

SHAPING
TOMORROW
TOGETHER

TW
26

Global Partner Day

2026, Heidelberg



Agenda

Time	Program	Speakers
1:30 PM – 1:40 PM	Welcome and Introduction by Miranda Burke, Head of Marketing, NA, SNP	
1:40 PM - 2:30 PM	Opening Keynote Strategic Insights	Jens Amail, CEO, SNP Lutz Lambrecht, CPO, SNP
2:30 PM – 3:00 PM	The best data for the Autonomous Enterprise - A Fireside Chat with SAP	Alexander Arnold, COO, SNP and Karl Fahrbach, Chief Partner Officer at SAP
3:00 PM – 3:30 PM	Break	
3:30 PM – 4:10 PM	From Foundation to Future: Scaling AI-Driven Transformation with Kyano®	Don Mahoney, Head of P&I, SNP
4:10 PM – 4:55 PM	Shaping Tomorrow with clean, relevant AI-ready Enterprise Data powered by Kyano® - In conversation with partner ecosystem	Martin Finkbeiner, CIO, SNP in a panel discussion with: Inga Megberg, Managing Director, Accenture Vipin Shetty, Partner-Asia Pacific Chief Technology Officer, Deloitte Allan Coulter, Global CTO for SAP & SAP Service Line Lead ANZ, IBM Paul Tomlinson, CTO, PwC, UK
4:55 PM – 5:10 PM	Closing Keynote	Lutz Lambrecht, CPO, SNP and Martin Finkbeiner, CIO, SNP
6:00 PM - 11:00 PM	Aperitif and Celebration Dinner! Networking over exquisite multicuisine food and beverage specials free flow at 15 High Restaurant & Bar, ATLANTIC Hotel.	

2025 Continued Strong Ecosystem Growth

More than **30% YoY** growth

Strong focus on
enablement of partner
consultants: **+55%**

Over **53%** of total business
was generated **by partners**

Over **57% of pipeline** driven
by ecosystem

2025 Major Wins

IBM

 **SEMPRA™**

accenture

GSK

 **edf**

Deloitte.



Rolls-Royce®



Liverpool®

Infosys®



**SOUTHERN CALIFORNIA
EDISON**
An EDISON INTERNATIONAL Company

delaware

P E R E N C O 

2025 Enablement Highlights

accenture

Deloitte.

IBM

software one

FUJITSU

All for One

SEIDOR

2025 Top Partners

Order Entry

IBM

Software OE

accenture

Growth

Deloitte.

Completeness

software one

Innovation

CDQ
SHARING DATA EXCELLENCE

100%

FERRERO

 **Al-Futtaim**


La Lorraine
Baking passion

 **PEPSICO**

6 Years

Partner Business

50+

Feedback Sessions

20+

Partner Advisory Councils

- ✓ **Shape the Deal**
- ✓ **Forget the Colors**
- ✓ **Not Just Transformation**

Shape the Deal

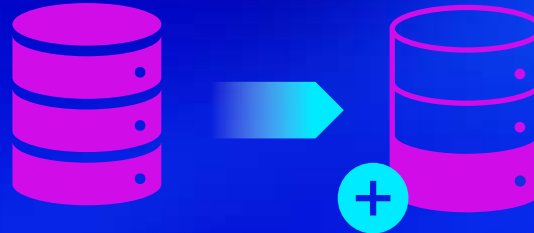
Smart migration planning with Kyano Foundation



Cost of guessing ad blind spots

70% of transformation projects face delays due to underestimated system complexity, driving up budgets.*

Use data as strategic resource.



Cost of missed synergies

Ignoring synergies wastes opportunities.

Cut data volume by up to 70% upfront or combine projects in one go-live.

Take advantage of faster, higher-impact outcomes.



- ✓ Analyze system complexity
- ✓ [AI-driven] Recommendations
- ✓ Pre-scope projects
- ✓ Benchmark against peers

Use fact-based insights to avoid these pitfalls and help customers shape the deal

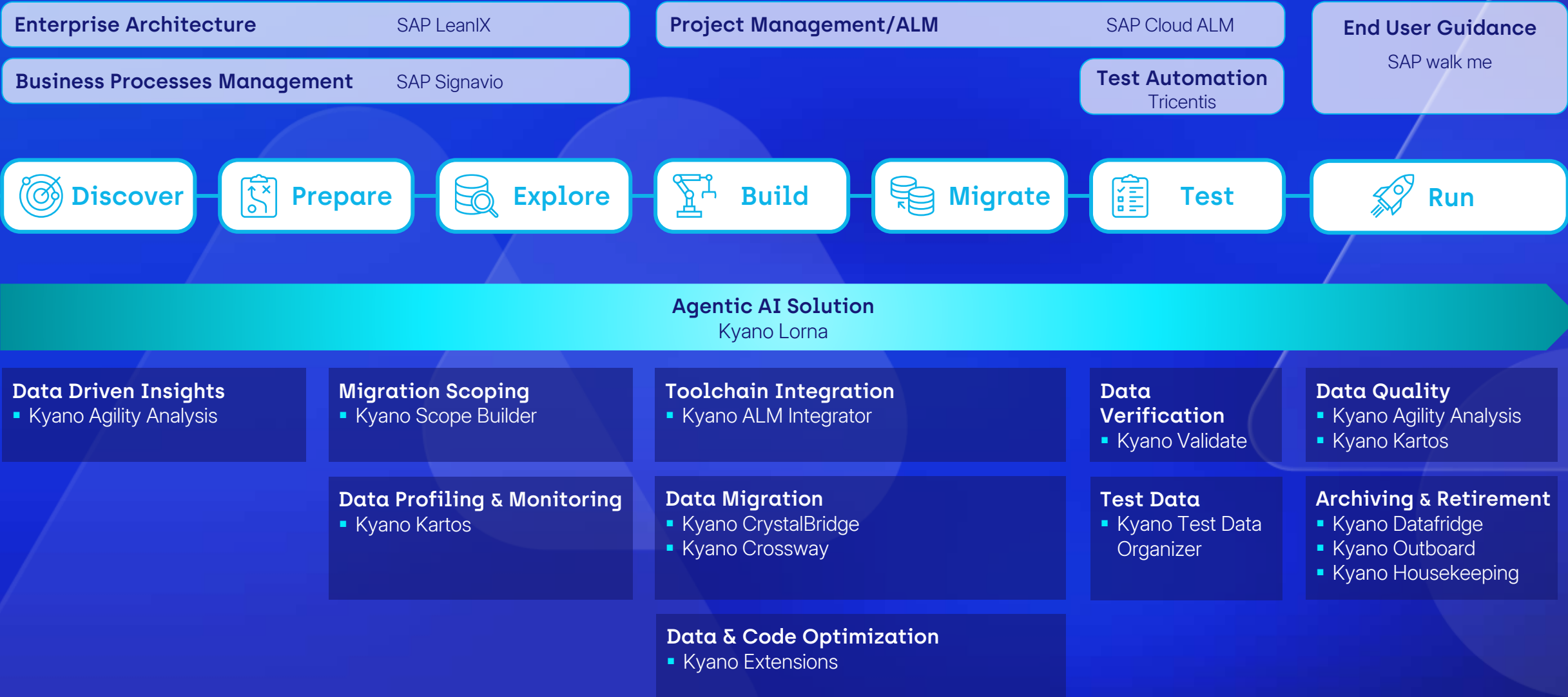
*Sources: [McKinsey](#), 2023

Forget the Colors – Ask the Right Questions



Not Just Transformation – The Kyano Toolchain

From transformation to continuous operations: SNP Kyano empowers the entire SAP ecosystem.



Wins for YOU as Partners



**Choose the
best-fit
transformation**



**Standardize
transformation
offering**



**Increased,
predictable and
sticky revenues**



**Additional
services and
scalability**

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Co-Innovation

Enablement

AI-accelerated
Transformation

THANK YOU

We  our partners

THANK YOU

We  our partners

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Global Partner Day 2026

July 7, 2026 | Heidelberg, Germany

From Foundation to Future: Scaling AI-Driven Transformation
with Kyano®

Don Mahoney, Global Head of Products & Innovation





Review Roadmap Highlights since last TW

Kyano Platform

Kyano Move

Kyano Foundation

Kyano Manage

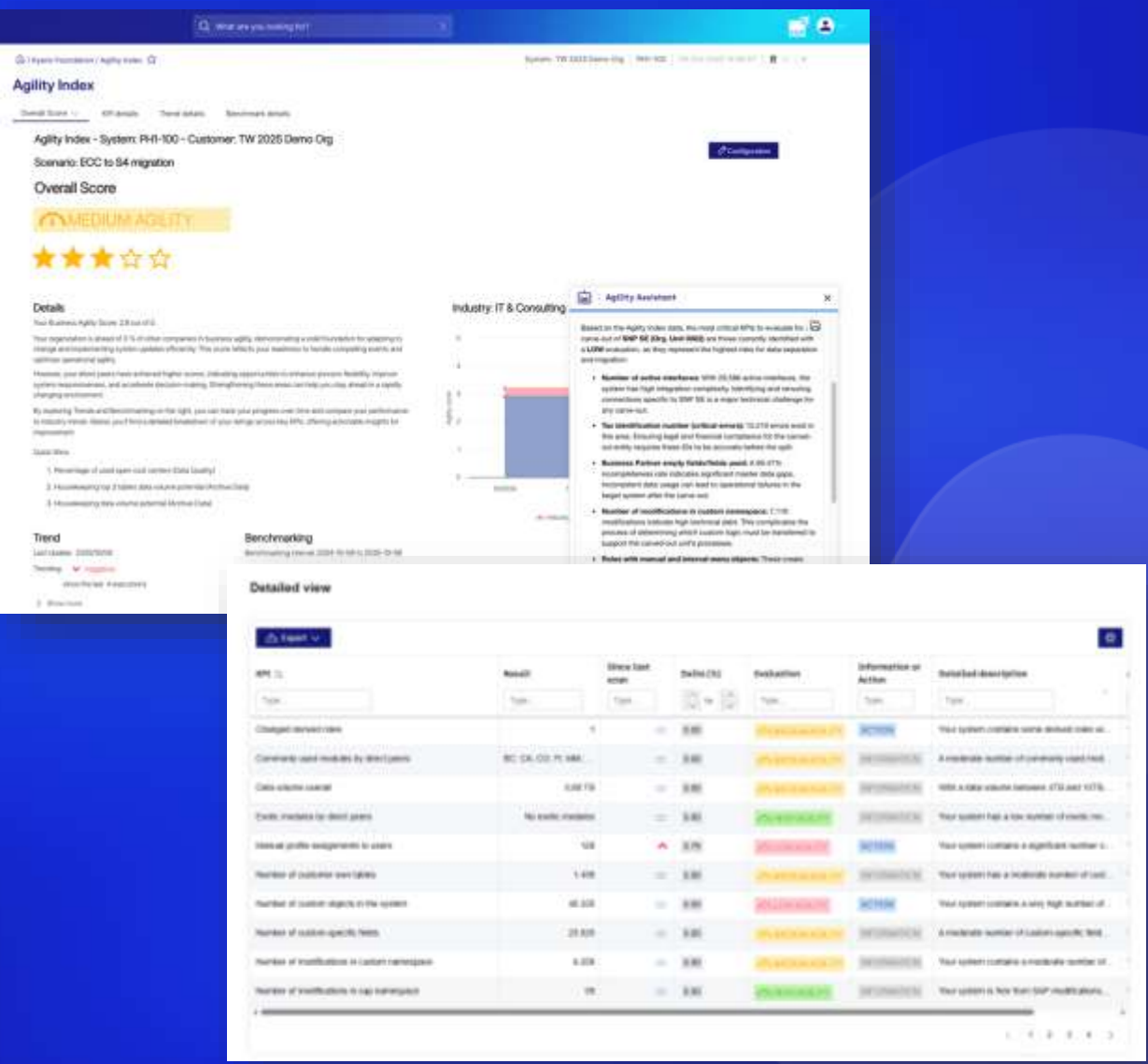


Best Data
for Business AI

Kyano Foundation

Kyano Agility Analysis

- Smart advisory - AI optimization
- Accelerated delivery - Pipeline automation
- Expanded capabilities - Deep analytics



Kyano Foundation

Kyano Marketplace

Fast-track project setup

Partner growth enablement

Unified experience



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Kyano Move

Kyano Crossway

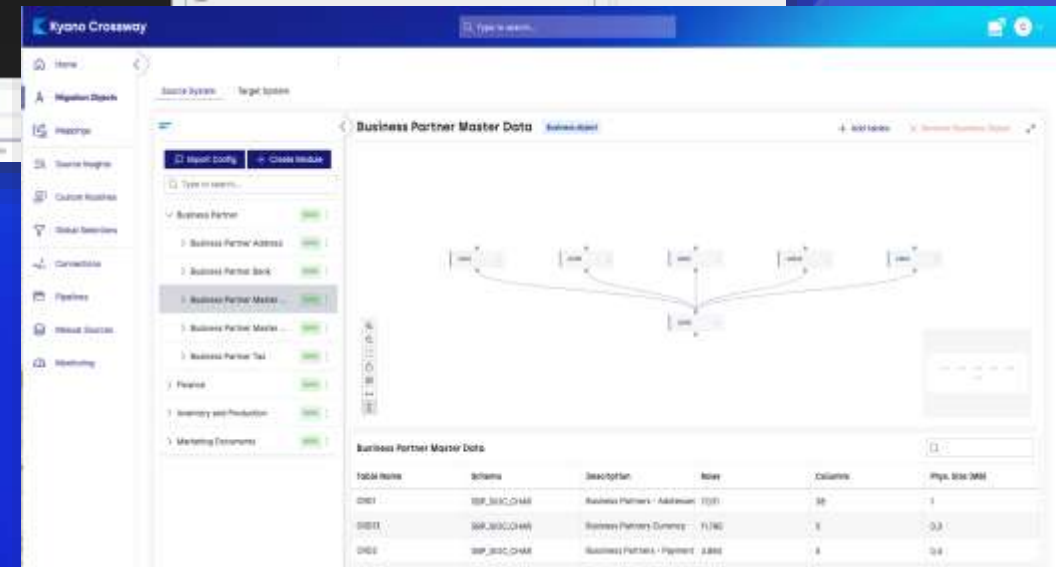
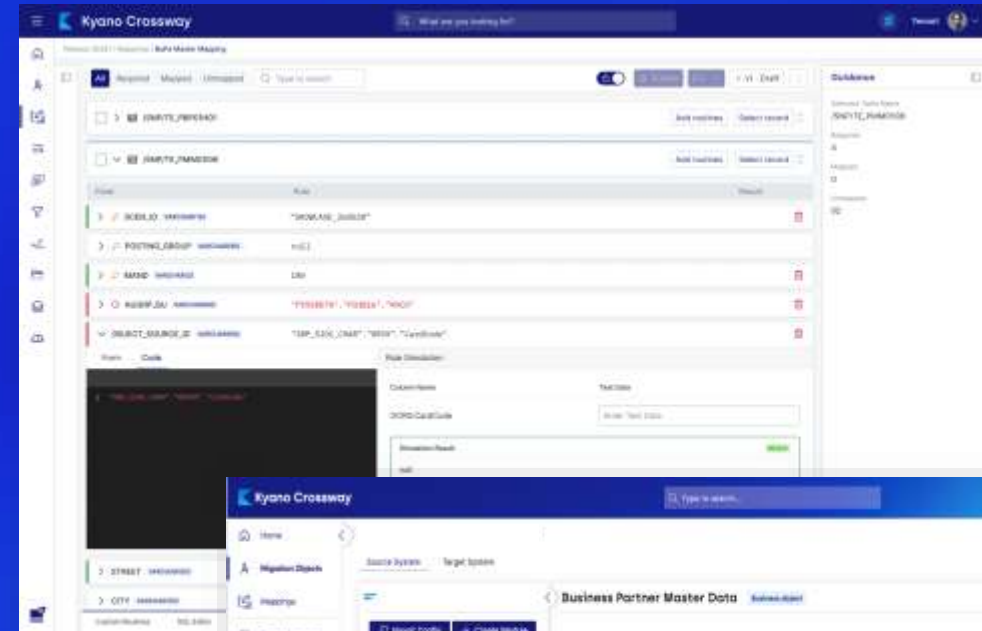
Next generation migration automation

End-to-end migration

Accelerated migration delivery

Multi-system orchestration

Standardized any-to-SAP approach



Kyano Move

Kyano Crossway

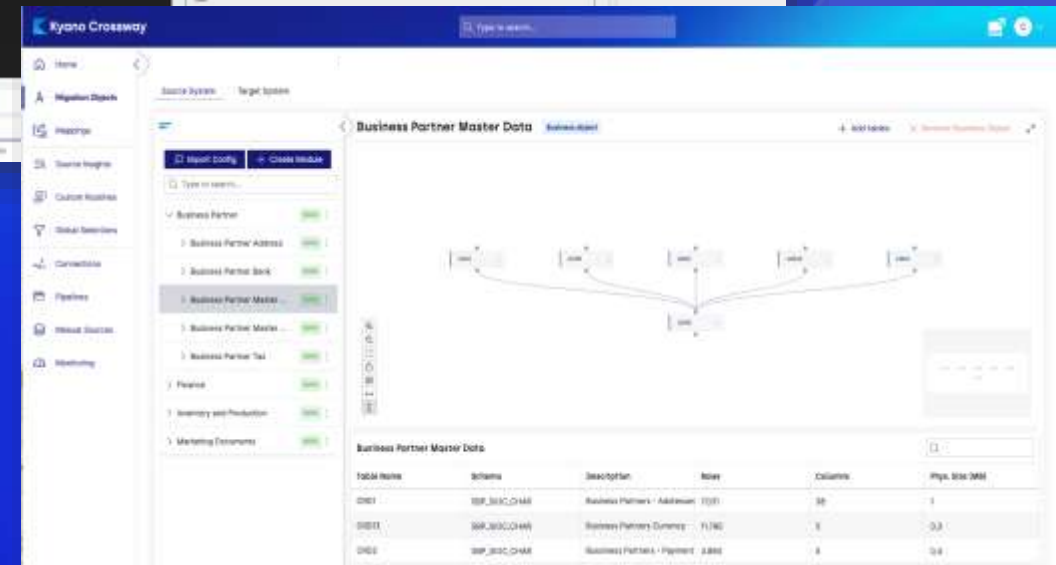
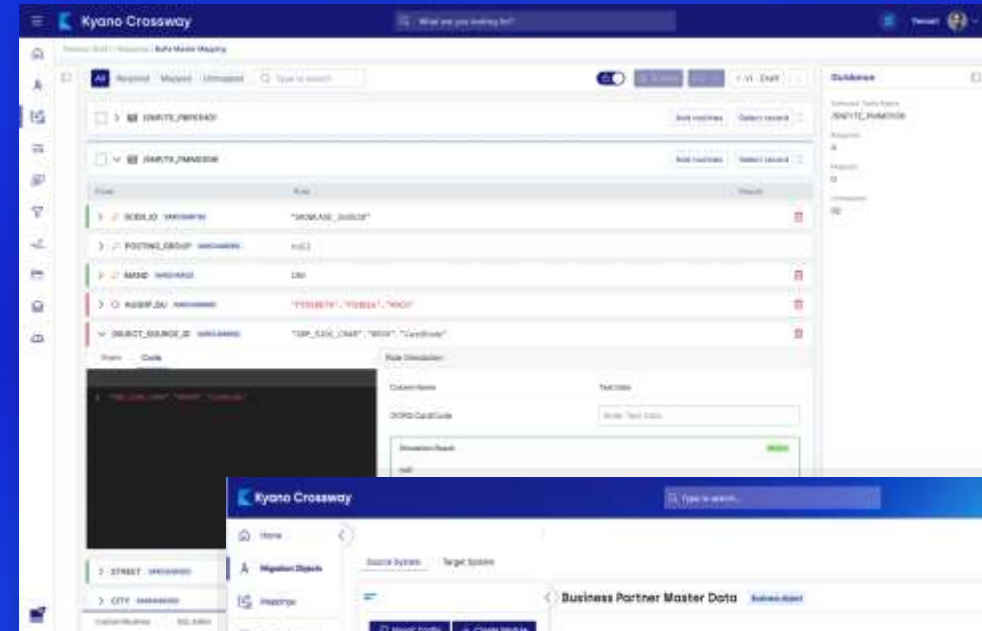
Next generation migration automation

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Kyano Manage

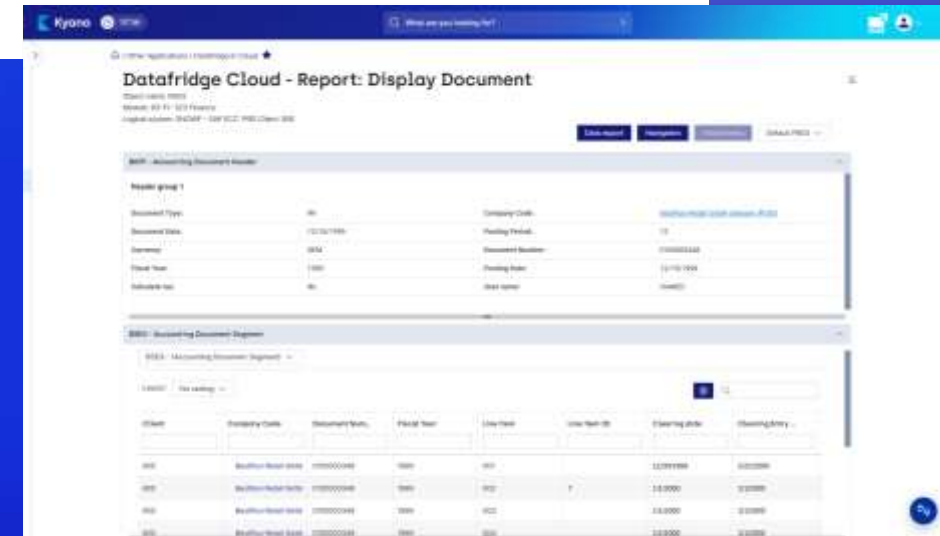
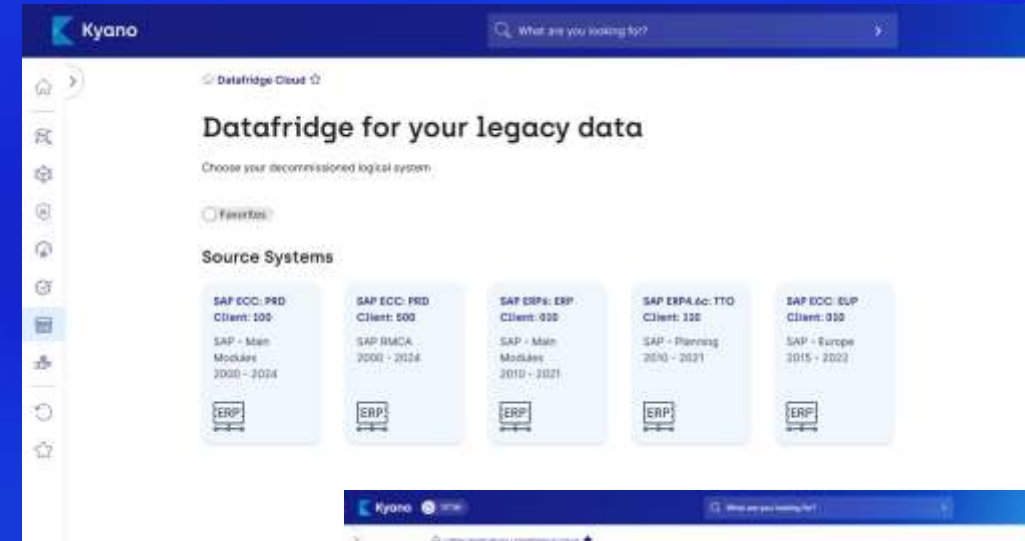
Kyano Datafridge cloud version

Fully managed SaaS archive

Connect all legacy data in the cloud

Accelerate carve-outs

Ready for SAP public cloud



AI-Infused core portfolio

Making core business better, faster, cheaper, and smarter.

Kyano CrystalBridge

Expanded archive
migration.

Kyano Crossway

Broader
connectivity.

Kyano Validate

AI-Powered
verification.

...and much more.

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Innovation Focus

The background image shows a large audience of people seated in a lecture hall or conference room, facing a stage. A single person is standing on the stage, likely a speaker. The entire image is overlaid with a solid blue color. There are several white, thin-lined geometric shapes: a large teardrop-like shape on the left, a large circle on the right, and a large triangle on the far right. The text "Innovation Focus" is written in white, bold, sans-serif font on the left side of the image.

SNP's Innovation Roadmap

1. Agentic AI acceleration

2. Transformation scope expansion

3. Unstructured data

SNP's Innovation Roadmap

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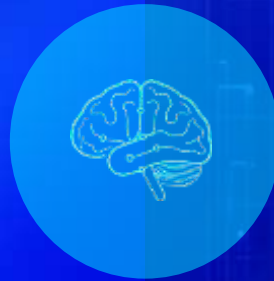
3. Unstructured data

Transforming how work gets done



1. AI inside the transformation

- Automate repetitive tasks
- Accelerate delivery
- Improve accuracy & auditability



2. AI-ready data for your business

- Clean, structured, and governed
- Ready to power your own AI initiatives

Kyano Lorna: Your agentic AI solution

The 24/7 transformation consultant

Continuously learning & instantly applying best practices.



Core value across the lifecycle:

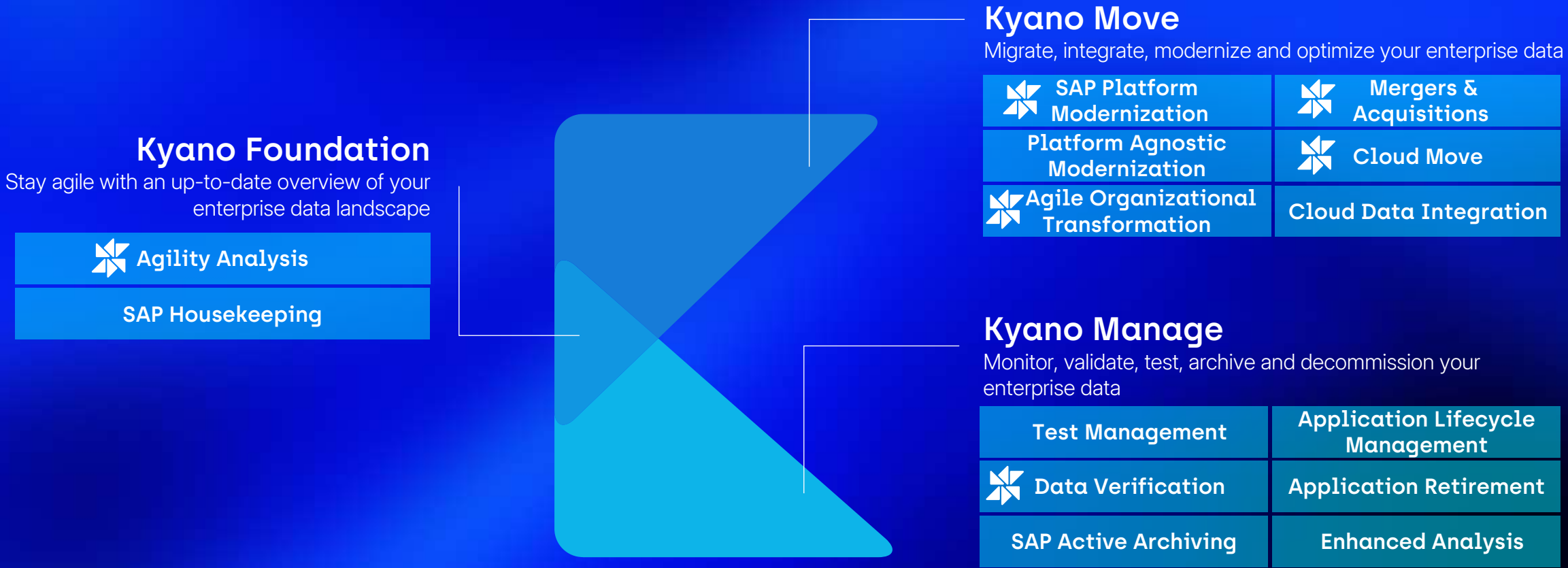
Reduce manual effort

Accelerate decision-making

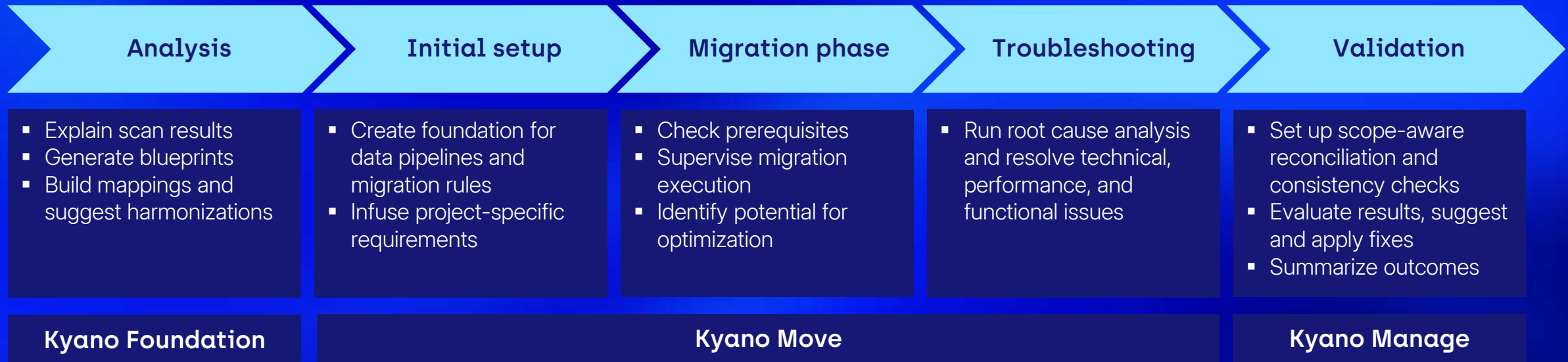
Deliver real-time insights

How AI is being infused across the Kyano platform

With plans for integration across our entire product suite



Kyano Lorna scope: Core areas of automation



Agentic AI utilizing SNP's Knowledge Base
built on 30+ years of data migration experience

Embedded in kyano.com

SAP BTP deployment

On prem

Meet the Future



Kyano Lorna supports end-to-end, closed-loop data migration – from realization to deployment

Scan analysis

Turn assessment data into actionable transformation insights



[Learn more](#)

Project baseline: Scan analysis

Kyano Lorna turns assessment data into actionable transformation insights

- Analyzes complex assessment results instantly
- Identifies hidden risks and improvement opportunities
- Enables expert-level recommendations without manual analysis

[Go back](#)



Mapping check

Build confidence with migration-ready data from the start

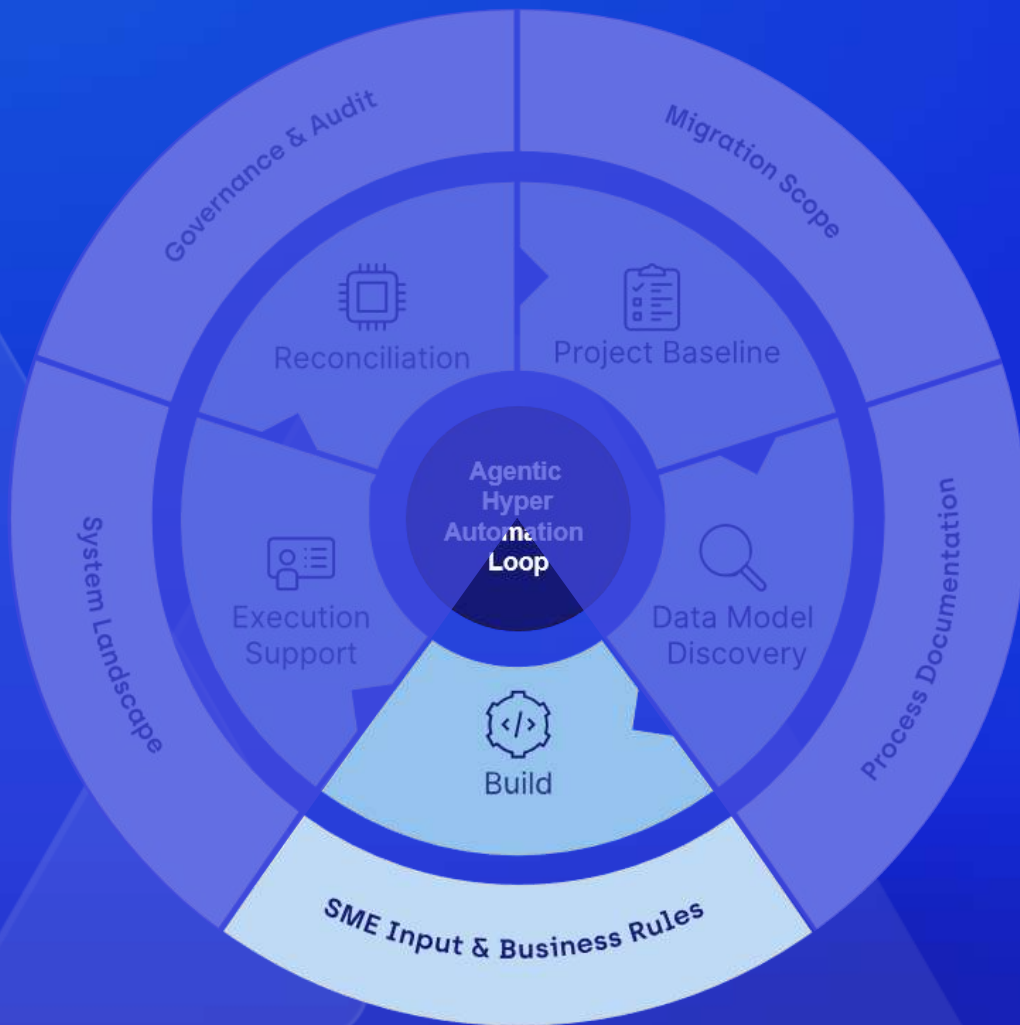
[Learn more](#)

Data model discovery: Mapping check

Kyano Lorna builds confidence with migration-ready data from the start

- Continuously builds and applies deep SAP data model knowledge
- Catches issues early before they become costly
- Prevents downstream business process failures
- Elevates consultant's role from technical executor to a strategic advisor

[Go back](#)



Rule creation

Turn complex scoping into smart rule creation

[Learn more](#)

Build: Rule creation

Kyano Lorna turns complex scoping into smart rule creation

- Automates migration scoping while maintaining full visibility
- Accelerates build activities and enables real-time adjustments
- Ensures data loads run reliably and quickly with automated checks

[Go back](#)



End-to-end troubleshooting

Go from hours of investigation to instant root cause clarity

[Learn more](#)

Execution support: End-to-end troubleshooting

Kyano Lorna gets you from hours of investigation to instant root cause clarity

- Provides clear direction for investigation
- Centralizes answers and root cause analysis in one place
- Enables consultants to gain back time with less time spent troubleshooting

[Go back](#)



Data validation

Streamline reconciliation - without losing control or trust

[Learn more](#)

Reconciliation: Data validation

Kyano Lorna streamlines reconciliation - without losing control or trust

- Investigates complex issues in real time
- Fixes errors seamlessly without disrupting clean data
- Preserves data integrity end-to-end
- Shifts teams from firefighting to strategic delivery

[Go back](#)

What our Partners say

IBM

“

IBM has built GenAI solutions into all of our SAP delivery capability, and SNP's Lorna Agents integrate into IBM Rapid Move data migration strategies very well. IBM has tested SNP Lorna with our global delivery team with excellent results.

”

Bartley Cox

SAP S/4HANA Leader

SoftwareOne

“

For years, successful transformations depended on the experience of a few experts—Kyano Lorna scales that expertise through AI, giving organizations a smarter and faster way to navigate complex change.

”

Javier Porro

SAP Business Owner

Kyano Lorna impact

- Shorter project timelines – by up to 30–40%, with potential for even more
- Reduced errors
- Faster time to value
- Significant automation of repetitive tasks



Interested in piloting Lorna in your projects?
Come talk to us on the Boulevard!

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2. Transformation scope expansion

3. Unstructured data

SNP's Innovation Roadmap

1. Agentic AI acceleration

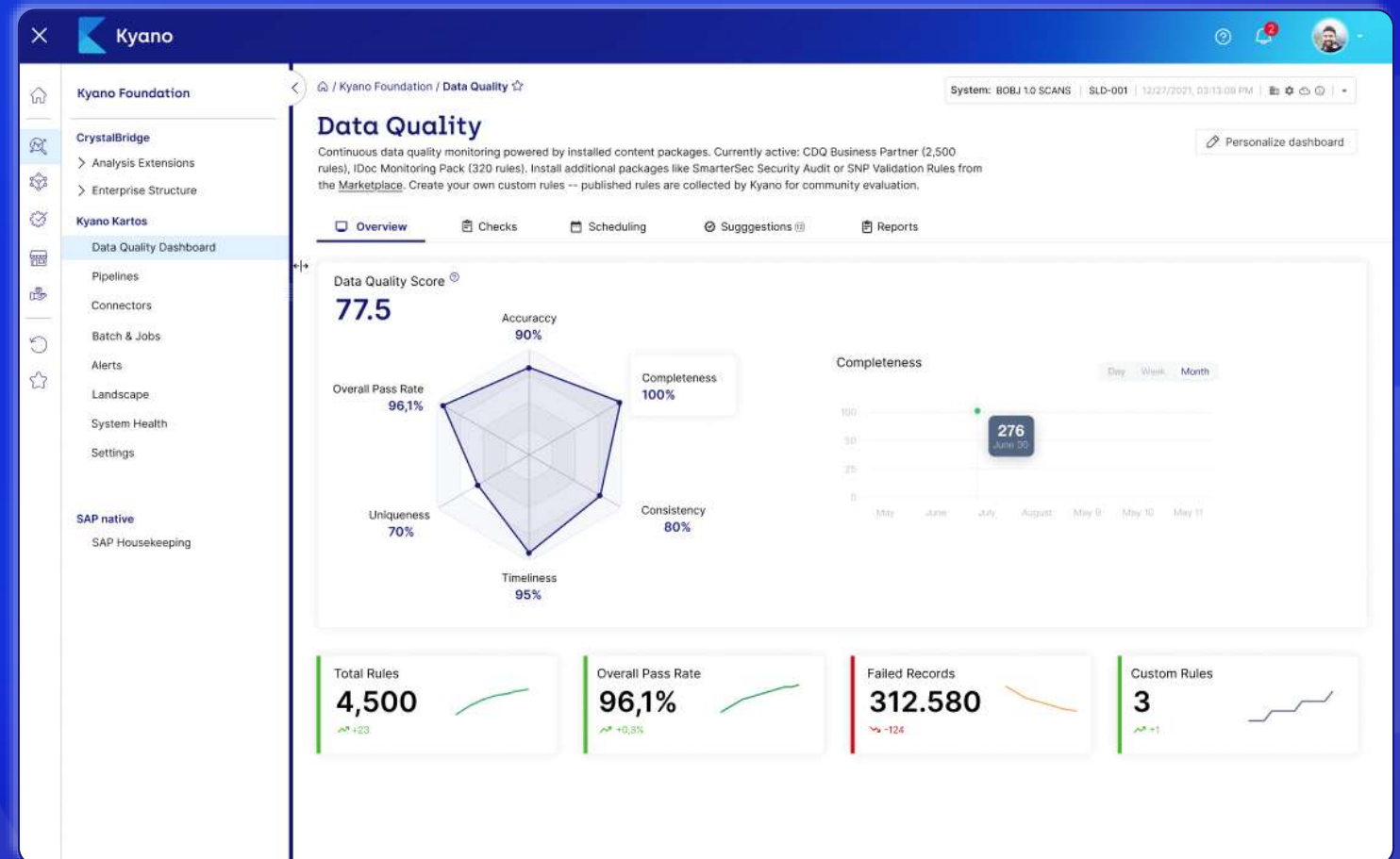
2. Transformation scope expansion

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Kyano Kartos

ERP Data Quality Profiling & Monitoring

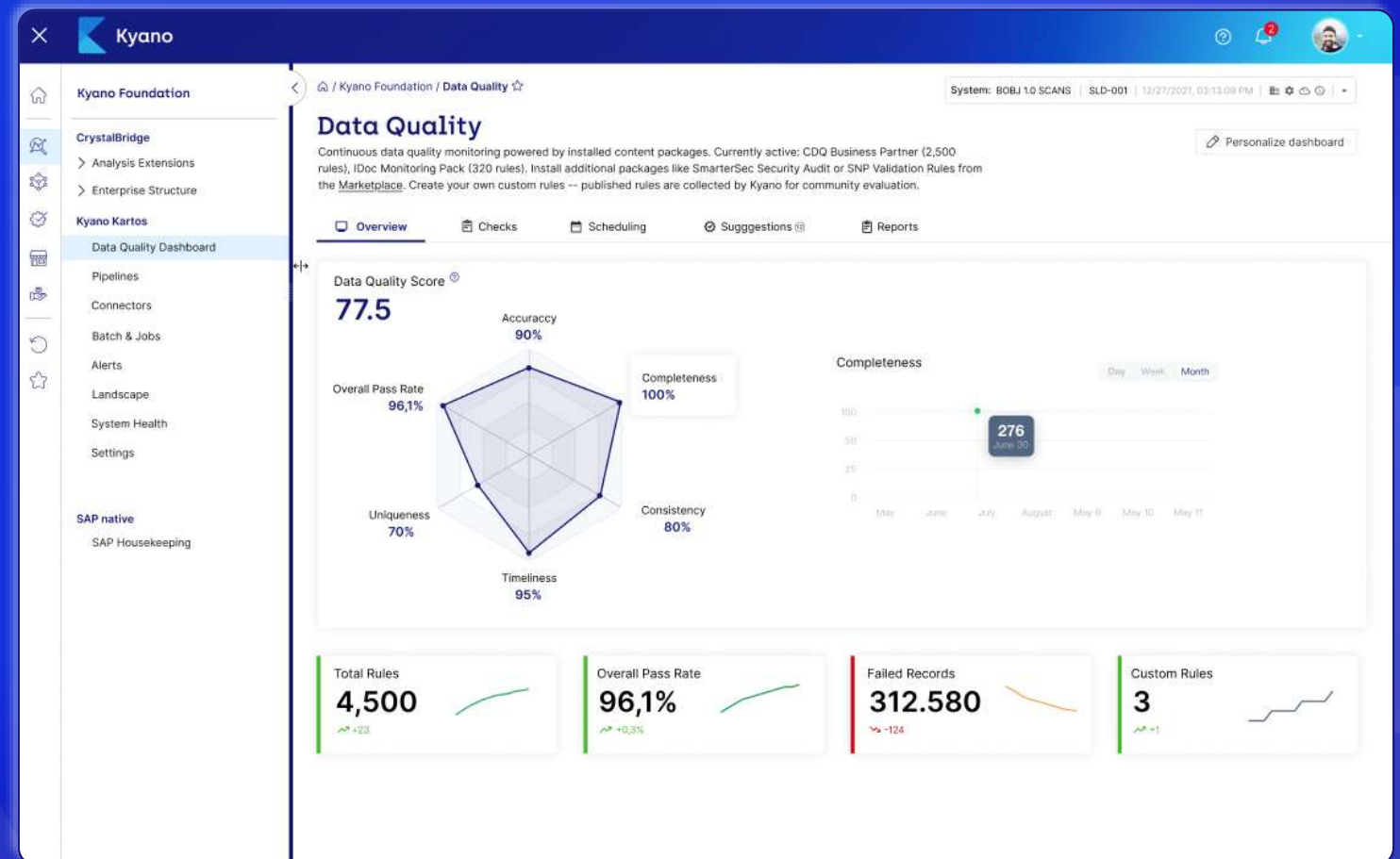
- **Continuous by business object**
Delta-enabled monitoring.
- **Secure by design**
No physical data copy
- **Built for transformation**
SNP logic from 30,000+ projects.
- **Marketplace**
3,000 CDQ rules for BP & Material



Kyano Kartos

ERP Data Quality Profiling & Monitoring

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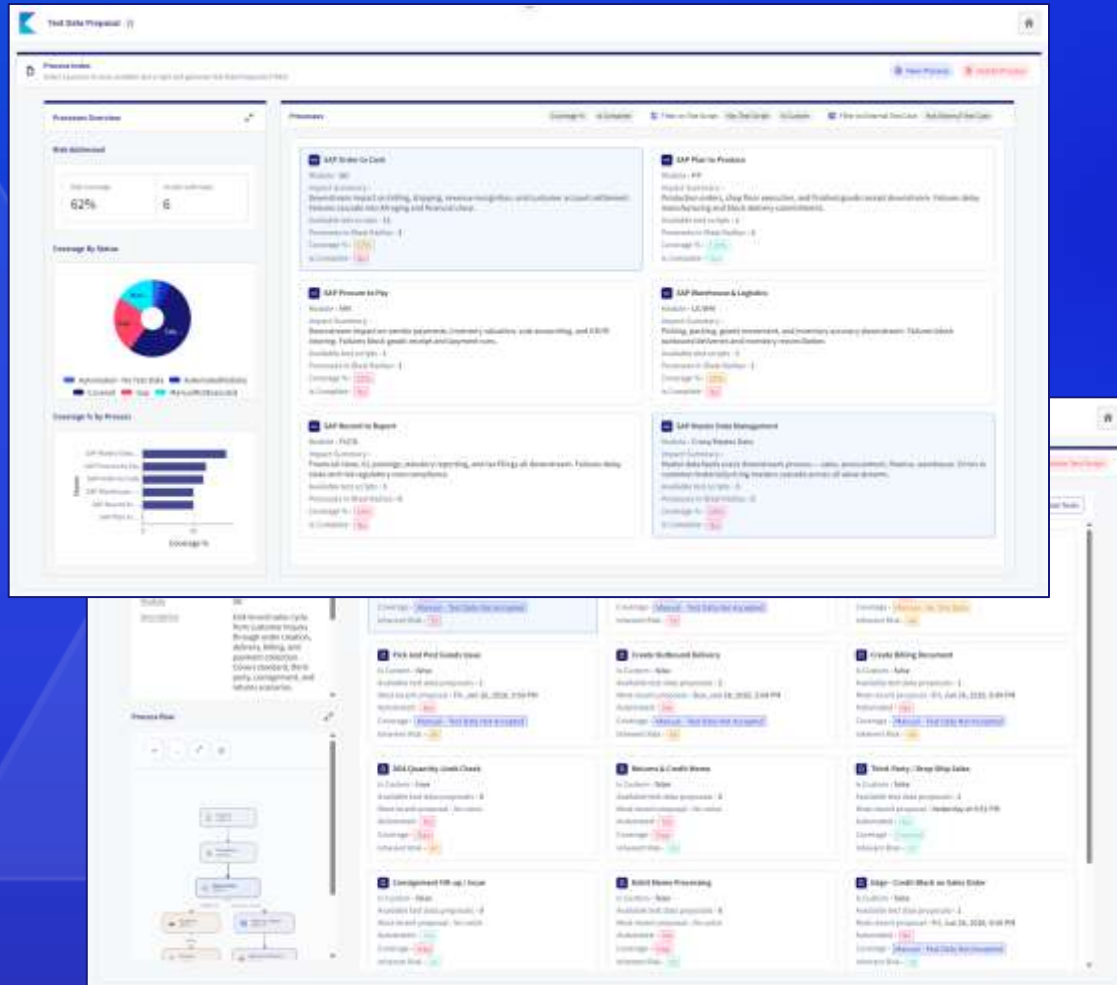


From findings to the Best Data

Profiling, clean-up, enrichment, and continuous monitoring in one flow.



Test Data Proposal with Palantir



Test Data Proposal

- **Reveal actual testing gaps** by comparing real business process execution with existing test coverage.
- **Identify missing business-critical scenarios** that occur in production but are not covered by regression tests.
- **Use AI agents to generate test script proposals** from process data, custom code, configuration, and documentation—while keeping users in control.
- **Automatically discover and rank the most relevant test data** using natural-language business criteria and risk relevance.
- **Reduce transformation risk and maximize testing efficiency** by focusing limited testing effort on the highest-impact business processes.

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Structured SAP ERP data is not enough

The hidden risk in every divestiture

80%

of enterprise data is unstructured and often missed in carve-outs

EXAMPLES OF UNSTRUCTURED DATA



Contracts & NDAs



Employee records



Work instructions



Procedures docs



Sales documents



IT docs & tickets

HOW MOST CARVE-OUTS HANDLE IT – AND WHAT GOES WRONG

Focus on structured data and *maybe* process the unstructured data as an afterthought

Bring nothing

Ignore unstructured data entirely



Mission-critical data missing

Bring everything

Transfer without review



Sensitive data exposed

Decide manually

Sort by hand



Deal misrepresentation risk



SNP Kyano is your comprehensive AI M&A data platform

Document AI and agentic workflows scan and categorize your unstructured data based on your SAP divestiture rules in a fraction of the time – minimizing risk, inefficiency, and lost value in M&A.

Why Kyano document tagging?

Kyano AI

The only way to do this right at scale

- **Complete & accurate:** AI-native platform processes every document, no gaps
- **Fully auditable:** every tagging decision is traceable and defensible
- **Cost-efficient at scale:** marginal cost per document drops as volume grows
- **Semantically aware:** understands context and meaning, not just keywords

VS

Human-only methods

Why they fall short

- **Inconsistent results:** quality varies by reviewer, fatigue increases errors over time
- **Doesn't scale:** can't be applied reliably across large document volumes
- **Cost grows linearly:** every additional document adds proportional cost and time
- **No semantic understanding:** misses context, relationships, and intent between documents



Scope expansion

Unstructured data becomes a first-class citizen in the migration, not an afterthought



AI-native capabilities

AI moves from assistive tool to core execution engine across the transformation

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**Smarter systems.
Faster outcomes.
Intelligent transformation.**

*SVRP
Partner Day*



**Smarter systems.
Faster outcomes.
Intelligent transformation.**

*SVRP
Partner Day*



From Foundation to Future:
Scaling AI-Driven Transformation with Kyano®



Don Mahoney
Global Head of Products & Innovation

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