Partner with SAP to Design Your Transformation Journey A Business Scenario powered by Premium Engagements from SAP

Leverage involvement from SAP in a partner- or customer-led project to establish value design governance, support value discovery, design excellence and realization phase governance

CUSTOMER CHALLENGES
- Unreliable or inconsistent design governance
- Frequent value case miscalculations and disappointments
- Overly complex; customized solution which is difficult and costly to maintain

PREMIUM ENGAGEMENT APPROACH
- Expert design governance throughout a partner- or customer-led project
- Continuous project design governance and value realization
- Ideal for leading complex or new workstreams

BUSINESS OUTCOMES
- Future proof end-to-end designs with best use of industry market standards
- Holistic business value case and robust target architecture
- System is built and configured as designed

F — 1 — 2 — 3

| Discover | Prepare | Explore | Realize | Deploy | Run |

SCENARIO FOUNDATION & MODULES

	OBJECTIVES	OUTCOMES
F **Foundation**	• Project governance involving all responsible parties • Readiness of transformation design governance • Clear design-to-value approach	• Program readiness for transformation validated and action plan provided • Validation of prerequisites, resources, and outcome requirements • Mitigation of planning risks at an early stage in the project
1 **Value Discovery**	• Identification and mapping of business differentiators to drive the value proposition • Mapping of business requirements to industry-standard capabilities • Guidance on how to set up design workshops that design for value	• Create or validate a business value case to capture a value- and industry-capability-driven transformation or innovation strategy • Holistic business value case quantifying the value of the transformation journey • Establishment of a strong design foundation by alignment to cloud golden rules for adoption of solutions
2 **Design Success**	• Design advisory board oversight on solution design, especially for critical or innovation workstreams • Maximizing the use of SAP software standards and the latest solution capabilities • Helping to ensure design KPIs and principles are tracked and followed throughout project design and execution	• An SAP provided 'point-of-view' document including product direction, latest solution capabilities, market-standard processes, and guidance for extensions • Design-on-a-page document for business and project leadership, outlining the proposed design and value with business impacts • Matrix of value impact to track value leakage during design
3 **Build Excellence**	• Helping to ensure the design-build is aligned to the design blueprint and tracking any deviations • Guiding the customer and partner on executing the capability extensions strategy • Guiding the customer and partner on best setup & use of the latest solution capabilities	• Reduction of negative value and design impact of proposed design changes • Measured response to proposed design changes, tracking of value and design changes • Design review reports, including summary of SAP recommendations and decision and deviations made for proposal

Foundation: essential elements
Modules: optional activities

SAP