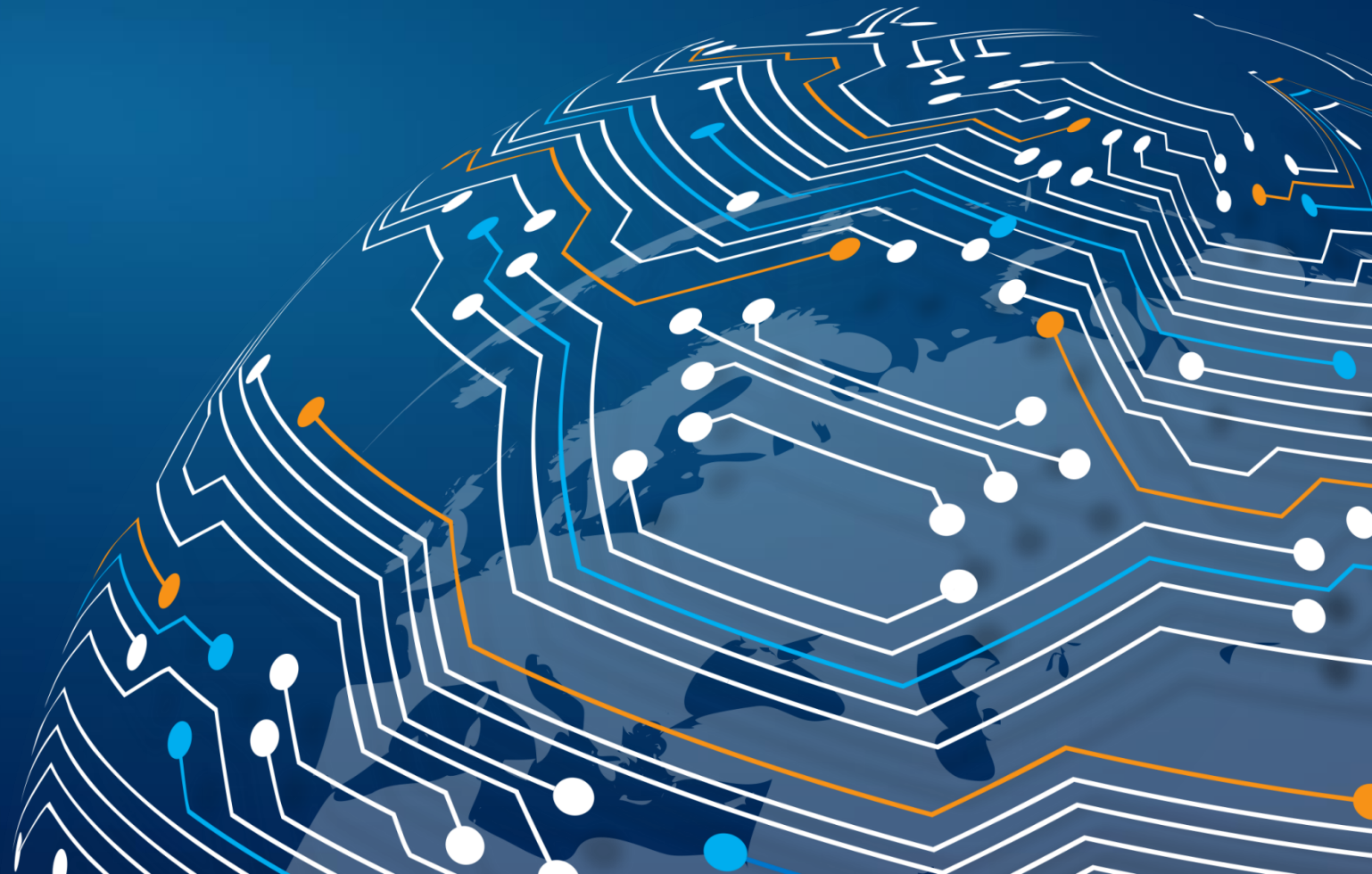


Digital Transformation

Thomas Saueressig
Chief Information Officer
SAP SE



Today's Reality

Technology
Trends

Customer
Expectations

Business Model
Disruption

Changing World
Digital Economy



Today's Reality

Technology
Trends

Customer
Expectations

Business Model
Disruption

Changing World
Digital Economy

Internal Challenges



Today's Reality – Digital Economy is Reality

Fortune 500 is changing



88% of the companies have disappeared, merged, or contracted.

75 years



15 years

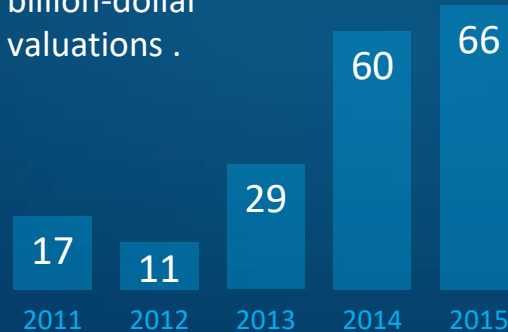


Shrinking life expectancy of companies

Source: Steven Denning (Forbes)

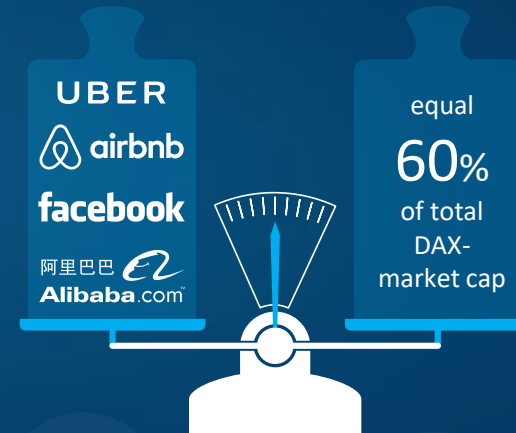
The Unicorns

The number of new venture-backed startups winning billion-dollar valuations .



Source: CBInsights

New Heavyweights



Top 10 companies

In the Top 10 list of the largest global companies in 2016, **70% are new** compared to 2006.

Source: Forbes

Charles Darwin:

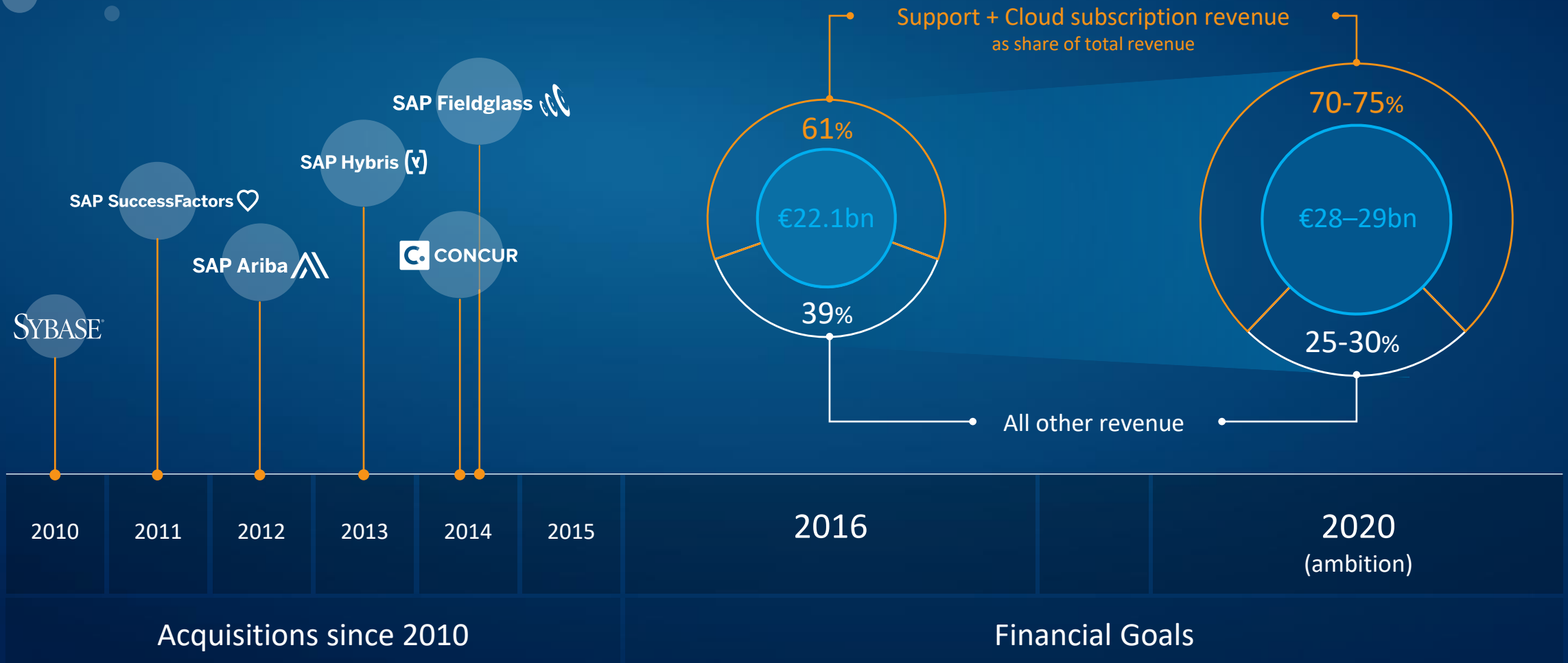


“Survival of the fittest”

Not the biggest ones win, the most agile ones.



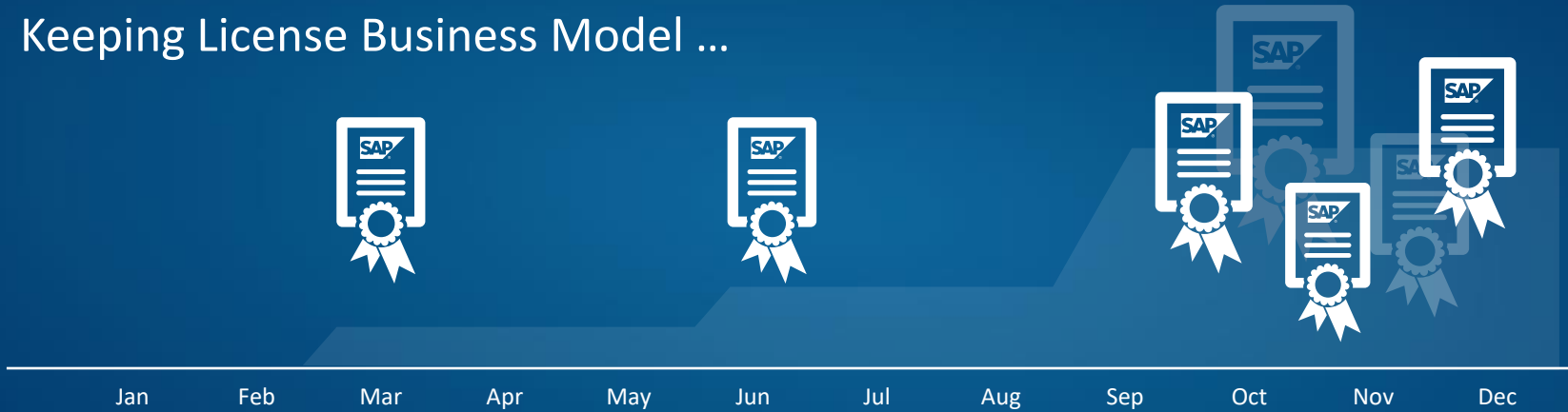
Today's Reality – Requirements for New Business Models



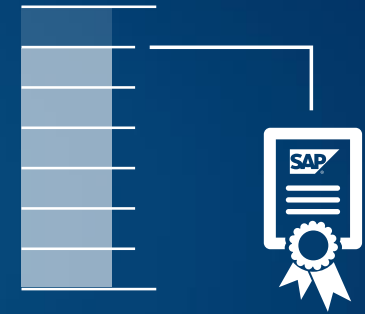
Today's Reality – Requirements for New Business Models



Keeping License Business Model ...

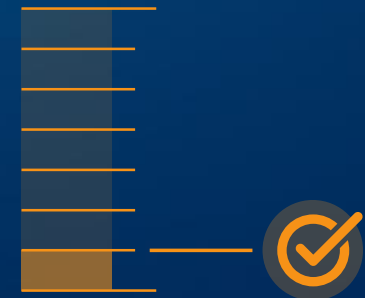
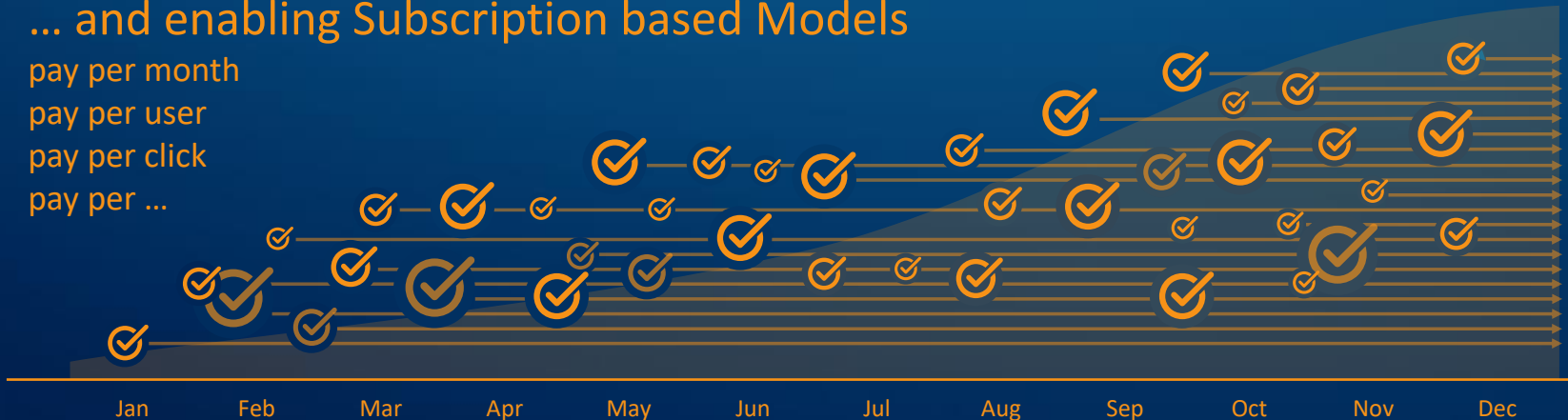


Cost per Deal



... and enabling Subscription based Models

pay per month
pay per user
pay per click
pay per ...





Today's Reality – User Expectations

The Way we live impacts the Way we Want to Work

How we play

 PlayStation.VR

Pokémon Go 

World of Warcraft 







How we shop

How we watch







 Whatsapp

 Facebook

 Snapchat

How we talk



User-Centricity is the new Paradigm in a Cloud-based World

Putting people first



User-Centric IT serves the business by empowering people

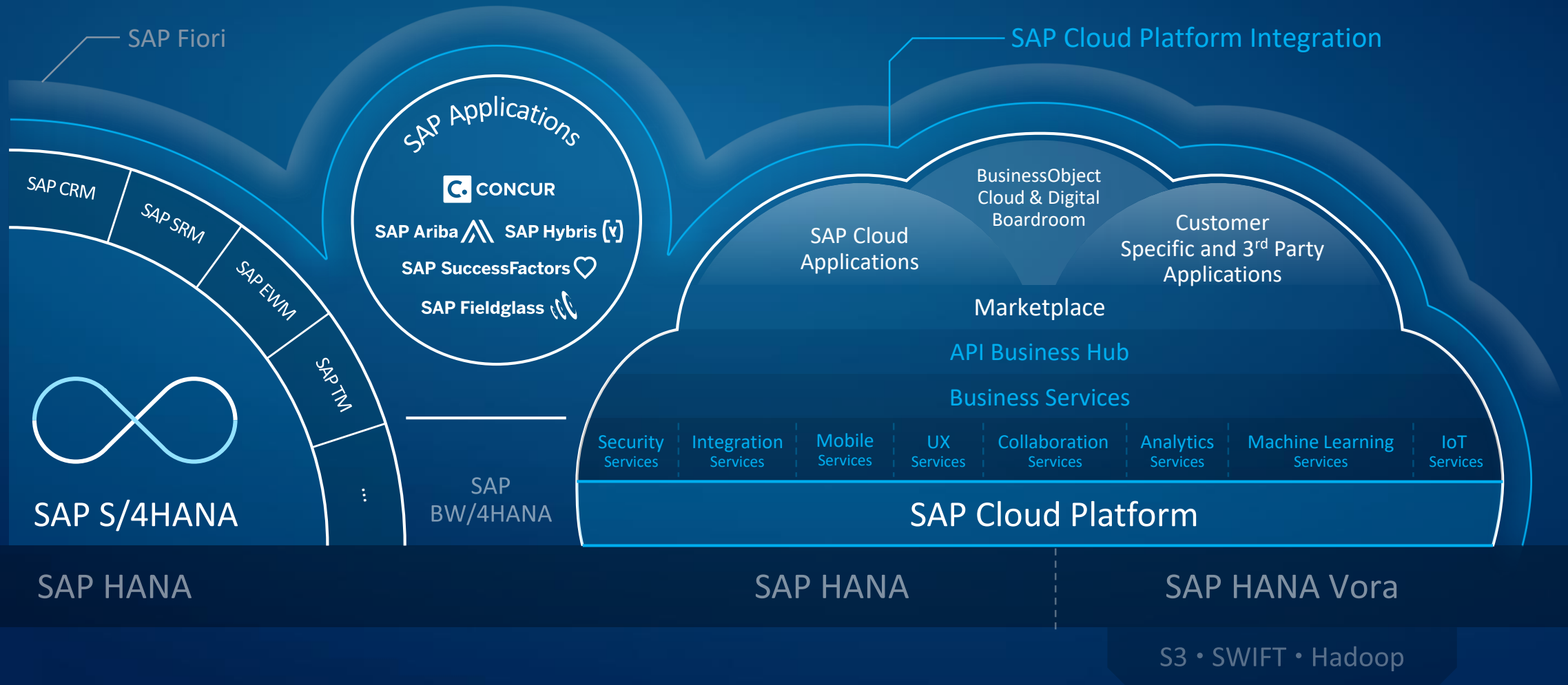
User-Centric IT adapts to the way people work,
not the other way around

People, information and knowledge must connect in real time

Mobility is a work-style preference, not a device

Security should be inherent and transparent to the user experience

SAP's Modular Suite



Transform to an Agile Enterprise Architecture

Today



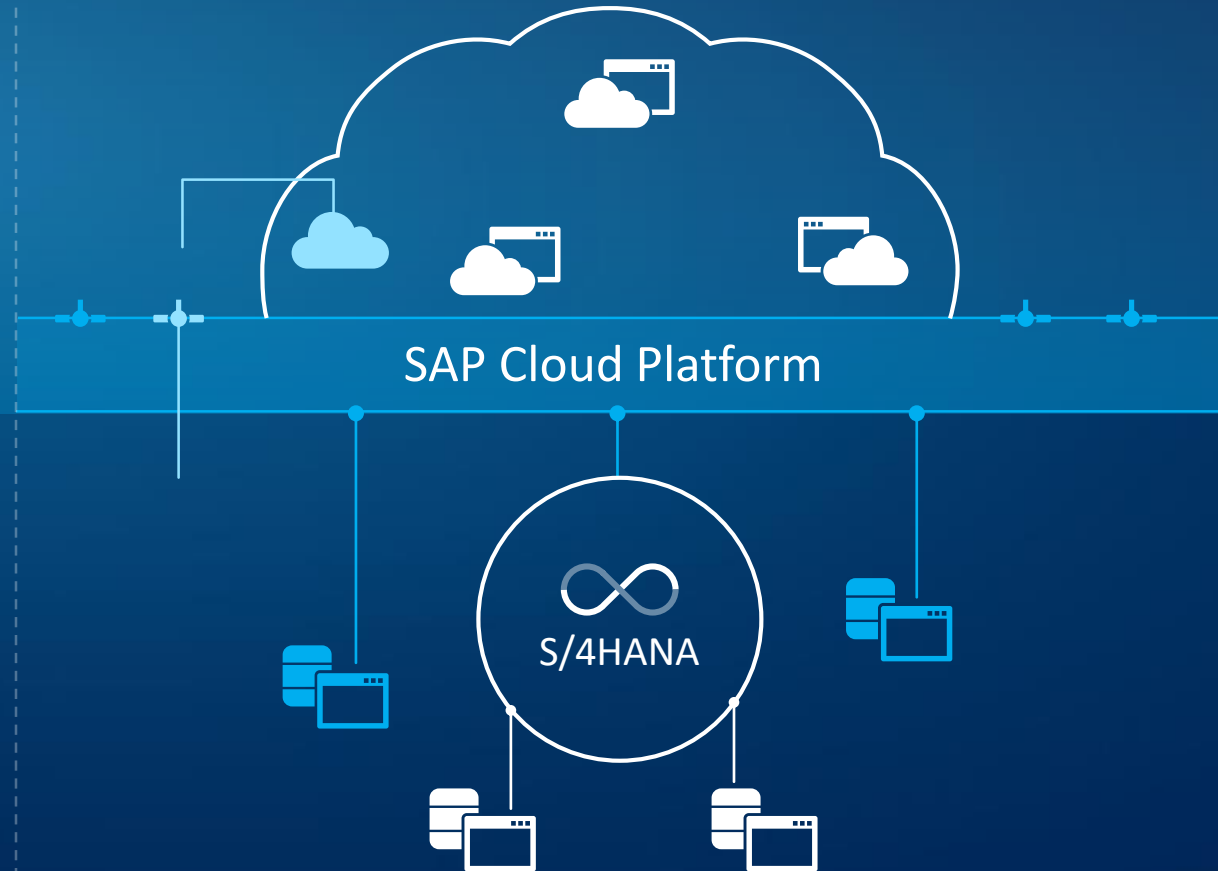
Cloud

On-Premise

Legacy
Systems



Tomorrow

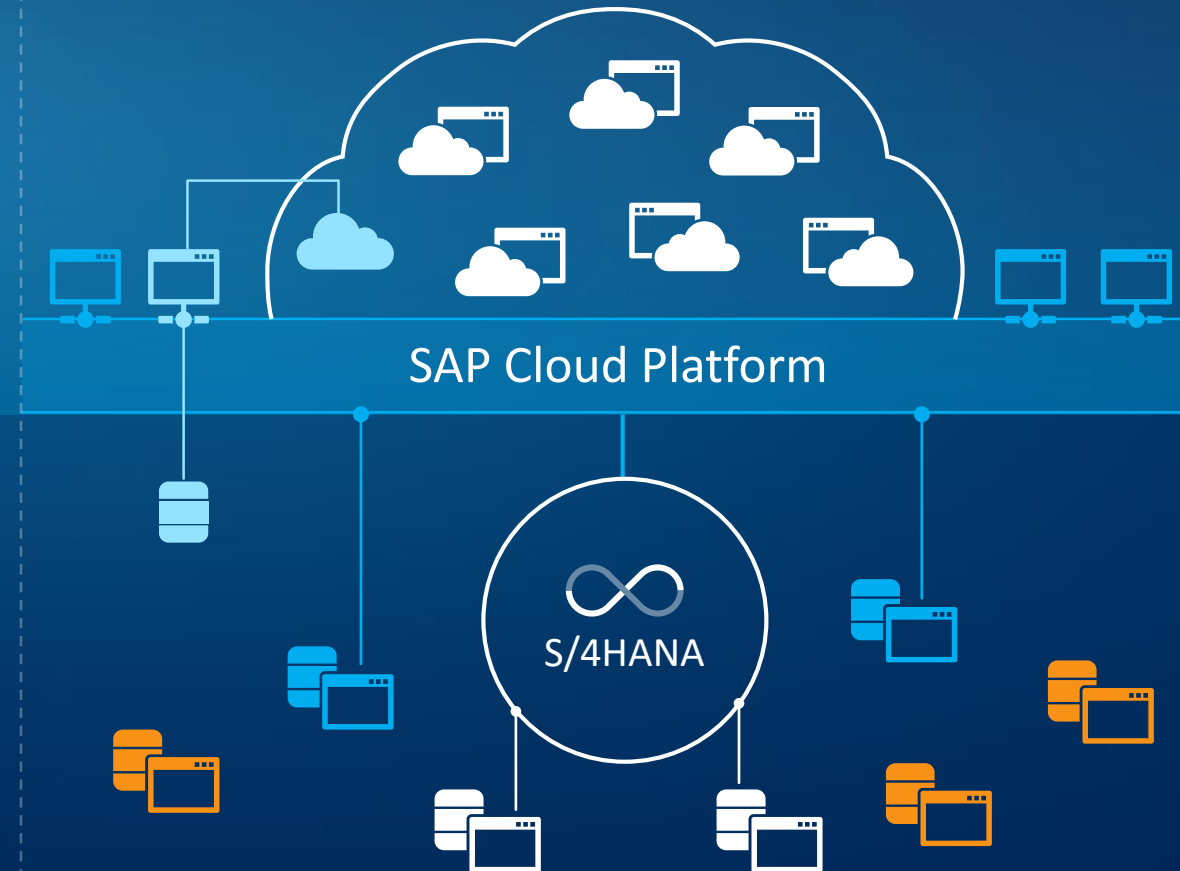


Transform to an Agile Enterprise Architecture

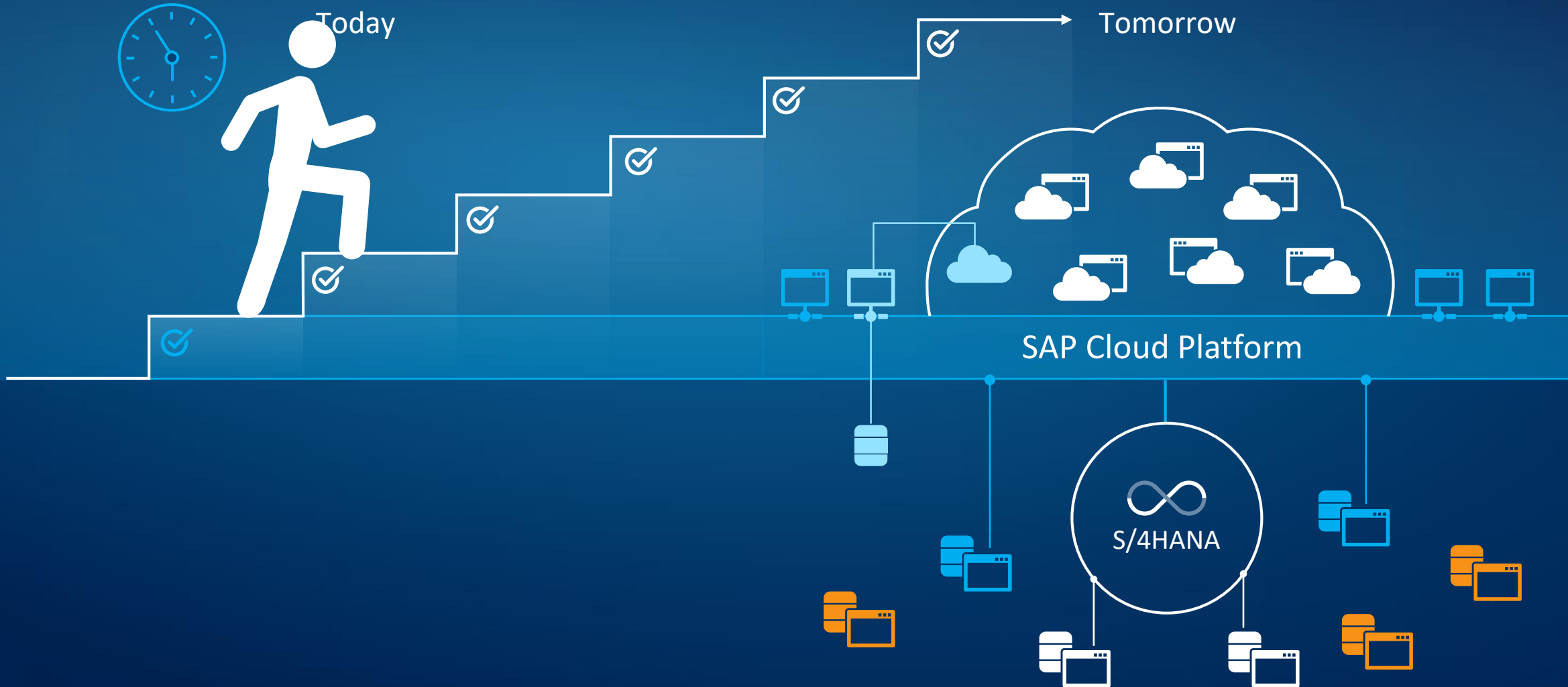
Today



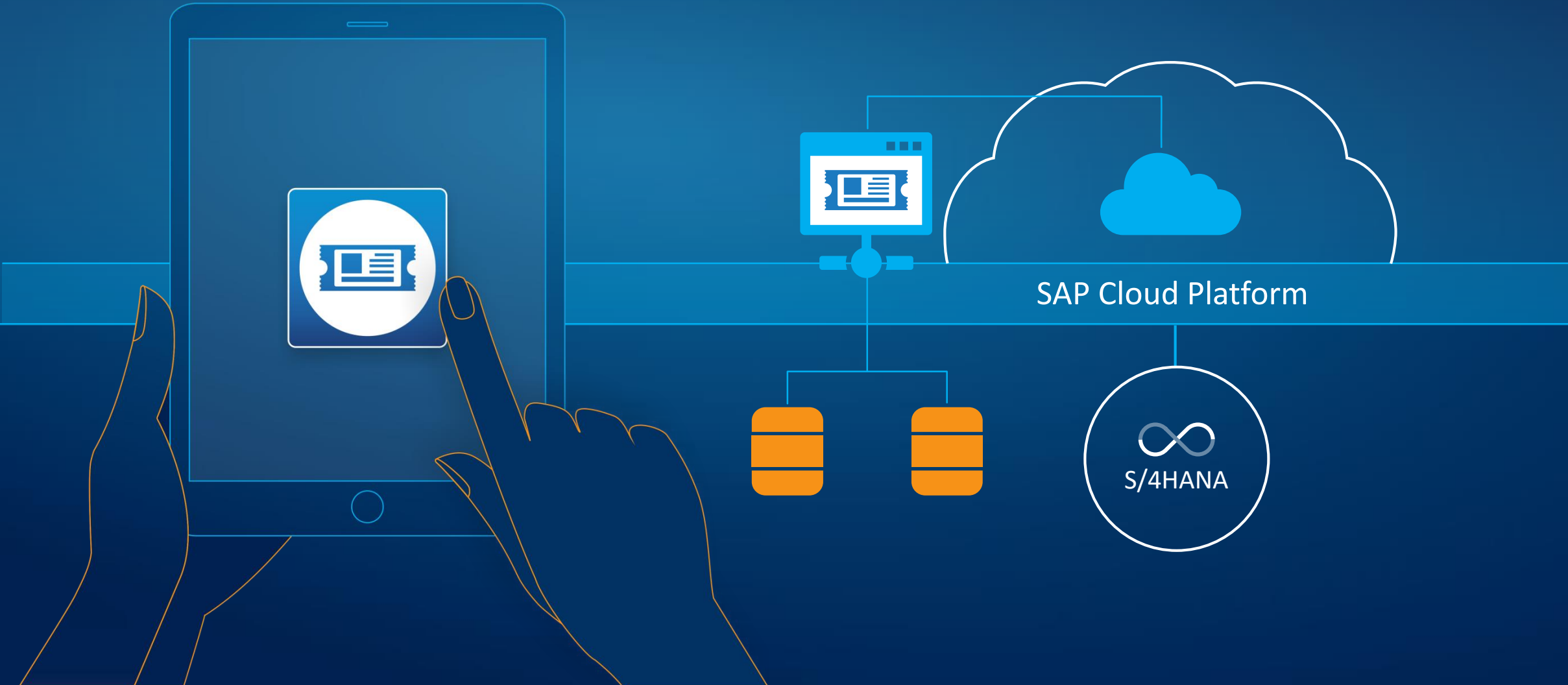
Tomorrow



Transform to an Agile Enterprise Architecture



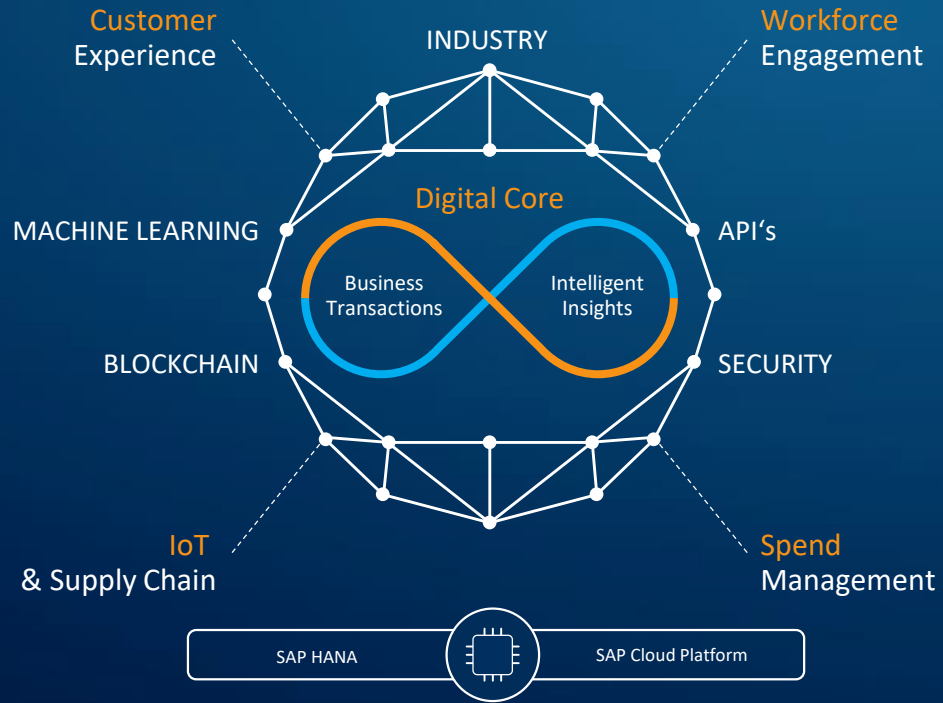
SAP Unified Ticketing



Digital Enterprise

Business Models & Processes

Workplace



Mobilize



Share and
Collaborate



Search and
Inform



Consume

Thank You.

Thomas Saueressig
Chief Information Officer
SAP SE



Our Strategic Direction

Purpose

Enable SAP to become a Digital Enterprise with Happy End-Users

Ambition

Become a User-Centric IT

#Make IT services as simple as breathing

Guiding Principles



Cloud First



Agility



User-Centricity



Rock-Solid Delivery & Operation



Continuous Learning

What does it mean for SAP's IT?

Opportunities for the IT Workforce

IT Mindset

Traditional

Digital

Strategy

Efficiency

Innovation

Culture

Hierarchy

Collaboration

People

Low cost

High skill

Technology

Legacy

Cloud, mobile, apps

User Experience

"Who cares?"

Mission critical

IT Philosophy

Technology oriented

Default „Yes“

Project Management

Waterfall

Iterative (agile)

Business model

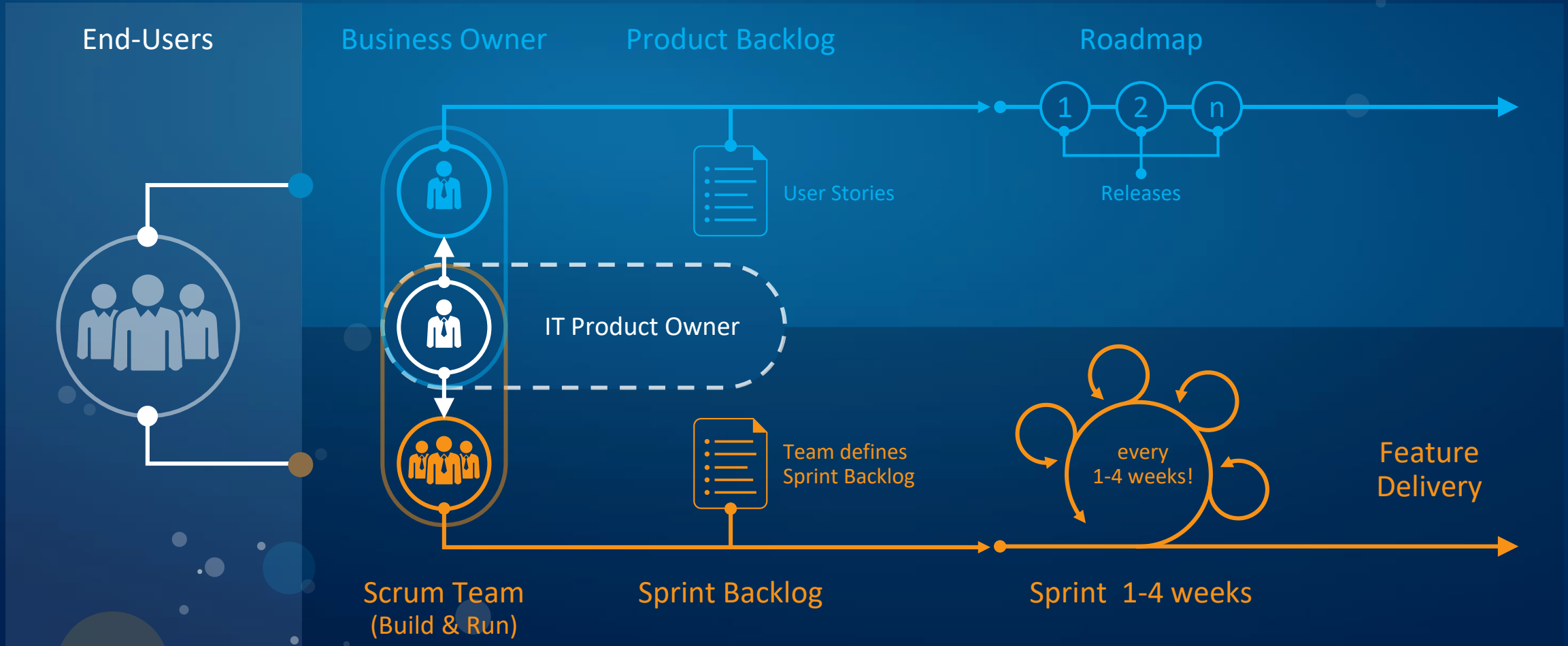
Service & Support

Relationship & Partner



Agile Transition at IT Services

Focus on Application Delivery Units and the Corresponding Run Teams



Our strategy Supports Strong Short and Long-Term Financial Goals

