SAP BTP LAC
Clean Core Roadshow

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SAP BTP is the platform for SAP software landscapes

Keep the core clean

Accelerate the move to the cloud

Optimize and automate business processes

Drive decisions based on data

SAP BTP

Unleash digital innovation across business functions

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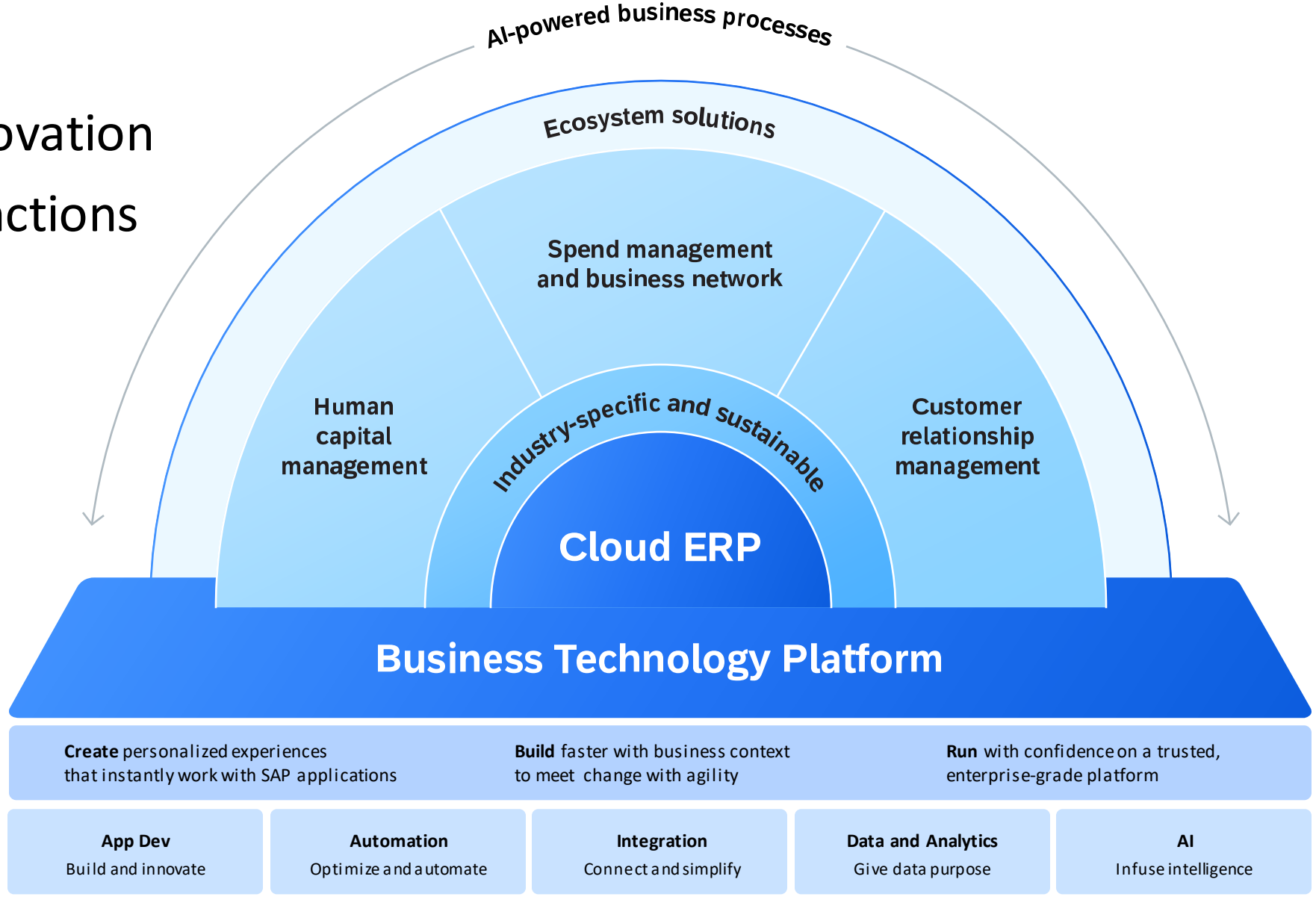
Unleash digital innovation across business functions



SAP BTP is your platform to individualize your business processes

Secure and compliant
Open and flexible
Unified and simple

Broad ecosystem
Enterprise grade and scalable
Business centric

App Dev	Automation	Integration	Data and Analytics	AI
➔ Visual low-code/no-code experience	➔ Workflow management	➔ Process integration	➔ Analytics and planning	➔ Pretrained AI models
➔ Pro-code tooling	➔ Robotic process automation	➔ API-led integration	➔ Data management	➔ Generative AI and AI workload management
➔ Digital experience	➔ Process monitoring and analytics	➔ Event-driven integration	➔ Operational database	➔ Business data and context
➔ DevOps	➔ Automated document processing	➔ Hybrid integration	➔ Data warehouse and data lake	➔ Responsible AI
		➔ B2B integration		
		➔ Data integration		

ERP Challenges Today

Why do we need clean core?

Process Complexity

Companies must have a **flexible infrastructure** that allows them to quickly **adapt their business models** as needed. This means being able to **rapidly adjust** key applications to meet changing market demands and customer needs.

New Technologies

To succeed in the digital age, organizations need to embrace **new capabilities**. This includes **accelerating innovation**, optimizing and automating processes, and fostering agility in order to **gain a competitive edge**.

Business Change

In today's **fast-paced and ever-changing business environment**, disruption across global supply chains, customer preferences, and the workforce has become a common occurrence. **Businesses must quickly adapt** to these changing requirements in order to remain relevant and thrive.

Businesses' key challenge is staying competitive and relevant

Our customers need to embark on a **digital transformation** to be successful in the future.

Digital transformation

Business agility

Stay competitive and relevant

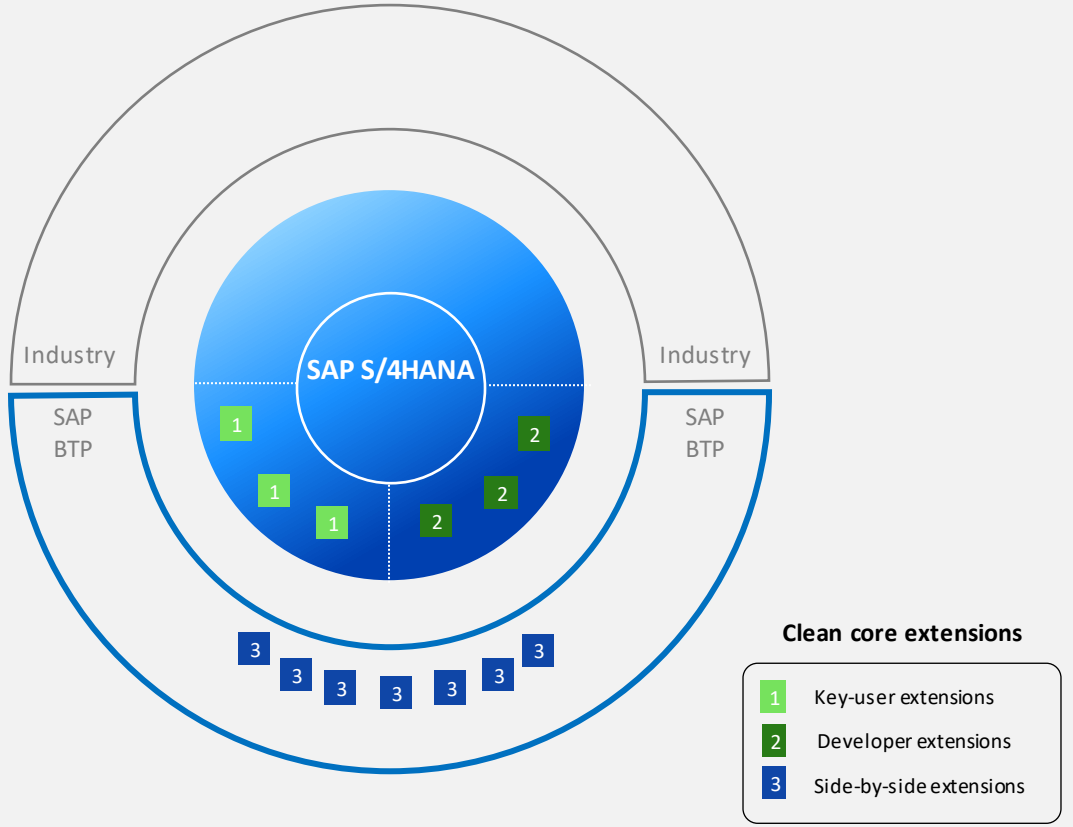
IT flexibility

- Fast Consumption of Innovation
- Faster Upgrades
- E2E Security

Modular innovation

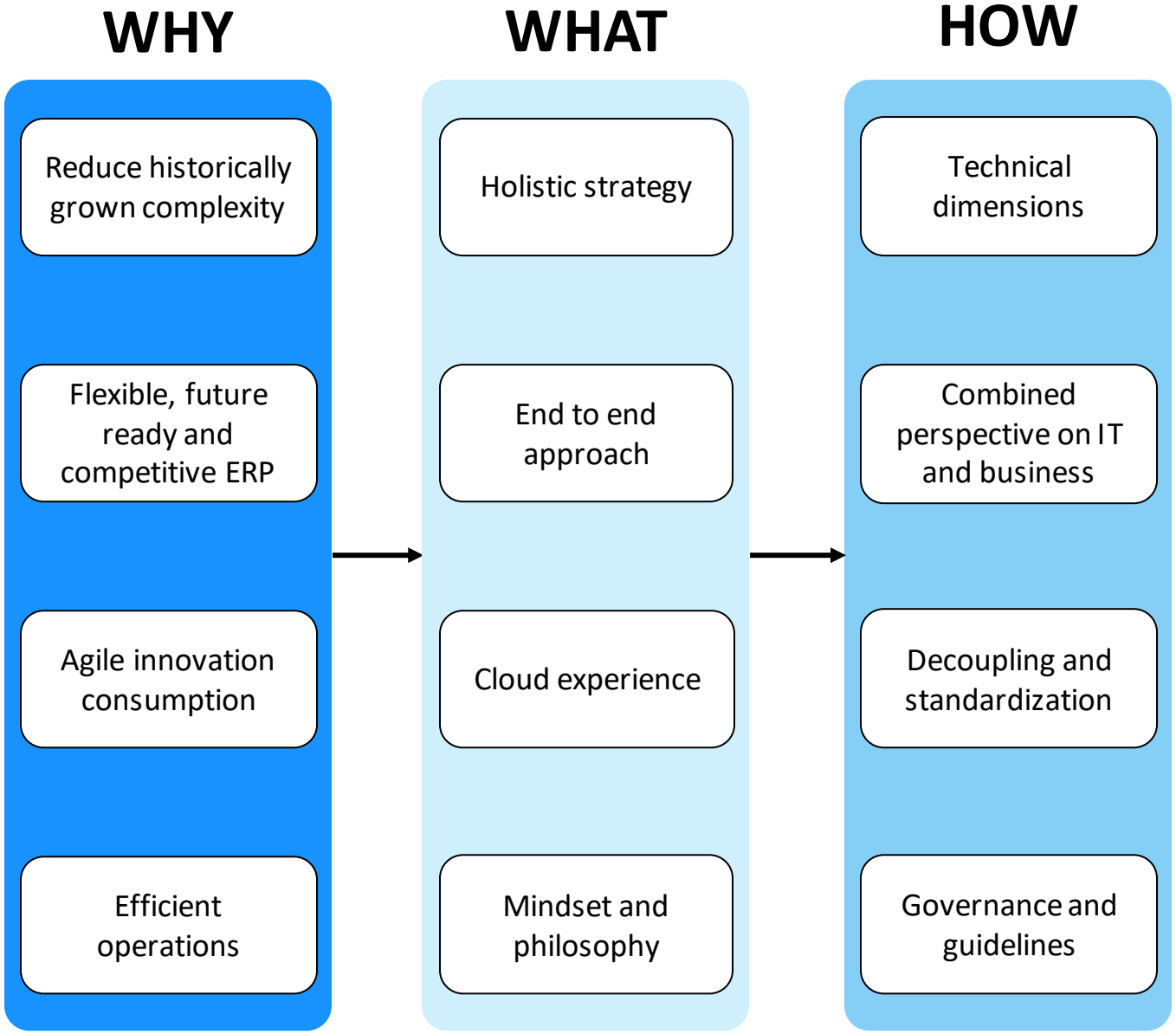
Decoupled from the core and cloud-ready

Modular innovation is the way to achieve this in a future-proof approach.

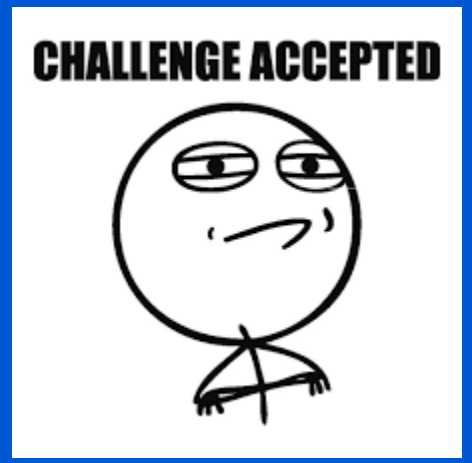


Customers need a "stable core" for business-critical processes – with a flexible, agile, and innovative way to deliver new functionality in a clean core approach

Clean Core


WHY
WHAT
HOW
Reduce historically grown complexity
Flexible, future ready and competitive ERP
Agile innovation consumption
Efficient operations
Holistic strategy
End to end approach
Cloud experience
Mindset and philosophy
Technical dimensions
Combined perspective on IT and business
Decoupling and standardization
Governance and guidelines

The Clean Core Positioning Challenge



Addressing clean core and the individual dimensions

A **clean core** describes a system or a landscape of systems that is as close to standard as possible, while running cloud-compliant extensions and integrations.

It allows you to **adapt your system and system landscape** to changing business requirements and in order to **adopt new capabilities.**

A **strong governance** is required for each technical dimension of clean core.

Keep **competitiveness** while **reducing complexity**

Main Aspects:

- State-of-the-art **process governance** e.g. including transparent organizational structures and requirement management
- **Application architecture** leverages SAP's standard solutions (SAP S/4HANA and beyond)
- Respective **SAP Best Practices** are implemented, where available and applicable
- Business **process design follows defined principles** like e.g. focus on differentiating processes
- **Process management** is established; processes and their variants are documented, as-is-process execution and process performance is measured

Keep **competitiveness** while **reducing complexity**. 1 Business Processes

Decouple extensions from standard. 2 Extensibility

Control data according to **latest standards**. 3 Data

Keep the landscape **reliable and flexible**. 4 Integration

Keep the operations **effective and efficient**. 5 Operations

Decouple extensions from standard

Main Aspects:

- Extensions should be **avoided** when possible
- Create **decoupled Extensions**, i.e. in a way that they would work in the cloud (3-Tier Model) by setting up a **strong governance**
- **Custom extensions** do not break an upgrade and **upgrades** do not break an extension* - separate extensions by leveraging released APIs
- Leverage the full capabilities of extensibility **on the stack** as well as side-by-side **with SAP BTP**
- Create **technical debts** only as informed decision

Keep **competitiveness** while **reducing complexity**.

1 Business Processes

Decouple extensions from standard.

2 Extensibility

Control data according to **latest standards**.

3 Data

Keep the landscape **reliable and flexible**.

4 Integration

Keep the operations **effective and efficient**.

5 Operations

Control data **according to** **latest standards**.

Main Aspects:

- Modern (configuration, master and transactional) **data quality** requirements are accuracy, completeness, consistency, timeliness, validity and uniqueness
- **Data volume** needs to be controlled in order to optimize memory and disk consumption i.e. data should not contain outdated, unused or redundant information
- Personal master data must only be **stored with justifiable purposes**

Keep **competitiveness** while **reducing complexity**.

1 Business Processes

Decouple extensions from standard.

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Control data according to **latest standards**.

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Keep the landscape **reliable and flexible**.

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Keep the operations **effective and efficient**.

5 Operations

Keep the landscape **reliable and flexible**

Main Aspects:

- **Integrations shall be based on standard API's** (OData and SOAP)
- Side-by-side extensions should leverage **API Integration or SAP S/4HANA Cloud SDK** by utilizing the tight coupling with **SAP Integration Suite**
- Loosely coupled integrations could be realized in an **Event-Driven Design** based on standard **Events**
- Avoid **traditional API's** (RFC and IDoc) and their related **classical extension options**
- Proper monitoring and error resolution capabilities can be realized by utilizing **SAP Application Interface Framework**

Keep **competitiveness** while **reducing complexity**. 1 Business Processes

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Keep the operations effective and efficient

Main Aspects:

- The paradigm of keeping the core clean is integrated into the **end-to-end concept for operations**
- **Release management** should make up the foundation for a clean core
- **Housekeeping** activities which are in line with SAP best practices should be pursued and the distribution of roles and responsibilities that are agreed with SAP should be followed
- SAP should be able to perform maintenance for technology within the pre-approved **Contractual maintenance periods (CMP)**

Keep **competitiveness** while **reducing complexity**.

1 Business Processes

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Keep the operations **effective and efficient**.

5 Operations

SAP BTP Packages & Entitlements

Business Transformation and Clean Core

Clean core is the outcome of a transformation, not the starting point

Option 1

- New implementation
- **Combined focus**

Strategic overlap with Greenfield SAP S/4HANA implementations

Technical transformation **and** business transformation

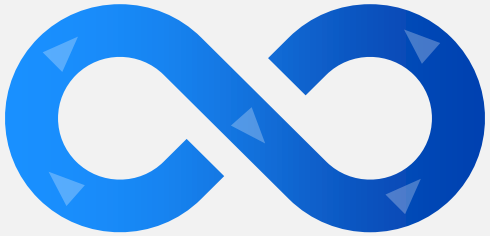
Business transformation and clean core compliance as direct result of the project

Option 2

- Lift and shift or conversion
- **Dedicated focus** on each phase

Strategic overlap with Brownfield SAP S/4HANA implementations

Technical transformation



Business transformation journey as continuous follow-up to the project

Step 1: IT focus (ideally including governance)

Step 2: Continuous innovation via a clean-core focused approach

SAP has two viable and valid routes for embarking on a holistic transformation journey, depending on an organization's strategy.

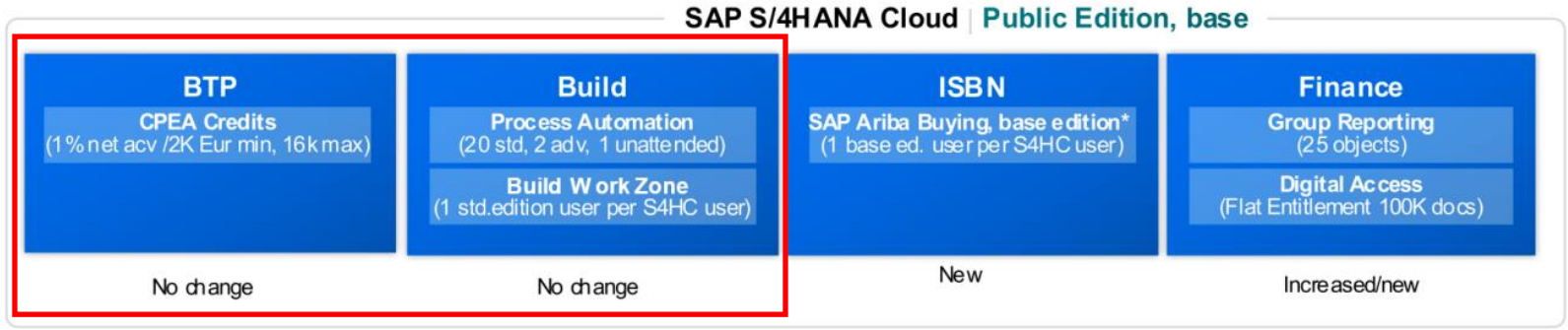
SAP S/4HANA Cloud, public edition | Packaging with added Entitlements

SAP S/4HANA Cloud, public edition packages

Provide compelling S/4HANA Cloud, public edition offerings that reflect the different customer profiles:

S/4HANA Cloud, public edition, base

Mid/lower, mid-market customers at lower price point/emerging economies
(Good)



S/4HANA Cloud, public edition, premium

Mid/upper, mid-market and large enterprises customers seeing the value of enhanced finance capabilities
(Better)

Both options continue to include:

- SAP Cloud ALM (application lifecycle management)
- Adobe Forms - 2,000,000 Form Requests per year

* This is an embedded feature included in Scope Item 4AI for 3SL customers as of 2308

BTP CPEA Credits Included in Packages

1% S4HANA Cloud Annual Contract Value

2.000 Credits < BTP CPEA < 16.000 Credits

Max CPEA Amount => EUR 1.600.000 ACV S4HANA Contract

Let's see some BTP Deal simulations --> http://discovery-center.cloud.sap

Simulation Case 1: Development (Extension) Suite

ILLUSTRATIVE

SAP Business Application Studio Open Service Details

Develop, debug, test, and deploy SAP business applications.

standard-edition	US East (VA) AWS	
QUANTITY		PRICE
3	Users	**EUR 72.00** /MONTH

SAP BTP, Cloud Foundry Runtime Open Service Details

Operate polyglot applications.

Standard	US East (VA) AWS	
QUANTITY		PRICE
10	GB Memory	**EUR 700.00** /MONTH

Bill of Materials

- 3 Business Application Studio (standard) Developer
- 10 GB CloudFoundry Runtime (5 Dev - 5 Prd)
- 1 HANA Cloud Database Small

Total Estimate Cost	**EUR 772.00** /MONTH
Total Estimate Cost	**EUR 9,264.00** /YEAR

Simulation Case 2: Work Zone Advanced

ILLUSTRATIVE

Bill of Materials:

- Work Zone Advanced Edition 50 Users
- Work Zone Advanced Edition 200 Connections
- Cloud Foundry Runtime 2 GB

SAP Build Work Zone, advanced edition — Open Service Details

Create workplace experiences with integrated business apps and processes.

Advanced	US East (VA) AWS	
QUANTITY		PRICE
50	Active Users	**EUR 210.00** /MONTH
2	Connections (in blocks of 100)	

SAP BTP, Cloud Foundry Runtime — Open Service Details

Operate polyglot applications.

Standard	US East (VA) AWS	
QUANTITY		PRICE
2	GB Memory	**EUR 140.00** /MONTH

Total Estimate Cost	**EUR 350.00** /MONTH
Total Estimate Cost	**EUR 4,200.00** /YEAR

SAP BTP

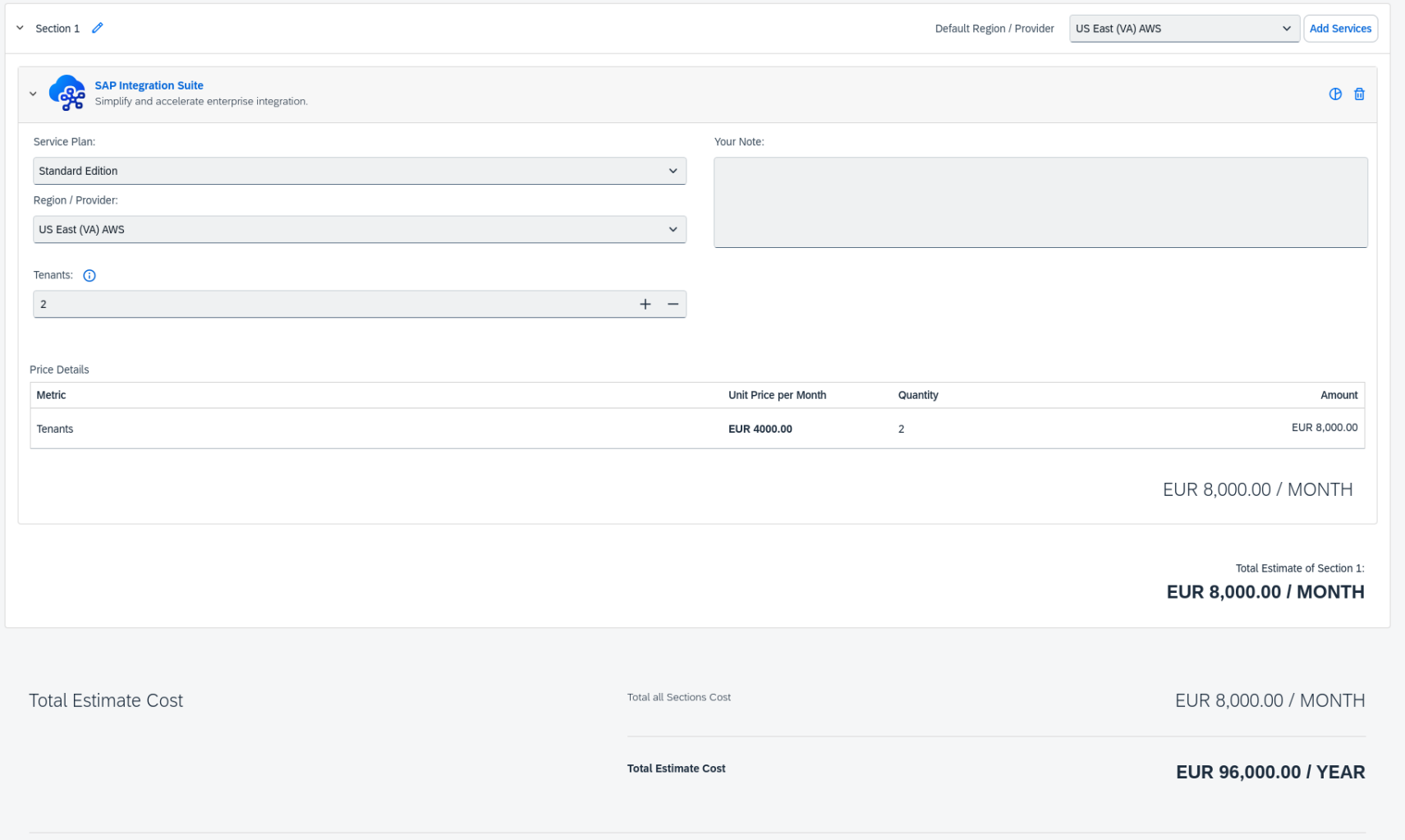
Public

Simulation Case 3: Integration Suite

Bill of Materials

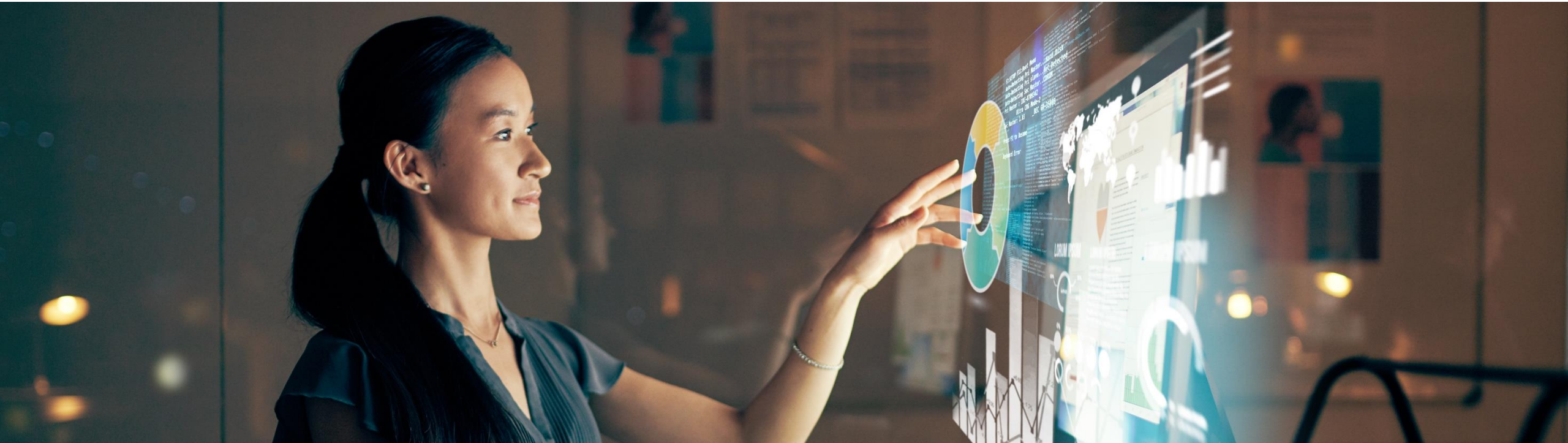
- BTP Integration Suite Standard Edition (2 Tenants)

ILLUSTRATIVE



Application Development

Build and innovate



Key capabilities from proven technologies and tools in SAP BTP

Simplified and guided development

Generative AI for development

More secure and trusted integration

Smooth extensibility of SAP Solutions

Interoperability

Fusion development

For business and professional developers

With low-code and pro-code tools

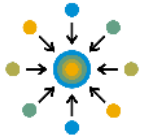
LOW-CODE

SAP Build Apps

Create **enterprise applications** without writing code

SAP Build Process Automation

Automate **processes and tasks** with simple drag-and-drop and AI capabilities



SAP Build Work Zone

Design engaging **business sites** to get work done quickly across your enterprise applications

PRO-CODE

ABAP programming language

Leverage know-how about **ABAP** to develop and run ABAP development tools in the cloud

SAP Build Code

Boost **developer productivity** using an integrated development environment (IDE), tools, and frameworks optimized for Java and JavaScript

Application Development with SAP Business Technology Platform

SAP Business Technology Platform

Ecosystem and Marketplace

SAP content | Third-party content | Custom-built content | Community and technical forum

App Dev | Automation | Integration | Data and Analytics | AI

Business user

Line-of-business (LoB) expert, business analyst

Developer, IT administrator

Consume

Digital Experience

SAP Build Work Zone

SAP Start

SAP Mobile Start

Build and innovate

Fusion development

With low-code development

With pro-code development

Unified development experience

SAP Build Apps

SAP Build Code

Unified development experience

Lobby with best practices in SAP Build Code

SAP Business Application Studio

Services

SAP Document Management service

SAP Mobile Services

Application frameworks

UI Technologies: SAPUI5, SAP Web Components

ABAP RESTful application programming model (RAP)

SAP Cloud Application Programming Model (CAP)

Runtimes

Built-in runtime: **visual cloud functions**

SAP BTP, Cloud Foundry runtime

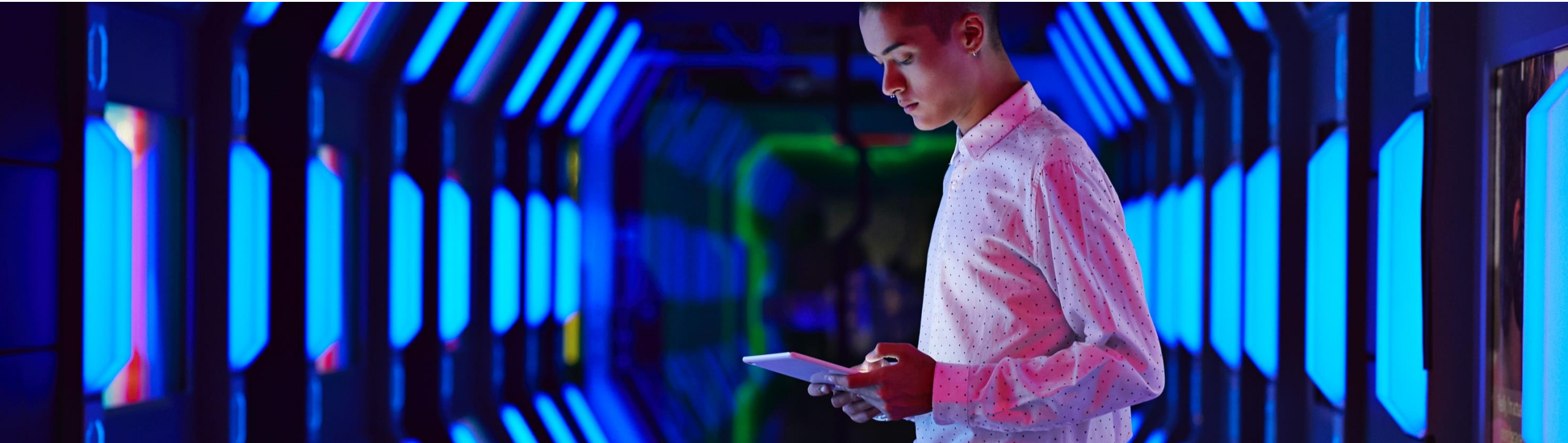
SAP BTP, Kyma runtime

SAP BTP, ABAP environment

- → Customer insights from Qualtrics
- → SAP Signavio Process Insights
- → SAP S/4HANA
- → SAP SuccessFactors
- → SAP Customer Experience
- → SAP Fieldglass
- → SAP Concur
- → SAP Ariba
- → Third-party software

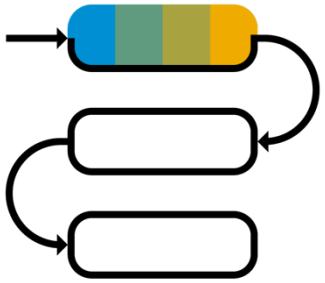
Automation

Optimize and automate



SAP Build Process Automation

A simpler and faster way to automate business processes

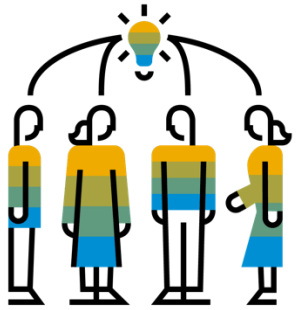


Automate visually

Simplify automation with drag-and-drop and AI capabilities.

Integrate smoothly

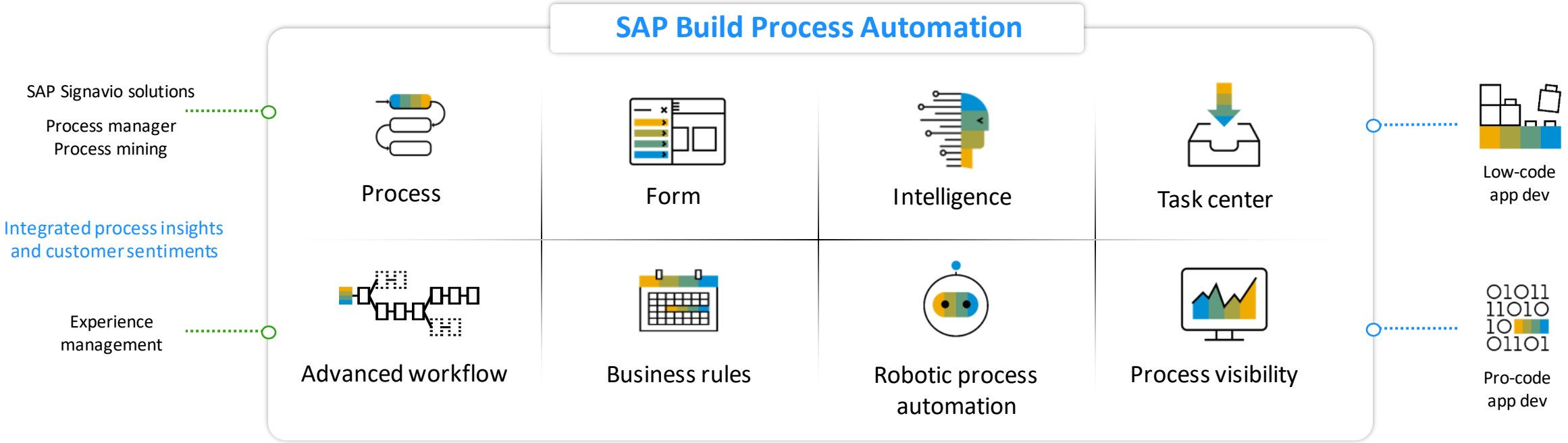
Automate faster using built-in workflows, bots, and connectors for SAP and third-party systems.



Collaborate more securely

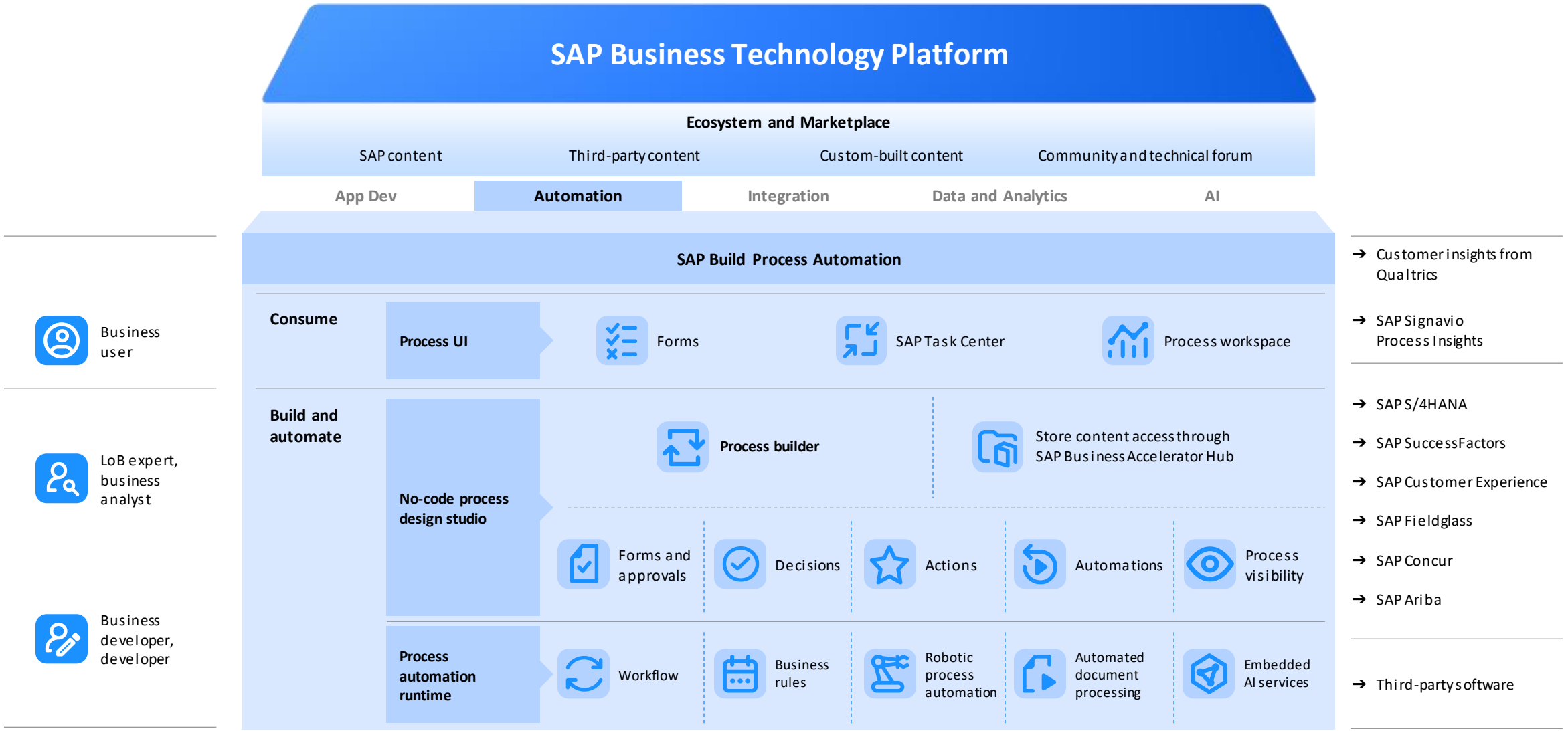
Enable fusion team development in a more secure and agile fashion.

SAP Build Process Automation



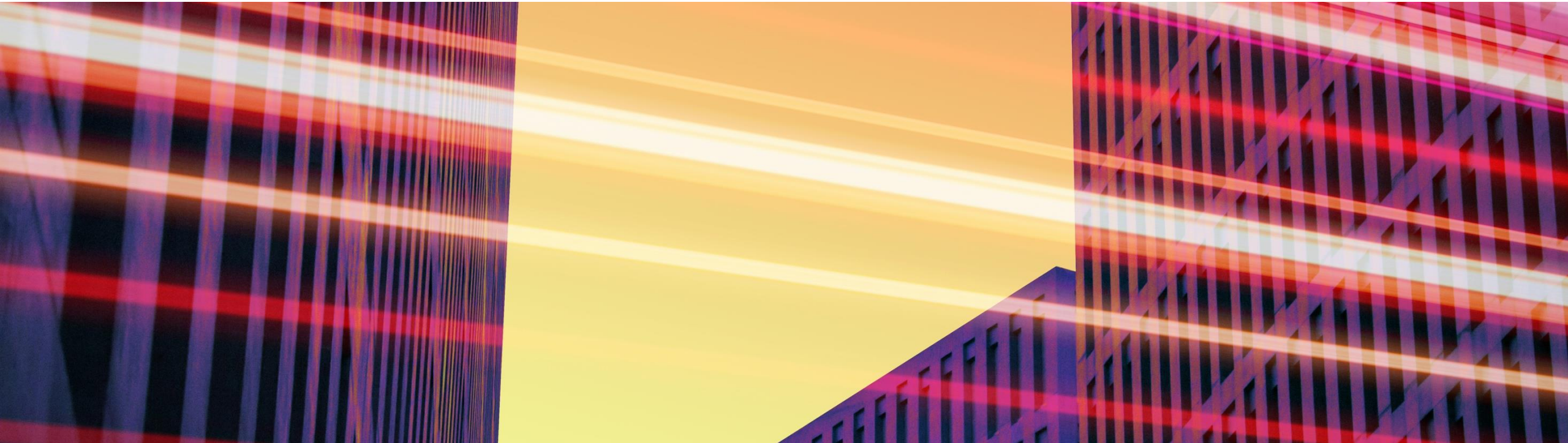
Hundreds of built-in automations | API complexity is hidden

Automation – SAP Build Process Automation

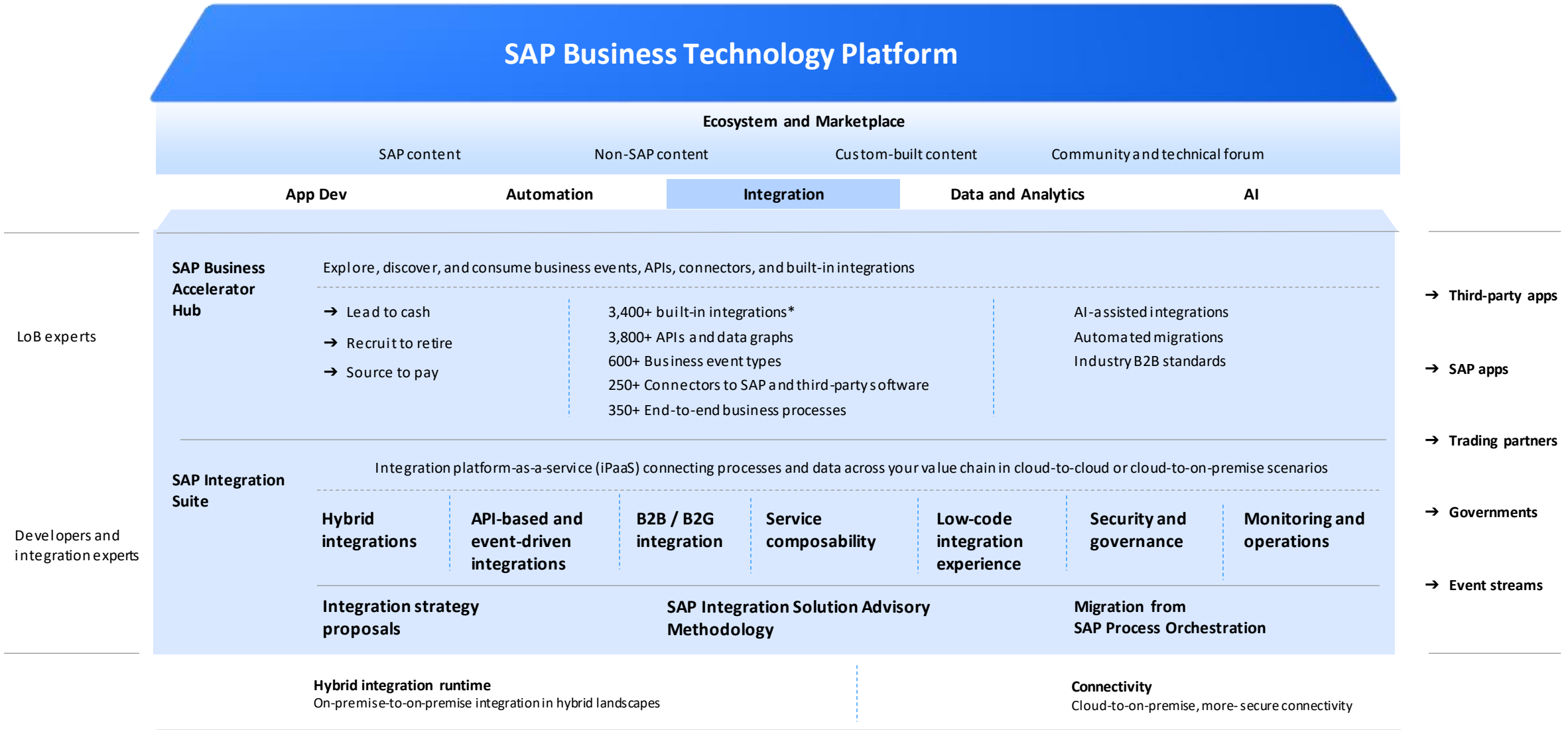


Integration

Integrate everything to innovate



Integration with SAP Business Technology Platform

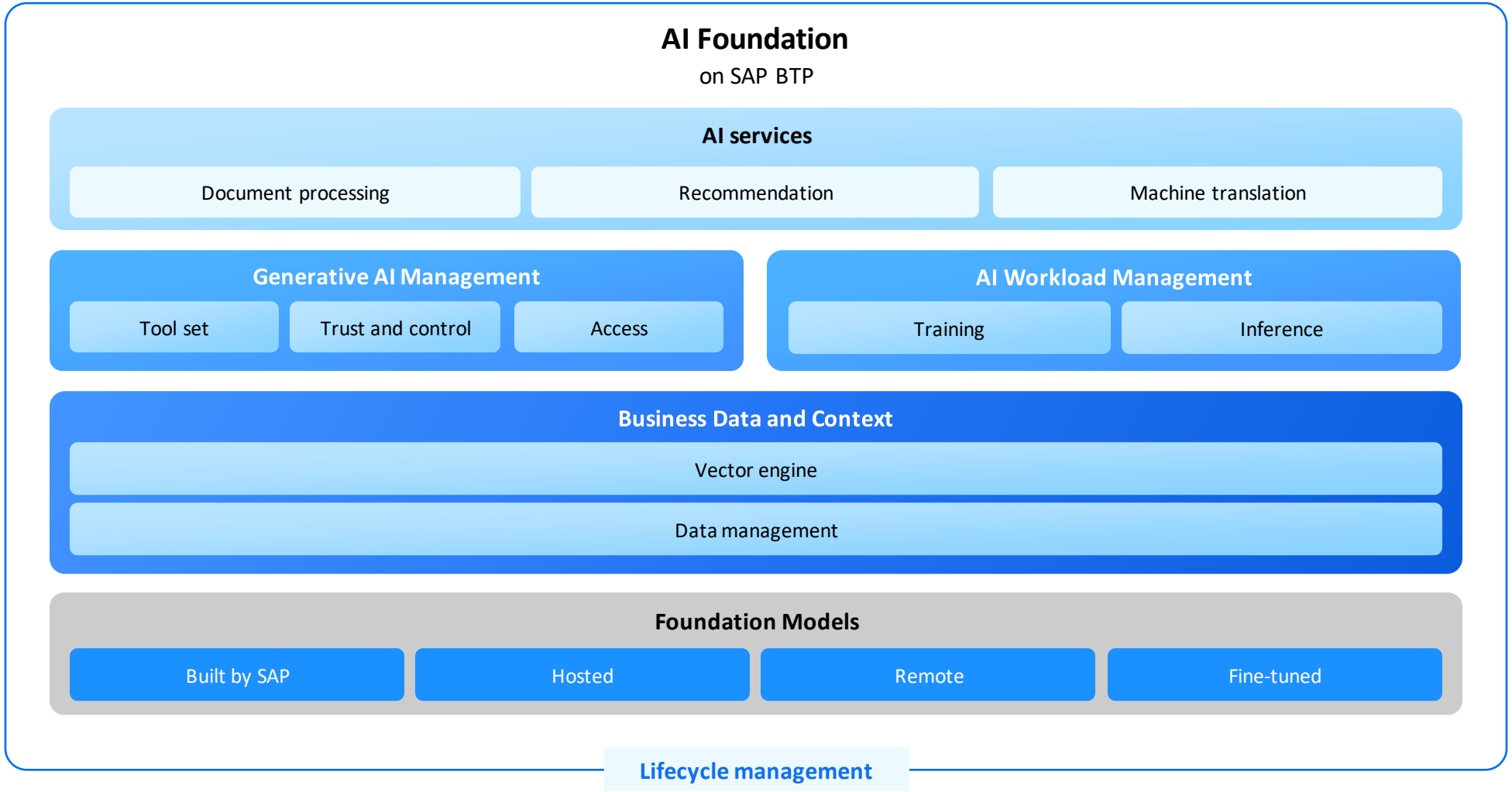


*Content provided by SAP, partners, and the community

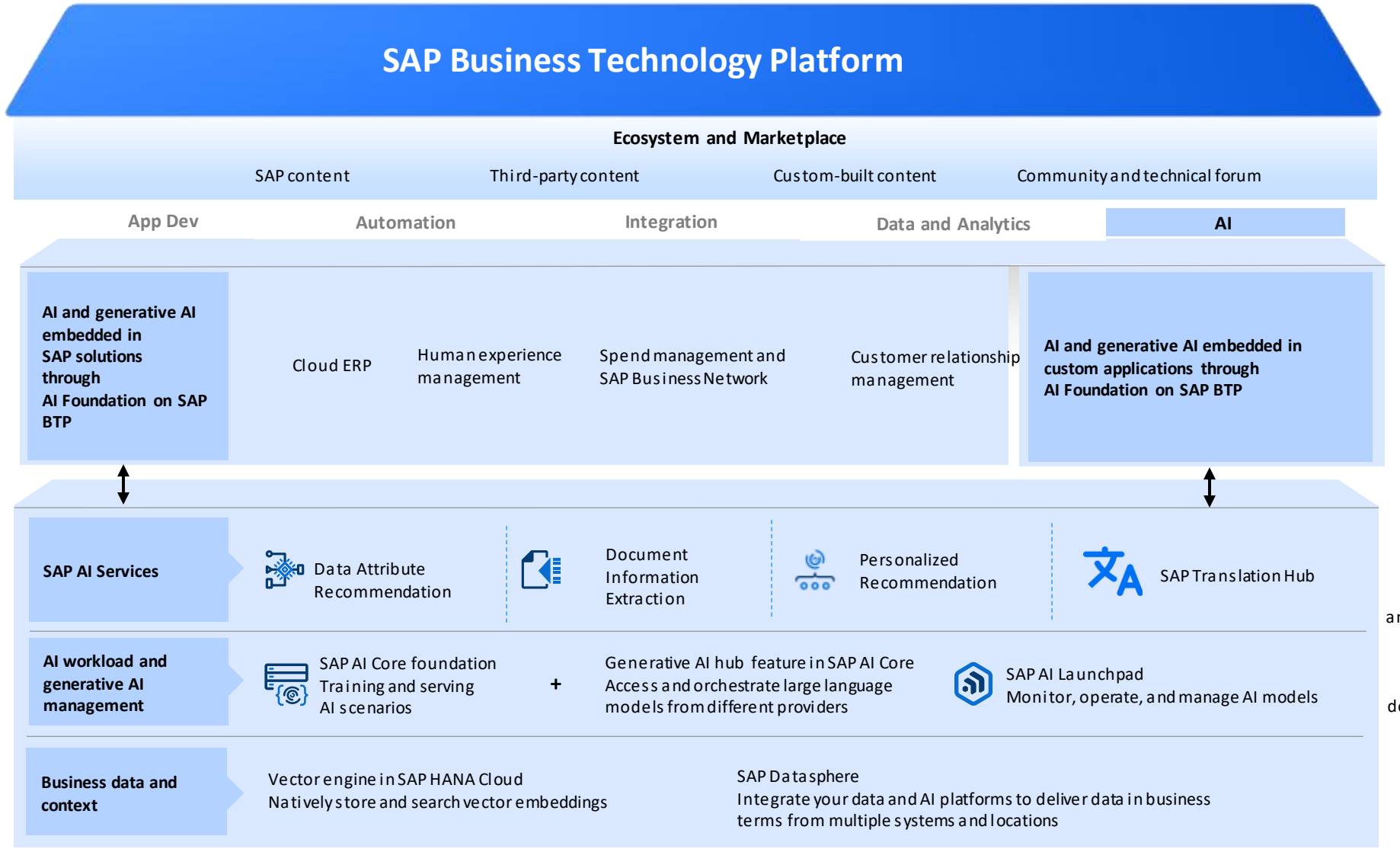
Artificial Intelligence (AI)

Infuse AI into your SAP applications and extensions

A comprehensive set of services for AI developers on SAP BTP



SAP BTP: Artificial intelligence



Virtual events & boot camps

Where do I go next to get enabled on SAP BTP?

Virtual event calendar

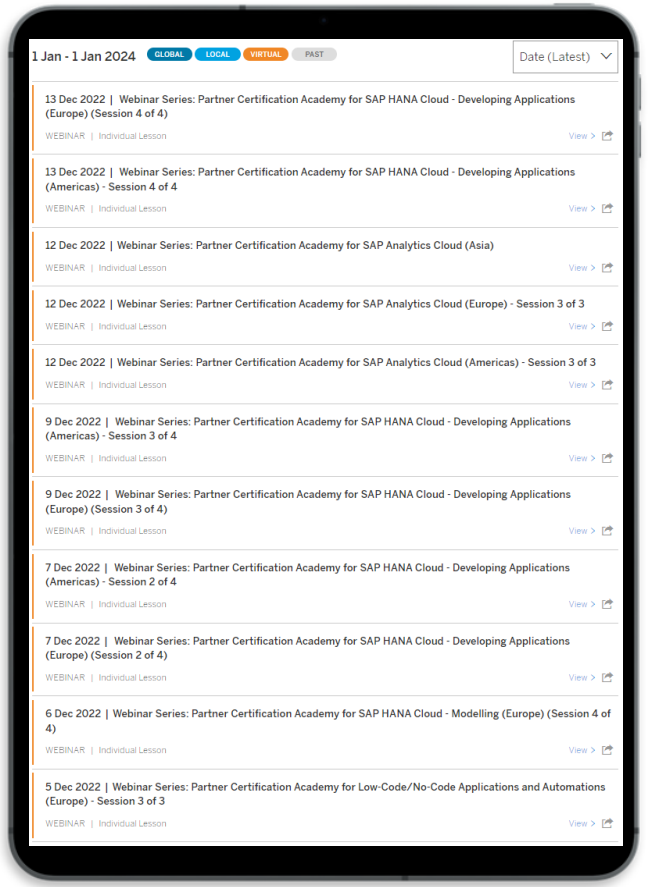
- Check out the complete menu of the relevant virtual events and boot camps in the SAP Partner Portal calendar.

Highlighted past boot camps

- Exploring the potential of GPT in SAP Ecosystem (blog | replay)
- Building Intelligent and Sustainability Scenarios with AI & Planning on SAP BTP (replay | openSAP course)
- SAP Business Technology Platform Sales Bootcamp (blog)
- SAP BTP Digital Experience Services - SAP Launchpad Service & SAP Work Zone Hands-On (replay)
- SAP Business Technology Platform Integration Black Belt Program (replay)
- Cloud Native Architecture and SAP BTP, ABAP Environment (replay)
- Extend Business Solutions building serverless functions / microservices with SAP BTP – Kyma (CX and S/4) (replay)

New/Recent openSAP courses:

- SAP BTP and Amazon Web Services
- Modernize Integration with SAP Integration Suite
- Understanding and Implementing the SAP Mobile Experience
- Building AI and Sustainability Solutions on SAP BTP
- Integration for the Intelligent, Sustainable Enterprise
- SAP Master Data Integration in the Intelligent Enterprise

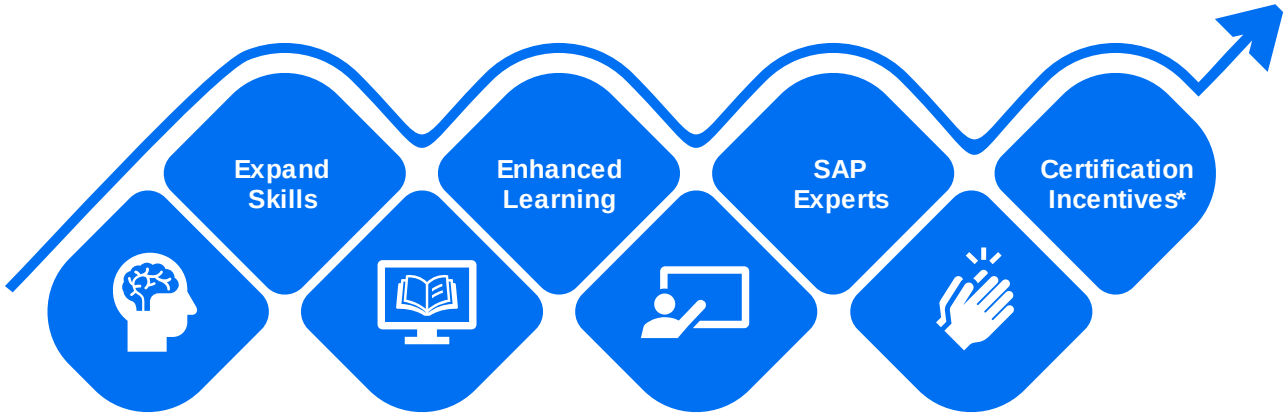


Partner Certification Academies for SAP Business Technology Platform

Learn about - and get certified for - SAP Business Technology Platform faster than ever before.

Work directly with SAP experts who will guide you through the content of selected SAP BTP learning journeys and help you prepare to pass the associated certification exams.

We offer **Partner Certification Academies** across the SAP BTP portfolio and the latest schedule can always be found here.



Expand Skills

Gain expertise with SAP BTP to build on a unified platform & help customers accelerate innovation

Enhanced Learning

Get a clear understanding of the courses and certification expectations at an accelerated pace

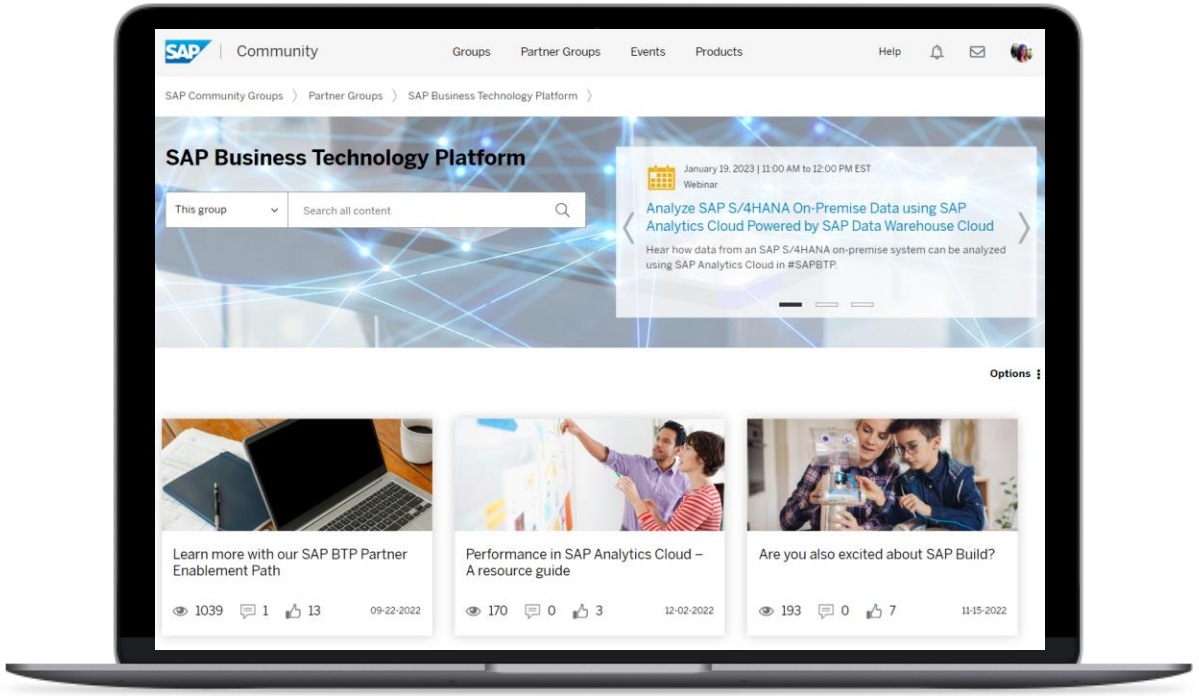
SAP Experts

Engage with SAP experts to help navigate the content & get your questions answered live

Certification Incentives*

* Any applicable certification incentives will be listed here.

The SAP BTP Partner Community



We invite you to visit our new

SAP BTP Partner Community

Become a member

Join Group Hub to receive notifications on latest posts and stay in the know. Learn how to join.

Ask questions

Initiate a new discussion on any topic or comment to the blog posts– our experts are monitoring the community 24X7

Browse blogs and articles

Browse through the variety of unique blog posts or technical articles.

Start your BTP enablement journey

The SAP BTP Partner Enablement Path takes you through the BTP offerings from digital learning , webinars and boot camps to coaching offerings.

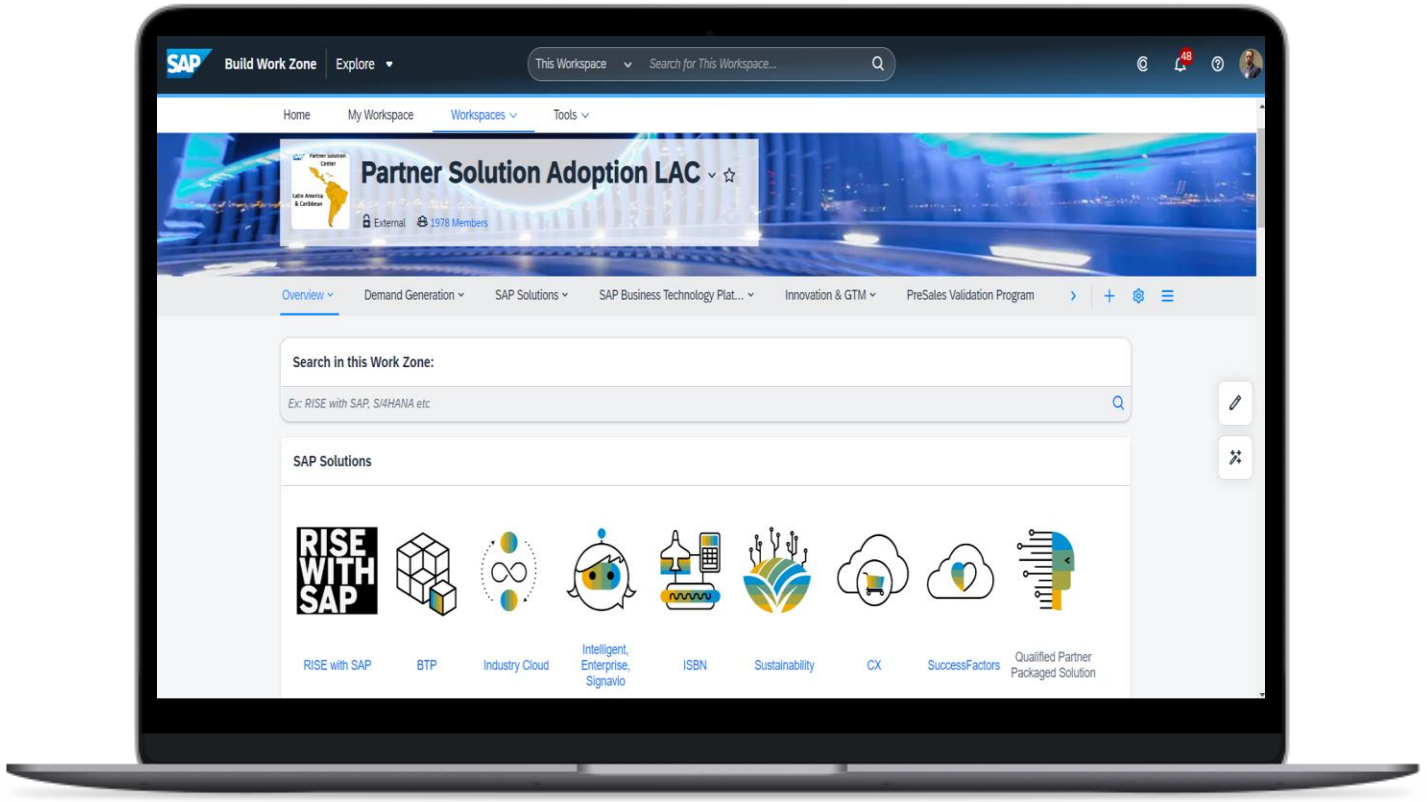
Join SAP BTP Partner Community Calls

Every quarter SAP Experts come prepared to the community calls to have an open discussion and answer questions from our partners

Share your knowledge

Start a blog post and share your expertise with other BTP peers.

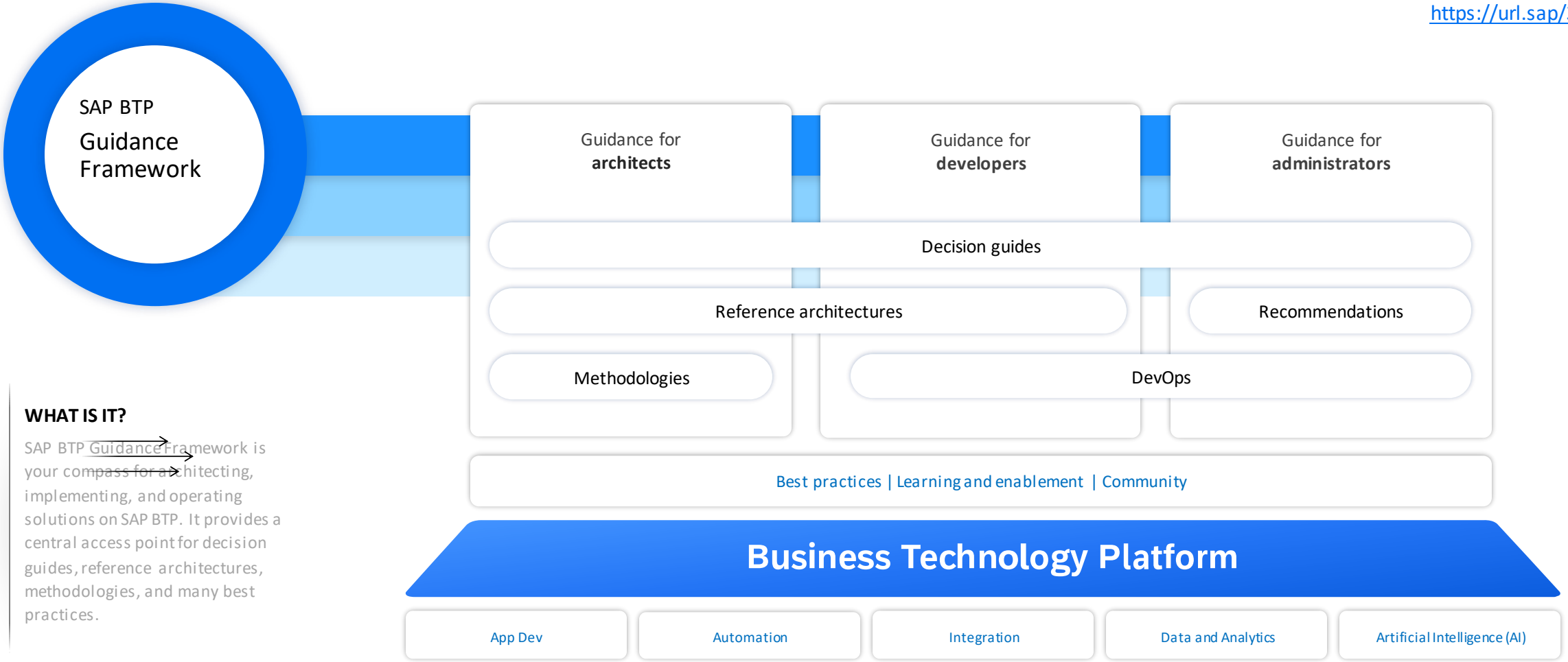
SAP Partner Solution Adotion LAC Workzone



SAP PSA LAC - Workzone

SAP BTP Guidance Framework

https://url.sap/3jfarc



WHAT IS IT?

SAP BTP Guidance Framework is your compass for architecting, implementing, and operating solutions on SAP BTP. It provides a central access point for decision guides, reference architectures, methodologies, and many best practices.

Coaching services & Partner Co-innovation

How can I request support for my specific SAP BTP use case?

Coaching is a unique opportunity to engage 1:1 with SAP experts on a concrete use case that you are looking to realize on SAP BTP

End-to-end partner co-innovation support

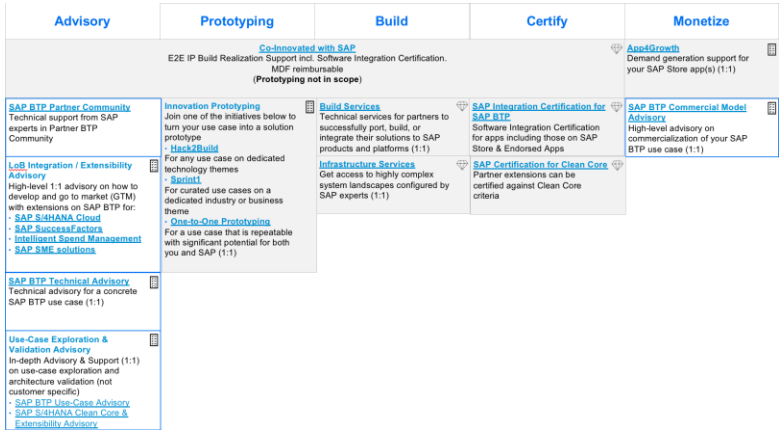
Partner Co-innovation Desk

- Review readiness and suggest enablement
- Consult on use case GTM path
- Assign matching coaching service
- Follow up and accompany along innovation journey

SAP BTP use case coaching support

Coaching Portfolio

- Request individual coaching services



The SAP Partner Co-Innovation Desk is here to support your Journey

End-to-end support for partner innovation use cases – from request to GTM outcome

Request co-innovation support for your SAP BTP use case by booking Partner Co-Innovation Discovery

One consistent approach with guidance from day one along your innovation journey

Partner Co-Innovation Desk

- ✓ Review readiness and suggest enablement
- ✓ Identify and assign right coaching services

Portfolio of tailored services that support partner to extend/integrate with SAP via SAP BTP

GTM outcome

- ✓ Consult on use case GTM path

- SAP Store listing
- SAP-Qualified Partner-Packaged Solution
- Validated Partner Use Case

Monetize your Innovation

Innovation coaching services portfolio for SAP partners

We offer coaching services across multiple stages of your journey to realize use cases with SAP BTP.

You can start your engagement with us at any point by picking from our broad portfolio below.

For more details or help on what fits best to your needs, request Partner Co-Innovation Discovery Service on Partner Benefits Catalog

Any Partner BTP use case
Productization use cases
Free with eligibility criteria
Premium service

Enable your teams	Advisory	Prototyping	Build	Certify	Monetize	Go-to-Market Outcome
	Co-Innovated with SAP E2E IP Build Realization Support incl. Software Integration Certification. MDF reimbursable (**Prototyping not in scope**)				**App4Growth** Demand generation support for your SAP Store app(s) (1:1)	
Digital learning & certification **Virtual events & boot camps**	**SAP BTP Partner Community** Technical support from SAP experts in Partner BTP Community	**Innovation Prototyping** Join one of the initiatives below to turn your use case into a solution prototype • Hack2Build For any use case on dedicated technology themes • Sprint1 For curated use cases on a dedicated industry or business theme • One-to-One Prototyping For a use case that is repeatable with significant potential for both you and SAP (1:1)	**Build Services** Technical services for partners to successfully port, build, or integrate their solutions to SAP products and platforms (1:1) **Infrastructure Services** Get access to highly complex system landscapes configured by SAP experts (1:1)	**SAP Integration Certification for SAP BTP** Software Integration Certification for apps including those on SAP Store & Endorsed Apps **SAP Certification for Clean Core** Partner extensions can be certified against Clean Core criteria	**SAP BTP Commercial Model Advisory** High-level advisory on commercialization of your SAP BTP use case (1:1)	**SAP Store listing** **SAP-Qualified Partner-Packaged Solution** **Validated Partner Use Case**
	LoB Integration / Extensibility Advisory High-level 1:1 advisory on how to develop and go to market (GTM) with extensions on SAP BTP for: • SAP S/4HANA Cloud • SAP SuccessFactors • Intelligent Spend Management • SAP SME solutions					
	SAP BTP Technical Advisory Technical advisory for a concrete SAP BTP use case (1:1)					
	Use-Case Exploration & Validation Advisory In-depth Advisory & Support (1:1) on use-case exploration and architecture validation (not customer specific) • SAP BTP Use-Case Advisory • SAP S/4HANA Clean Core & Extensibility Advisory					

Disclaimer: Eligibility criteria and capacity restrictions apply. Check the 1-pagers and published service descriptions for details. General terms and conditions apply.

Thank you.

Contact information:

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