

# NAVIGATING THE BTP ROADMAP

TAKING THE ROAD MOST  
TRAVELLED



**DALRAE  
SOLUTIONS**

**SAP® Recognized Expertise**  
SAP HANA®

**SAP® Recognized Expertise**  
User Experience



member of the **SAP**  
 **AppHaus**Network

# YOUR SPEAKERS



**Chris Rae**

Founder and Chief Architect  
DalRae Solutions



**Jason Bell**

Customer Success Manager  
SAP Business Technology Platform APJ

# Business and Technology Challenges



## Rapid Disruption

The pace of change is forcing businesses to rethink how they approach software development and delivery



## Technology

Advances in technology are creating new innovation opportunities and reshaping how we interact with our customers, systems, and data



## Economy

Economic changes are driving opportunities in emerging markets and forcing efficiencies in others



## Environment

Environmental change is now front of mind as companies want to better manage their environmental impacts



## Pandemic

The pandemic was a major disruptor affecting how we do business, how we work, how we connect with friends and loved ones, and is driving rapid transformation in both technologies and processes



## Consumer Expectations

Usability expectations have been set in the public domain with popular apps raising the bar for business application usability and adoption



# What is the Future Ready Enterprise

A resilient business needs a technology foundation that enables them to:



## Embrace Change

The old-school approach to protecting the core was to resist change, however, business disruptors and the pace of change in technology demands that business embrace change or get left behind



## Operate at Pace

A modern business needs to deliver innovations and improvements at a pace that matches advances in technologies, changes in market conditions, and increasing consumer expectations

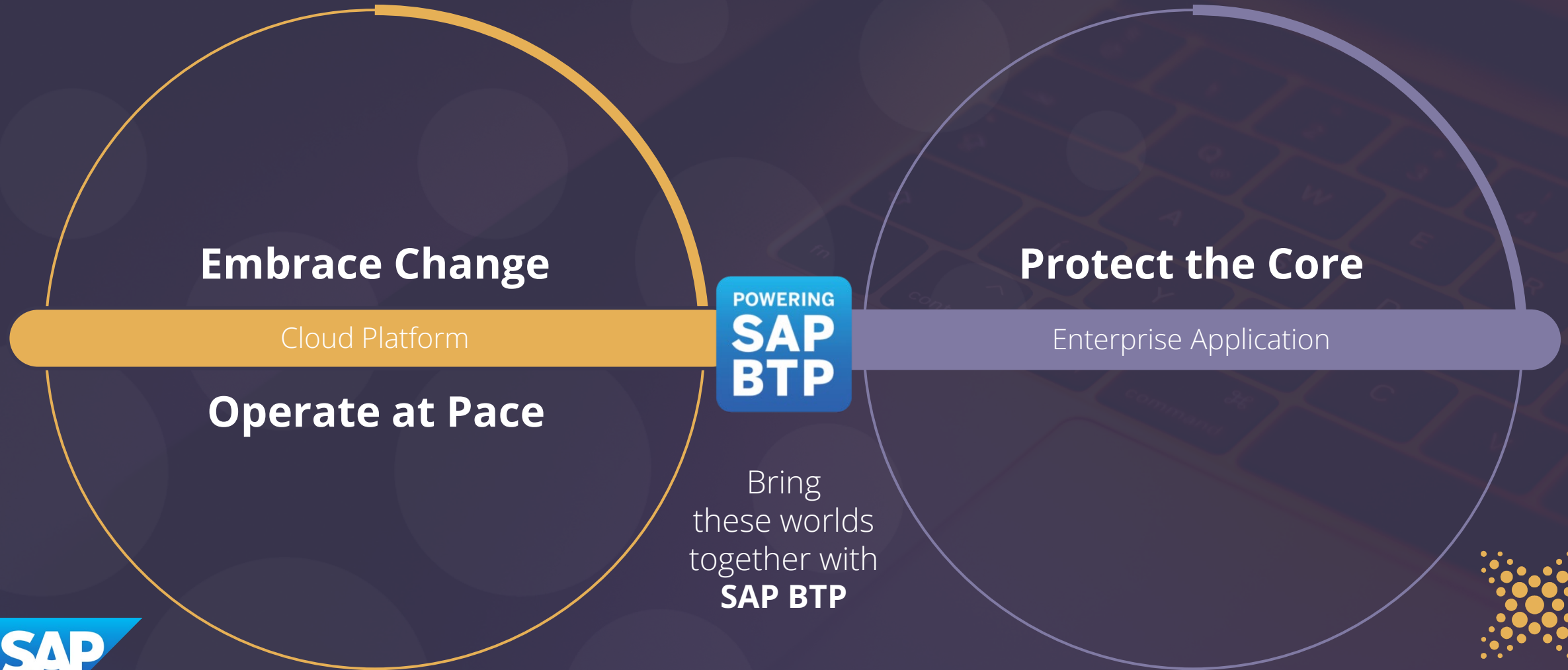


## Protect the Core

Customers need an architecture that allows them to embrace change and operate at pace while protecting the stability of their core systems

This is achieved by adopting a modern architectural style with microservices and a decoupled architecture

# Business Technology Platform is the intersection



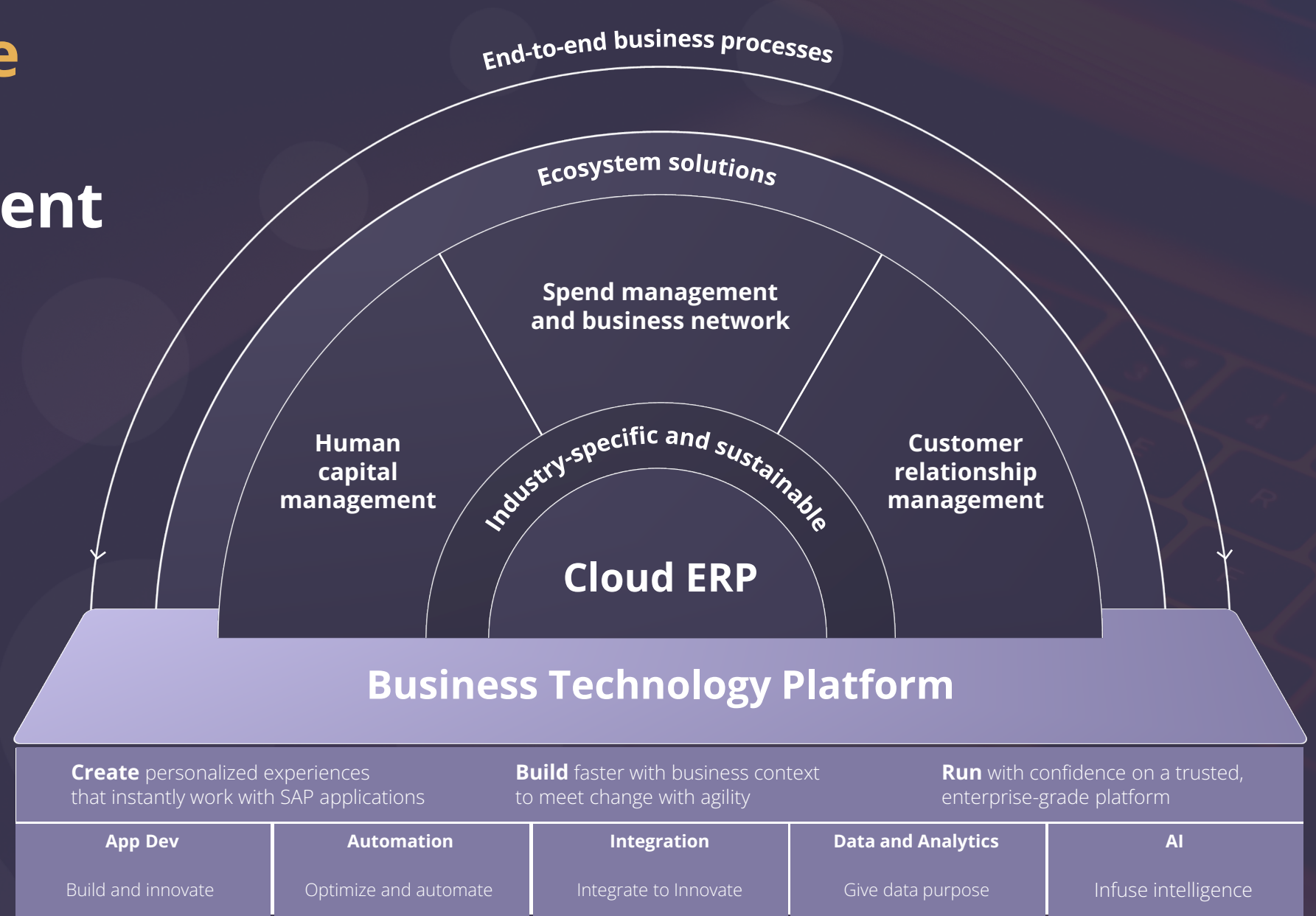
# What is BTP?



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# SAP BTP is the foundation of the Intelligent Sustainable Enterprise



# SAP BTP Cloud Capabilities

Secure & compliant  
Open & flexible  
Unified & simple

Broad ecosystem  
Enterprise-grade & scalable  
Business-centric

## Business Technology Platform

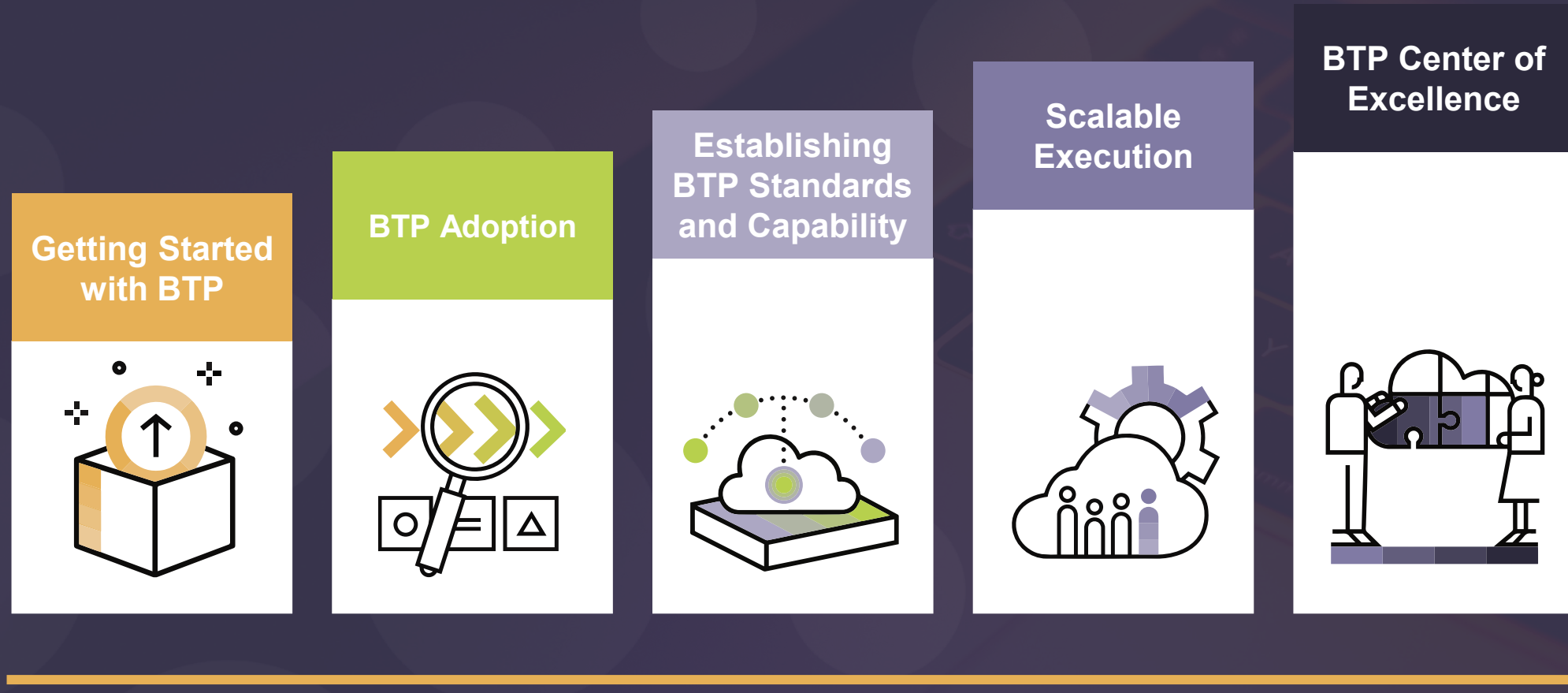
App Dev	Automation	Integration	Data and Analytics	AI
→ Visual Low-Code / No-Code experience	→ Workflow Management	→ Process integration	→ Analytics & planning	→ Pre-built business AI models
→ Pro-code tooling	→ Robotic Process Automation	→ API-led integration	→ Data management	→ MLOps
→ Digital experience	→ Process monitoring & analytics	→ Event-driven integration	→ Operational database	→ Responsible AI
→ DevOps	→ Automated document processing	→ B2B integration	→ Data warehouse & data lake	
		→ Data integration		



# BTP Maturity Journey



# FRE Maturity Model



FRE Maturity Level

# Target Domains



Digital Experience (UX)



Application Development



Integration



Analytics



Data & Data Management



Security



# Target Domains



Digital Experience (UX)



Analytics



Application Development



Data & Data Management



Integration



Security



# Maturity Dimensions

Strategy

Architecture Practice

BTP Knowledge

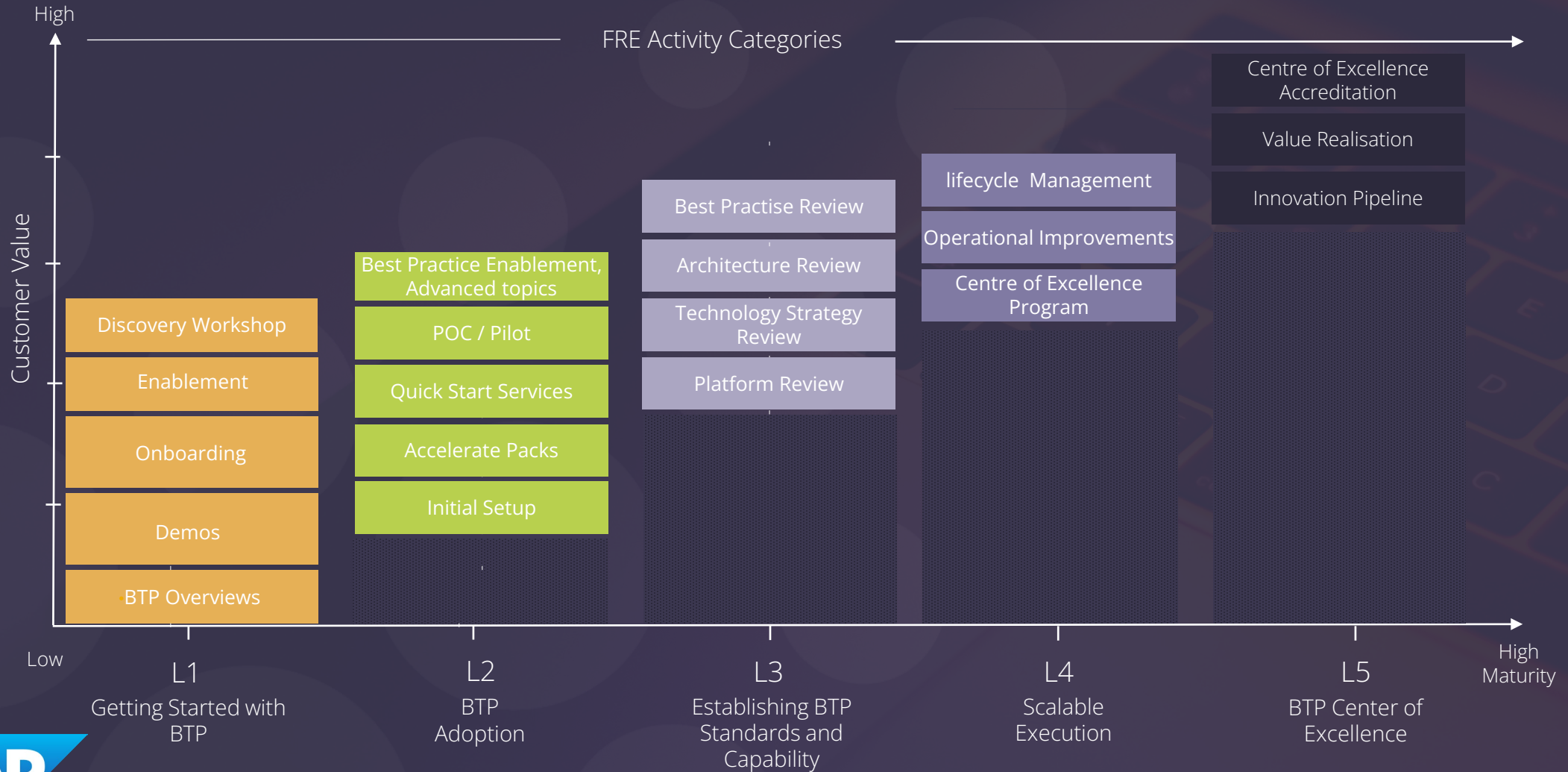
BTP Delivery Capability

Portfolio Success

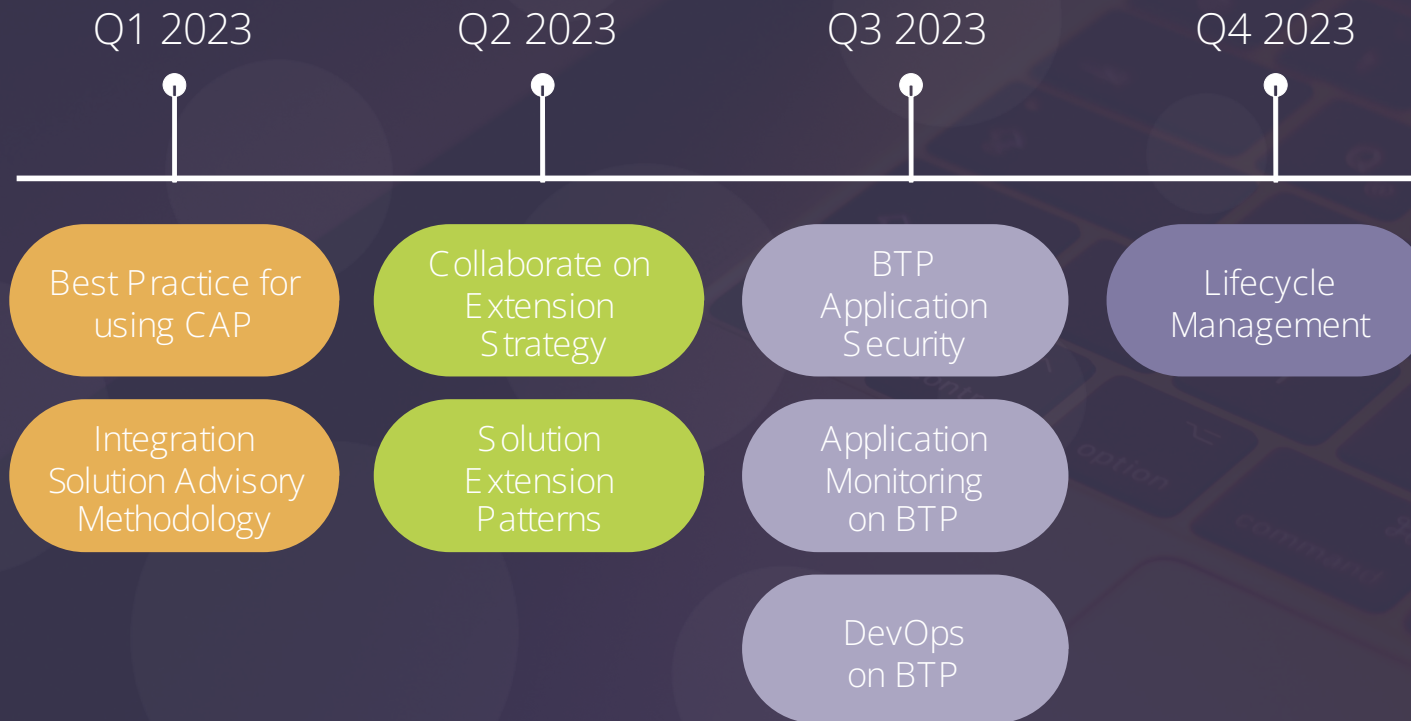
IT Operations



# FRE Activities



# BTP Customer Roadmap





# Customer Success



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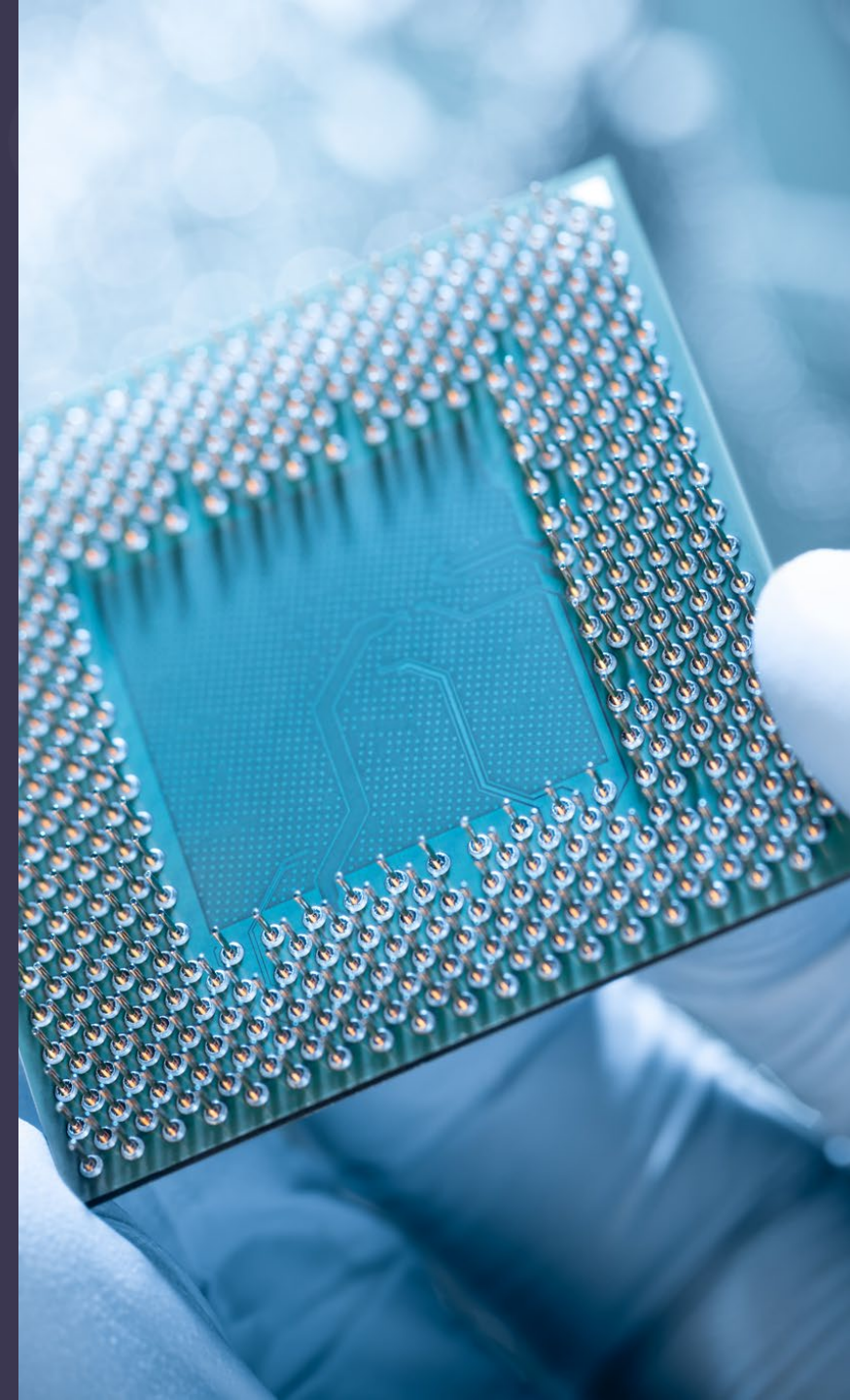
## Hitachi High-Tech adopts side-by-side development with SAP BTP to keep SAP S/4HANA® Cloud core clean

Hitachi High-Tech Corporation's world-class products and solutions include electron microscopes, medical devices, and semiconductor manufacturing equipment. When adopting a two-tier public & private cloud ERP model for global operations, Hitachi High-Tech adopted a side-by-side approach to develop add-ons with SAP Business Technology Platform (SAP BTP) outside of the ERP core. This strategy **keeps the ERP core clean and ensures the company can always use the latest technology innovations.**

*"To keep the ERP core clean, we facilitate **side-by-side development** with SAP BTP in customizing and integration zones for our goal of simplified business processes."*

Takuya Sakai  
General Manager, Digital Transformation Business Group, Hitachi High-Tech Corporation

THE BEST RUN



# Quickly responding to changing business conditions with **SAP S/4HANA Cloud** and boldly tackling new development methods with

## Before: Challenges and Opportunities

- Simplify end-to-end business processes from overseas group companies to manufacturing plants
- Digitalize management information, Realize data-driven management

## Why SAP

- Keep SAP S/4HANA core clean through side-by-side development on SAP Business Technology Platform (SAP BTP)
- Reduce and optimize IT operation and management by adopting cloud services
- Many services covered - from app development to analytics

## After: Value-Driven Results

- Number of SAP ERP add-ons reduced from over 9,000 to 520
- Yearly ERP version upgrade cycle, lower project times and costs
- Keep the ERP up-to-date and take advantage of SAP's latest technology

# HITACHI

## Inspire the Next

**"The cloud's greatest advantage is speed. When changing business conditions cause product orders to surge, we can quickly scale up CPUs and memory. It also provides superior security."**

**Takuya Sakai**

General Manager, Digital Transformation Business Group  
Hitachi High-Tech Corporation

## 94% fewer

SAP ERP add-ons  
decreased from over  
9,000 to 520

## 1 month

Time spent on upgrading  
ERP versions cut from  
one and a half years to  
approx. one month

### Company name

Hitachi High-Tech  
Corporation (Tokyo,  
Japan)

<https://www.hitachi-hightech.com/>

### Industry

High-Tech  
industry

### Products and Services

Solutions involving nano-  
technology, analytical &  
medical, core technology,  
and value chains

### Employees

12,717 consolidated;  
4,916 non-consolidated  
(as of March 2022)

### Revenue

577 billion yen  
(year ended  
March 2022)

### Featured Solutions and Services

SAP S/4HANA® Cloud  
SAP Business Technology Platform  
(SAP BTP)

THE BEST RUN





## Developing add-ons with SAP BTP and maintaining a clean ERP core

When introducing its two-tier cloud ERP, Hitachi High-Tech adopted SAP Business Technology Platform (SAP BTP) for a development and operating platform with expansive functionality.

SAP BTP is a cloud platform offering application development, data management, automation, integration, analytics, and AI. The company used SAP BTP as a hub for its new architecture—loosely coupling global SAP S/4HANA Cloud, analytics solutions, CRM, subsystems, and EDI—for faster responses to business changes.

For the project, the company developed 98 add-ons on SAP BTP, including functions for input screens (mass registration, workflows, reports, etc.), batch processing, and interfaces (EDI, subsystem linkage (consolidation system, bank connectivity, etc.)

According to Yuri Yasuda, Manager, Corporate DX Dept. Digital Transformation Business Group,

**“Our policy is to fit our business processes to standard as much as possible then the number of add-ons has been reduced. Only necessary add-ons have been developed on SAP BTP, and consequently it made our ERP add-ons reduced from more than 9,000 to 22. Even including the API and Custom CDS we developed on SAP S/4HANA Cloud for linking to external systems, the total is less than 600.”**

THE BEST RUN



# Lessons Learned so far...



# Customer Feedback

“Thanks for running this, this has been a great opportunity for us to focus on how BTP fits into our strategy”

**Principal Architect**

“We realized from the maturity assessment that we need owners in the different domains of BTP who also translate into drivers for the outcome we want to achieve.”

**Technology Lead**

“This is definitely helpful for us to plan ahead our activities and have a strong plan to present to our business stakeholders”

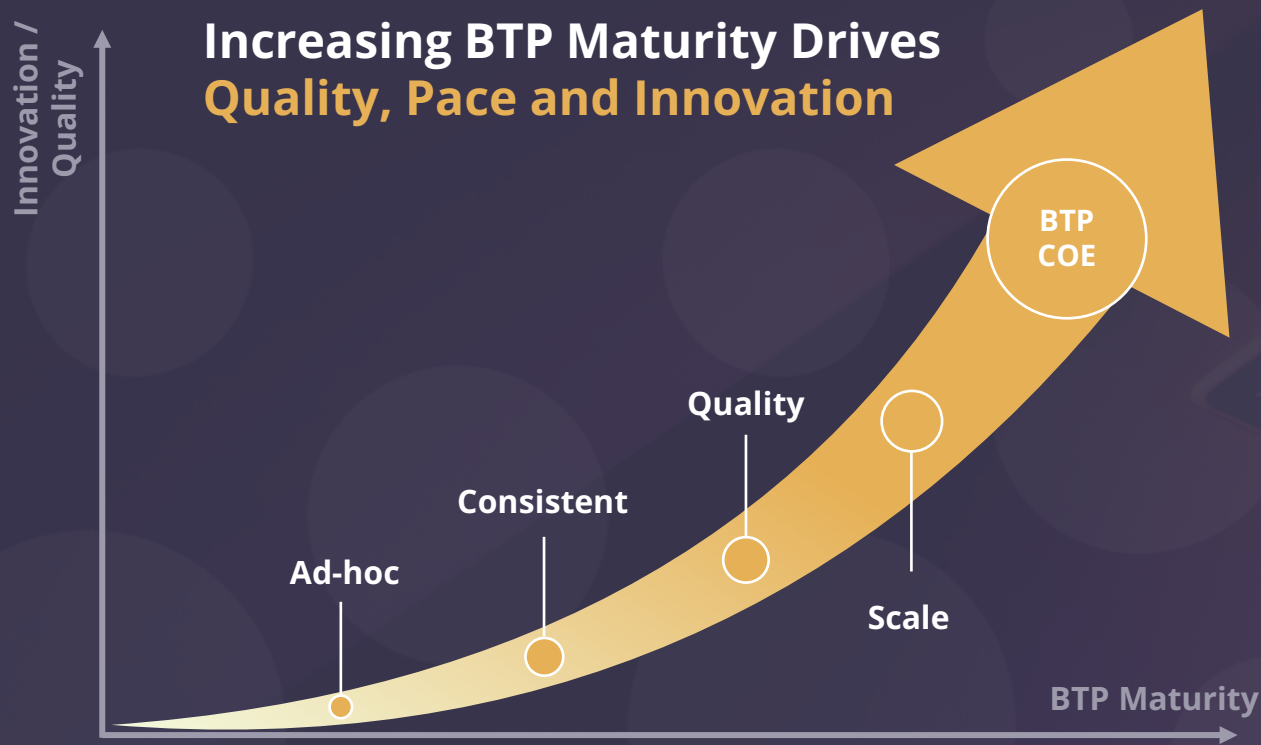
**Delivery Manager**

“I really like all the activities you proposed, can we have all of them done at the earliest so we can start creating new dashboard from Q3?”

**Deputy Head of HR**



# Benefits of the FRE approach



A mature BTP practice leads to higher quality, expansive and effective use across the business, and a greater **Return on Investment**



## Return on Investment

Increased platform maturity helps ensure consistent design and implementation standards, operational efficiency, application security, and stability, leading to a reduced TCO and increased ROI.



## Architectural Alignment

The FRE approach helps align the key BTP technology domains with your IT Strategy and Architecture Artefacts, thereby ensuring alignment to organizational strategic initiatives.



## Adoption Roadmap

The FRE Maturity Assessment can identify areas of opportunity, allowing the SAP team to work with you to build a mutual structured roadmap to reach your target maturity and help realize your vision.



## Strategic Approach

FRE provides a structured and strategic approach to building maturity on the SAP BTP Platform for your internal technology and operational teams, and your partners.

# Sample L1 Getting Started



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# SAP BTP Onboarding Center | Why and How

## Why?

The SAP BTP Onboarding Center understands that getting started on the right path is fundamental to a successful implementation. Our focus as your SAP BTP Onboarding Advisor is to help you by:

- Obtaining access to your services
- Empowering you with proper governance and structure
- Highlighting best practices and things to consider
- Providing helpful assets and resources for self-service guidance

## How?

By offering live and on-demand **webinars** to give you the initial overview and demo of your solution and by offering **1:1 engagements** by appointment request, where we can focus on your specific use case.


Getting in touch with us is easy! Scan our QR code or contact us while also exploring the various self-help resources we've created and loaded to the [BTP Onboarding Resource Center](#).



[SAP Support Portal Home](#) / [Products](#) / [Customer Onboarding Resource Centers](#)  
**SAP Business Technology Platform**  
[Foundational Information](#) [Request a 1:1 Follow Up Session](#) [Additional Resources](#)

### SAP Business Technology Platform Onboarding Resource Center


#### Foundational Information



##### Register for Live Onboarding Webinars


Designed to help you and your colleagues establish a foundation for success. These 60-minute sessions cover how you and your team can get started with your SAP Business Technology Platform (SAP BTP) solutions. Every session includes experts to field questions live.

Please register for the language and date that best suit your schedule.



##### View Recorded BTP Onboarding Webinars


We know it's not always possible to make live sessions. Accordingly, we've included recorded sessions available on demand. This includes onboarding and deep-dive sessions on topics of broad interest.





##### BTP Onboarding Blog Series & Quick Hit Videos

Get started on the right foot by exploring many foundational concepts critical to succeeding with BTP solutions in our onboarding blog series and curated videos on common onboarding topics.

#### Offering Types

[SAP BTP Cockpit - Application Development & Integration](#)

[SAP Analytics Cloud \(SAC\) - Business Intelligence & Planning](#)

[SAP Data Warehouse Cloud \(DWC\)](#)

#### Solution Scope



##### Request a 1:1 Follow Up Session

We know that the live and recorded sessions will give you a solid foundation to get started. We also acknowledge that there will invariably be some things that make your situation unique.

Accordingly, you can reach out to our team via the engagement request forms for a 1:1 follow up session. We ask that you go through one of the overview sessions in advance so you and your team have the foundational knowledge to make the time we spend together as impactful as possible.

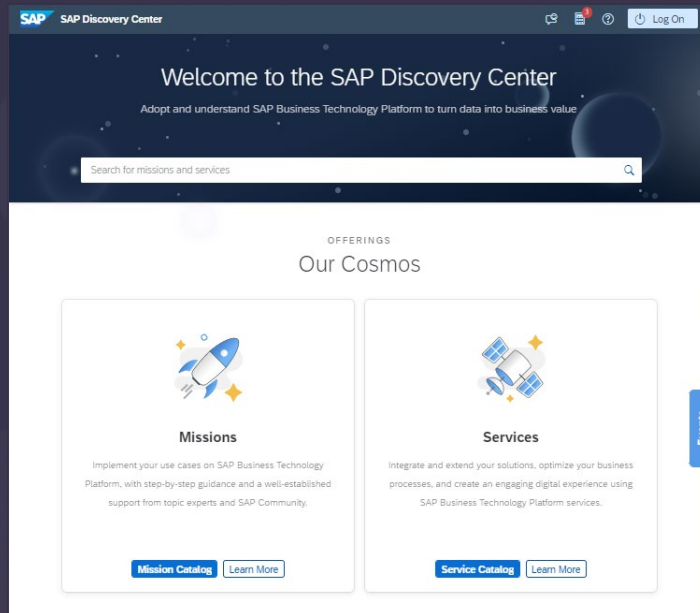
✓ [1:1 BTP Onboarding Request Form for BTP Cockpit, SAC & DWC](#)

#### Additional Help



# SAP Discovery Center | one-stop shop for all SAP BTP resources

## Explore BTP Use Cases & Services



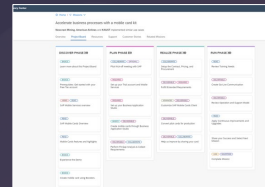
[SAP Discovery Center](#)

### Find all SAP BTP related information

- [Use cases](#)
- [Free Tier Services](#)

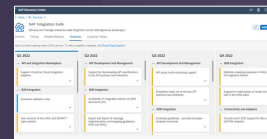
## Realize the Use Cases as a Mission

- Step-by-step guidance and tutorials
- Structured project board with phases and tasks
- Collaboration with SAP Experts and Partners



## Gain More Insights Into the Service(s)

- [Roadmaps](#)
- [Service plans](#)

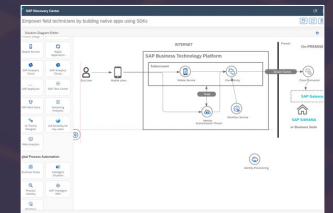


## Be Inspired by Customer Stories

Take a look at [other customers' success](#)

## Adapt the Architecture

Adjust your architecture



Discover the  
**B and T of SAP  
BTP** with a 360°  
view

## Analyze & Estimate Costs

Check [pricing](#) with the integrated [estimator](#)

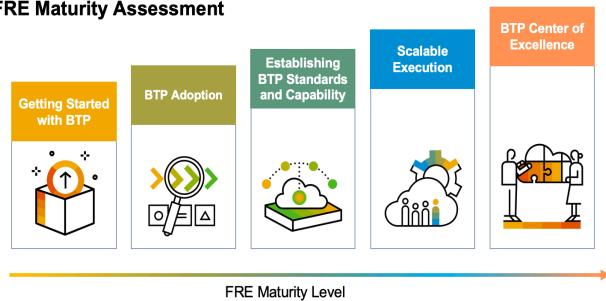
Discovery Center Demo Video



# Recap | How to Build your BTP Future Ready Journey

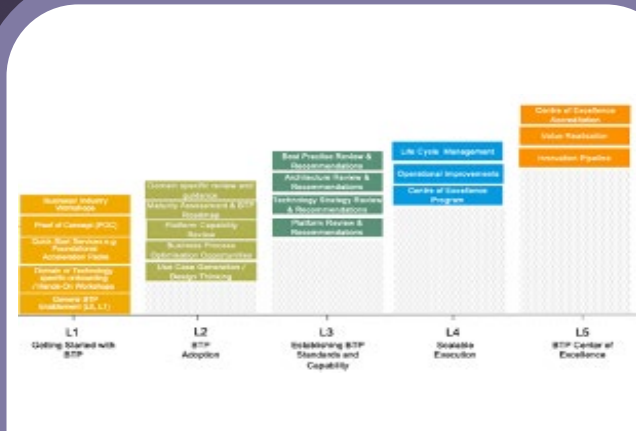
## Maturity Assessment

### FRE Maturity Assessment



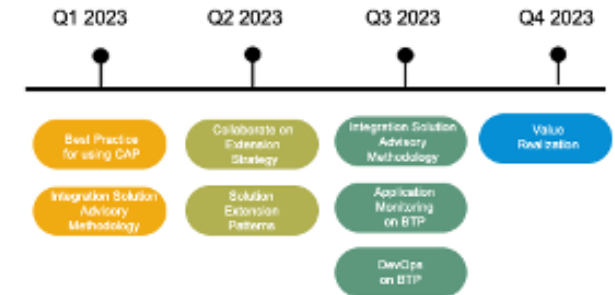
The Maturity Assessment is used to understand your current and target BTP maturity level.

## FRE Activities



With a known target state, we can identify key FRE Activities to help progress towards your goal.

## BTP Customer Roadmap



(example for illustration purposes)

Once we have a clear picture of the sequence of activities we need to drive, then we can work with you to roadmap this across a timeframe to create a mutual plan to achieve your target BTP Maturity.

# CONNECT WITH US



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