



VIDEO TRANSCRIPT

SAPPHIRE NOW 2021: IT track session

RISE WITH SAP. SOAR WITH ACCENTURE.

Speakers:

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The opportunity of cloud – a game changer

Accenture research shows that companies recognize that cloud enables greater cost efficiencies, better service levels, greater speed to market, increased resilience, and paves the way for reinvented business models and processes. Although cloud adoption is now a mandate, nearly two-thirds haven't achieved their expected outcomes. That's why Accenture and SAP are working together to help clients embark on business transformation through RISE with SAP, helping clients simplify and accelerate the move to the cloud while improving their business models, processes, and re-imagine their customer and employee experience.

Every organization wants a simplified, accelerated path to the cloud and the transformation that awaits, but getting to the cloud is no one-size-fits-all proposition.

To choose the route that is going to deliver most value, companies are asking:

- Within my industry, what is the value proposition that cloud offers?
- What would be the optimal way to architect a solution?
- How do I move forward from where I am now?
- How can SAP and the hyperscalers help?
- What additional options does RISE with SAP open up?

Those are some of the questions we'll be looking to answer in this session.

No matter where you are on your journey, we help our clients transform and modernize by navigating the options and defining the optimal setup for their particular circumstances with the right cloud and application architecture. We help companies reap the benefits of new advanced business capabilities, unleash the power of data and make better, faster decisions—whether through migrating ECC to the cloud, adopting SAP S/4HANA, or tapping into our industry cloud applications developed using Business Technology Platform and hyperscaler technologies.

RISE with SAP – get to the cloud faster.

A closer look at RISE with SAP

RISE with SAP is first and foremost a transformation enabler. It also provides an attractive commercial construct, in that it bundles SAP software and cloud infrastructure components under one contract, through a subscription, as a service. It creates a new S/4 HANA deployment option for our clients.

For companies that choose RISE with SAP as their route to cloud, we are excited to introduce SOAR with Accenture – a curated set of RISE with SAP - compatible services, tools, assets and accelerators. More on this later.

RISE with SAP is not the only way for clients to purchase S/4. There's still the traditional, on premise, perpetual license model with maintenance that clients can do. For those opting for a perpetual, on-premise S/4HANA installation, we continue to offer a comprehensive cloud migration offering with the hyperscalers which covers both SAP and non-SAP workloads.



RISE with SAP – get to the cloud faster.

The components of RISE with SAP

As clients' ERP strategies shift towards a lean digital core extended with integrated cloud applications and platforms, RISE with SAP packages a powerful cloud technology engine to jumpstart a client's business transformation and enable advanced digital capabilities.

From a software perspective, SAP has its software applications offered as a Service with a cloud subscription. SAP S/4HANA is the digital core and SAP's cloud application portfolio extends to Lines of Business, business networks and customer experience with select components being bundled together with RISE with SAP. Talking about business transformation, through acquisitions, innovation and re-invention, you could say that SAP is walking the talk – truly becoming a cloud company.

On the platform side of cloud capabilities, SAP offers its Business Technology Platform, a robust technology layer for open innovation, extensibility, customization and analytics. Hyperscalers are powerful cloud platforms in their own right with the option to develop native cloud applications directly on Microsoft Azure, AWS, or Google Cloud Platform. And now through RISE with SAP, SAP offers private and public S/4HANA deployment options, with the hyperscaler infrastructure and infrastructure management services bundled into One SAP contract. Working closely with our ecosystem partners, we have been helping clients deploy SAP, and non-SAP, on-premise software on cloud infrastructure for years and this continues to be a large part of our SAP Cloud business. Now through RISE with SAP S/4HANA, private edition, this now becomes a simplified turnkey commercial option for clients through SAP.

RISE with SAP. SOAR with Accenture.

Built for all industries

Different industries require different approaches and solutions to meet their own unique processes and requirements. This is where Accenture's breadth and depth of industry experts and technology capabilities, as well as the accelerating power of our transformation platform myConcerto come in.

With the goal to accelerate cloud adoption for every industry, we are working with SAP, on the one hand, to co-develop their product, and on the other, to co-innovate new Industry Cloud solutions and tools on top of SAP technology.

Industry cloud solutions span across the three pillars of cloud technology: software, platform and infrastructure.

Industry cloud is where Accenture, myConcerto and RISE with SAP work together. We can help organizations choose the right route to the cloud – combining the best of our cloud expertise and industry knowledge, with the RISE with SAP offerings – and we optimize how to deliver the best of both worlds —capabilities from SAP and the hyper-scaler for advanced digital capabilities across both SAP and non-SAP client systems.

If I can give you a few examples of the industry cloud solutions we are developing, as part of a broad ranging program encompassing utilities, oil and gas, defense and manufacturing amongst other industries. We are developing, with SAP, a pioneering portfolio of groundbreaking joint industry solutions. 18 co-development programs spanning S/4HANA, Customer Experience, industry cloud, sustainability and industry X are underway. These collaborations allow us to build skills and knowledge in emerging SAP technologies, giving us a unique and privileged perspective when helping our clients execute their SAP transformation.

One example of an industry co-development program is our initiative with SAP Intelligent Asset Management. We are bringing our industry-specific assets and knowledge to extend the functionality of SAP's existing asset management technology, and helping companies in industries such as energy, chemicals and natural resources improve performance by becoming more proactive in their maintenance strategies. We're also co-developing the upstream oil and gas version of RISE with SAP for S/4HANA on public cloud as well as for utilities.

In addition to working with SAP to develop its products to meet the needs of different industries, we also have an innovation program in place to originate new apps and tools on top of SAP and hyperscaler technology. These Accenture solutions are designed to help our clients solve their industry-specific issues and create and grasp new opportunities. So far, we have built more than 170 apps on the SAP Business Technology Platform through our Liquid Studios and ten of these industry cloud applications are published on the SAP Store. An example of one of our industry cloud co-innovation apps is Newspaper, an integrated distributor management and sales automation system that helps consumer products companies better manage traditional trade channels, promotions, and sales processes.

We also have myConcerto, myNav, myWizard assets that deliver value faster and with industry specifics in mind.



Our transformation platform myConcerto supports 25 industries with pre-configured best practices to infuse industry value to our clients' transformation journey to S/4HANA and cloud.

RISE with SAP. SOAR with Accenture.

SAP Extensibility

Companies may find it challenging to add extensions for innovation—to unlock the value of cloud beyond TCO reduction on the hosting side. In particular, they are challenged by:

- Lack of required skillsets and difficulty forming integrated, interdisciplinary teams
- No integrated operations tooling (e.g., DevOps and monitoring)
- Cybersecurity risks
- Challenges in scaling beyond a lab prototype or proof of concept
- IT-driven initiatives decoupled from business needs and stakeholders

There's an increased opportunity for extensions for innovation around BTP, business networks and CX, that are now part of the RISE with SAP bundles. RISE with SAP provides the base technology if you like, and we add the specific use cases and industry specifics. So that's where, we offer our Accenture Innovation Runway where clients can work with our innovation network and liquid studios to see what they can do with the components bundled with RISE with SAP and unlock new business capabilities and value from the technology.

SOAR with Accenture.

SOAR with Accenture combines our industry cloud content, preconfigured industry solutions, business process models, extensibility architecture and end-to-end delivery services delivered with RISE with SAP bundles packaged within clear, simplified pre-defined commercial models.

While SAP offers business process intelligence and diagnostic tools such as code analyzer and readiness checks, we too have assessment tools from a cloud and business process perspective which are being integrated with the SAP tools within Accenture myConcerto. We have BTP apps and cloud native apps built on the hyperscalers like AI.retail for example. With over 100 of this apps that are industry specific, our goal with SOAR with Accenture is to increase the value proposition from an industry transformation perspective for all clients.

Cloud your way

Our offerings are for each of the different transformation options, supporting different paths depending on whether a client is ready to move to the cloud or S/4 or both. Regardless of the journey, innovation is a constant throughout. So clients can realize incremental value and new capabilities today.

For more information, visit [accenture.com/sapphirenow](https://www.accenture.com/sapphirenow)