



INDUSTRY CLOUD

SAP's Industry Cloud - The Innovation and Transformation Platform for Customers and Partners

Frank Ruland, Global Head of Industry Ecosystem
September 28th, 2022

Public

A large, blue, stylized '50' is centered in the upper half of the image. The number '50' is cut out, revealing the golden fireworks exploding behind it. Below the '50' is the word 'YEARS' in a smaller, blue, sans-serif font.

**OF SHAPING
TOMORROW TOGETHER**

AND

2

YEARS

OF SAP'S INDUSTRY CLOUD





Optimize **Transform**

SAP's Industry Cloud

Accelerating innovation in the **difference-making,**
competition-beating parts of what you do.



extend SAP's
intelligent suite



optimize, extend
and transform core
business processes



business applications,
not just technologies



built by SAP and
by its Partners



interoperable
and cloud native



SAP's Industry Cloud



**Get your
innovation fast.**



**Shape your industry with
next-practices.**



**Connect innovation across
your company.**



**Get your
innovation fast.**

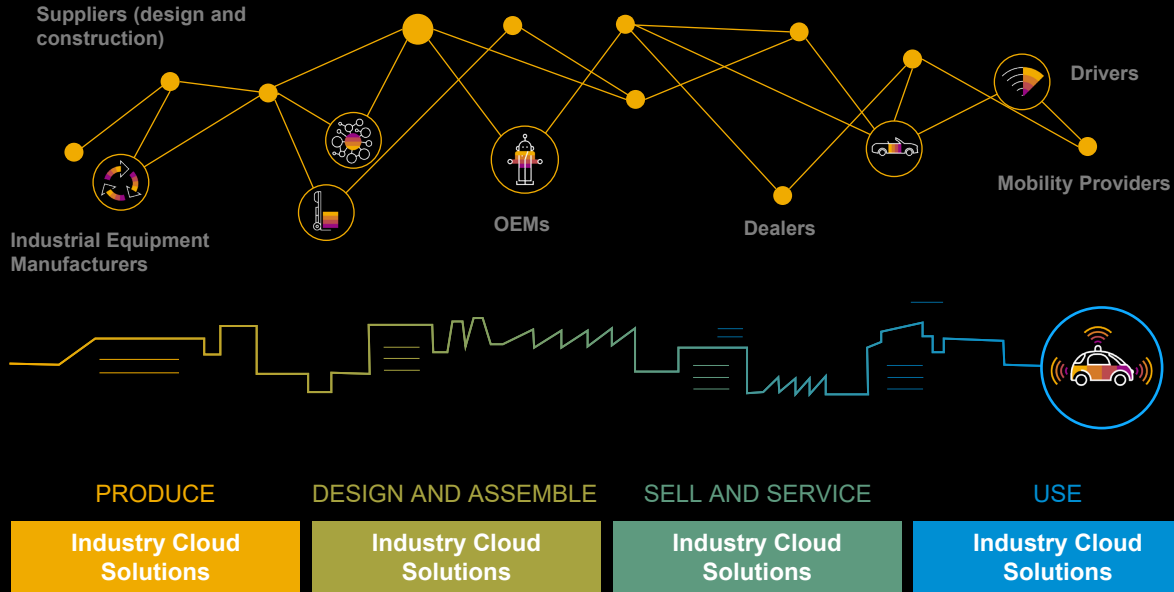
Top solutions.
One platform.
One place.



Get your innovation fast.

Co-innovation example: Catena-X

Connecting the players and innovators redefining sustainability and speed.



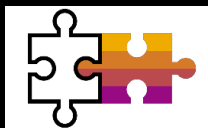
- Partnership sponsored by German Ministry of Economics.
- Connecting top OEMs, suppliers, and technology companies.
- Jointly building and operating a Business Network for Automotive.
- Network-aware, Industry Cloud Solutions support the entire value chain.
- Based on a digital twin and connected cars.



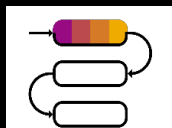
Give access to innovation fast.

Co-innovation for industry next-practices utilizes our Ecosystem

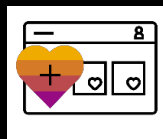
80% of SAP's Industry Cloud Innovations Delivered by Partners



Extend SAP's intelligent suite



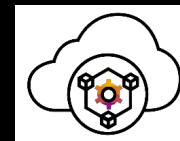
Optimize, extend and transform core business processes



Business applications, not just technologies



Built by SAP and by its Partners



Interoperable and cloud native



SAP INDUSTRY CLOUD PARTNER APPLICATIONS - Examples



GSSP INDUSTRY CLOUD INNOVATION OFFERINGS – Examples





Give access to innovation fast.





Give access to innovation fast.

Business Opportunities Across All Partner Types



BUILD

1

Augment the SAP Industry Cloud Portfolio

- Innovate with own software solution, augmenting SAP's Industry Cloud portfolio
- Jointly position industry solutions and broader industry value proposition
- Maximize market success leveraging SAP's Partner Solution Progression framework

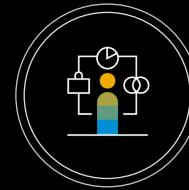


SERVICE

2

Deliver SAP Industry Cloud Innovations

- Provide rich set of services to deliver Industry Cloud for customer adoption
- Include additional IP and assets, e.g. content, accelerators, process and data model extensions, etc.
- Bring in own ecosystem to further broaden value proposition



SELL

3

Co-Sell and Re-Sell SAP Industry Cloud Portfolio

- Create strong positioning with industry differentiating value
- Capture opportunities for co-sell and re-sell of Industry Cloud solutions and the overall SAP portfolio
- Provide SAP Qualified Partner Package Solutions that complement standard software solutions



Shape your industry with next-practices.

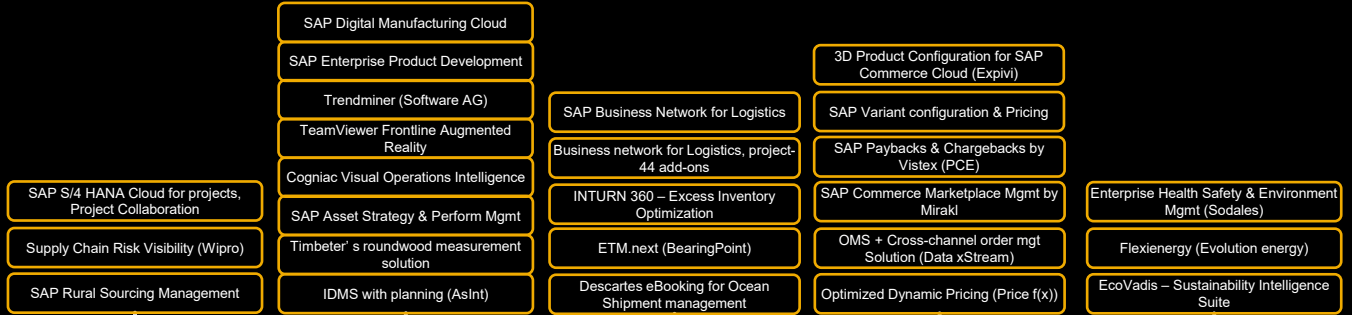
Hundreds of processes.
Innovation at the vertical edge.
Across all industries.



Shape your industry with next-practices.

From best practices to the vertical edge.

Mill Products and Mining



Business Planning	Manufacturing & Asset Operations	Digital Logistics	Sustainable Customer Relationships	Sustainability
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	Customer centricity	Sales and Operations Planning	Order status and item traceability & Intelligent asset mgmt.	Advanced available to promise	Account and contact management	Carbon & Emissions Tracking
	Connected and automated enterprise	Inventory optimization	Enterprise performance management & asset prediction & optimization	Transportation execution and monitoring	Digital customer experience management	Automated Reports & Frameworks
	Smart factories and digital logistics networks	Forecast, order, quality, and inventory collaboration	Manufacturing & Asset network collaboration	Fulfilment tracking and goods in-transit	Advanced product configuration	Environment Management
	Value-added services and new business models	Demand-driven replenishment	Golden Batch & Mobile Asset Mgmt.	Blockchain-based material traceability	Service ticket intelligence	Transparency & Networks
	Sustainable and purposeful business	Intelligent product selection	Carbon Footprint & Asset maintenance planning and Scheduling	Optimized transportation scheduling	Social listening and sentiment analysis	Product Compliance & Footprint

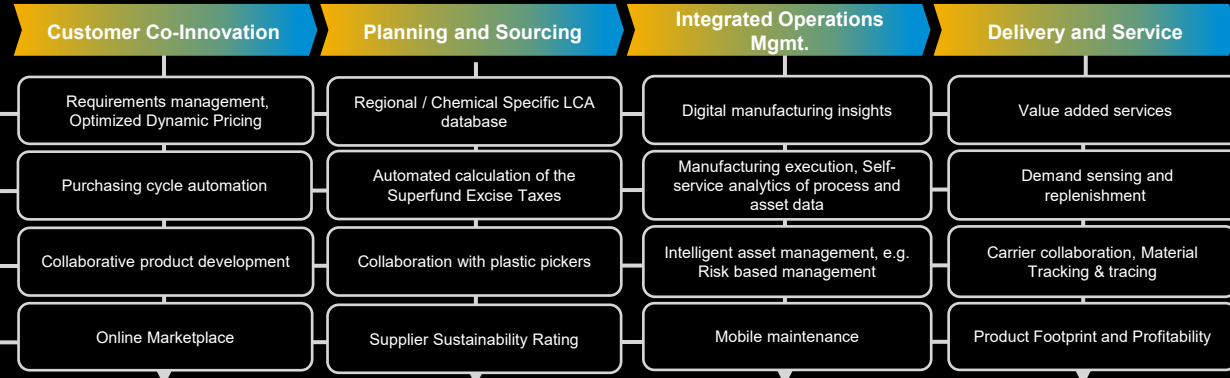
Required business capabilities



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From best practices to the vertical edge.

Chemicals



Meet some of our **Industry Partners**



Eric Geerts

Director Product Management
Descartes



Chloe D'Aillaud De Caseneuve

Alliances Director
Ecovadis



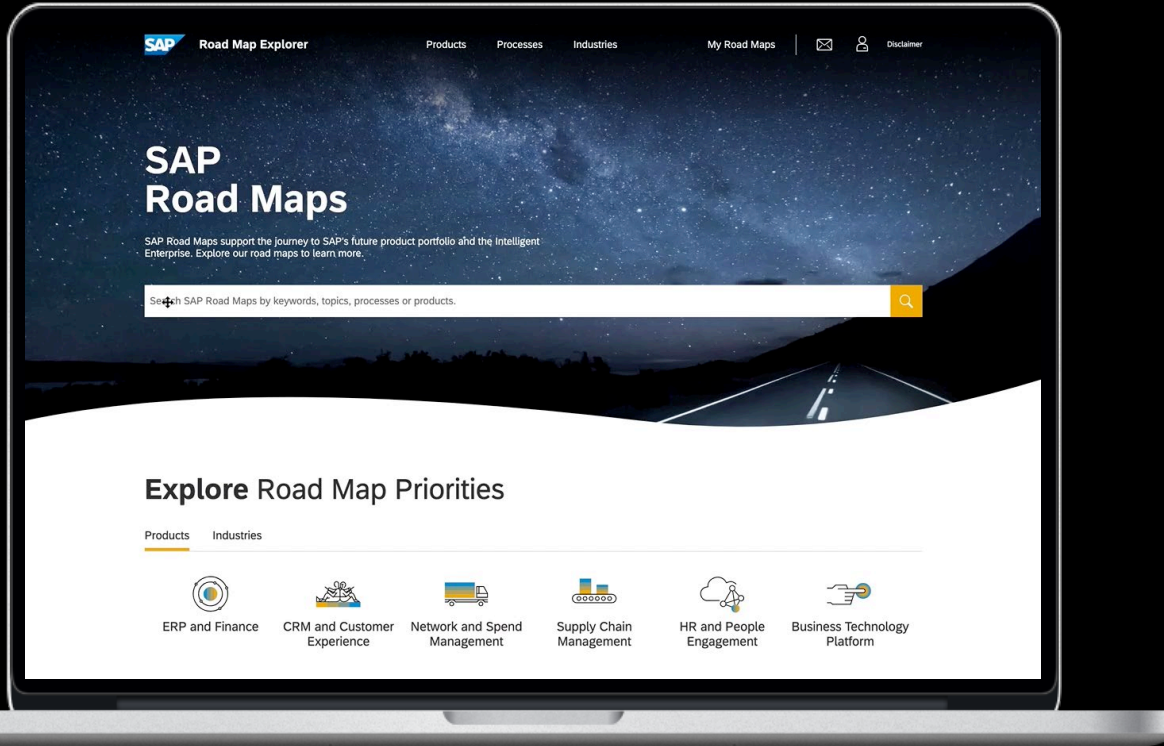
Hanne Neyens

Alliances Director
Trend Miner



Shape your industry with next-practices.

Industry Cloud Roadmap



WHY ROAD MAP EXPLORER?

- Roadmap of all delivered and planned Industry Cloud Solutions publicly available
- Available and planned SAP- and Partner-built Industry Cloud Solutions by Industry

[View Roadmap](#)



Connect innovation across your company.

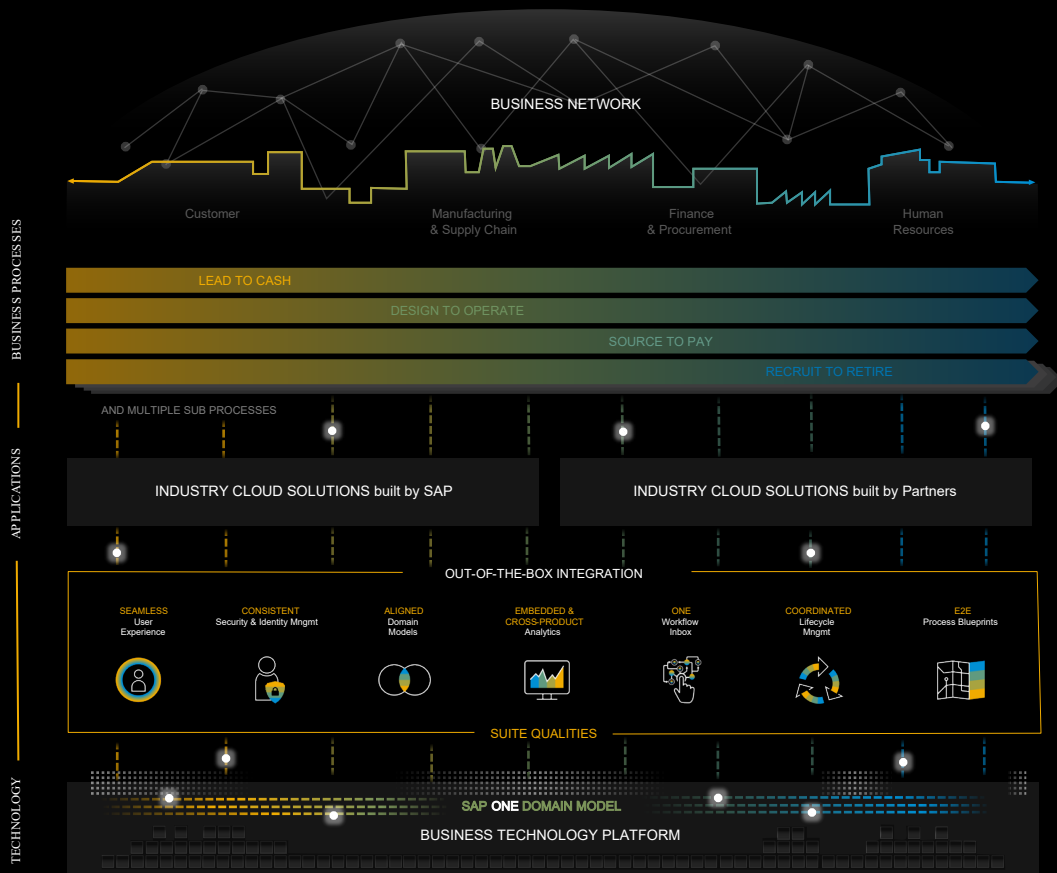
Built-in integration.

Extend the reach of existing data and systems.

Keep your processes flowing smoothly.



Connect innovation across your company.



A critical step on the path to the cloud.

- Built leveraging SAP Business Technology Platform.
- Suite qualities create seamless out-of-the-box integration.
- SAP One Domain Model simplifies development by SAP and partners.



Connect innovation across your company.

Open Innovation Platform Qualities and Customer Demands



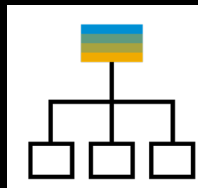
Straightforward user experience across all SAP solutions

- ONE look and feel
- Increasing end-user integrity and acceptance
- Following SAP Fiori design, modern UI that offers great performance



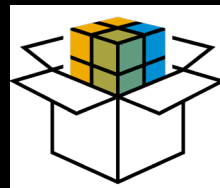
Consistent security and identity management

- Foundation for the Intelligent Enterprise: “kernel services”
- Security and identity management, application lifecycle management, core integration, experience



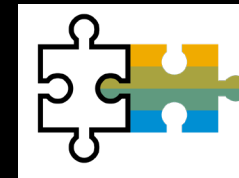
Aligned domain models, APIs, and events

- SAP One Domain Model: harmonize domain models across SAP
- Synchronize business objects and semantics
- Reduce integration and extension efforts
- Leverage SAP Graph



Preconfigured integrations

- Offer unrivaled speed and add business value by default
- Reduce friction for developers and administrators
- Leverage the available iFlows and integration content packages



Open integration SAP software to third party

- Open Connectors: accelerate connectivity to non-SAP apps and data
- SAP API Business Hub: process blueprints, one domain model, APIs, and events



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THANK YOU!

Frank Ruland

VP & Head of Industry Ecosystem

M: frank.ruland@sap.com

L: <https://www.linkedin.com/in/frankruland/>