



Lessons learned after 50+ SAP BTP Projects

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SAP BTP Architect &
Managing Director Enterprise Solutions @ Amista**

SAPinsider
2023

Pieter-Jan Deraedt

- Managing Director Enterprise Solutions @ Amista
- First “BTP” Project in 2013
- Projects from a few days to 100’s of man days for complex development projects
- Experience with BTP as Extension, Integration, Automation, Analytics and AI platform for SAP customers
- Experience with BTP in multiple industries, Consumer Goods, Retail, Pharma, Public Sector, Transportation, Professional Services, High Tech, ...



Agenda

- Introduction of SAP BTP
- SAP BTP Lessons Learned
- Key takeaways
- Q&A

Who has never heard of **SAP Business Technology Platform**?

Who has **SAP Business Technology Platform** licenses in the company?

Who is actively using **SAP Business Technology Platform**?



In This Session

- **Introduction of SAP BTP**
- SAP BTP Lessons Learned
- Key takeaways
- Q&A

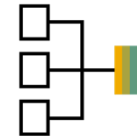
SAP BTP is THE PLATFORM for SAP landscapes



**Accelerate move
to cloud**



**Keep the
core clean**

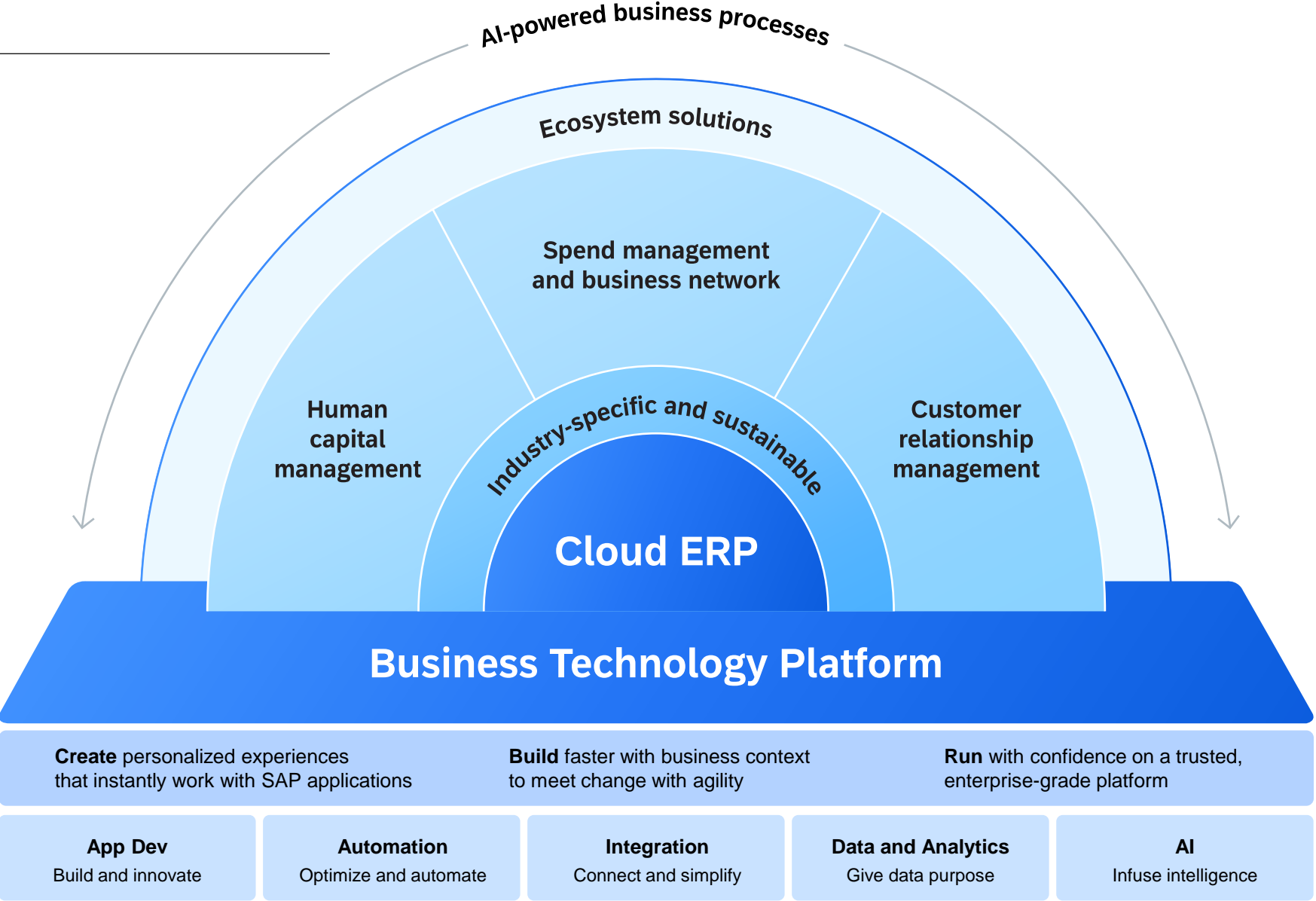


**Optimize & automate
business processes**



**Drive decisions
based on data**

SAP BTP is THE PLATFORM for SAP landscapes



SAP BTP is THE PLATFORM for SAP landscapes

Secure & compliant
Open & flexible
Unified & simple

Broad ecosystem
Enterprise-grade & scalable
Business-centric

Business Technology Platform

App Dev	Automation	Integration	Data and Analytics	AI
<div>→ Visual Low-Code / No-Code experience</div>	<div>→ Workflow Management</div>	<div>→ Process integration</div>	<div>→ Analytics & planning</div>	<div>→ Pre-trained AI models</div>
<div>→ Pro-code tooling</div>	<div>→ Robotic Process Automation</div>	<div>→ API-led integration</div>	<div>→ Data management</div>	<div>→ Responsible AI</div>
<div>→ Digital experience</div>	<div>→ Process monitoring & analytics</div>	<div>→ Event-driven integration</div>	<div>→ Operational database</div>	<div>→ AI model lifecycle management</div>
<div>→ DevOps</div>	<div>→ Automated document processing</div>	<div>→ B2B integration</div>	<div>→ Data warehouse & data lake</div>	<div>→ AI-infused SAP Applications (incl. Generative AI)</div>
		<div>→ Data integration</div>		

SAP BTP is THE PLATFORM for SAP landscapes

**50+ SAP Cloud
Applications**

(Cloud ERP, Finance, DSC, Spend, CX, HR,...)

**750+ Partner Cloud
Applications**

(280+ Industry Cloud Partner applications)

Business Technology Platform

ALL major SAP TechEd 2023 announcements were related to SAP BTP

- ✓ SAP Build Code
 - Pro code AI offering
- ✓ SAP Integration Suite Edge Integration Cell
 - On-prem to on-prem communication possible
- ✓ SAP DataSphere New Features
 - Semantic onboarding of S/4 content
- ✓ SAP HANA Cloud Vector Capabilities
 - Manage unstructured content
 - Simplified integration with language models for AI
- ✓ SAP Business AI
 - Instant access to broad range of AI models for developers through SAP BTP

10.000+ SAP employees working on
SAP Business Technology Platform



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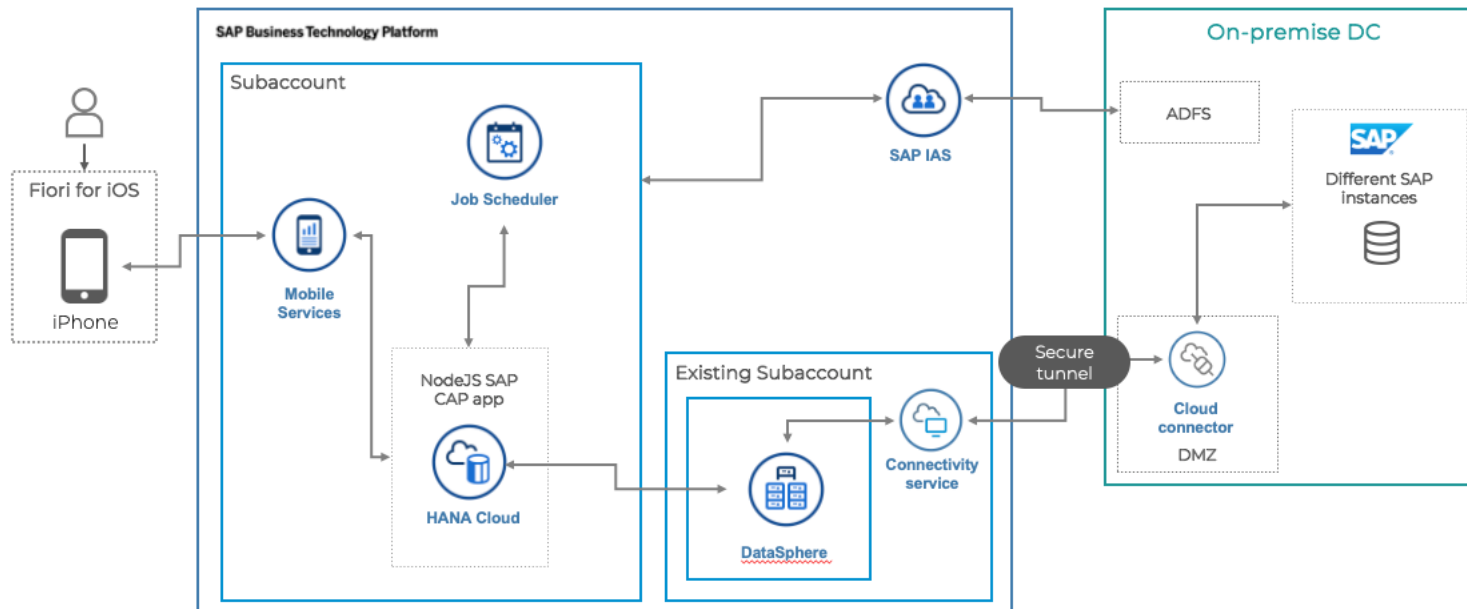
SAP BTP Licensing

- SAP BTP Licensing is complex, but understanding it is important to calculate your run costs
- Depending on the service you need, the metric can be different
 - Business Application Studio: based on users
 - Cloud Foundry runtime: based on GB memory
- Some services, have multiple metrics that you need to combine
 - SAP Workzone, standard edition
 - Active Users
 - Connections (in block of 100)
- Pricing can also be different based on the datacenter where you run your applications

SAP BTP Licensing - Estimator

<https://discovery-center.cloud.sap/estimator/>

Example case:



SAP BTP Licensing - Estimator

- SAP Mobile Services
- Job Scheduler
- Cloud Foundry
- SAP HANA Cloud
- SAP Identity Authentication Service
- SAP Datasphere

<https://discovery-center.cloud.sap/estimator/>



SAP BTP Licensing

- SAP BTP contracts come in different forms
 - Pay-As-You-Go
 - CPEA - Cloud Platform Enterprise Agreement
 - Application package subscription
 - Free trial available for some services

SAP BTP Licensing

- SAP BTP contracts come in different forms
 - Pay-As-You-Go

Pay-As-You-Go for SAP BTP

CPEA

Subscription-based pricing

Try for free

Pay-As-You-Go for SAP BTP pricing

This business model lets you sign up to start using cloud services in your production environment with no upfront cost, no minimum usage requirements, and no financial commitments. Pay-As-You-Go for SAP BTP helps you start small and grow without constraints.

What does this mean?

- Build applications in your production environment and pay only for what you use
- Start small, build productive apps, and convert to Cloud Platform Enterprise Agreement once you have achieved predictable usage
- Respond quickly to changing business needs with confidence by delivering productive applications and scaling them fast
- Avoid over-provisioning with no minimum usage requirements

SAP BTP Licensing

- SAP BTP contracts come in different forms
 - CPEA - Cloud Platform Enterprise Agreement

Pay-As-You-Go for SAP BTP

CPEA

Subscription-based pricing

Try for free

Cloud Platform Enterprise Agreement (CPEA)

This business model allows for the consumption of cloud credits based on actual usage – providing you with the highest flexibility.

What does this mean?

- Get access to all services available under CPEA and configure them in your global account with just one contract – including new features or innovations available after the contract signing date
- Choose how to spend cloud credits and monitor real-time service usage to better understand project costs
- Consume services based on project requirements, without having to change your contract, and only get charged for what's used

SAP BTP Licensing

- SAP BTP contracts come in different forms
 - Application package subscription

Pay-As-You-Go for SAP BTP

CPEA

Subscription-based pricing

Try for free

Subscription-based pricing

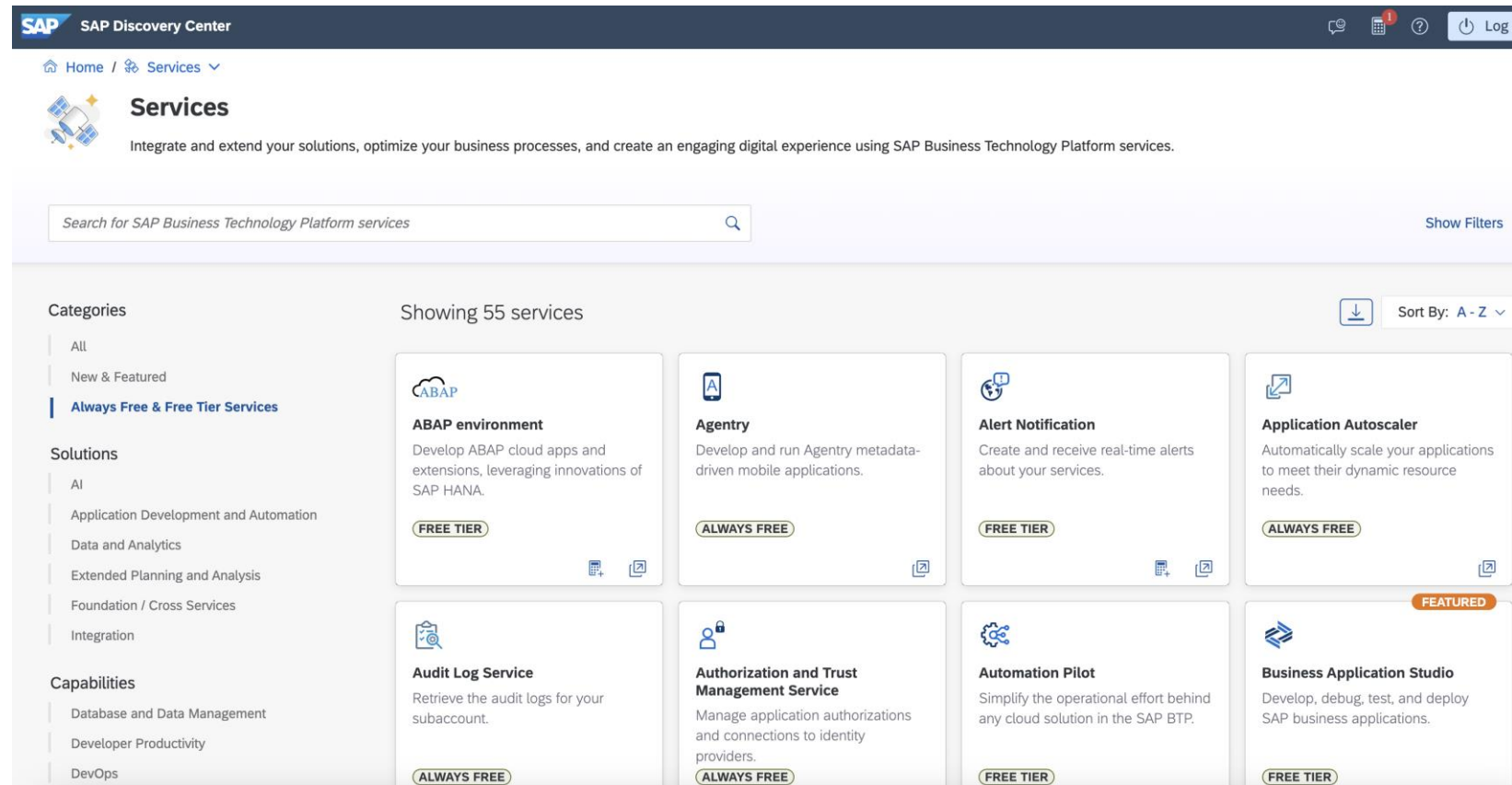
This business model lets you choose a fixed set of services for a fixed rate, regardless of actual consumption. The contract includes the exact services you can use in your project and will be provisioned in your global account for preset entitlements.

What does this mean?

- ✓ Use the entitled cloud services up to the limit of your purchased subscription and increase your license volume to use more
- ✓ Add new services or modify your contract by contacting your SAP sales representative or visiting SAP Store
- ✓ Optimize your cost by knowing exactly what you need, get higher discounts, and benefit from budget security throughout the contract period

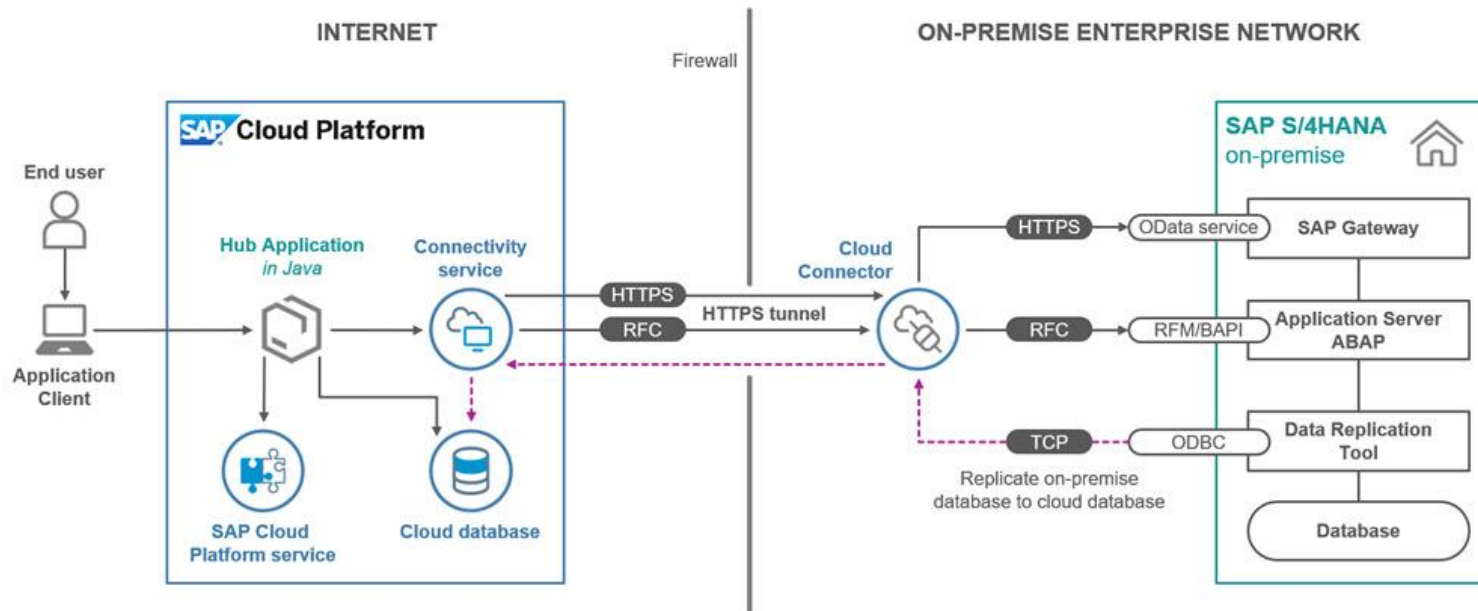
SAP BTP Licensing

- SAP BTP contracts come in different forms
 - Free trial



Solution Diagrams

- SAP BTP Projects can be technically complex as they usually combine multiple services
- Architecture diagrams are crucial to quickly understand how BTP projects work and how services interact



Solution Diagrams

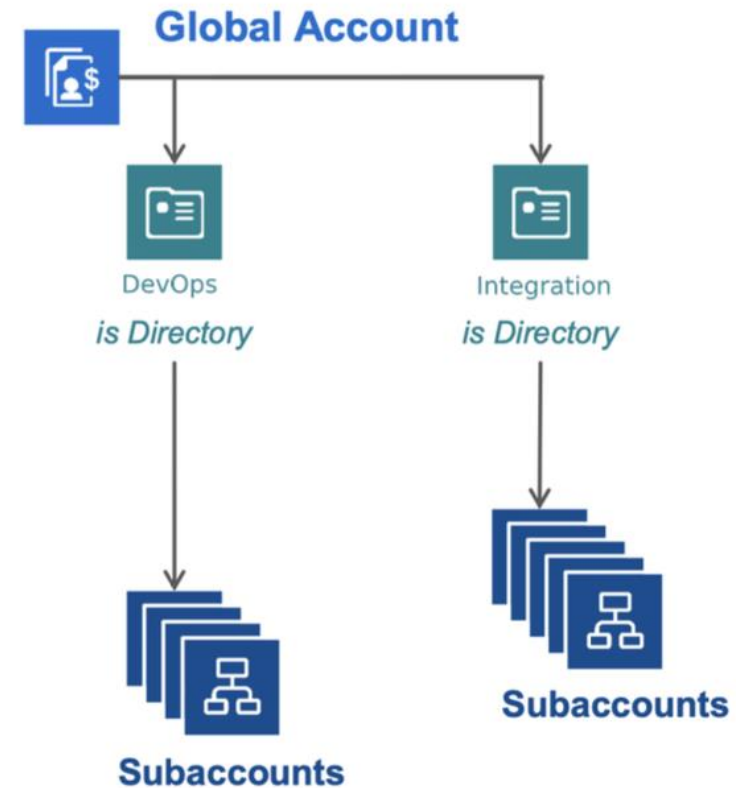
<https://blogs.sap.com/2018/01/05/be-visual-use-official-icons-and-samples-for-sap-cloud-platform-solution-diagrams/>



Account Governance

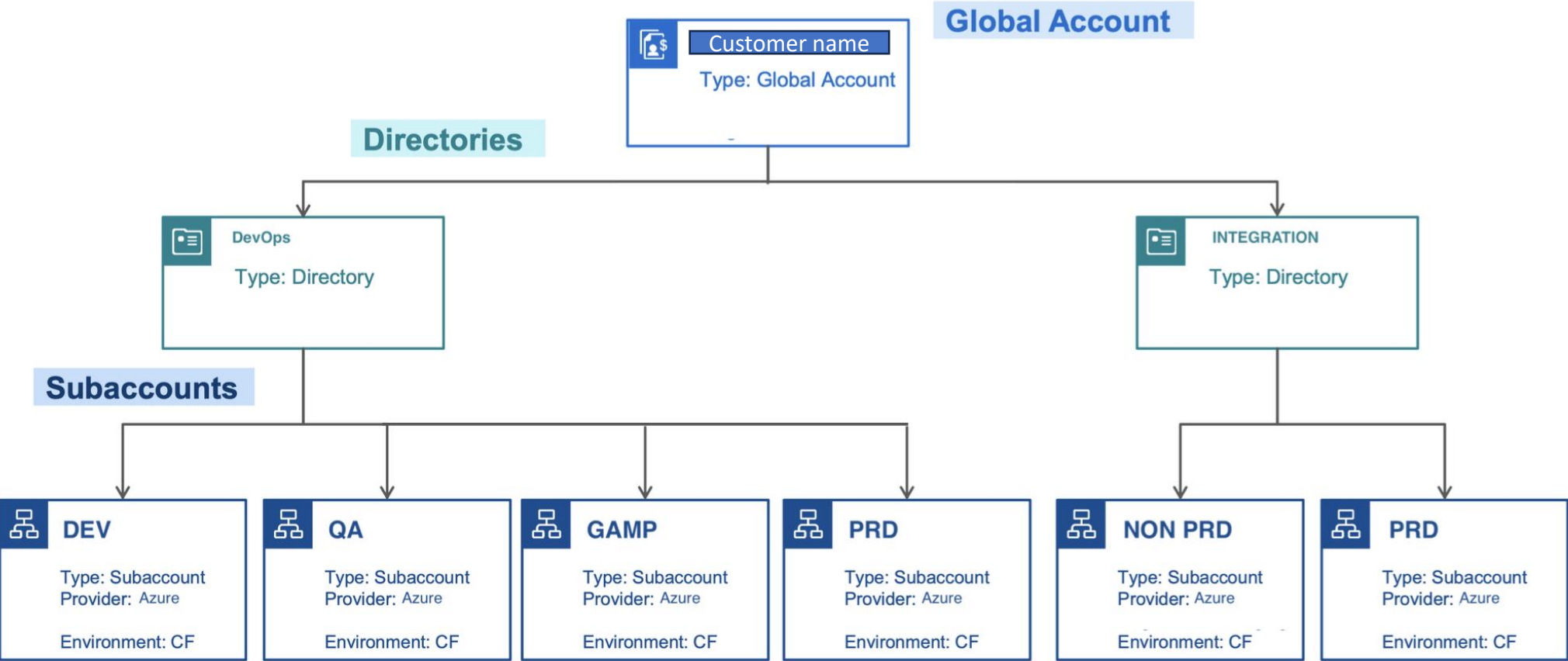
- When you sign a BTP contract, your company receives a BTP Global Account
 - Pay attention when buying additional licenses that these are added to the same global account!
- Subaccounts allow you to activate services in different “environments”
- Directories allow you to organize your global account in a logical way

SAP® Business Technology Platform

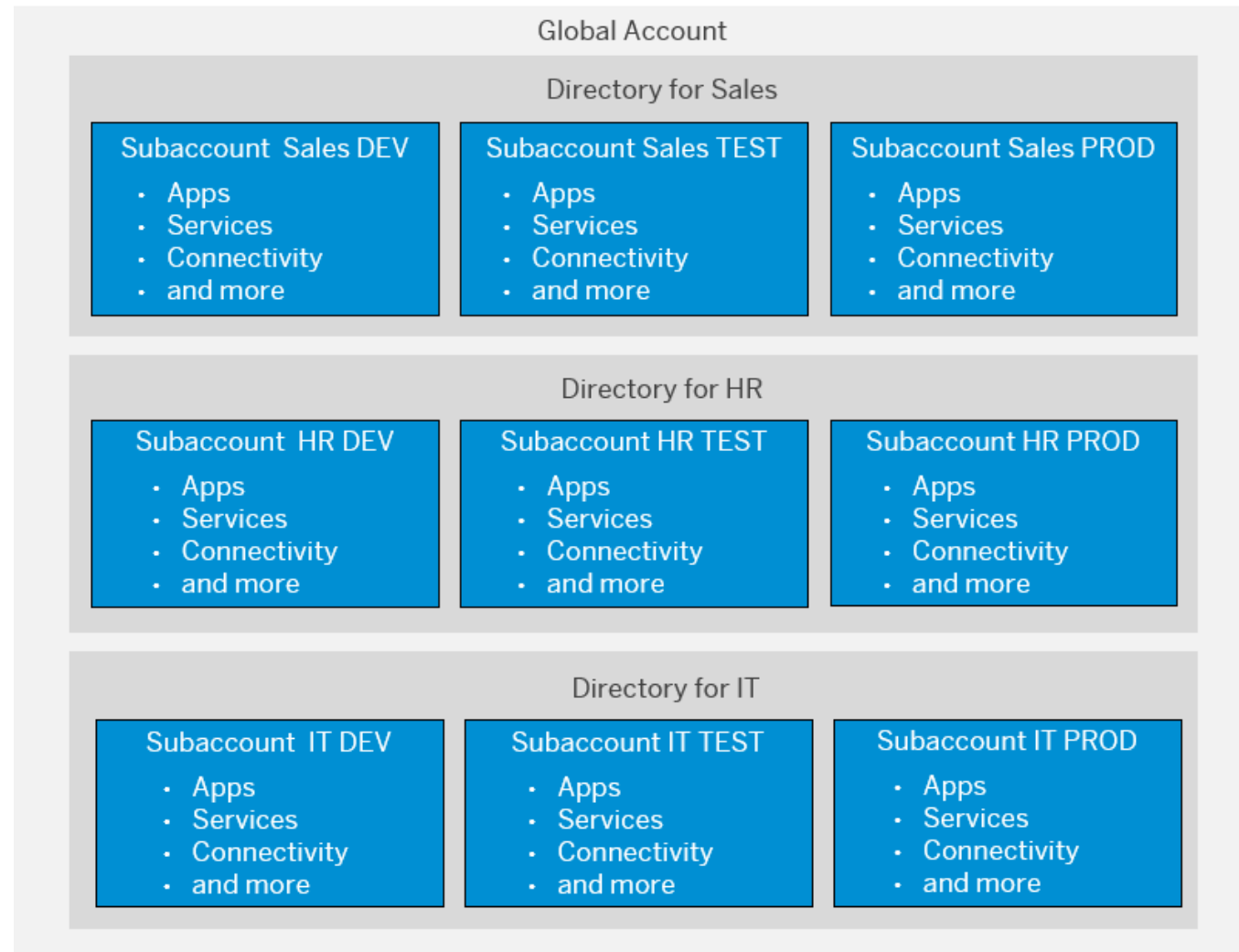


Account Governance

SAP® Business Technology Platform



Account Governance

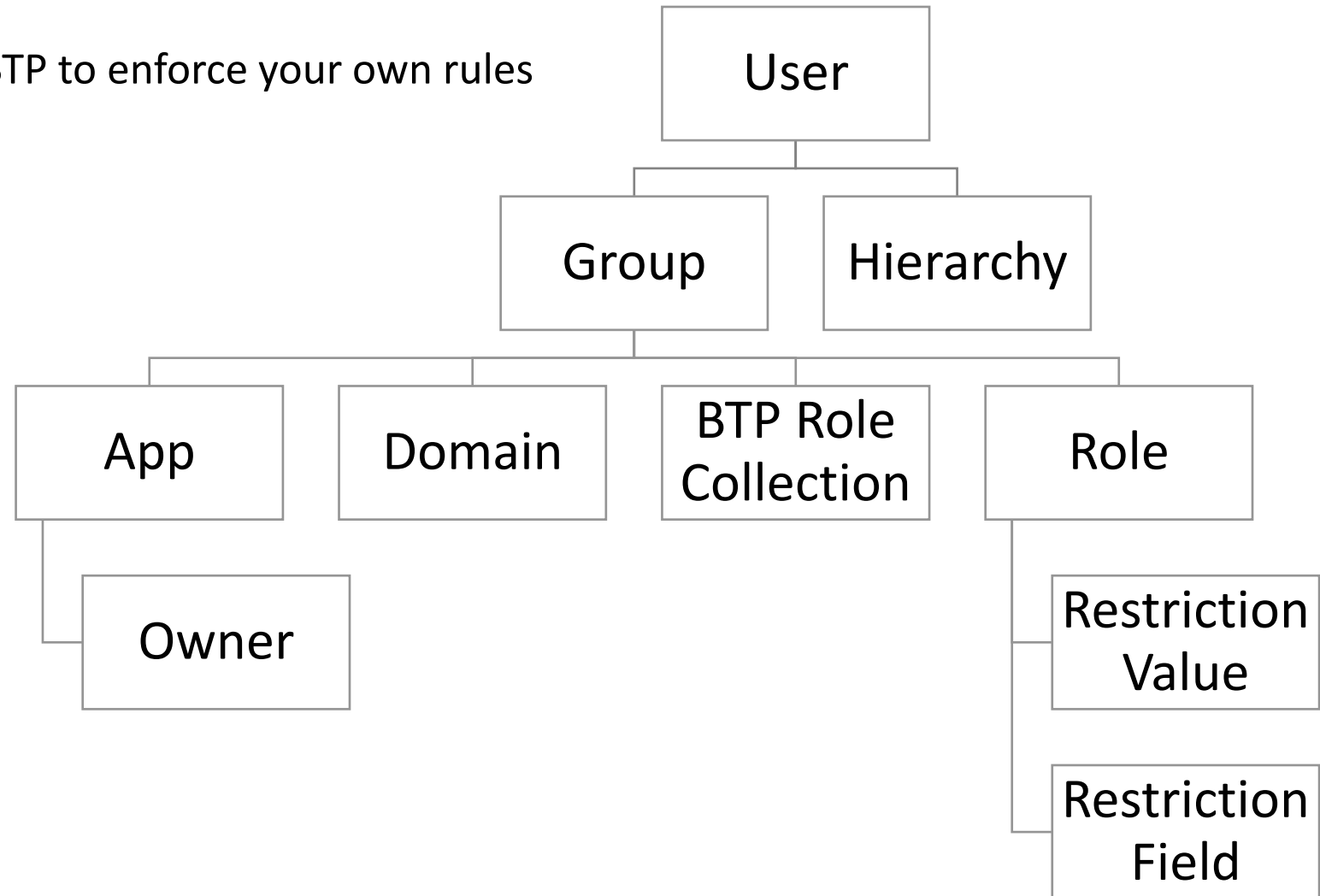


Authentication Management

- SAP BTP works with role collections that combine roles
- Custom application can also define custom role collections
- It's crucial to determine some naming conventions and best practices in this area that work for your company, otherwise your landscape becomes difficult to maintain

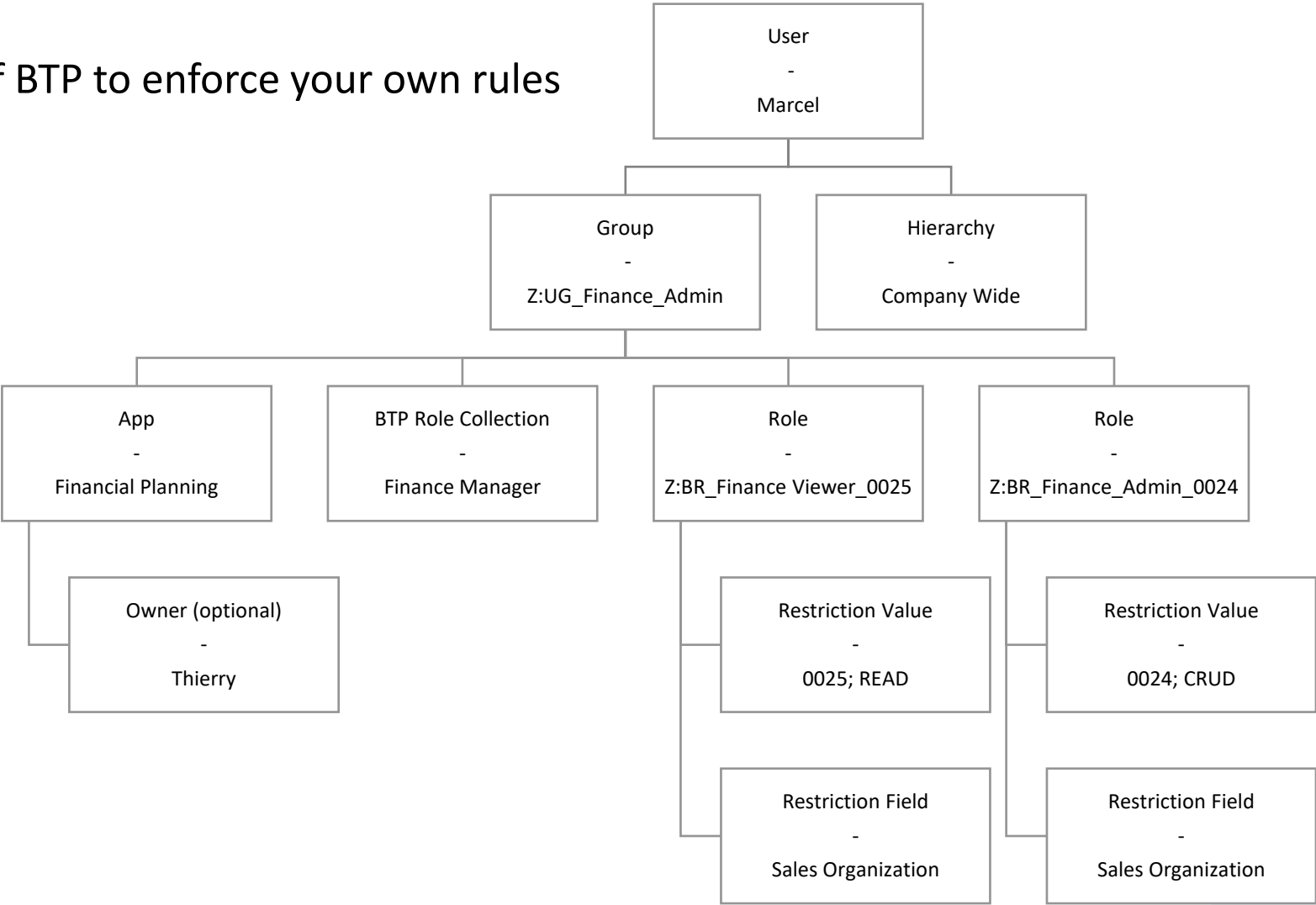
Authentication Management

- Consider building an app on top of BTP to enforce your own rules



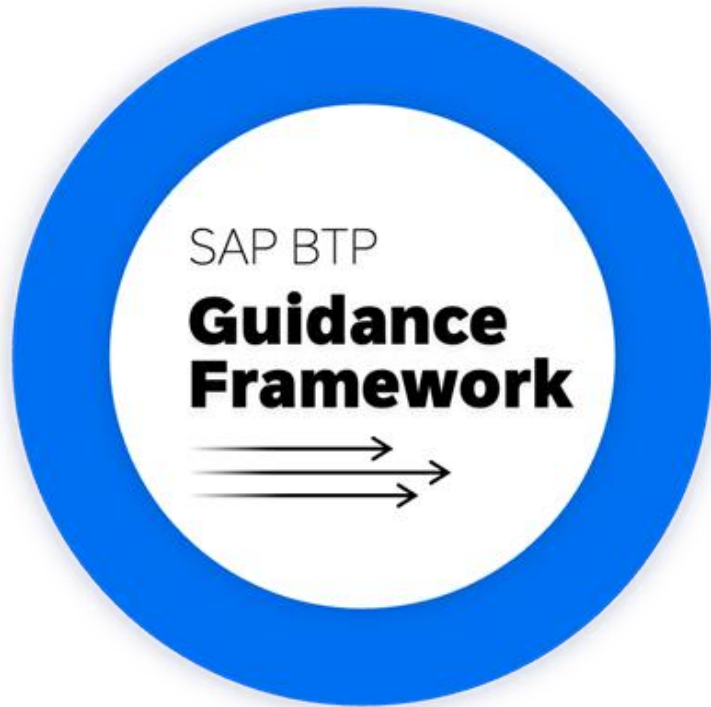
Authentication Management

- Consider building an app on top of BTP to enforce your own rules



Use the documentation that is available

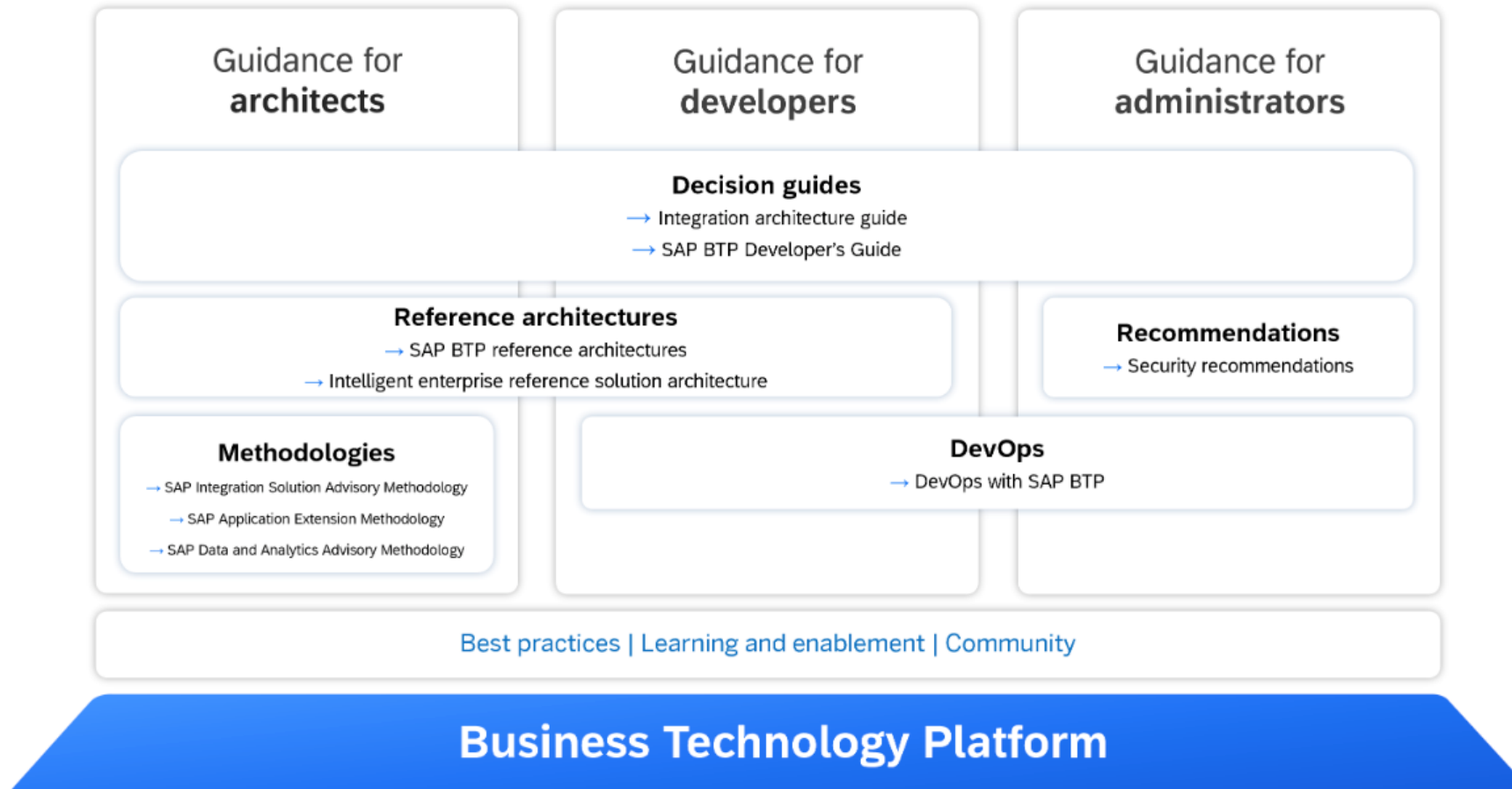
- SAP has been investing heavily in extra guidance documentation for customers



- Decision guides:
 - Help you identify the technology option that best fits your needs
- Reference architectures
 - Explore how to architect solutions on BTP
- Methodologies
 - Guided approach towards increasing your BTP maturity level
- Recommendations
 - Available for different technology domains to help you evaluate and choose the right implementation options
- DevOps
 - Enable your development & operations to be more efficient

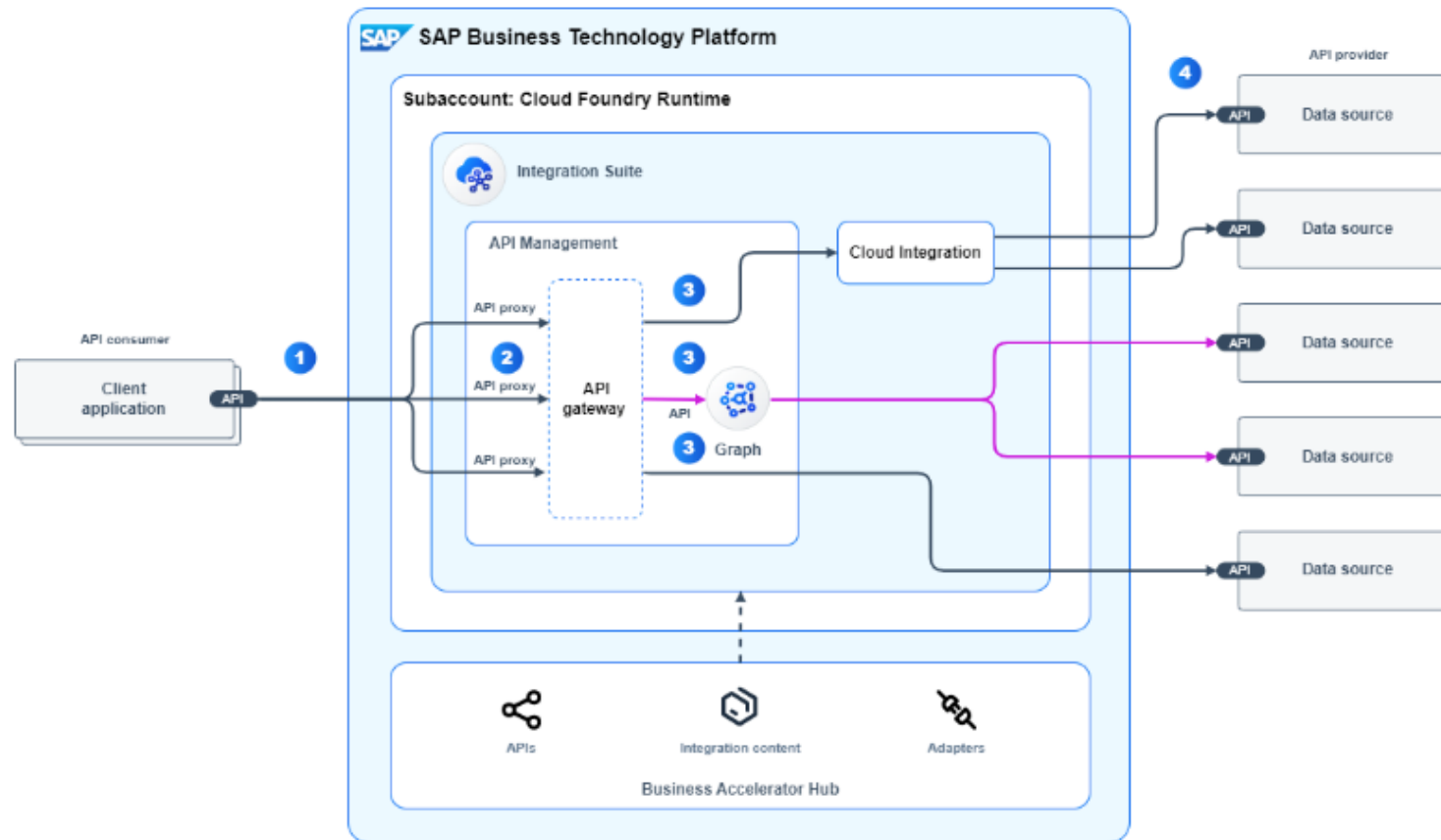
Use the documentation that is available

- SAP BTP Guidance Framework is interactive



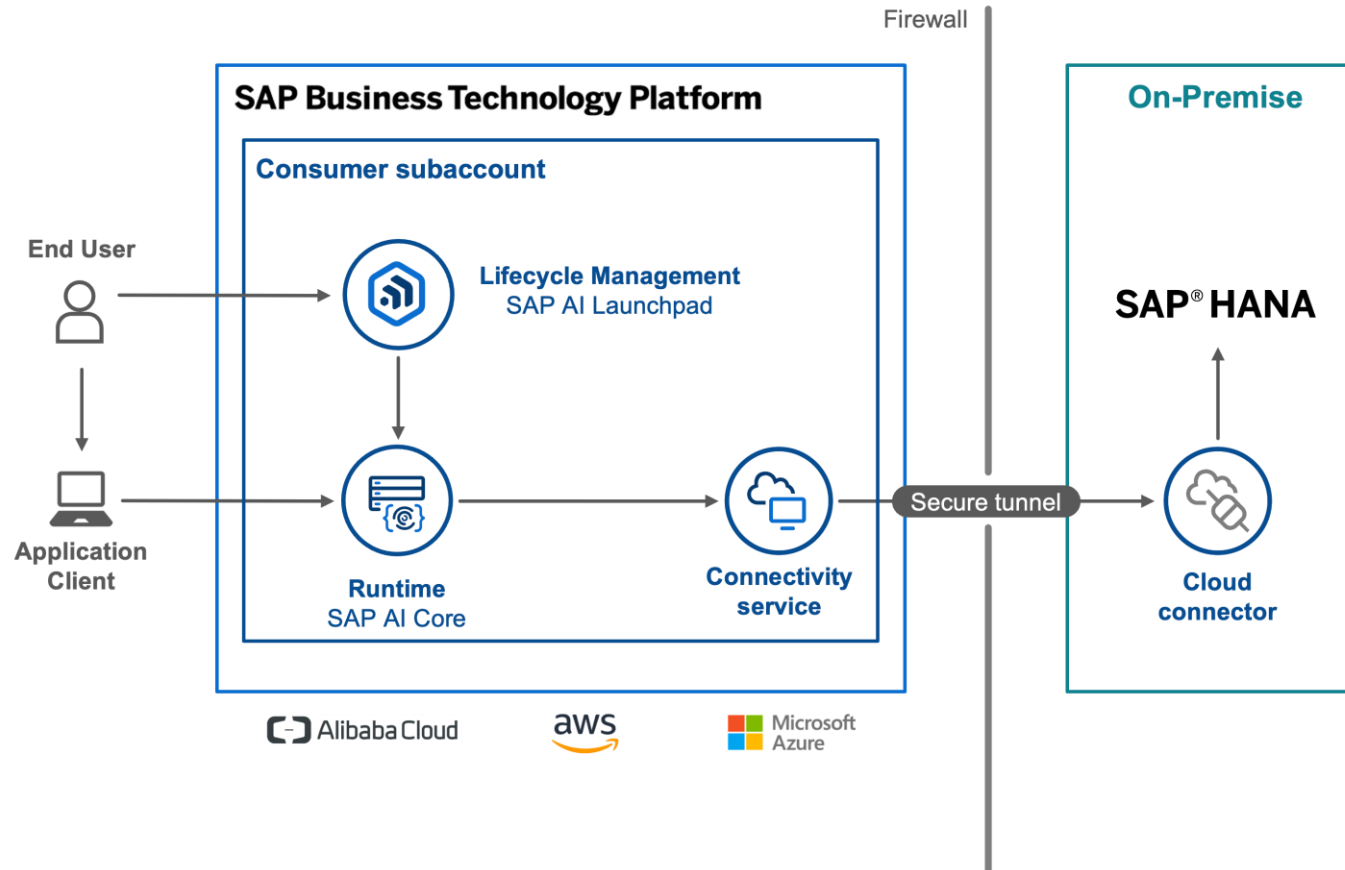
Use the documentation that is available

- Example: reference architecture for API Managed Integration



Cloud Connector

- Component that create a secure connection between your on-premise and SAP BTP landscape



Cloud Connector

- Make sure there are proper guidelines around the maintenance of this component as this sits between on-premise and cloud responsibility
- Don't expose too much information to the cloud for security reasons
- Make sure it's properly **kept up to date** as the SAP support strategy is very strict
 - Version format: 2.x.y where x is a feature release and y a patch level
 - SAP will support the latest 2 feature versions in parallel
 - (with exception of the first 6 months of a new feature release, then 3)
 - Within a feature release, only the last 2 patch levels are officially supported for the last feature release
 - For the older feature releases only the last patch level is supported

Version Management

- Use GIT and make sure your external suppliers also do this
 - Source code backup
 - A complete change history
 - Branching and merging capabilities
 - Traceability

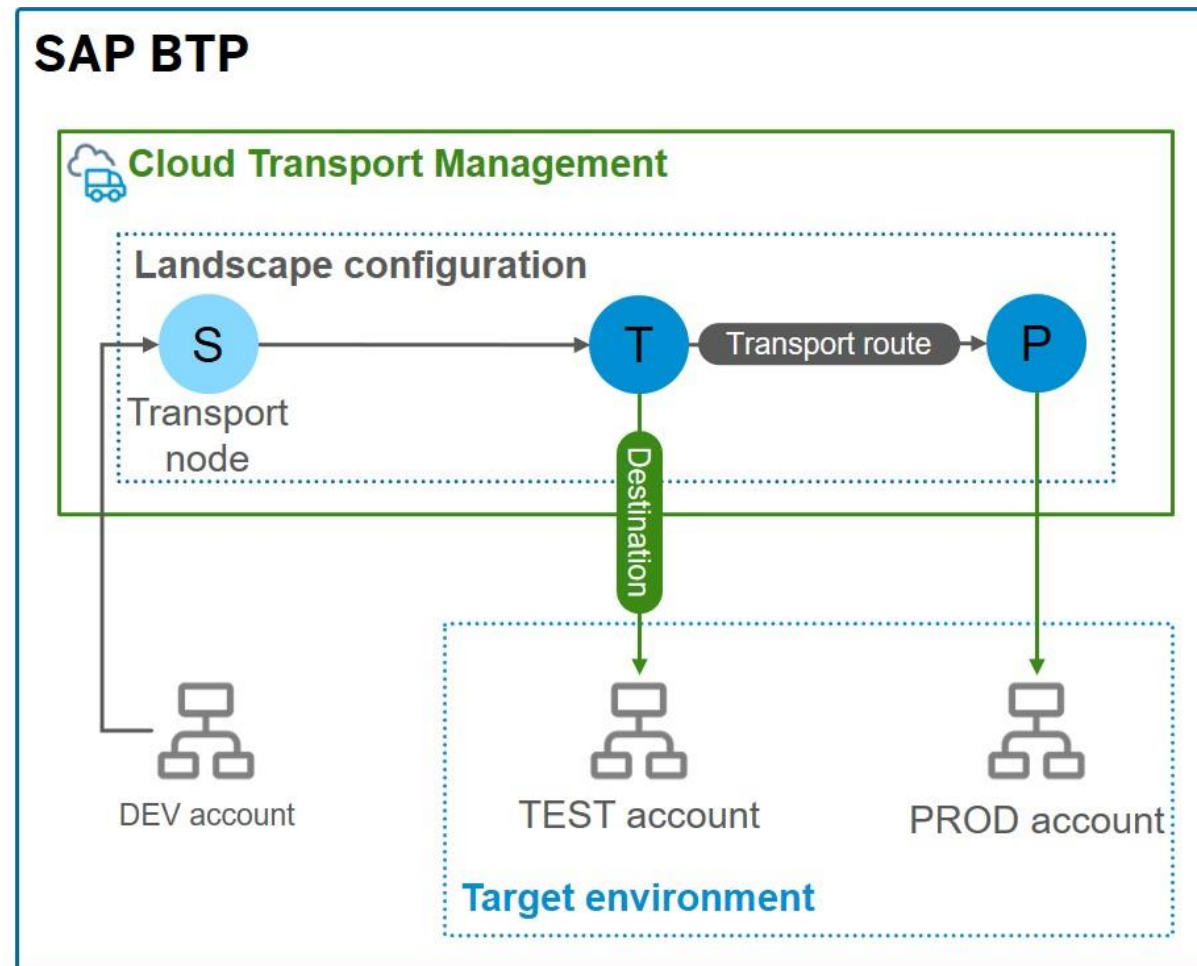


AWS CodeCommit



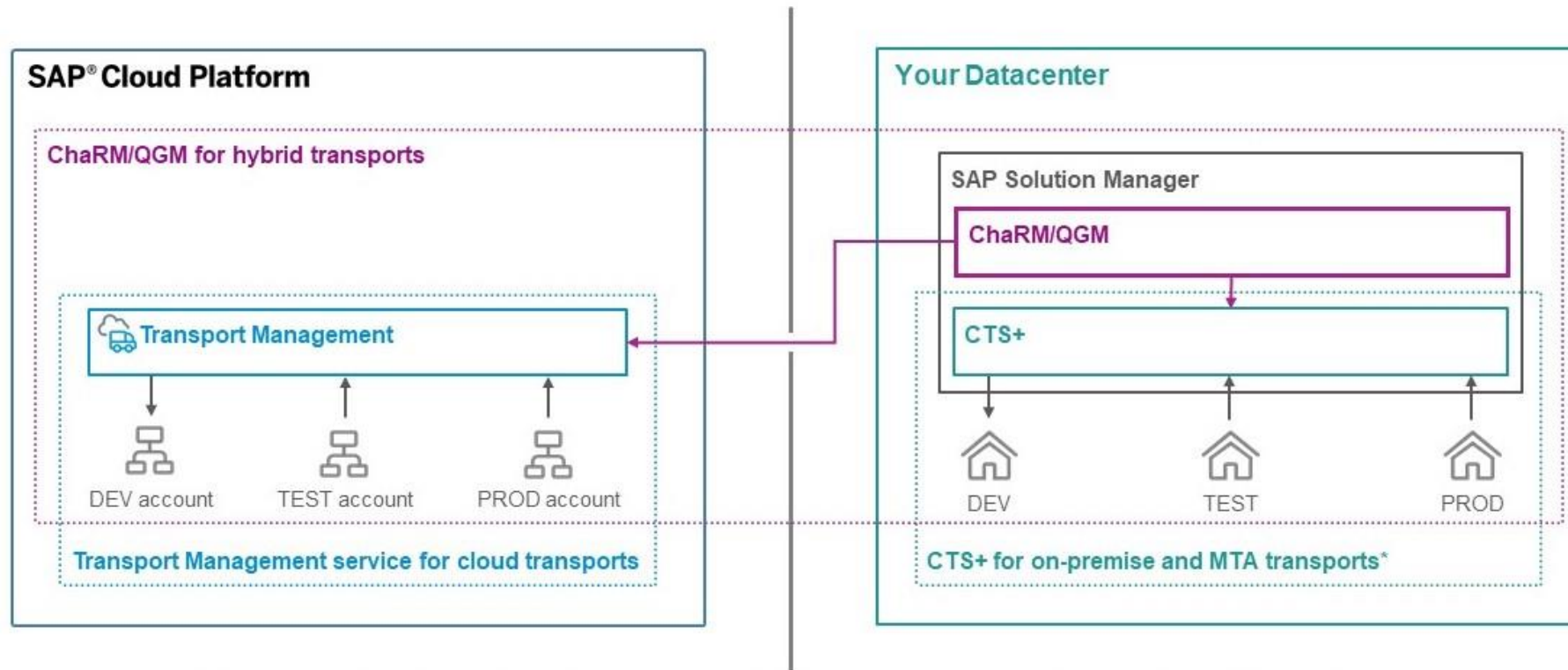
Transport Management

- Implement SAP BTP Transport Management Service or an alternative solution



Transport Management

- Integration with CTS+ or ChaRM is also possible for hybrid scenario's



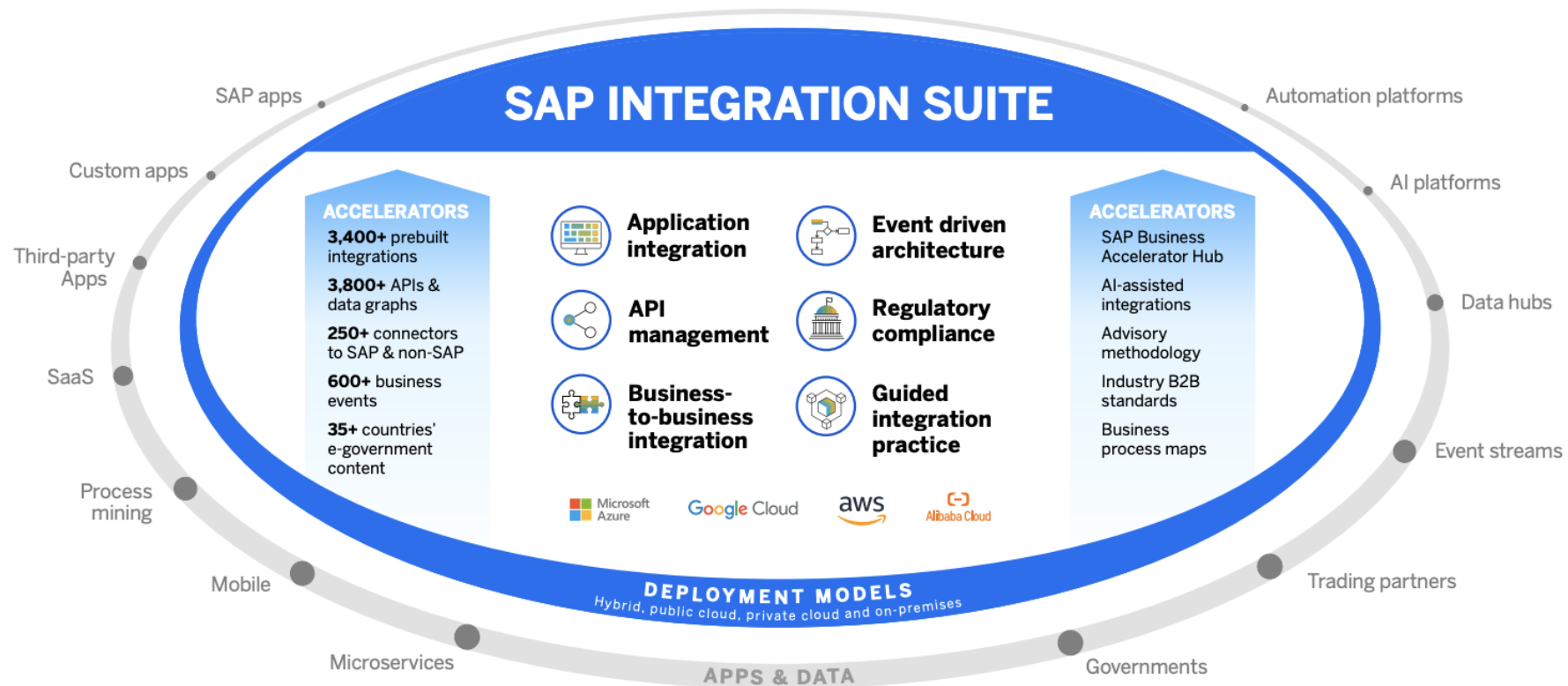
*) CTS+ can also handle MTA-based transports on SAP Cloud Platform (such as for SAP Cloud Platform Integration)

Integration is key: API & Events

- Most SAP BTP related projects have integrations with other SAP systems
- Try to make use of standard API's & Events that you have available
 - SAP Business Accelerator Hub is a great resource
 - <https://api.sap.com/>
- When building new custom API's or events think **reusability**
 - Consider exposing your own company **API portal**

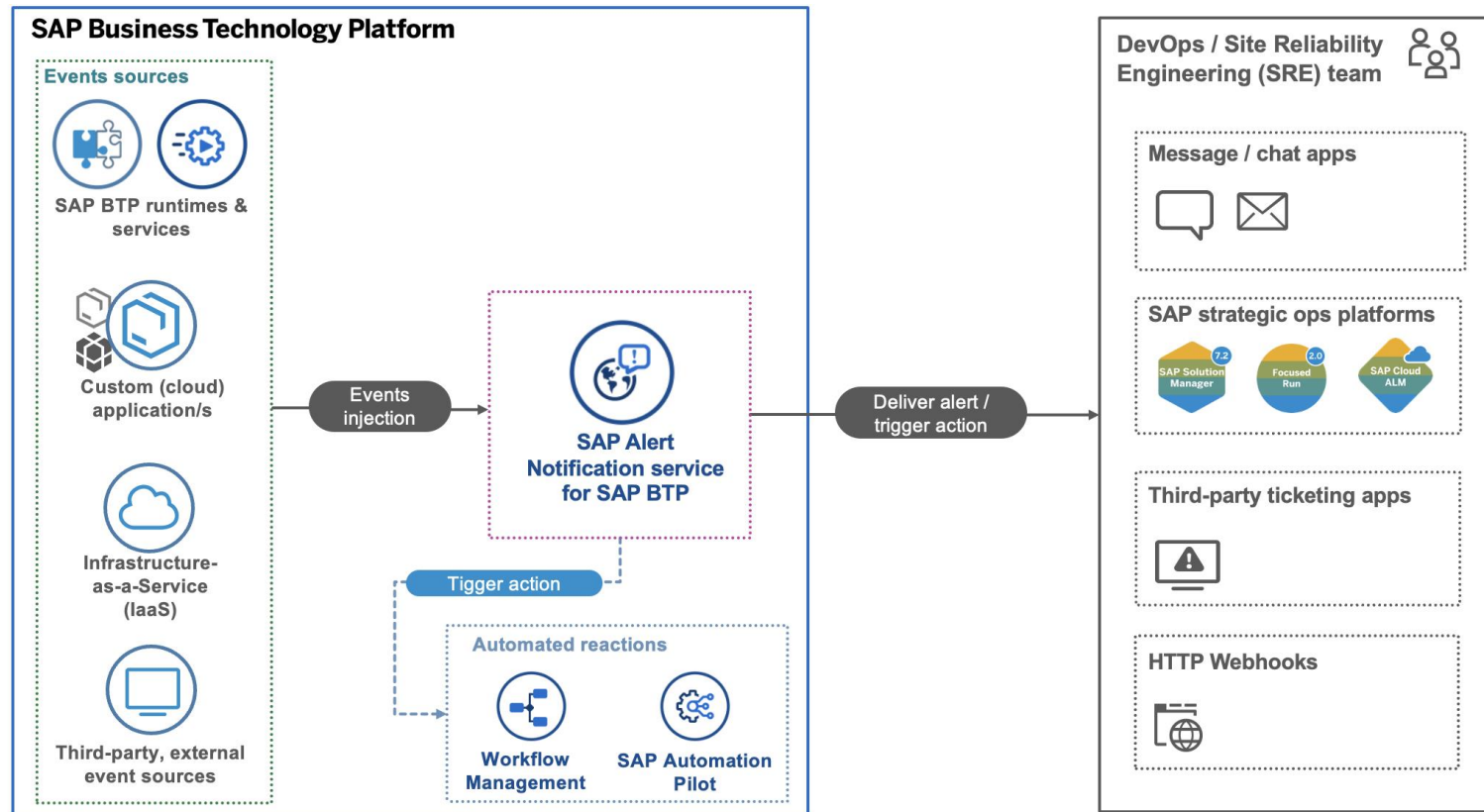
Integration is key: API & Events

- SAP Integration Suite can be very effective for integration needs



Monitoring

- Make sure to have sufficient monitoring tools in place
- SAP Alert Notification service is a great start



Monitoring

- Follow SAP Trust Center
 - <https://www.sap.com/about/trust-center/cloud-service-status.html>

Security and Trust

Overview

Cloud Status

Security

Data Protection and Privacy

Cloud Delivery Options

Compliance

Data Center

Agreements

✔ Intelligent Situation Automation

✔ RISE with SAP S/4HANA Cloud, private edition

SAP AI Business Services

✔ Business Entity Recognition

✔ Data Attribute Recommendation

✔ Document Classification

✔ Document Information Extraction

✔ Invoice Object Recommendation

✔ Personalized Recommendation

SAP Extension Suite - Development Efficiency

✔ AI Launchpad

✔ Application Autoscaler Service

✔ Cloud Management Tools

✔ foundational services for SAP BTP

✔ HTML5 applications service for SAP BTP

✔ Identity Authentication

✔ Java ALM for SAP BTP

✔ lifecycle management for SAP BTP, Cloud Foundry runtime

✔ Object Store on SAP BTP

✔ PostgreSQL on SAP BTP, hyperscaler option

✔ Redis on SAP BTP, hyperscaler option

SAP Extension Suite - Digital Experience

✔ SAP Build Work Zone, advanced edition

✔ SAP Build Work Zone, standard edition

✔ SAP Cloud Portal service

✔ SAP Document Center

✔ SAP Document Management service

✔ SAP Document service

✔ SAP Fiori Cloud

✔ SAP Forms service by Adobe

✔ SAP Mobile Services

✔ SAP Private Link service

✔ SAP Secure Login Service for SAP GUI

✔ SAP SuccessFactors Work Zone

✔ SAP Internet of Things

✔ SAP IoT service for SAP BTP

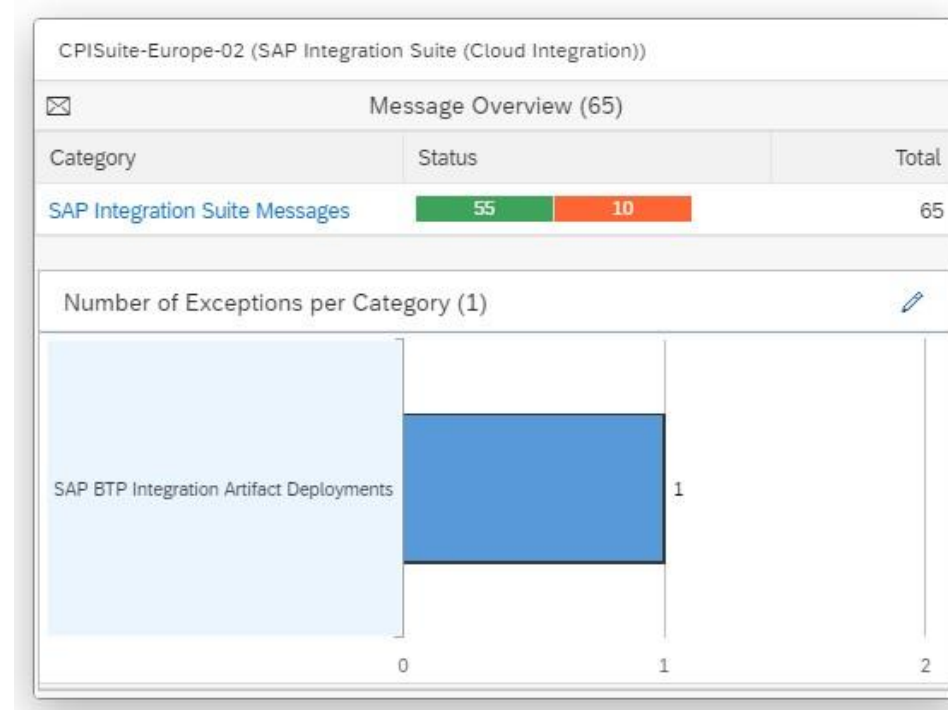
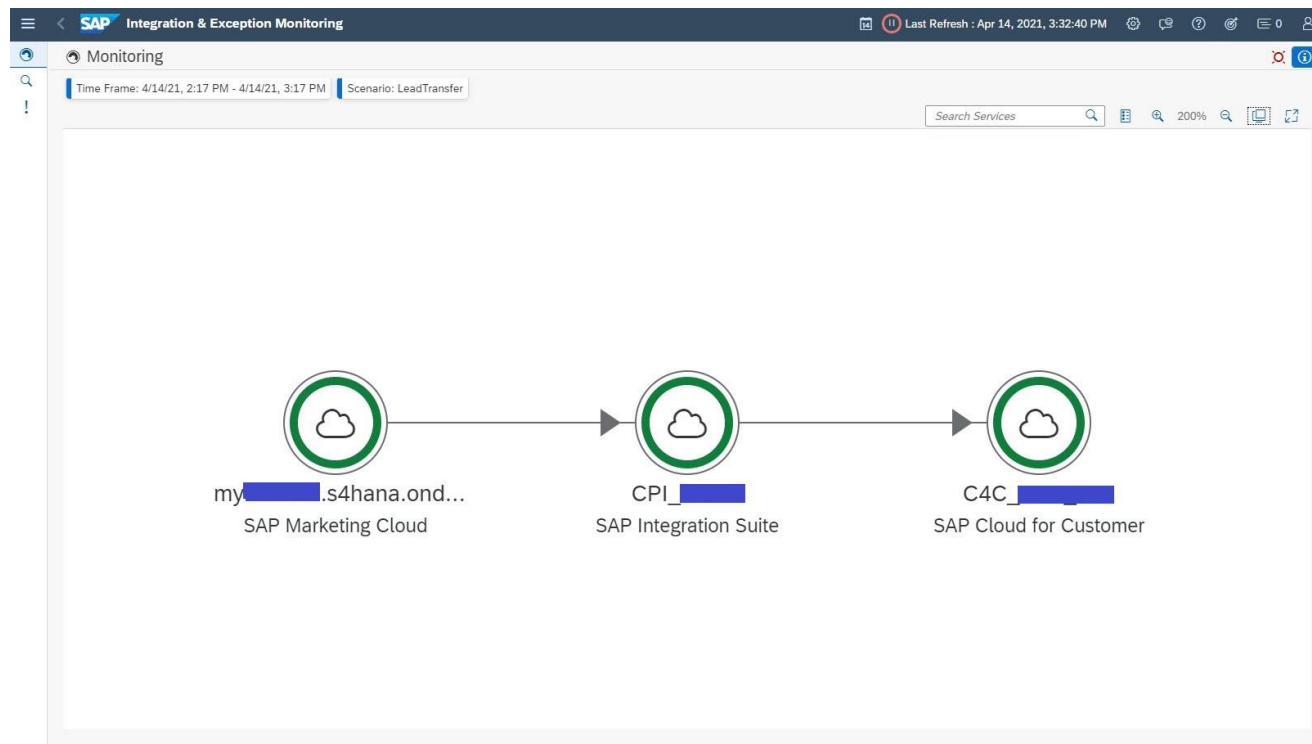
✔ SAP Landscape Management Cloud

✔ SAP Market Rates Management, Bring Your Own Rates data option

✔ SAP Market Rates Management, Refinitiv data option

Monitoring

- Consider activating and using SAP Cloud Application Lifecycle Management



Think about your application support

- As SAP Business Technology brings plenty of new technologies support teams need to adapt
- Knowledge required is very different from NetWeaver-based application support
- Make sure correct processes are in place to quickly identify if the support ticket is for "Core" SAP applications or for SAP BTP and route to the correct team

Ambassador – Keeping up to date

- SAP BTP is evolving fast

The screenshot displays the SAP Road Map Explorer interface. At the top, the SAP logo is followed by 'Road Map Explorer'. Navigation links include 'Products', 'Processes', 'Industries', 'My Road Maps', 'Disclaimer', a mail icon, and a user profile icon. A search bar contains 'Business Techn...' and a red box highlights '824 Road Map Items'. Below the search bar are filters for 'Products' (1), 'Processes', 'Industries', 'Focus Topics', and 'Suite Qualities'. Action buttons include 'Current - Latest', download, share, and 'Save'. The main content area shows four roadmap columns: Q4 2023 (278 items), Q1 2024 (200 items), Q2 2024 (101 items), and Q3 2024 (85 items). Each column lists items under categories like 'Administration and Service Management', 'AI Scenarios Management', and 'API and Integration Marketplace'. A right arrow button is visible on the right side of the roadmap columns.

Quarter	Count	Category	Item Description	Product
Q4 2023	278	Administration and Service Management	Contextual help experience and self-directed learning	SAP Analytics Cloud
			Elasticity and workload – support configuration of elastic read nodes	SAP Datasphere
			Flexible tenant configuration – self-service to increase the size of a...	SAP Datasphere
			Flexible tenant configuration: self-service for scale-down	SAP Datasphere
Q1 2024	200	Administration and Service Management	Administrative-level control of sharing public and private files	SAP Analytics Cloud
			Central control over user profile settings for administrators	SAP Analytics Cloud
			External hyperlink list for trusted domains	SAP Analytics Cloud
			Secondary CMEK rotation	SAP Analytics Cloud
Q2 2024	101	Administration and Service Management	Consumption monitor for visualizing unit consumption	SAP HANA Cloud
			Support for large instances of SAP HANA Cloud, SAP HANA database	SAP HANA Cloud
		AI Scenarios Execution Runtime	Automated grounding of prompts, leveraging the retrieval augmented...	SAP AI Core
			Data masking and anonymization for prompts and large language mode	
Q3 2024	85	Administration and Service Management	Ability to obtain a copy of an instance of SAP HANA Cloud...	SAP HANA Cloud
			AI Scenarios Management	Display of an estimate of costs for training runs and deployments
		API and Integration Marketplace	Support for OpenAPI Specification v3.1.0 for APIs	SAP Business Accelerator Hub

Ambassador – Keeping up to date

- Finding “BTP Ambassadors” within your company is important to stay up to date on all new features
- Follow SAP roadmap’s
- Follow SAP release notes of different BTP related products
- SAP Community contains a lot of information



In This Session

- Introduction of SAP BTP
- SAP BTP Lessons Learned
- **Key takeaways**
- Q&A

Key Points to Take Home

- SAP BTP is a crucial platform in modern SAP landscapes
- Governance is important and should be carefully watched
- Security should be carefully watched
- Integration is key
- Don't forget post go-live (monitoring / support)
- Find BTP “Ambassadors” within your company

Where to Find More Information

- SAPinsider.org
- SAP BTP Solution Diagrams
 - <https://blogs.sap.com/2018/01/05/be-visual-use-official-icons-and-samples-for-sap-cloud-platform-solution-diagrams>
- SAP BTP Developer's Guide
 - <https://help.sap.com/docs/btp/btp-developers-guide/what-is-btp-developers-guide>
- SAP BTP Discovery Center
 - <https://discovery-center.cloud.sap/>
- SAP BTP Estimator
 - <https://discovery-center.cloud.sap/estimator/>
- SAP BTP Guidance Framework
 - <https://help.sap.com/docs/sap-btp-guidance-framework/guidance-framework/what-is-sap-btp-guidance-framework>



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