



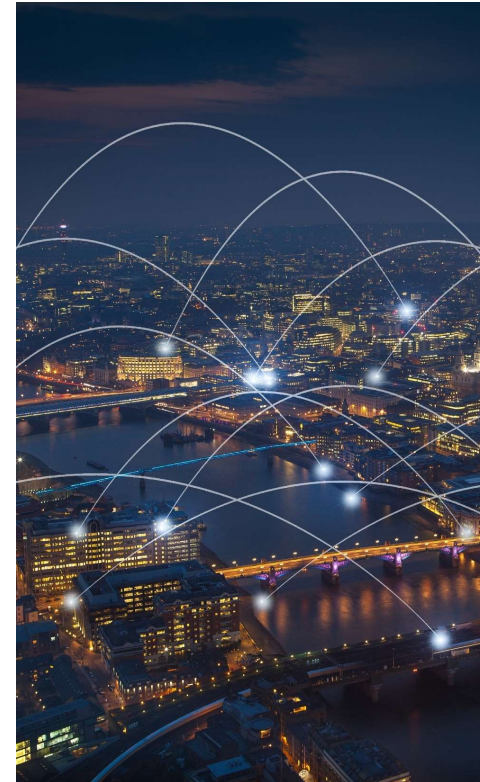
**Enabling your success**





**Business innovation  
is necessary for survival**

**Cloud technology is  
a key innovation enabler**





**RISE  
WITH  
SAP**



## Driving business innovation together

### Take the lead

with industry innovation  
for top-line, bottom-line,  
and green-line growth

### Never stop improving

with continuous insight  
to optimize business  
processes



### Secure your success

with a trusted partner for your  
business needs, at every step  
of the way



**RISE  
WITH  
SAP**

# Driving business innovation **together**

## Take the lead

We enable our customers to **adjust** their businesses to today's and **future** challenging environment,

building **resilient supply chains** with our Business Network and our DSC solutions creating a **sustainable enterprise** with end-to-end process transparency and our sustainability solutions



## Never stop improving

**Business Process Intelligence** is KEY

Helps our Customers to continuously improve their processes and **stay efficient and effective**

Helps us making the **benefits of moving** to S/4 solid and visible



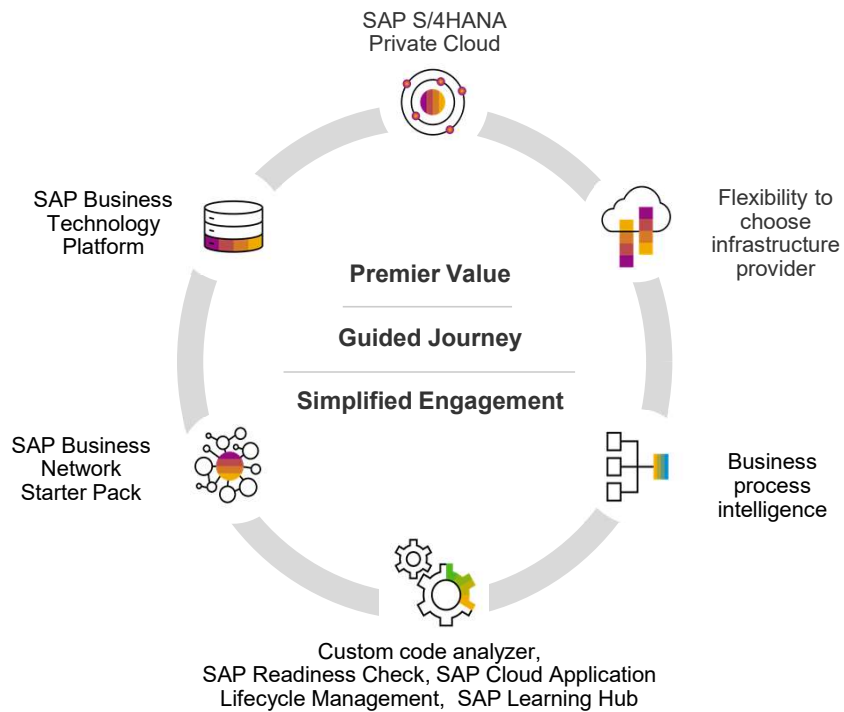
## Secure your success

We radically changed the relationship with our customers and **we increased our level of commitment**

RISE provides **lower risk with clear ownership**, guaranteed end-to-end SLA, and a simplified and unified procurement processes,

SAP becomes responsible for application evolution, we guarantee our customer to **stay always at the leading edge of innovation**

## Unlocking two sources of differentiating value



**A**

### Enabling Business Value Creation with *Differentiating Business Capabilities*

*Industry best and next practices that create new revenue streams and maximize existing ones, improve assets efficiency, enhance productivity and allow for running sustainably*

+

**B**

### Mitigating Risk, Reducing IT Cost and Accelerating Time to Value *with Cloud Delivery Capabilities*

*Capabilities that maximize transformation readiness, simplifies consumption through “as a service experience”, ensures operational resilience and reduces overall TCO*




# A Risk-Resilient and Sustainable Supply Chain

PUBLIC

THE BEST RUN





**Reactive  
responses  
won't fix  
foundational  
problems.**

Narrowly focused improvements  
amplify silos and disconnections.

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Historically focused data  
constricts decision making.

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Internally focused strategies  
overlook critical collaboration.

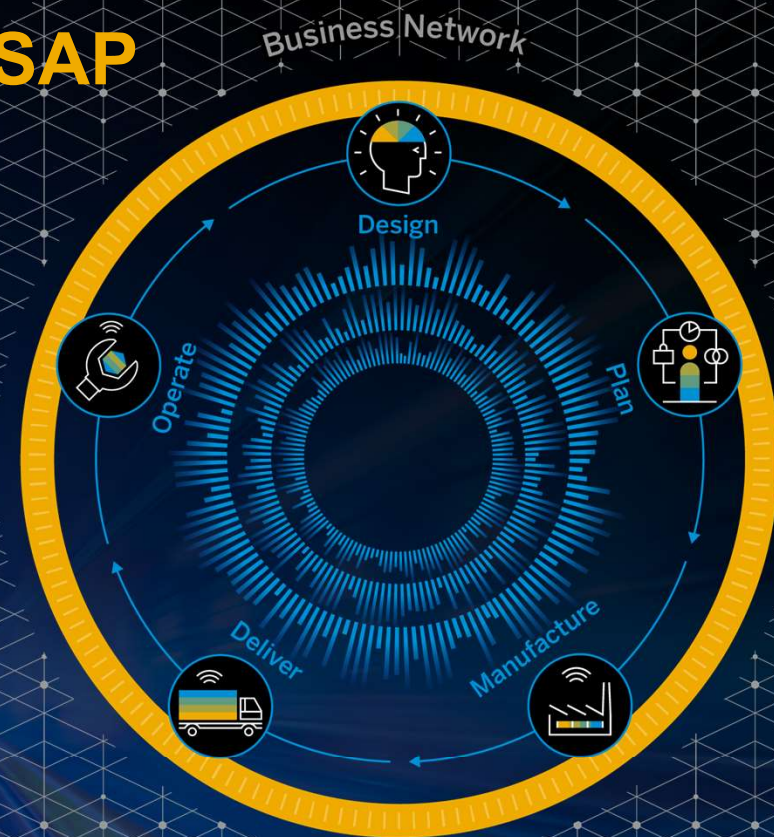
## A risk-resilient supply chain demands a different approach:

- 1 Connect every process within your supply chain and across your business.
- 2 Contextualize every decision linking real-time operational and business data together throughout the work process.
- 3 Collaborate with your ecosystem creating digital connections with all your partners.



# This is the unique value only SAP can offer:

- 1 Connect every process
- 2 Contextualize every decision
- 3 Collaborate with your ecosystem



# We aim to address your key sustainability challenges



## RECORD

Your challenges  
ESG transparency along  
the value chain (scope 1-3)

Public



## REPORT

New and increasing ESG  
reporting requirements



## ACT

Embedding sustainability in core  
business process



# Our offering – SAP Cloud for Sustainable Enterprises

**Business Network**  
for carbon data sharing

**Industry Capabilities**  
to solve your specific challenges

**Partner Ecosystem**  
geared towards sustainability

## HOLISTIC STEERING AND REPORTING

Record – Report – Act to go from averages to actuals and record data on transactional level

### Zero Emissions with Climate Action

Decarbonize your entire value chain (scope1-3)  
based on actual business transactions

### Zero Waste with Circular Economy

Incorporate **circularity** into your supply chain  
& create sustainable business models

### Zero Inequality with Social Responsibility

Understand the **impact of your business**  
on **people and the society**

SAP S/4HANA, Customer relationship management, Human capital management, Spend Management and Business Network

Business Technology Platform

# Jointly we unlock your sustainability transformation



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