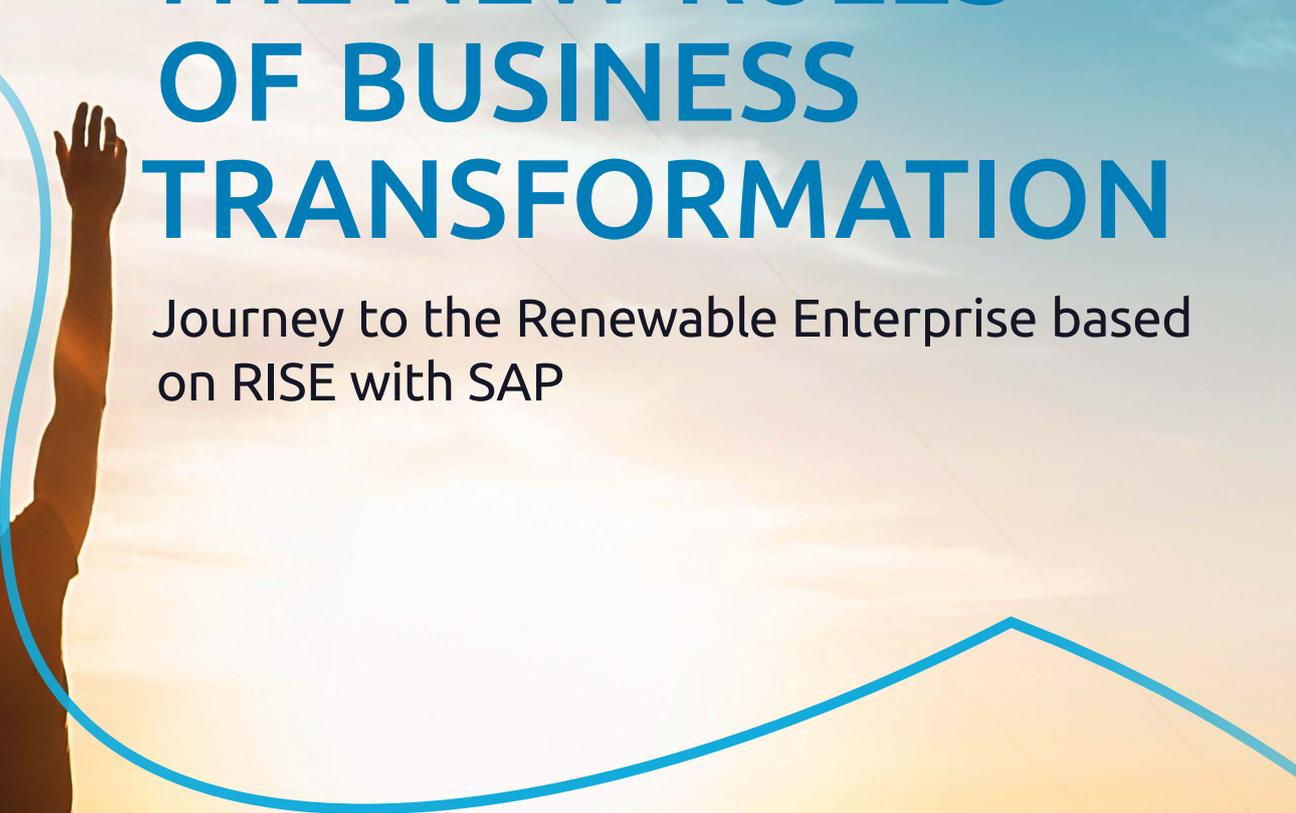




THE NEW RULES OF BUSINESS TRANSFORMATION

Journey to the Renewable Enterprise based
on RISE with SAP



Enterprise Digital Transformation

The world is turning digital, and organizations need to adapt – and quickly. So, how does RISE with SAP, positioned as a Business Transformation-as-a-Service ('BtaaS') offering, meet this need? How can RISE with SAP simplify and accelerate the move to the cloud, and help deliver continuous innovation throughout your organization's transition to an Intelligent Enterprise? And, clearly, among all possible partners, in whose hands would your trust be best placed?

In this document, we will cover RISE with SAP from multiple perspectives to help you understand its impact on your business, the new opportunities, and ways of working with the ecosystem that it offers, and, why and how Capgemini is best suited to be your trusted strategic partner.



AN EXECUTIVE OVERVIEW OF RISE WITH SAP

Simply put, RISE with SAP is a new SAP offering that bundles SAP S/4HANA®, SAP Business Technology Platform (BTP), SAP Business Networks, SAP Business Process Intelligence (BPI), technical managed services, and cloud infrastructure all in a single subscription contract

However, as always, it's a little more complex than that. In order to move to a clean digital core with SAP S/4HANA, BTP is needed for extensions and innovations. The concept of the connected ecosystem embedded in the Business Network is also key. Finally, the BPI offerings is the recognition that the move to SAP S/4HANA is a business led transformation and not a technical upgrade.

WHAT DOES RISE WITH SAP MEAN FOR YOU?

We have provided single-subscription bundles within partner-managed cloud services models before – but what makes this offer different? SAP is taking ownership of the infrastructure component, and packages it with consistent, transparent, flexible, and simple pricing, contract terms, and governance. Thanks to this direct SAP engagement, the transition of large SAP landscapes to SaaS/cloud environments is much more straightforward allowing customers to focus on business outcomes and innovations.

If your SAP commitment is less extensive, or if you're still at a stage where you'll need to run legacy SAP alongside your HANA destination platform, we can still help. Like you, SAP and Capgemini live in the real world, and we work together to ensure that the RISE with SAP offering lowers your IT costs and provides the flexibility you need to adapt to your future business model.

DEEP DIVE INTO CAPGEMINI'S SERVICES FOR RISE WITH SAP

SAP has made a strategic commitment to leave traditional on-premise environments behind, and to focus entirely on transition to the cloud. However, it recognizes that organizations are at different stages in this transition, and it is working with us at Capgemini to accommodate the needs of individual enterprises.

Implicit in a move to RISE is an acceptance of a multi-cloud environment, since not all components from SAP run on RISE (non-HANA), and no IT estate comprises only SAP. As your strategic partner and advisor, Capgemini can manage the transition from end to end, starting with multi-cloud integration and cybersecurity, moving through applications, data management, and all services that, taken together, will deliver business and people transformation. Capgemini can help you cope with the impact of the meteoric rise of open source, APIs and microservices architectures, and

with agile and DevOps ways of working. We can help you address your own organization's needs, no matter which of these landscape descriptions most closely matches your circumstances:

- Overtly Complex: Decisions on whether to keep customizations, or discard them and move to a fit-to-standard
- Significantly Rigid: All things data, delivery models and flexibility around vendor lock-ins
- Highly Fragmented: Really understanding and knowing how you use what you have

How Capgemini can help

At Capgemini, we know the importance of understanding your unique business case for RISE with SAP. We know it isn't just about cloud economics, backend finance operations, or viewing RISE with SAP as a straightforward technical IT upgrade. Our team creates a comprehensive business roadmap, of which the technology and processes form only a part.

We chalk out your strategy and the benefits of RISE with SAP over the next five years for you. We help organizations move to new business models every day, ensuring they reach target operating models with both confidence and speed. What's most important is that RISE with SAP and BTaaS deliver the value that you need, even while the transition is still in its early stages. The full value can be achieved only when SAP and the partner ecosystem are working together.

Capgemini's Renewable Enterprise approach is a perfect fit.

With RISE with SAP, all the ingredients of a clean SAP S/4HANA core, innovation through SAP Business Technology Platform (BTP), and cloud infrastructure are bundled together and connected, delivering value on the foundations both of Capgemini's Multi-Pillar S/4HANA Architecture (MPSA) and our value-based business roadmap.

PLAN, PREPARE, THEN PLAN AGAIN

The paths to SAP S/4HANA and the cloud are many, and the transition is both an opportunity and a challenge. This is not just a technical migration, upgrade or move, but a business transformation. A simple 'lift and shift' from on-premises systems to a cloud environment is just the first step. The move has evolved over time from binary greenfield and brownfield switches to many variants.

To determine the most applicable approach requires an amount of preparation to reduce risk, ensure efficiency and progress once the transition work gets underway, and to deliver value in short cycles rather than embark on a cumbersome waterfall blueprint, with value only potentially realized somewhere down the line.

How Capgemini can help

We know there can't be a one-size-fits-all strategy. Your move from your current system to the cloud or SAP HANA database, requires, at minimum, a lift and shift, and we have long experience of doing this at scale, each time tailoring it to circumstances. We have reduced costs, mitigated risks, and used accelerators, and we have many tools and platforms available. Our RISE with SAP assessment services, and our business case advisory service, help quantitatively and qualitatively define your choices, and their impact on timelines and resources, financial or otherwise.

Two of the six components in RISE with SAP are business process intelligence, and tools & services. The first is about enabling access to best practices and embed intelligence in your systems, and the second facilitates the path back to the standard and harmonizes data sources. The tools and services are comprised of SAP's Readiness Check and Custom Code Analyzer on one side (these are technical tools to reduce risks linked to the custom code in the transition to SAP S/4HANA) and, on the other side, Transformation Navigator and Value Lifecycle Manager (that help to identify areas for higher benefits) and Learning Hub (enabling IT people to reskill on SAP S/4HANA).

Organizations need not only to be able to use them effectively and understand their output, but also understand that not all SAP components fit as part of RISE with SAP – specifically, third parties' tools, low and no-code platforms – and they are not suitable for running on SAP HANA.

For example, SAP BPI ensures the best possible management of organizational business processes at scale to deliver the digital transformation you need. Governing the success of business process design, benchmarking, gap analysis, improvement or process change management is a long-term project, and it's important to work with a partner who can see everything through the lens of user/customer experience.

How Capgemini can help

Capgemini can provide solutions for all of these potential issues, either with other partners, or via our own platforms. Capgemini provides end-to-end process and security management to make sure your solution is optimized and robust. Our Multi-Pillar SAP S/4HANA Architecture (MPSA) bridges the gap between the conceptual purity of RISE with SAP and the unique attributes of each business case.

We have decoupled and bundled the existing and potential RISE with SAP components (be it SAP Business Network or SAP BPI, where we have 480+ trained resources and 150+ pre-built SAP scenarios), and included architecting and use of APIs, microservices and extensions, which means our MPSA approach can then be used to make the best choices and build the best combinations that individual circumstances require.

“Being the largest SAP-certified workforce, process excellence practice with Signavio experience, with our RISE assessment tools, and also with Business Case builder, we know how to translate your business priorities into a value-based roadmap to SAP S/4HANA and cloud-enabled innovation. We can seamlessly execute this roadmap, and ensure the cloud economics are right, leveraging SAP certified accelerators and tools, and strategic partnerships with hyperscalers and key ecosystem players.”

Elisabetta Spontoni
Vice President, Global Head of SAP Portfolio & Operations, Capgemini

THE NEXT BIG ASPECT OF RISE WITH SAP IS CLOUD ECONOMICS

Cloud economics are vital to ensure the success of RISE with SAP implementations. Keeping costs under control, and predictable, is essential in an environment where demand for new services and innovation is growing fast, and the hunger for more data is never-ending. It is essential to make the right choices across multiple scenarios and protect yourself from unwelcome – and frequently costly – shocks.

Data costs are an issue everywhere in the cloud, particularly as far as the consumption of services is concerned. The rules are very simple: you can place as much data in the cloud as many times as you like, and your only charges, which are negligible, are storage costs. But, when you start taking data out, it costs you. You pay for data leaving the cloud. Now, if the case in point was, for example, a movie streaming service, it would not be viable, but SAP data volumes are much lower and, therefore, moving SAP data out of the cloud ought not to break the bank. This brings us to the important question of what an organization should do when still running its enterprise applications on SAP ECC. Should the business first move to cloud, move to SAP S/4HANA Cloud (Private or Public), and/or remain on-premise? That's essentially the question SAP is asking of its customers – and your answer will be shaped by your confidence in your ability to efficiently manage your infrastructure, to cost-effectively scale and to respond to the challenges of incompatibility with the RISE with SAP offer.

The final aspect of RISE with SAP is everything related to integration, innovation, and infrastructure.

One common thread for any large enterprise today is the complex IT landscape. Another is the business imperative to integrate systems and applications, preferably end to end. A powerful solution to these twin challenges is the SAP Business Technology Platform (BTP), which comes bundled in RISE with SAP, and allows clients to deliver innovation and differentiation fast, lowering the cost of integration.

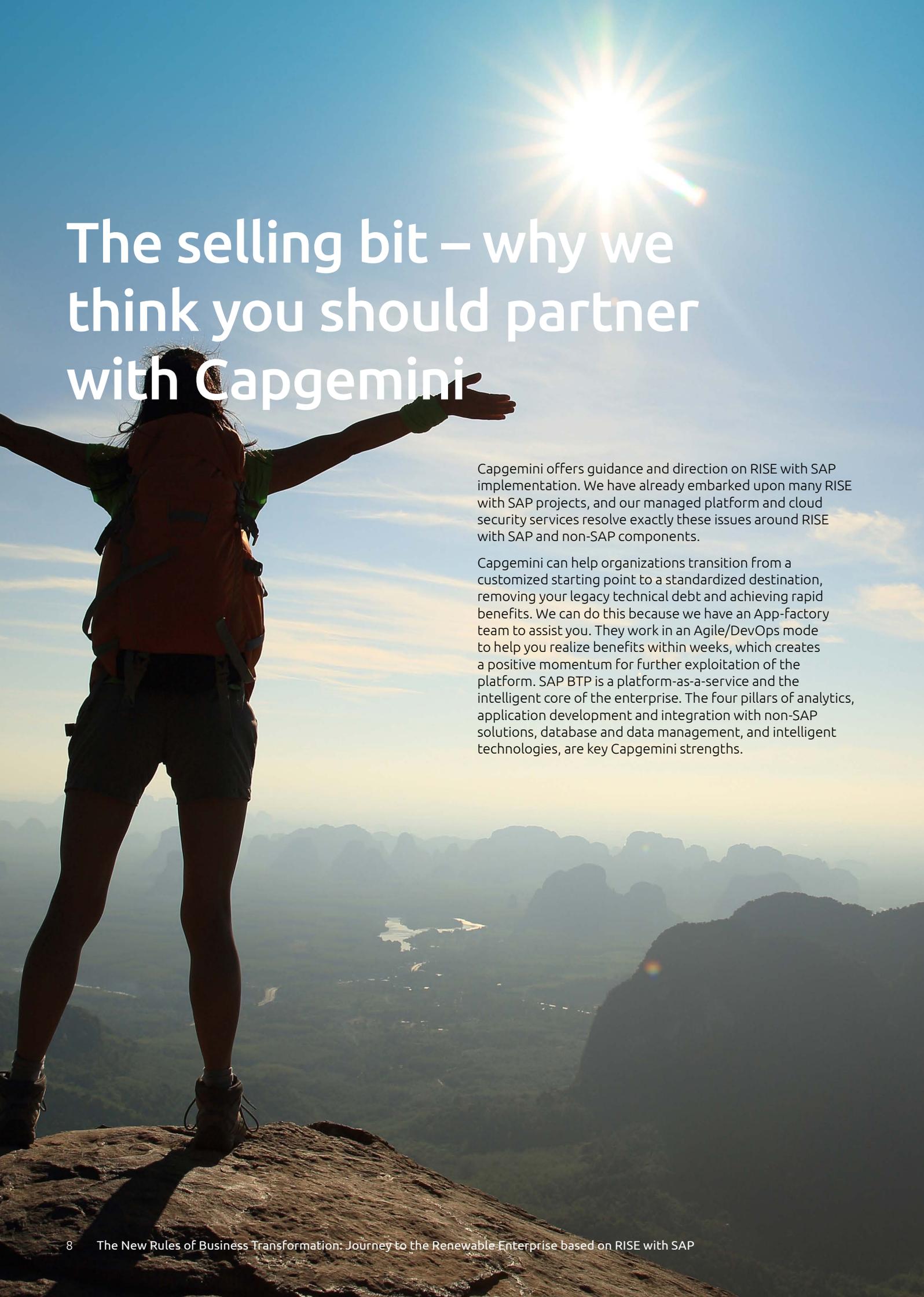
How Capgemini can help

Capgemini can build on this, offering a smooth, low-risk, low-cost path from the old to the new. With the rise of multi-cloud, cybersecurity will continue to be a key factor. Capgemini can take responsibility not just for this, but for extending SAP in the cloud, provisioning RISE with SAP at a mutualized fair value, and managing all things SAP and non-SAP (for example, Oracle, Microsoft, Salesforce, and Google all tied together).

RUNNING OUT IS NOT AN OPTION

Your options of moving to the cloud or architecting your business and IT landscape in some other ways are numerous, and there's no one answer for all organizations. RISE with SAP tantalizingly holds out the promise of innovative new models for delivering value, flexibly and with a focus on business outcomes. Irrespective of the size of your company, a move from capex-heavy to opex-driven ways of working and scaling demand will change the licensing of individual SAP components. In fact, the larger the SAP landscape, the more significant the possibilities.

SAP BTP provides one semantic data layer from SAP but being a data hub as a company is more than that. Managing the cost efficiency of that data, effectively using the data lakes and integrations beyond SAP, and building any new applications and services that your business requires – all these things are beyond RISE with SAP. It is as much about processes and integrations and contractual agreements and good IT infrastructure as it is about having visibility and governance of how data flows and connects across the enterprise. This interplay of data and cloud has a significant impact on costs, and on the future state of your business. The moves from old hosting contracts, or existing infrastructure provider workloads that need re-evaluation or better services that build upon what exists, can only be done with a partner who has a sound understanding and experience of leading SAP S/4HANA business transformations at scale.



The selling bit – why we think you should partner with Capgemini

Capgemini offers guidance and direction on RISE with SAP implementation. We have already embarked upon many RISE with SAP projects, and our managed platform and cloud security services resolve exactly these issues around RISE with SAP and non-SAP components.

Capgemini can help organizations transition from a customized starting point to a standardized destination, removing your legacy technical debt and achieving rapid benefits. We can do this because we have an App-factory team to assist you. They work in an Agile/DevOps mode to help you realize benefits within weeks, which creates a positive momentum for further exploitation of the platform. SAP BTP is a platform-as-a-service and the intelligent core of the enterprise. The four pillars of analytics, application development and integration with non-SAP solutions, database and data management, and intelligent technologies, are key Capgemini strengths.

Capgemini offers a suite of 60+ pre-built innovations powered by SAP BTP, including fleet management as a service, cold chain quality assurance, intelligent shipping, intelligent allocation, wind turbine low carbon future, and insights driving merchandizing via our innovation portal. These offerings, coupled with solutions, provide a portfolio of SAP certified services, solutions, and accelerators to guide and help simplify our clients' journeys to the cloud. Organizations can take and apply them directly to their standard RISE with SAP solutions, or they can see them as inspiration for their own initiatives.

In addition, our SAP Centers of Excellence, Applied Innovation Exchange network and Solution Delivery Centers globally can help drive design thinking and innovation into client SAP transformation processes. SAP BTP provides effective consumption of free credits. Our SAP Centers of Excellence provide advice on how to use them best and on how to build alternative solutions if RISE with SAP is not suitable for you. This is something to consider, given the lengths to which SAP and the infrastructure providers have gone to attract and win customers.

“Capgemini’s Renewable Enterprise vision and approach is fully aligned with SAP RISE. Completing over 500 SAP S/4HANA projects with an exceptionally strong RISE pipeline, Capgemini understands your journey irrespective of the starting point. We create value and drive agility in a digital core with differentiation delivered at the edge using APIs and microservices in the cloud.”

David Lawson
Vice President, European Head of Capgemini
SAP Center of Excellence

Capgemini has a special commitment with each infrastructure provider, depending on the industry or on specific solutions. For instance, with Microsoft Azure, we have Fleet as a Service, where we enable a subscription business model for one of our OEM automotive clients, and Equipment-as-a-Service for our manufacturing clients. With Amazon Web Services, we have the Digital Cloud Platform, 20 ready-to-run end-to-end solutions, and sandbox credits for development on all AI/ML and supply chain scenarios. We develop and run SAP systems in the cloud, and we provide automation and a single point of contact in an industrialized factory-based approach in (non)RISE with SAP scenarios.

We have had experience in multiple scenarios notwithstanding the most common ones:

- SAP ECC customer on-premise
- SAP ECC customer – hosted in the cloud
- Migration to SAP S/4HANA (green/brownfield/hybrid) is under way
- Existing SAP S/4HANA customer, hosted by an infrastructure provider

Whatever the scenario, we can help you determine what RISE with SAP will mean for you.

In parallel to a RISE with SAP contract, you will still need to manage your SAP application landscape. Capgemini can include this as part of its build and run service. RISE with SAP and Capgemini is fully mutualized and industrialized to save cost. Capgemini is a key RISE with SAP partner (and one of the five partners authorised for infrastructure services) and has an agreed RACI status with SAP to ensure no duplication of either roles and responsibilities or of costs occur. Capgemini and SAP have a long history of cooperative working, delivering solutions hosted by SAP via SAP HANA Enterprise Cloud, infrastructure providers, and client and third-party provisioning, making us the trusted partner of choice.

CAPGEMINI – YOUR TRUSTED PARTNER

Capgemini is one of the few global consulting and implementation partners that has the ability and capacity to provide a complete end-to-end service for RISE with SAP – business case advisory, assessments, lift & shift, migration, operate and run, transformation, cloud economics, data, people, and more. We were among the handful of trusted partners alongside SAP that piloted the RISE with SAP offering, and we shaped the strategy along with way. We are a Global Platinum Reseller: we can resell RISE with SAP, which means that we control parts of the costs, and that we are responsible for delivering a complete provisioning of solutions up to and including full management via SAP's Partner Managed Cloud (PMC) model.

A major outcome of RISE with SAP is the adoption of SAP's industry cloud solutions. This isn't simply about porting SAP's vertical ERP industry solutions to the cloud. It's about anyone developing niche, modular, interoperable services/solutions on an open platform. It's a significant difference, because it means partners and clients now have a direct plug-and-play connection to SAP's core business applications. Capgemini's own award-winning SAP-qualified PATH solutions have been co-developed with SAP in certain industries already, and others are currently in progress. Automotive is a case in point: the SAP Cloud for Automotive solutions were built with our input. These solutions are already RISE with SAP-compliant, and Capgemini is highly equipped to make assessments, give advice, and implement innovative solutions for industry-driven demands.

We know that RISE with SAP will evolve with time. New acquisitions, new product development, new components launched for new business models, and disruptors for new business processes – all these developments are likely. Capgemini has always been a frontrunner and early adopter, so we anticipate what is coming. What we learn can guide and support you on your RISE with SAP journey, by proposing sensible options, and ensuring RISE with SAP is a success for you.

“Recognized as one of SAP's foremost strategic partners, Capgemini is co-innovating, and in some cases co-developing, cloud-based industry and line-of-business based solutions with SAP to help organizations at any stage of their transformation journey mitigate risks while they reinvent processes and business models.”

Josean Mendez
Vice President, SAP Partnership Executive Lead,
Capgemini



Over the 2020-2021 period, Capgemini was named a Leader by several leading analysts including Gartner, IDC, NelsonHall, and ISG. We have also been peer reviewed by clients in Gartner with a very high rating. Our strategic partnership with SAP is well recognized at the highest levels, with regular interaction between CxOs on both sides with strong executive sponsorship to develop the most advanced and often first solutions in the market together. We understand the importance of identifying the business case to present to CxOs, and Capgemini provides independent advice based on existing deep experience. RISE with SAP contains nothing that we haven't fully mastered, and there is much more we can add to it to make you a future-proof Renewable Enterprise.

The Renewable Enterprise proposition on which RISE with SAP and Capgemini is based envisages an enterprise with SAP S/4HANA at its core, that anticipates market conditions and customer needs, and that adapts itself with agility to the constant technical and business transformations taking place.

RISE with SAP may not be for you. Reasons might range from wanting to remain fully independent in the cloud, security or commercial concerns, or maybe just not for now, but later. If this is the case, Capgemini can provide alternatives in the long or short term and make your journey as smooth as possible. The components of the Renewable Enterprise can provide interim solutions to enable your business, whether or not you move to RISE with SAP. Capgemini can aggregate and manage your provisioning on both SAP and non-SAP instances, providing a seamless service across multiple components in and off the cloud, and at lower costs. If RISE with SAP is only a part of an overall move to the cloud, or you are in a situation with multiple, complex solutions from SAP and other major players, then Capgemini can be your prime contractor, managing cloud management, hosting, and transition in a single contract.



About Capgemini

Capgemini is a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided everyday by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of 290,000 team members in nearly 50 countries. With its strong 50 year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fueled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering and platforms. The Group reported in 2020 global revenues of €16 billion.

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To find out more about Capgemini's partnership with SAP and how the combined strength of both organizations can bring rapid and lasting value to your business, contact: sapalliance.global@capgemini.com