

# Unlocking the Power of SAP

## SAP Services

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# SAP Services

## Fast Facts and Insights

SAP SERVICES—  
UNLOCK THE POWER OF SAP

**15,000+** employees worldwide

Deployed in **50** countries globally

**40** years of experience in delivering value

**100,000+** organizations served

**7** SAP Global Service Center locations

**70** training centers across all continents

**4,000+** Partner organizations in the services ecosystem

The SAP Services mission is to be a market maker in innovative solutions, and **maximize customer success** by delivering consistent high quality services via

- Aligned program with SAP strategy & roadmap  
*Deploy the state of the art solutions to secure Time to Value*
  - Over 12 End-to-End implementations with full responsibility
- Benefits from network between SAP Development, Solution Management and Consulting  
*Know-how from requirements definition, solution scoping, development, validation and roll-out towards optimized TCI/TCO*
  - Over 80 Retail experts (AFS, POSDM, MAP, F&R, PMR)
- Business Transformation Consulting  
*Integrate Business Units and Standardize Processes*
  - Experts clued into Retail Time Retain, Customer Activity Repository, On-Shelf Availability, and other Retail applications and analytics
- Premium Engagement Services  
*IT Operations excellence powered by SAP Active Global Support*

# SAP Services Overview

Industry Expertise incl. Retail as Strategic Industry

Technology Expertise – incl. Big Data & Analytics, Mobility, Cloud



**Transformation Services**



**Technology Services**



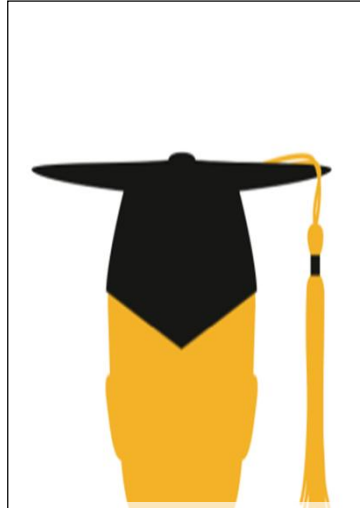
**Custom Development Services**



**Deployment Services**



**Premium Engagement Services**



**Learning Services**

With Industry Hubs in close relationship with SAP Development, Leveraging Expertise and Materials from throughout the SAP Ecosystem.

# Getting to Run

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**RUN CLOUD**

with HANA  
ENTERPRISE  
CLOUD Services

**RUN  
BEAUTIFUL**

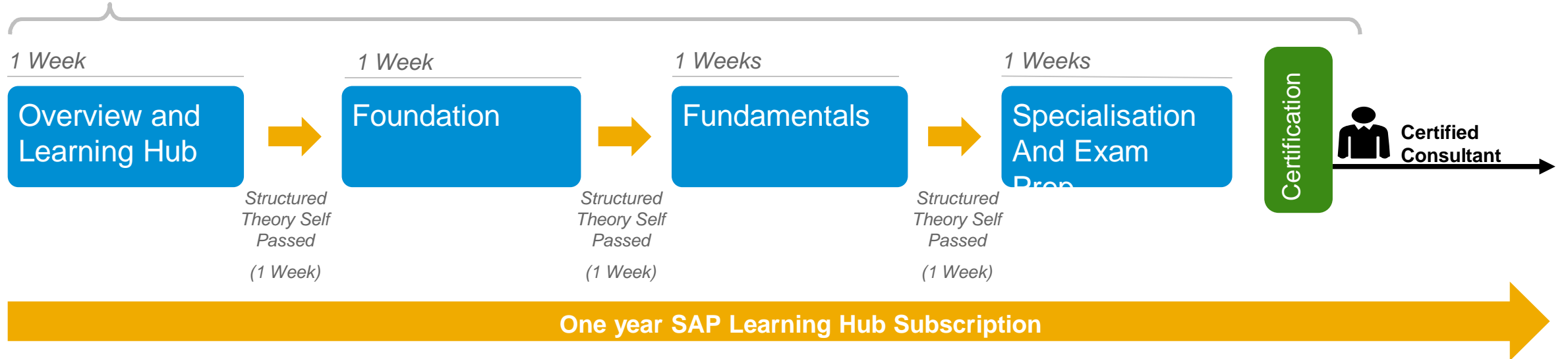
with FIORI Factory

**RUN SMART**

with Enhanced  
Academies

# SAP Enhanced Academies – Limited Offer

Classroom contact hours focused on practical component of the course



Continuous learning through a one year SAP Learning Hub Subscription allowing access to SAP training content and collaborating rooms

**4 Week** instructor led classroom contact time facilitating theory and practical exercises on official SAP training environment.

**Includes** SAP internationally recognised **certification** and **examination preparation** session.

Supports continuous learning through a **one year subscription** to **Sap Learning Hub**.

# Why take advantage of this offer

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## High Quality

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Instructor led facilitation



## Low Cost

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Affordable training package



## Include Certification

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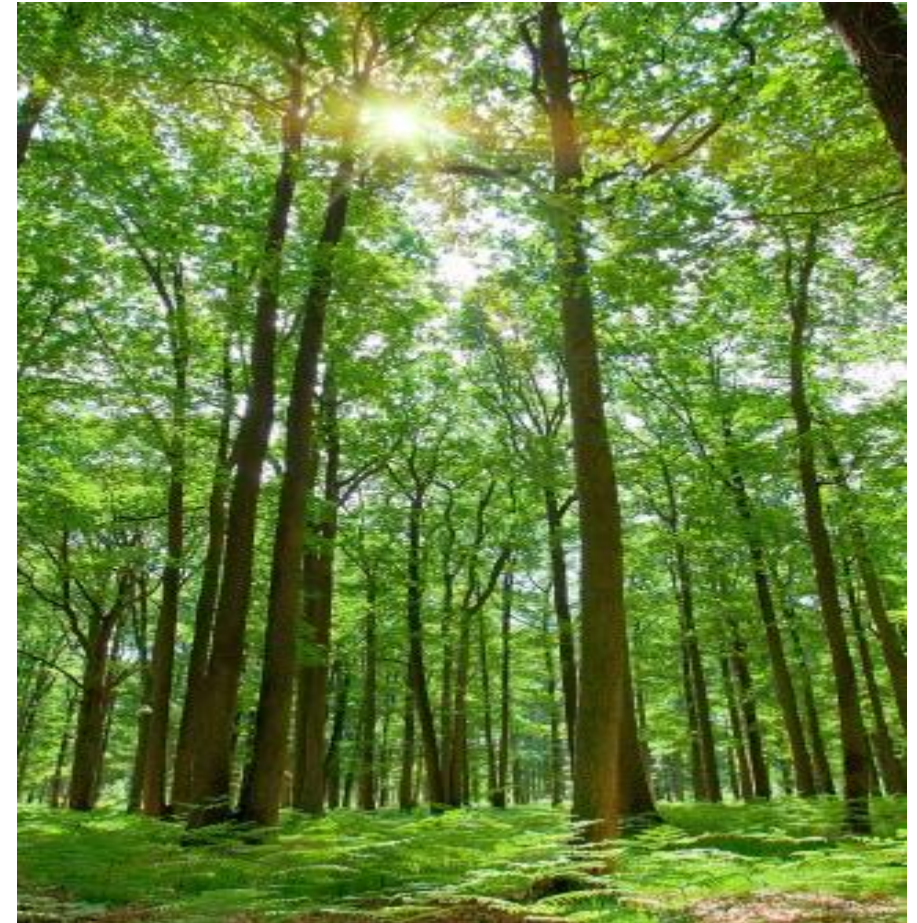
Internationally recognised SAP certification / Exam prep session



## Continuous Learning

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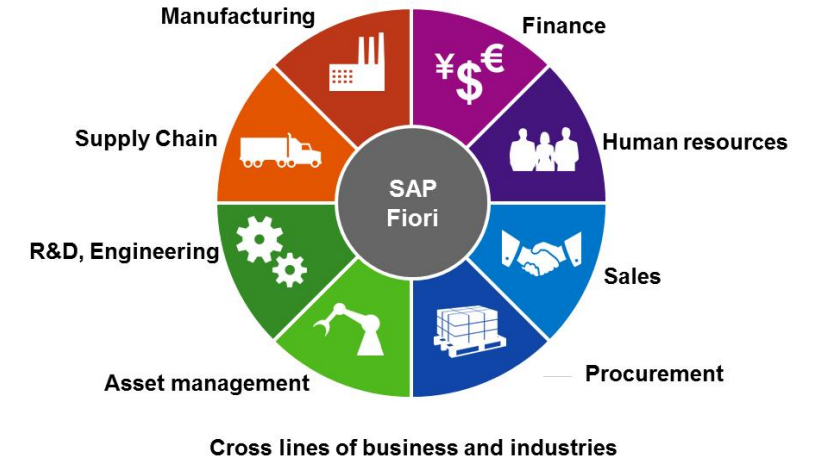
One Year Learning Hub subscription | Collaboration rooms



# FIORI Factory

## Across Device Types

## Across Lines of business



**SAP Fiori and SAP Screen Personas** will now be **included** within underlying licenses of SAP software

## Fixed Price SAP Packages:

- **Fiori Starter Pack**

(Scoping/Fit-Gap Analysis Workshop, Fiori Infrastructure Installation, 1 tier (non-productive, Dev or Test) , 2 Fiori apps, 1 backend)

- **Fiori Launch Production Pack**

(Scoping/Fit-Gap Analysis Workshop, Fiori Infrastructure Installation, 3 tier (DEV, QA, PROD) , 5 Fiori apps, 1 backend)

# SAP HANA Enterprise Cloud

Managed, Monitored and Maintained by SAP & Ecosystem





# SAP HANA Enterprise Cloud

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## Managed Service offerings

- **HEC for Production** – Full production system HEC service for SAP Solutions (PROD,DEV,QAS)
- **HEC for Projects** – Non-production system HEC service for SAP Solutions (DEV, QAS, etc.)
- **Managed Service components:** Database, Platform, Infrastructure, Application(optional) Management

## Software Licensing Options

- **Perpetual license:** Bring Your Own License (BYOL) for SAP HANA and for SAP Applications
- **Partial subscription:** subscription for SAP HANA and BYOL for SAP Applications
- **Full Subscription:** subscription for both SAP HANA and SAP Applications