

SAP + Startups

Start Impact the Business Up

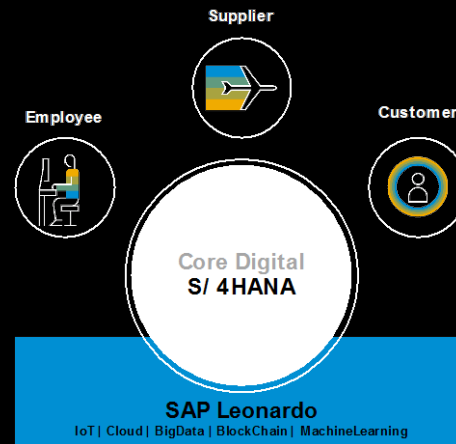
Sébastien GIBIER, Head of Startups | SAP France
November 21, 2017

INTERNAL

1



Run Simple



2

imagine. create. innovate.
DESIGN THINKING
 with



HASSO PLATTNER

Institute of Design at Stansford

3

SAPPHIRE
VENTURES

“ That brings the total firepower of Sapphire Ventures to \$ 2.4 billion, and indirectly makes SAP one of the most active companies on the start-up scene.”



Startup Journey

by 

SAPPHIRE
VENTURES

SAP.iO

SAP.iO

POWERED BY
techstars
ACCELERATOR

startup.focus.

SAP IoT STARTUP
ACCELERATOR

DATA
SPACE

SAP Leonardo Center

SAP Startup Select

SAP PartnerEdge®

Available on

SAP App Center

SAP Build the Next

SAP Business
ByDesign

SAP Business
One

SAP SuccessFactors ♥

SAP Cloud Platform

Funding

Acceleration

Open Innovation

Business Partner

Scale Up

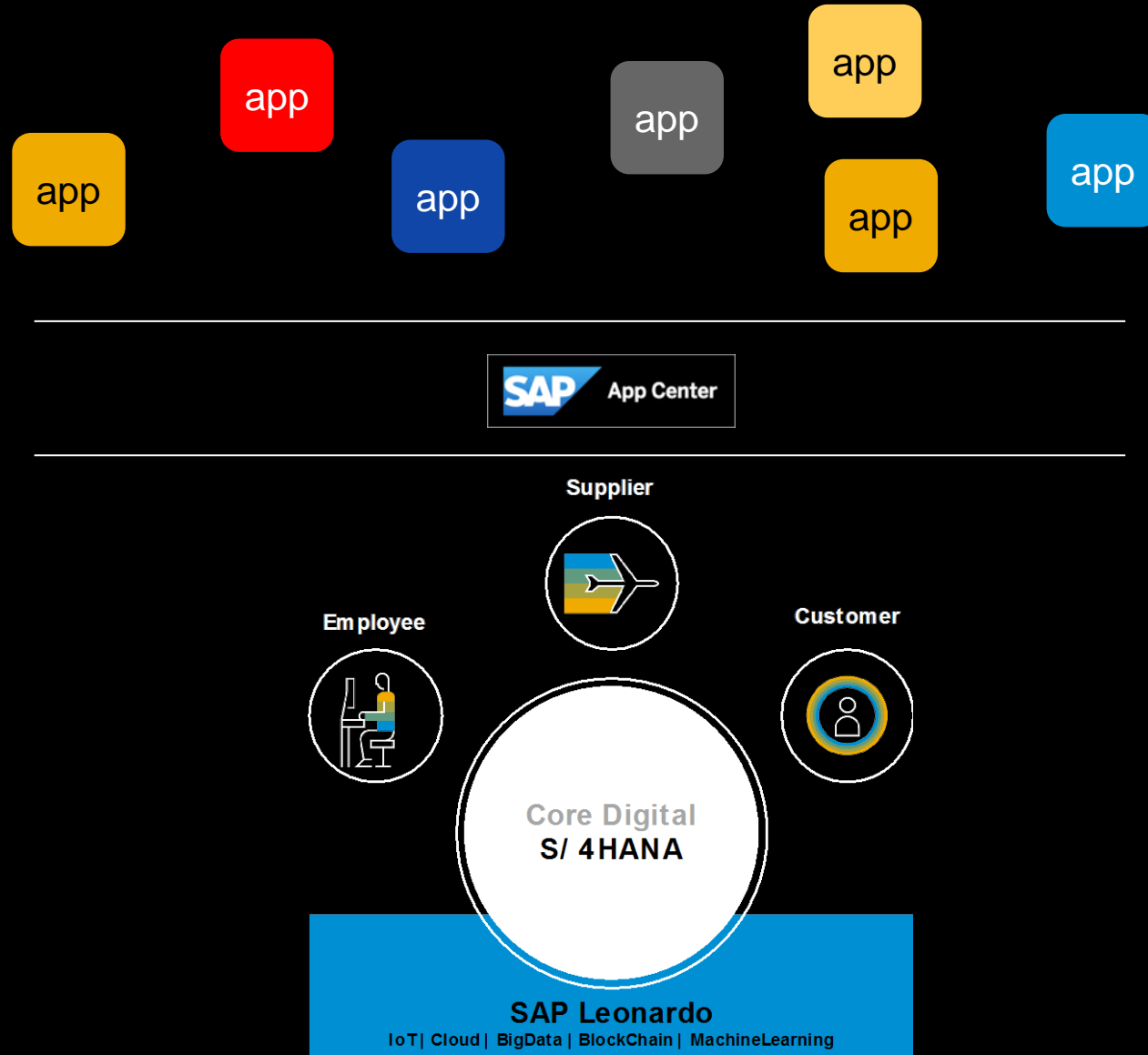
What is the rational?





**Would you buy an Iphone
without the Apple®AppStore® ?**

SAP is Platforms, Startups are Extentions



How to become agile as a Startup for SAP and its customers

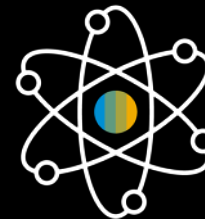
- Market is changing fast (Ecosystem, new business model, IoT, ...)
- Culture and mindset evolution
- Internal Structure and processes



Methodology



Technology



Ecosystem

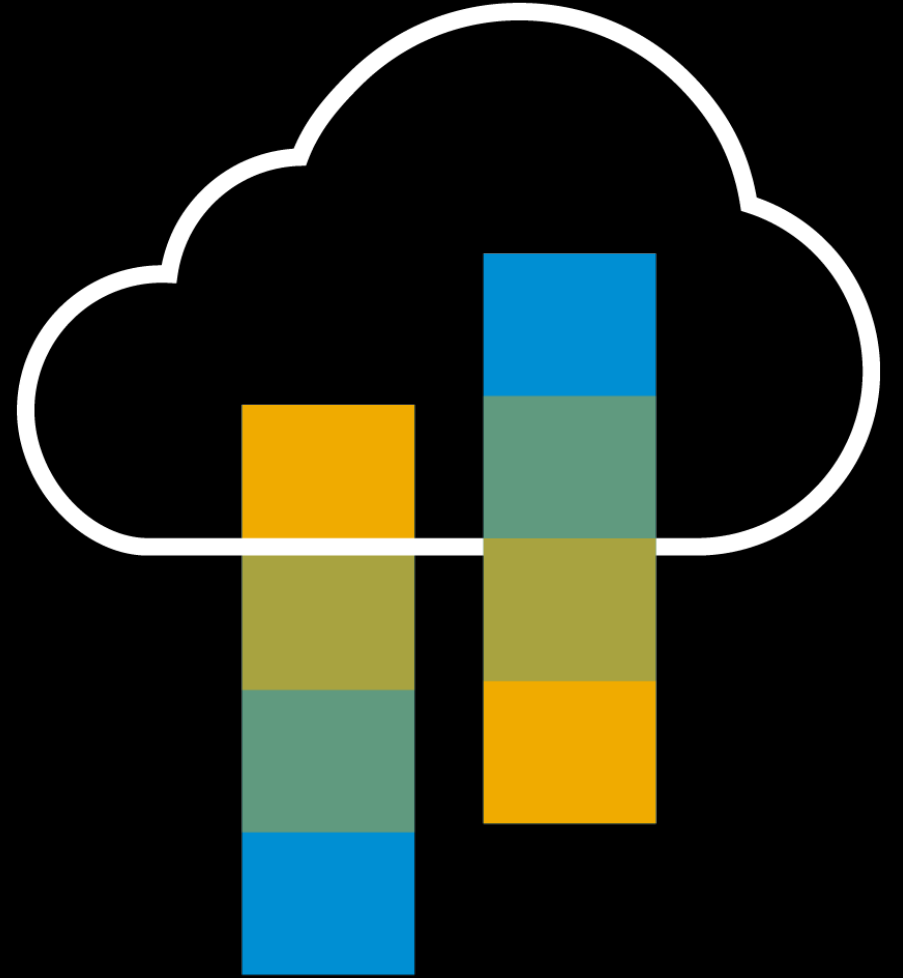
Thank you.

Contact information:

Sébastien GIBIER

Head of Startups

@sebastiengibier



Supplier



Customer



Employee



Core Digital
S/4HANA

SAP Leonardo

IoT | Cloud | BigData | BlockChain | MachineLearning