

SHAPING ^{TW}
TOMORROW
TOGETHER



Global Partner Day

July 7, 2026 | Heidelberg, Germany

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Winning Deals Together

July 7, 2026 | Heidelberg, Germany



Introductions



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Winning Deals Together - Agenda

1. Winning big deals together

- Wins for YOU
- What good looks like
- Business Value story

2. Our vision is evolving

- What our customers are asking for
- What we are seeing

3. Kyano as a Platform, not a single use tool

- Rolls Royce use case

4. Q&A - Discussions

*SVP
Partner Day*





What % of SNP projects are considered Brownfield in approach?



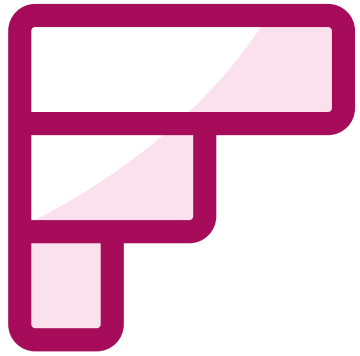
What % of SNP projects are considered Bluefield in approach?



What % of SNP projects are considered Greenfield in approach?

Winning big Deals, together





Which statement resonates with you the most?



What would you suggest instead or in addition?

Big Wins – The formula

1. Play to our strengths and bring value to each other
2. Customer outcomes before the Solution
3. Engage early
4. One team with one message, shared ownership and responsibility for success and delivery
5. Invest heavily in Executive alignment on all sides

Our vision
is evolving



Our customers ask of SNP

1. Engage with a wider audience – from CxO to Architect
2. Describe our value proposition in terms of business outcomes - not features & functions
3. Proactively provide insight, guidance and clarity – where is AI/Automation real / How to de-risk
4. Enable E2E data management Vs one-off data migration – data for the business, not just cutover
5. Collaborate as 1-Team with you - accelerated enablement, contracting, seamless WoW

What do our programme stakeholders demand

"I selected a platform that has proven credentials & references at the scale needed for my organisation. Software-based approaches provide the scalability and surety needed for this transformation programme "



CIO

"Continuity of business within the stated and forecasted downtime is invaluable to BAU operations and avoids unnecessary disruption – saving significant sums in outage costs "



COO

"My critical finance data remains intact, consistent and auditable, meaning accurate reporting and audit compliance."



CFO

"Data retains the context, history, and document flow to continue operations immediately following go-live, without exhaustive re-engineering & testing needed"



GLOBAL PROCESS OWNERS

What do our programme stakeholders demand

"I am able to run reports for historic fiscal years inclusive of the data I value, with confidence, from my new SAP system"



FINANCE CONTROLLER

"Sensitive data is not available to unauthorised parties, and masked where present – ensuring security of my companies' data"



CONTROLS & COMPLIANCE

"I see the data which relates specifically work that I do, with intact references, attachments, history and master data"



S/4HANA USER

"The results from each test migration support me in forecasting an accurate picture of Go-live, allowing me to plan with confidence and surety"



CUTOVER & IMPLEMENTATION MANAGER

Kyano – High-level overview visual

Kyano Foundation

Stay agile with an up to date overview of your enterprise data landscape

Kyano Move

Migrate, integrate, modernize and optimize your enterprise data

Kyano Manage

Monitor, validate, test, archive and decommission your enterprise data



What we are seeing

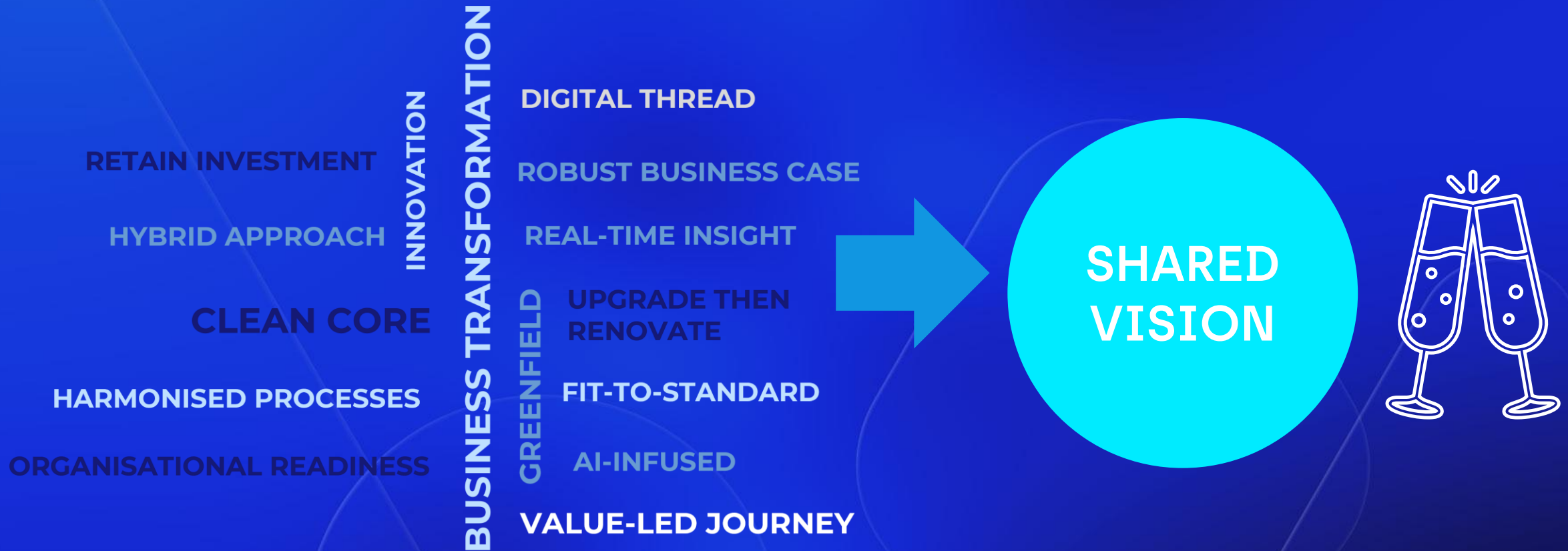


The Discovery phase

Hands
up



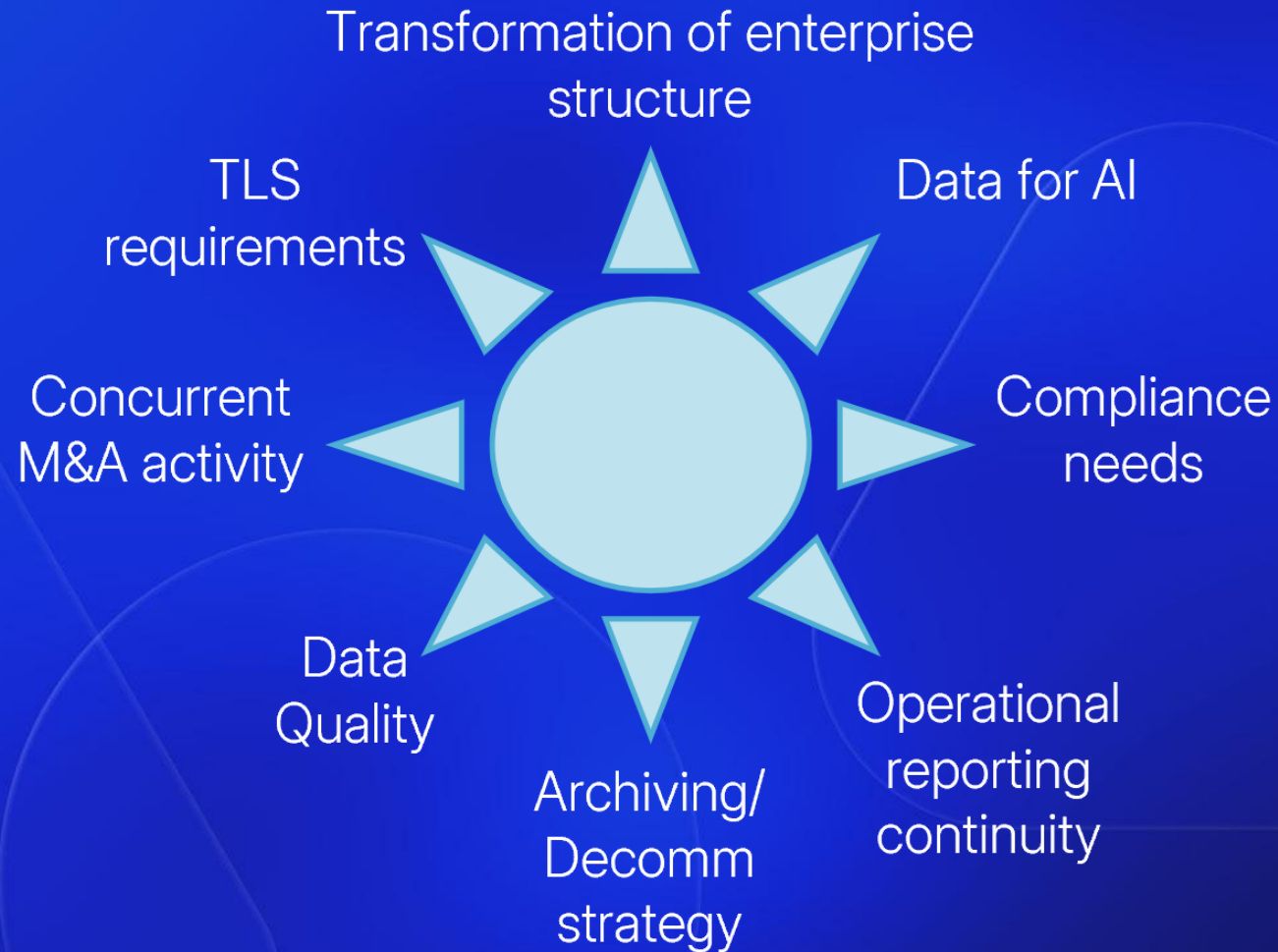
The Discovery phase



And real life nuance on Greenfield...

PROCESS		Process re-design, standardize across BUs Leverage SAP best practice
CUSTOMISATION		Aim for 'Clean core' & only customize where differentiation is key
DATA		Migrate into S/4 Vs Fit for purpose data to run your business in a sustainable manner

From a Data perspective, the bigger picture for us all ...



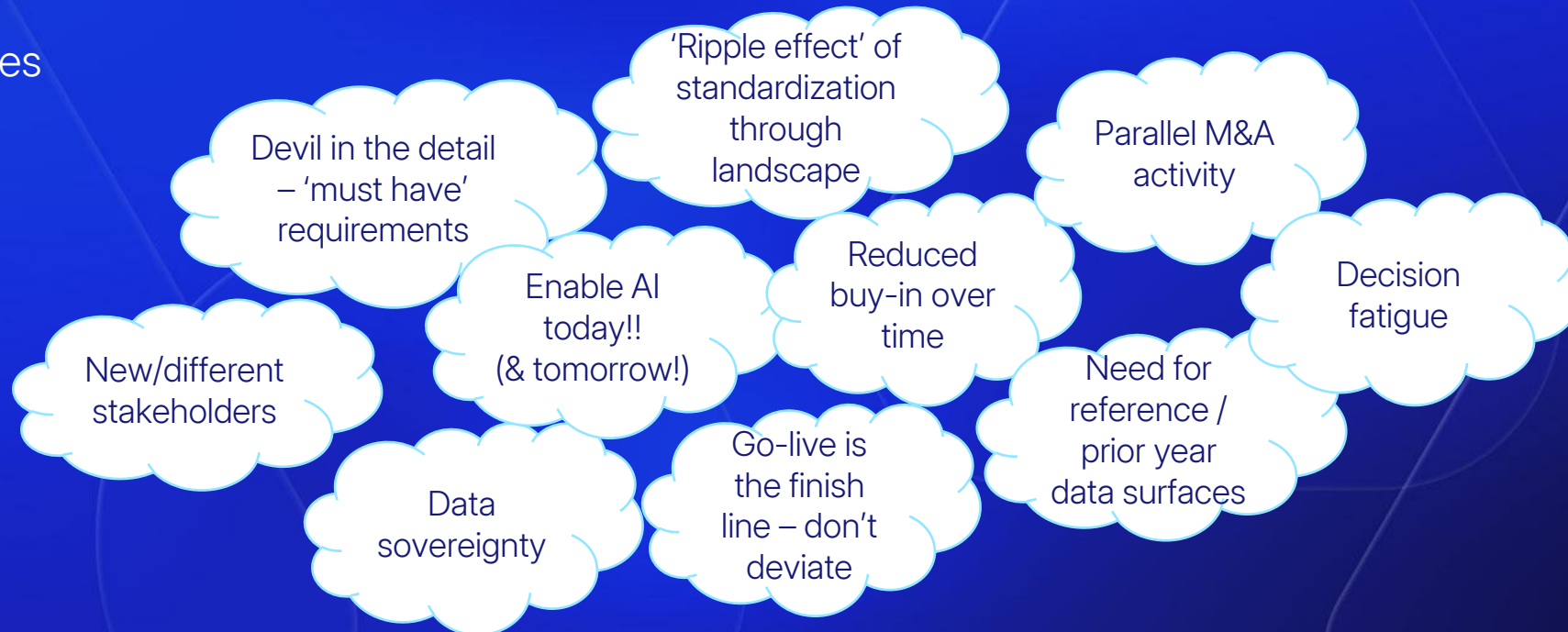
Shared vision often changes during the programme...

Hands
up

The theory



Reality bites



Key questions to cover

Regardless of 'colour' of deployment approach – how can our partnership support?

Do you need access to historical data and if so, how and where will you manage this?

How will your new enterprise structure impact data reconciliation and reporting?

How will you ensure uninterrupted financial and operational reporting during and after the transition?

How will you manage multiple concurrent initiatives such as M&A, restructuring and S/4HANA transformation?

How will you meet and maintain audit and compliance requirements related to data?

Have you considered an 'anytime' Go-live Vs restricted to year end?

How will you provide continuity of multi-year reporting against existing & new finance models to your business?

How will you reduce business disruption for source and target systems during a Wave or Big-Bang approach?

Upfront questions shape the programme with confidence

Regardless of 'colour' of deployment approach



Rolls Royce

Kyano as a Platform



Kyano - Rolls Royce



Kyano Foundation

Stay agile with an up-to-date overview of your enterprise data landscape

Agility Assessment

SAP Housekeeping

Kyano Move

Migrate, integrate, modernize and optimize your enterprise data

SAP Platform
Modernization

Mergers & Acquisitions

Platform Agnostic
Modernization

Cloud Move

Agile Organization
Transformation

Cloud Data Integration

Kyano Manage

Monitor, validate, test, archive and decommission your enterprise data

Test Management

Application Lifecycle
Management

Data Verification

Application Retirement

SAP Active Archiving

Enhanced Analysis

1 Comply & Protect

Kyano - Rolls Royce



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Agility Assessment

SAP Housekeeping

- 1 Comply & Protect
- 2 Transform [S/4HANA]

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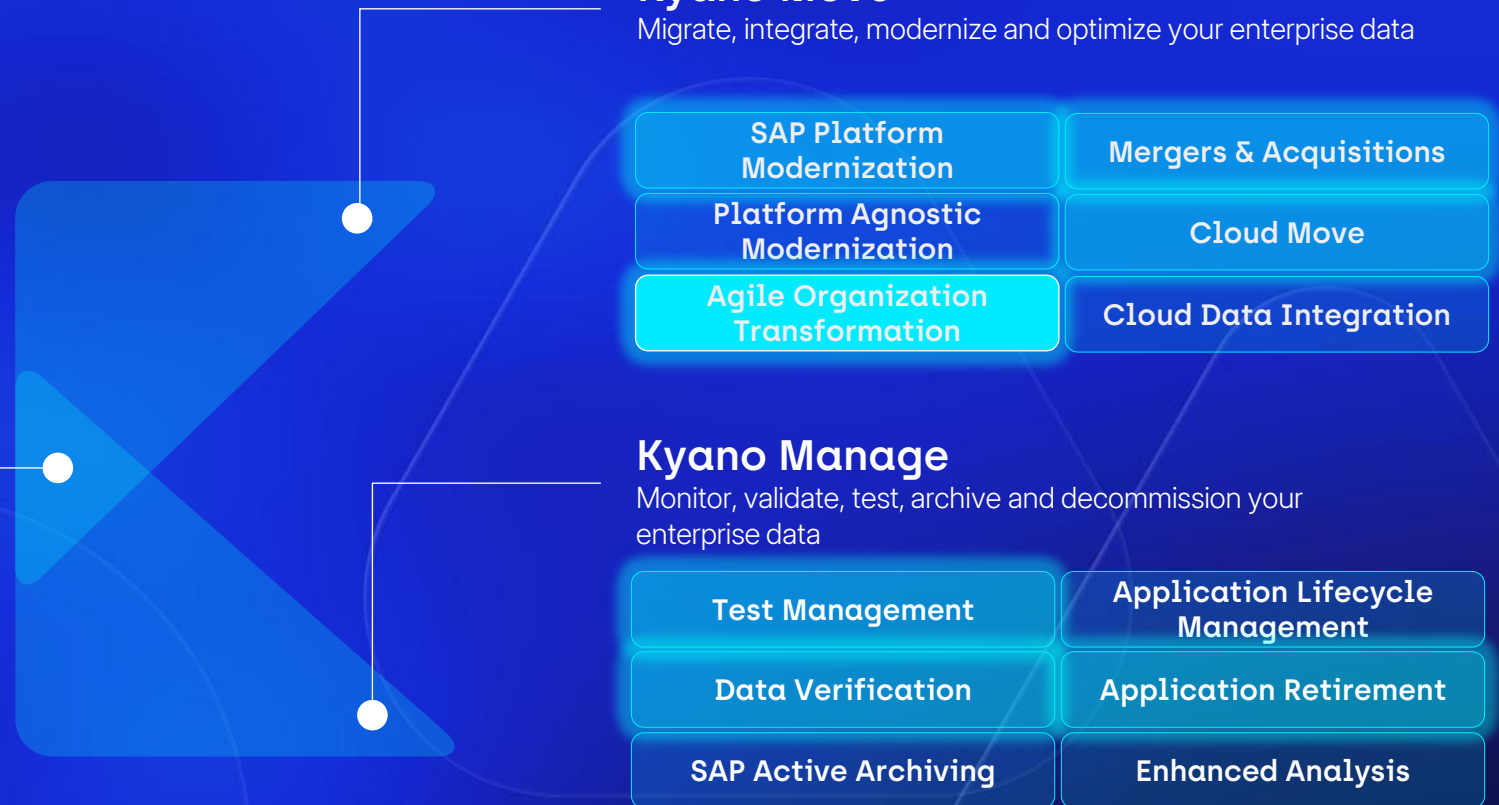
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Kyano - Rolls Royce (ELA)



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SAP Housekeeping

- 1 Comply & Protect
- 2 Transform [S/4HANA]
- 3 Data Platform

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Heidelberg, Germany 2026

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