



# BREAKTHROUGH with IBM for RISE with SAP, premium supplier option

A smarter, faster way to accelerate your business innovation

Enterprises across industries are strengthening their SAP digital core to take the lead in a marketplace that’s rapidly changing. According to IDG’s digital business study, 91% of organizations have adopted, or have plans to adopt, a “digital-first” business strategy.<sup>1</sup>

A “digital-first” strategy is powered by Systems of Intelligence that enable organizations to:



### Empower employees

Find new ways of working for employees to drive operational excellence



### Customer insights

Create new customer experiences and business models to improve sales efficiency



### Next-generation products

Build new products engineered around sustainability and circularity



### Optimize operations

Optimize operations shifting from transactional processes to intelligent workflows

### Example of value pools (business benefit)

<b>1%–10%</b> Spend reduction (direct and indirect materials)	<b>1–2 days</b> Reduce days sales outstanding (DSO)
<b>5%–10%</b> Accounts receivable productivity	<b>5%–10%</b> Customer service productivity
<b>5%–10%</b> Procurement productivity	<b>15%–25%</b> Reduction in lost sales
<b>5%–10%</b> Sales productivity	

Legacy and heavily customized ERP architectures with point-to-point integration slow down an organization’s ability to rapidly evolve its business processes in response to marketplace changes. A decoupled architecture with a standard core lean ERP system surrounded by systems of intelligence enables smarter, faster transformation to an intelligent enterprise.

## CURRENT

### Legacy ERP Core

- Classic extensions
- Custom applications
- Custom data

Applications, custom data and integrations are contained within the SAP ERP

- Process harmonization
- Modernization of system, data and code
- Process insights

Apply a tailored mix of modernization patterns that align to lean ERP but allow an unconstrained business ambition

## FUTURE+

### Digital Core

### System of Experience

- Customer insights
- Supplier collaboration
- Assets and supply chain
- Employee experience

### System of Operations

- Supply chain
- Finance
- HR
- Procurement

### System of Intelligence

- API integration
- AI/machine learning
- Analytics/big data
- Automation
- Internet of things
- Other business applications

## Accelerate shift to the intelligent enterprise with IBM Consulting Services for SAP S/4HANA transformation

While enterprises see compelling reasons to move to a lean ERP model with SAP S/4HANA, there are complex sets of challenges that decision makers need to address.

### Strategic alignment

How do we ensure our investments in SAP and related solutions align to a clear vision for business enablement and adoption of cloud technology?

### Innovation roadmap

How can we make better decisions on where to modernize our business processes, so we capture maximum value from our technology investments?

### Financial justification

How can we realize the financial potential of our investments by reducing costs, driving revenue, and freeing up capital?

### Investment timing

How do we make sound decisions and charter a clear path well before the SAP deadline for supporting legacy systems (ECC6)?

With the experience gained from more than 37,000 SAP-certified professionals, thousands of SAP migrations to cloud, and an end-to-end solution portfolio, IBM is uniquely positioned to address the complexities of SAP S/4HANA transformation.

## IBM solutions for SAP S/4HANA transformation

### Step 01

Plan your SAP S/4HANA journey with [IBM Rapid Discovery](#) to discover new process value pools by building the fact base needed to make critical transformation decisions.

### Step 02

Migrate to SAP S/4HANA with an approach that fits your company. Choose your best transition paths with IBM's accelerators and partner solutions.

→ New implementation (Greenfield) via [IBM IMPACT industry solutions](#)

→ Hybrid migration with [IBM Rapid Move](#)

→ System conversation (Brownfield) with [IBM Accelerated Move Center](#)

### Step 03

Unlock greater value with IBM intelligent workflows on SAP intelligent suite for industry cloud solutions that include prebuilt industry specific capabilities with embedded intelligence and automation.

### Step 04

Expand and accelerate the value of your digital core through NextGen Managed Services for SAP, leveraging AI-enabled digital operations, continuous business enhancements and innovation at scale.

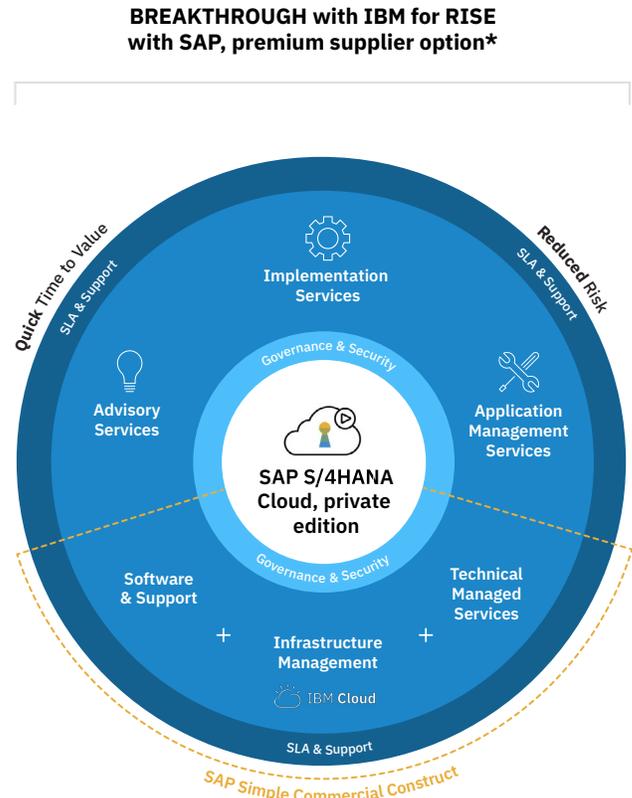
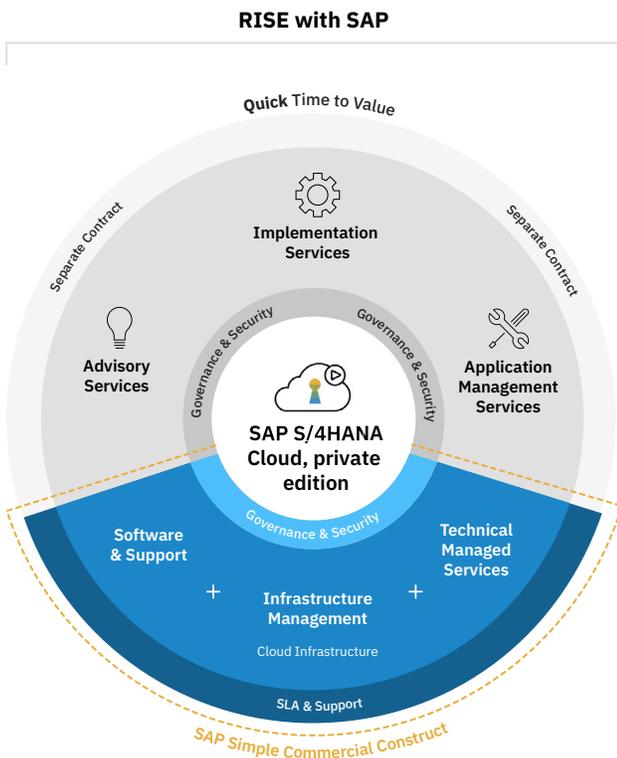
IBM has now further expanded the 50-year partnership with SAP to blend its solution portfolio with the RISE with SAP offering so that enterprises can modernize business processes, simplify operations, and drive continuous improvement while relying on a trusted partner to simplify transformation with unified accountability.

## BREAKTHROUGH with IBM for RISE with SAP

The **RISE with SAP** offering is designed to support your business needs in your industry, in any geography, for any regulatory requirement, with SAP responsible for the holistic service level agreement (SLA), cloud operations and technical support.

**BREAKTHROUGH with IBM** provides the capability to accelerate and enhance the benefits of RISE with SAP, by combining IBM's industry, cloud and architecture expertise to provide end-to-end solutions and services to simplify your journey to intelligent enterprise with unified accountability.

**BREAKTHROUGH with IBM for RISE with SAP, premium supplier option** is the first RISE with SAP offering where a single partner delivers Cloud IaaS along with advisory, implementation, application, and technical management services. This offering is for SAP S/4HANA Cloud, private edition, that includes complete range of ERP functionality and is deployed on [IBM Cloud for SAP](#).



\*Advisory, implementation, managed application and technical services on IBM Cloud

Contact us to get started on your business transformation with IBM for RISE with SAP



<sup>1</sup> <https://resources.idg.com/download/digital-business-executive-summary>