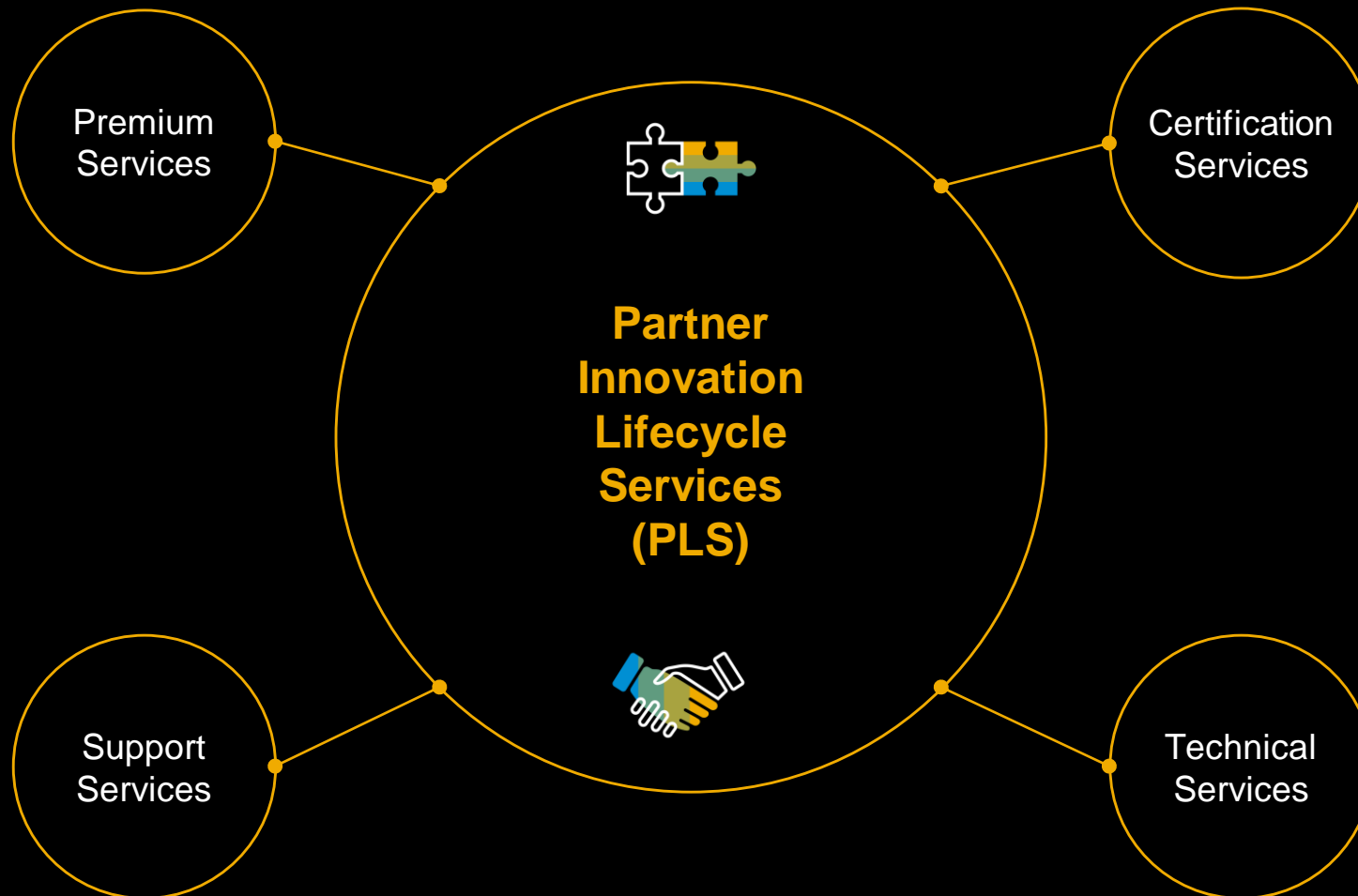
Accelerate adoption of your Innovations and Operations

By leveraging SAP Partner Innovation Lifecycle Services....



Partner Innovation Lifecycle Services (PLS)

Services portfolio



Premium Services

- Co-innovated with SAP
- Premium certification

Certification Services

- Hardware certification
- Software certification
- Outsourcing partner certification
- IAAS certification

Technical Services

- Build services
- Remote access connectivity

Support Services

- OEM use case validation
- Premium qualification
- Development Partner Management

Partner Innovation Lifecycle Services (PLS)

What do we do?

SAP Partner Engineering Services

Technical enablement, development consulting, and partner liaison to network of SAP experts

- Build support to partners

SAP Partner Qualification

Strategic partner products qualified to ensure quality compliance across SAP product standards

- Qualification of strategic partner solution (SAP solution extensions and endorsed business solutions)

SAP Development Partner Management

Central Contact/Trusted Advisor for all partnerships involving 3rd Party Software

- Advice executives in contracting and partnering
- Support Strategic Projects and Partner
- Run Development Partner Community



Co-innovated with SAP

SAP Outsourcing Partner Certifications

Open program for certification of outsourcing partners

- Business process outsourcing operations certification
- Application operations certifications
- Hosting operations certification
- SAP HANA operations certification
- Cloud and infrastructure operations certification


SAP Integration and Certification Center

Open program for certification of partner solutions

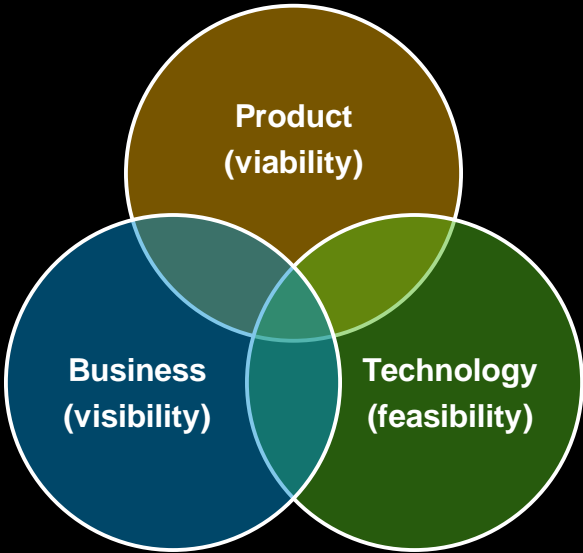

- Software Integration Certification
- Premium software certification
- Remote access connectivity
- SAP HANA: Hardware certification
- SAP HANA: IAAS certification
- OEM use case validation
- Printer vendor program

As a partner, I am interested in co-innovating with SAP, but how do I get information and support?

Does my innovation idea fit into SAP's portfolio and roadmap?



What is the recommended architecture to realize this?

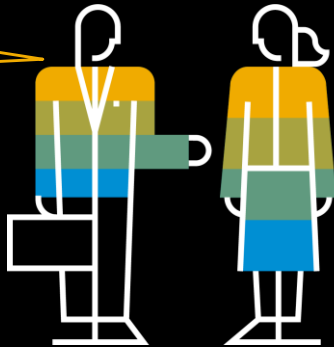


How do I get visibility for my product and drive new revenue opportunities? ?



How do I receive enablement and build support?

Can I get support under one umbrella?

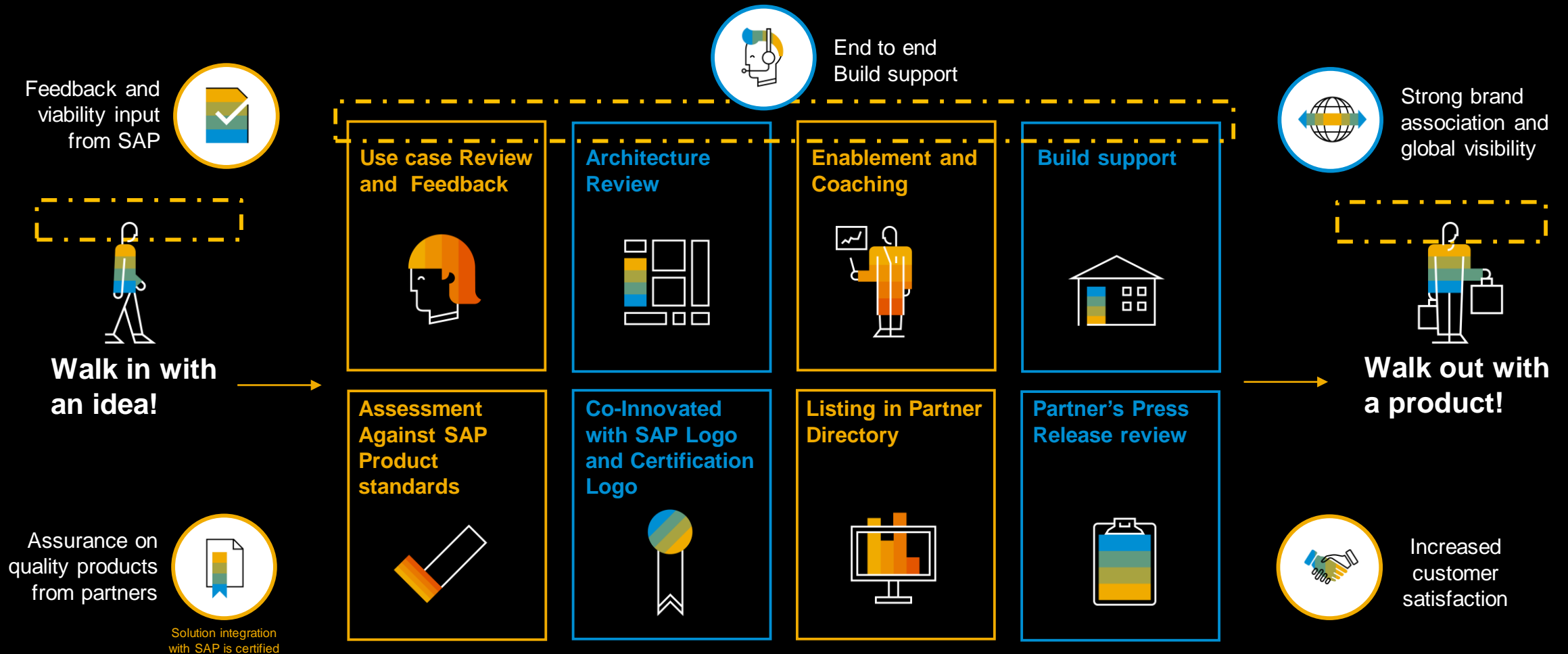


What are the recommended integration and quality guidelines?

Is it technically feasible?



Co-Innovated with SAP – service from PLS



Single point of contact through the engagement Co-Innovated with SAP®

Co-Innovated with SAP – service details

Use Case Review and Feedback

- Input on overlaps with SAP portfolio and road map
- Input on possible extension and refinement of use case
- Go and no-go decision to offer Co-Innovated with SAP service

Architecture Review

- Technical guidance
- Sharing of architecture framework and best practices
- Recommended SAP architecture
- Recommendation on Infrastructure and licensing requirements

Enablement and Coaching

- Tailored enablement
- Enablement sessions and workshops
- Sharing of quality guidelines

Build Support

- Technical support throughout the build cycle
- Guidance on aligning partner product with SAP's latest release(s)
- Sharing of integration best practices

Assessment Against SAP Product standards

- Performance, accessibility, operations, monitoring, security, deployment, and configuration
- Functional verification against agreed-upon functional scope
- Test report with recommendations

Co-Innovated with SAP Logo and Certification Logo

- Test against Integration scenarios for certification
- Award Co-Innovated with SAP
- Award certification logo(s)

Listing in Partner Directory

- Listing in [partner directory](#) along with solution details
- Guidance on [listing](#) in [SAP App Center](#)

Partner's Press Release review

- Facilitate review of press release proposal from partners by SAP Brand Voice

Infrastructure provisioning (additional costs may apply)

Co-Innovated with SAP

References

Co-Innovated with SAP – service from PLS

Reference Quotes from Partners

”

“The joint engagement with SAP has been very positive. The Best Practices received from SAP during the project have been very helpful to build a state-of-the-art Solution. Further joint engagements with SAP are already in the planning. Thanks for your support.”

Uwe Sester – VP for Innovation and Products at Camelot ITLab GmbH



”

“Working together with SAP within the Co-innovated with SAP Service was extremely helpful to get our application to the SAP Cloud platform and to get successfully through all necessary SAP processes. Without the Co-innovated with SAP team that guided us, our small team would not have been able to utilize the SAP Cloud platform components in a comparably short time to their fullest potential. The Co-innovated with SAP team had helpful advice in every step.

On top, the Co-innovated with SAP logo shows this collaboration also to our customers. This elevates our services to a new level of trustworthiness and embodies our innovative capabilities.”

Daniel Göhlen, Managing Director, BlackHorse One GmbH



”

“Co-Innovated with SAP” service from Partner Innovation Lifecycle Services (PLS) is an amazing program, offering loads of guidance throughout the engagement, ensuring that the partner adheres to the SAP standards, along with the comprehensive documentation that eases the rollout to the customers. The brand gives high quality assurance to the customers that the product meets world class standards & thoroughly tested by SAP professionals. It also helped us go-to-market quicker than what we anticipated and hence we highly recommend the program to other partners as there is great value for money.

Imad A Syed, Chief Information Officer, PiLog Group



Co-Innovated with SAP – service from PLS

Reference Quotes from Partners

”

“Expanding on our longtime partnership with SAP, the Co-Innovated with SAP program is a recognition of our trusted relationship and how it benefits our mutual clients. As businesses continue to compete in new ways given the impact of digital transformation and increased tax complexity, our partnership and integrations within the SAP Intelligent Enterprise help drive success with out-of-the-box, enterprise-ready tax functionality for the cloud on SAP’s digital marketplace.”

David DeStefano, President & CEO of Vertex Inc.



Innovating to **Help Keep People and Companies Safe** with SAP® Solutions

dormakaba Group
Rümlang, Switzerland
www.dormakaba.com

Industry
Professional services

Products and Services
Electronic Access and Data
Entrance Systems, door
hardware, mechanical key
systems, lodging systems, safe
locks, and interior glass systems

Employees
16,000

Revenue
SFr 2.5 billion (€2.13 billion)

SAP® Solutions and Services
SAP® SuccessFactors®
Employee Central solution,
SAP Cloud Platform, SAP Cloud
Platform Internet of Things (IoT)
service, SAP IoT Application
Enablement toolkit, and Partner
Innovation Lifecycle Services
team

dormakaba Group collaborated with the Partner Innovation Lifecycle Services team to learn more about digital business and SAP software, to integrate multiple functions on SAP Cloud Platform, and to develop a certified solution that is co-innovated with SAP. This support helped dormakaba Group not only to successfully develop a unique global IoT integration solution but also to build a strong network for ideas exchange by co-innovating with SAP.

Before: Challenges and Opportunities

- Complexity of the new digital business model with its comprehensive partner ecosystem
- Lack of experience and knowledge of the latest SAP solutions (SAP Leonardo digital innovation system, SAP Cloud Platform, and SAP SuccessFactors solutions)
- Conflict of interest with existing business models

Why SAP

- Partner Innovation Lifecycle Services for the best support available to facilitate the project's long-term timeline
- Strong benefits of close collaboration with experts and development teams from SAP
- Potential to strengthen dormakaba's position as an innovation leader by co-innovating with SAP
- Common main customer target group of leading multinational corporates

After: Value-Driven Results

- Perfect jump start into the digital world and a great opportunity to network with experts at all levels of SAP, who provided extensive support and inputs
- Improved knowledge transfer with ideas exchange and continued contact with experts from SAP even after program close
- Global solution for a worldwide rollout

“With help from SAP, we have brought together **HR, ERP, and safety and security** within SAP Cloud Platform. This helps ensure a smooth digital transformation for our customers.”

Thomas Herling, Global Business Owner EAD, Senior Vice President Access Solutions EMEA,
dormakaba International Holding AG

[Link to the success story](#)

Co-Innovated with SAP®

<8 months

To implement project, from blueprint to the first beta version

Unique

Selling point within the market

Added

Value through IoT integration



See how the SAP ecosystem and partners take their innovations to market.



Building Customer Satisfaction with the SAP® Master Data Governance Application

PiLog India
Hyderabad, India
www.piloggroup.com
www.pilog.in

Industry
High tech

Products and Services
Data harmonization, technical and engineering content, taxonomies, master data governance and management, master data repositories, and ISO compliant data quality

Employees
>350

Revenue
US\$15 million

SAP® Solutions
SAP® Master Data Governance application and SAP ERP application

PiLog India, part of PiLog Group specializes in providing internationally recognized, leading data management solutions to a wide range of industries – from chemicals to IT to engineering. To develop its offering and help ensure quality, PiLog India worked with the Partner Innovation Lifecycle Services team through the Co-Innovated with SAP service and implemented the SAP Master Data Governance application. As a result, it has accelerated market adoption, improved efficiency and visibility, and maximized customer satisfaction.

Before: Challenges and Opportunities

- Develop a solution that works seamlessly on various versions of the SAP ERP application
- Integrate the SAP Master Data Governance application and embed intuitive Web design for a better user experience
- Enable material master taxonomy capabilities to help ensure processes are compliant with ISO standards
- Create comprehensive documentation for configuration, support, testing, functional, and technical elements

Why SAP

- Builds customers' trust thanks to end-to-end support, which includes testing by SAP experts to meet SAP product standards
- Offers minimum risk and faster implementation of the solution
- Provides greater visibility, market adoption, and customer confidence

After: Value-Driven Results

- On-demand microservices for quick and easy utilization within SAP system solutions
- Comprehensive guidance on the development of products to meet SAP standards
- Ready-to-use, ISO-compliant content with industry-proven taxonomy
- Preconfigured data model and process templates available to use on demand

“The value proposition of the solution is a series of integrated sub-functions that are pretested, preconfigured, industry-proven, and packed with **ISO-compliant, standardized taxonomy.”**

Imad A Syed, Chief Information Officer, PiLog Group

[Link to the success story](#)



Co-Innovated with SAP®

100%

Improved duplicate detection algorithms

Standardized

Taxonomy

Optimized

Data model, content, and process templates



Watch how Partner Innovation Lifecycle services is helping PiLog India maximize customer satisfaction.

Partner Innovation Lifecycle Services (PLS)

Reference Links

Partner Innovation Lifecycle Services (PLS)

Reference Links

SAP Partner Innovation Lifecycle Services – One stop for partners to co-innovate with SAP : [Link to video](#)

Co-Innovate with SAP for success in the digital economy : [Link to video](#)

SAP Integration and Certification Center: 20 Years of Service : [Link to video](#)

Ready to convert your innovative idea(s) into marketable solution(s) : [Co-Innovated with SAP](#)

Find the right Co-Innovated with SAP or SAP-Certified Solution for your business : [Link to the Certified Solution Directory](#)

Find the Co-Innovated with SAP Solution on SAP AppCenter : [Link](#)

Explore Software Integration Certification Services : [Link](#)

Explore the SAP Integration Certification Finder : [Link](#)

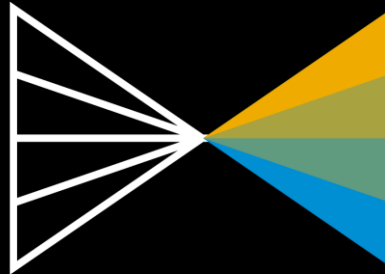
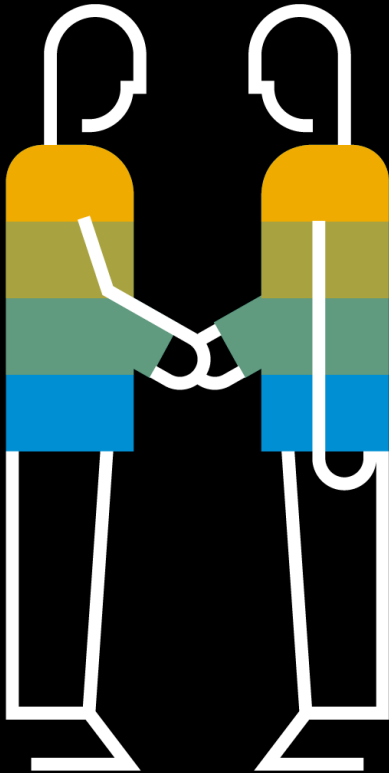
Find certified Outsourcing Partners easily : [Link](#)

Partner Certification to Operate SAP Solutions and SAP Software Environments : [Link](#)

Explore Hardware Integration Certification Services : [Link](#)

Find Certified and Supported SAP HANA® Hardware : [Link](#)

Engage with us to avail
the right services



Partner Innovation Lifecycle Services (PLS)

For general queries on PLS services
Contact us :
SAP Partner Innovation Lifecycle Services
pls@sap.com

To get started with Co-Innovated with SAP
Contact us :
SAP One-Stop Shop for Co-Innovation
coinnovate@sap.com

Thank you.

Appendix

SAP Software Certification

Details

SAP Software Certification



SAP ICC best
practices consulting

Assurance on
product and
integration quality



Bring your
solution



SAP-Certified
designation



Integration
consulting



Certification
test



Listing in online
directory



Partner's own
PR and go-to-
market activities



Strong brand
association and
global [visibility](#)



Boost global
visibility



Increased
customer
satisfaction



SAP® Certified
Built on SAP Cloud Platform

SAP® Premium Certified
Integration with SAP Applications

SAP® Certified
Integration with Cloud Solutions

SAP® Certified
Hardware for SAP HANA®

SAP® Certified
Integration with SAP Applications

SAP® Certified
Integration with SAP® S/4HANA

Software Certification Overview

Front-ends and UI related Certification



Mobile



Portal



HTML5 / UI 5



Telephony



Voice



Forms

Application Certification



Business Functions



Business One Add-ons



ABAP Add-ons



Industry and LOB solutions

Cloud Certification



Cloud Extensions and
Cloud Integrations



Multi-tenancy



New Applications

Analytical Certification



Content



Data Modeling



ETL & Replication



Text Analytics



Reporting



Streaming Analytics

Technology and Platform Certification



HANA Apps



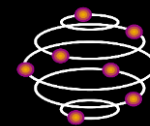
Admin & Operations



Test Tools



Disaster Recovery &
High Availability



Tool Integration



Tools



Backup



Scheduler



Security



Archival

Build Services

Details

Build Services from Partner Innovation Lifecycle Services

Overview

- Technical services for partners to successfully port, build, or optimize their solutions on SAP software



Benefits for Partners

- Dedicated advisors share their technical expertise and experience
- Targeted enablement accelerates partners' learning curve and expertise
- Access to SAP's extensive expert network to accelerate knowledge



Services

Initiate

- Technical presentations
- Use case assessment
- Technical enablement
- Architecture validation
- Technical due diligence
- Infrastructure recommendations

Enable

Build

- Targeted enablement
- Development guidance, coaching, and support
- Liaison with SAP experts



5 days of service



10 days of service



15 days of service

Cost of the build service: 1200 Euros per day

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