



SAP SAP Data Migration & Integration Services

G-Cloud 15 Service Definition Document

January 2026

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Inetum & SAP Portfolio



Inetum's positioning in SAP: **Driving future-ready transformation**

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A Strategic SAP Partnership

Inetum has built a trusted, two-decade partnership with SAP, recognized by its status as a Top 3 S/4HANA Public Cloud Partner in EMEA. SAP acknowledges Inetum's methodologies, accelerators and innovation capabilities, positioning the group as a preferred partner for digital transformation.

Future-Ready and Measurable Impact

For Inetum, SAP is more than a technology upgrade. It's a foundation for delivering measurable, long-term value. Inetum shapes SAP's roadmap through co-innovation and ensures that every transformation project creates resilient, adaptive information systems for its clients.

Key differentiators of Inetum's SAP implementation approach

AI as a Core Component

Inetum sees AI as a performance accelerator, not a trend. Through FabLab innovation centers and collaborations with top universities, Inetum integrates AI directly into SAP solutions — leveraging SAP's Business Technology Platform (BTP) and Joule copilot to enable agentic AI use cases and automated decision support.

Data Trust and Compliance

Inetum puts data governance and compliance at the heart of SAP transformations. Building on SAP's rigorous framework and adding its own safeguards, Inetum ensures that clients' data is reliable, trusted and future-proofed — a foundation for all generative AI initiatives and digital business processes.

Pragmatic Cloud Transformation

Inetum helps clients modernise legacy ERP landscapes by combining technical expertise with a real-world, pragmatic approach. Projects are delivered in lean, focused phases to reduce complexity, costs and risks — aligning IT modernization with tangible business outcomes.

Human-Scale, Client-Centric

Inetum's mid-sized, customer-focused model is a strategic alternative to large integrators. It balances industrialized delivery with close client relationships, creating an environment where transformation happens through iterative, human-centered processes — not just technology.

Our SAP credentials in a nutshell

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Bringing our **global expertise** to support...

- Automation
- Business change
- Workflow integration
- SAP roadmap acceleration

**END-TO-END
SAP PORTFOLIO
EXPERTISE**

**SPECIALISED IN
ENTERPRISE
INDUSTRIES**

**TOP3
SAP S/4HANA
PUBLIC CLOUD
PARTNER IN EMEA**

**TOP4
SAP CLOUD
PARTNER
IN EMEA**

- 19 Countries with Inetum operations
- 12 Countries with Inetum's SAP Practice
- 60 Countries with Inetum's SAP Services

**SAP CLOUD ERP
SAP CLOUD ERP PRIVATE
SAP BUSINESS DATA CLOUD
SAP BUSINESS TECHNOLOGY PLATFORM
SAP BUSINESS AI**

**GROW
WITH
SAP**

Partner

**RISE
WITH
SAP**

Business
Transformation
as a Service

Inetum covers the **full SAP lifecycle**, from subscription through implementation to 24x7 operations

SUBSCRIBE

Access the best SAP Cloud offers with a trusted partner

- Inetum ranks among the Top 3 EMEA partners for SAP Cloud ERP (ex-GROW) with SAP
- Over 35 live public-cloud references on SAP Cloud ERP – Public Edition
- Direct resale and advisory on SAP subscriptions (GROW & RISE) tailored to business priorities
- Guidance on choosing the right cloud model (public, private, hybrid)

IMPLEMENT & DEPLOY

Accelerated and secure SAP implementation through certified methods and packaged solutions

- Deployment based on SAP Activate enhanced by Inetum's industry accelerators (QPPS)
- More than 17 SAP-certified packaged solutions for key industries (Retail, Pro Services, Wholesale...)
- 30+ embedded GenAI agents supporting forecasting, user assistance and automation
- Seamless integration with client IT environments (cloud, security, data, UX)

OPERATE

Delivering long-term value through performance, flexibility and continuous innovation

- PCoE-certified support, 24x7 multilingual, governed by SLA or advanced Value Level Agreements (VLA)
- Proactive operations' dashboards, KPI-based governance, continuous improvement approach
- Scalable AMS services including maintenance, functional evolution and innovation
- Use of SAP BTP and AI to continuously expand business use cases and value

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OUR SAP CERTIFICATIONS AND UNIQUE CAPABILITIES

1,400 SAP solution certifications

held by the team, demonstrating deep functional and technical expertise

17 SAP-certified Qualified Partner Package Solutions (QPPS)

including proprietary accelerators Adopt2Win, Rise InetumS4 Retail and InetumS4 Professional Services

Rise2S4 certified migration methodology

ensuring secure, efficient SAP S/4HANA transitions

30 live & reusable AI use cases and agents

based on SAP Joule and SAP Business Technology Platform (SAP BTP), unlocking new insights and automation

An SAP solution built for **every client and every business need**, supporting transformation at every stage.

**GROW
WITH
SAP**

SAP Cloud ERP

(ex SAP S/4HANA Cloud PUBLIC Edition)

**RISE
WITH
SAP**

SAP Cloud ERP
Private

(ex SAP S/4HANA Cloud PRIVATE Edition)

Best Practices



Ready to use with the latest industry best practices

Innovation

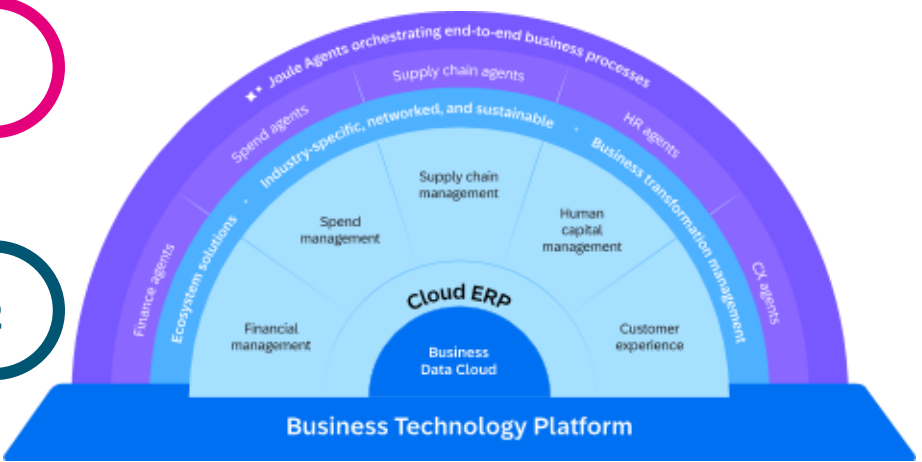


Access to Business AI, including Joule and embedded AI solutions.

Growth and Evolution



Maintain continuous evolution without worrying about driving it



Customisation



Freedom to adapt to your organization's requirements

Innovation

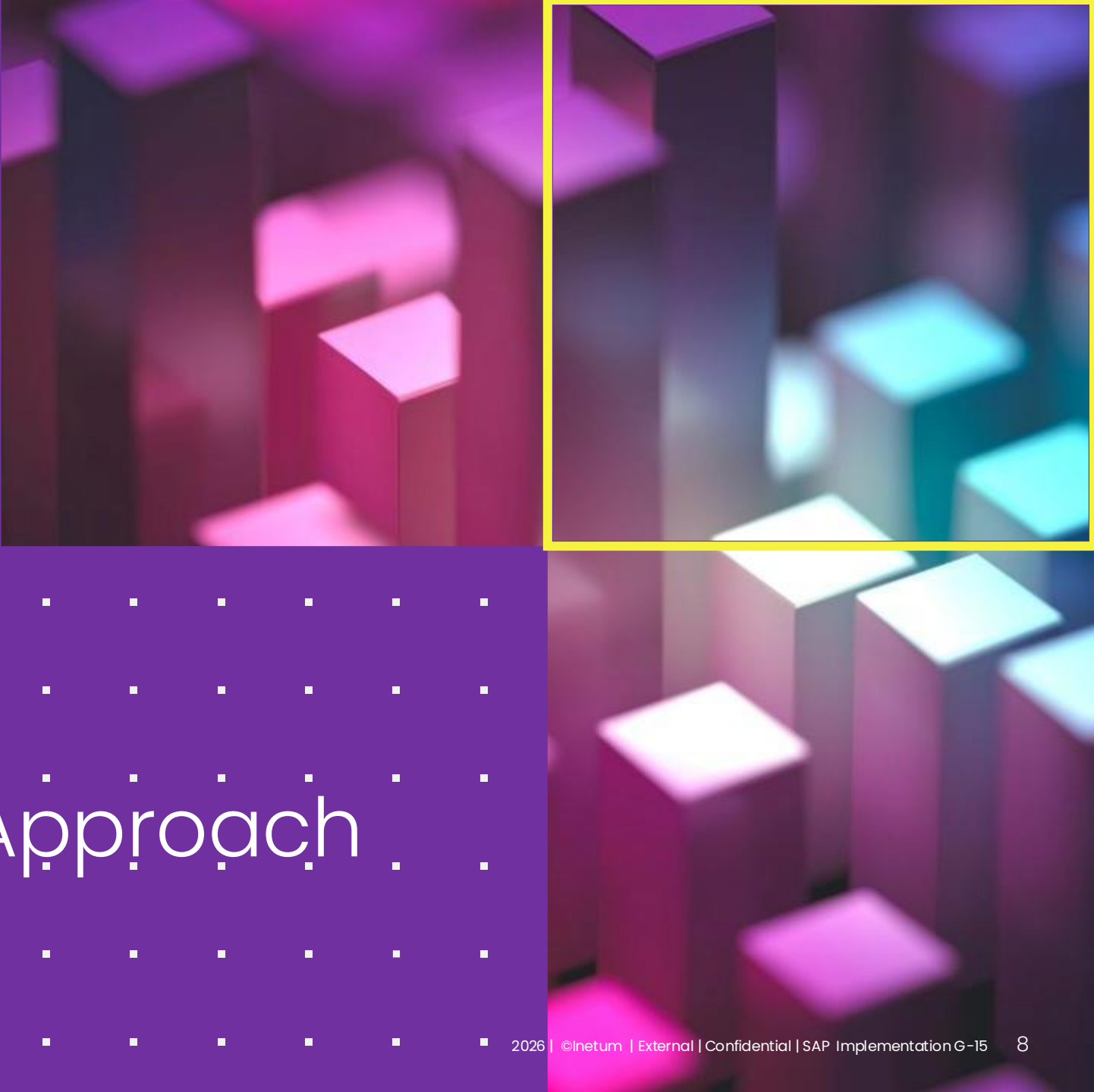


Access to Business AI, including Joule and embedded AI solutions.

Control



Maintain control and decision-making in evolution



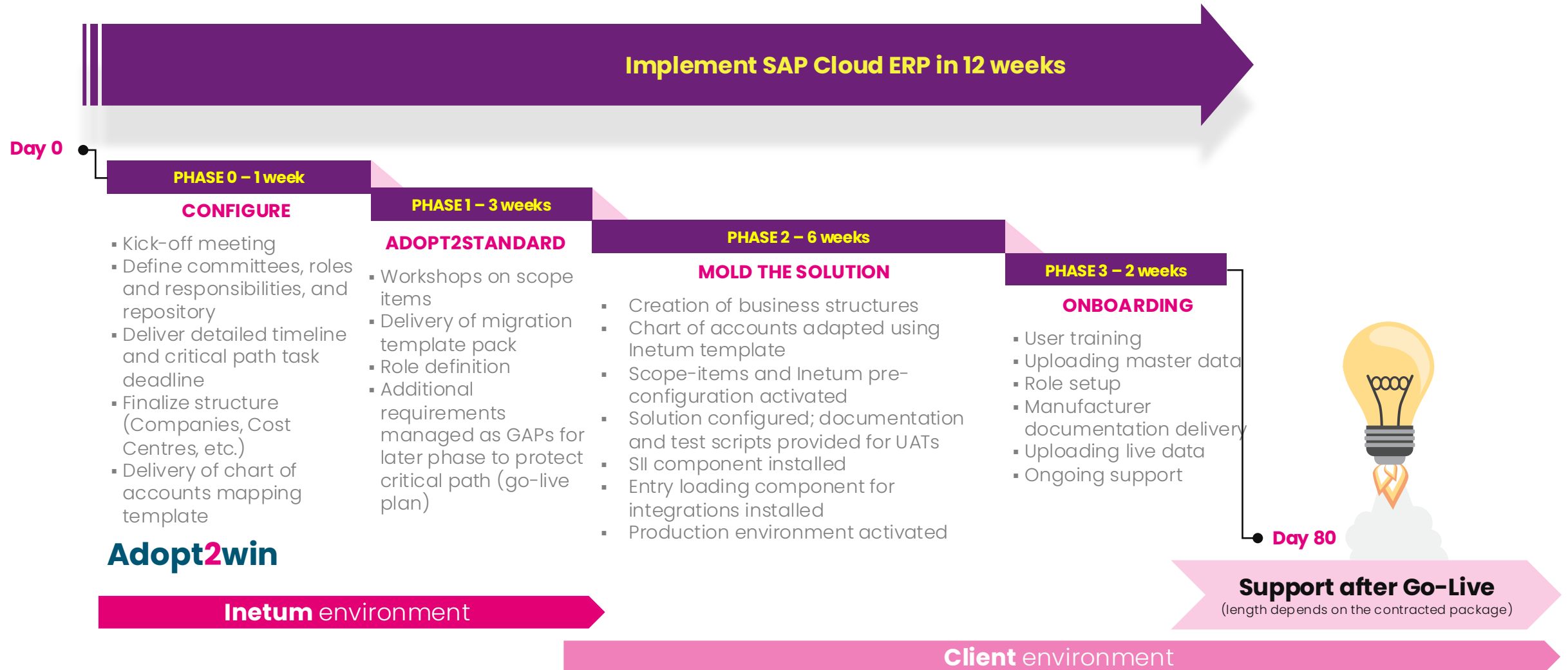
approach

2026 | ©Inetum | External | Confidential | SAP Implementation G-15 8

approach

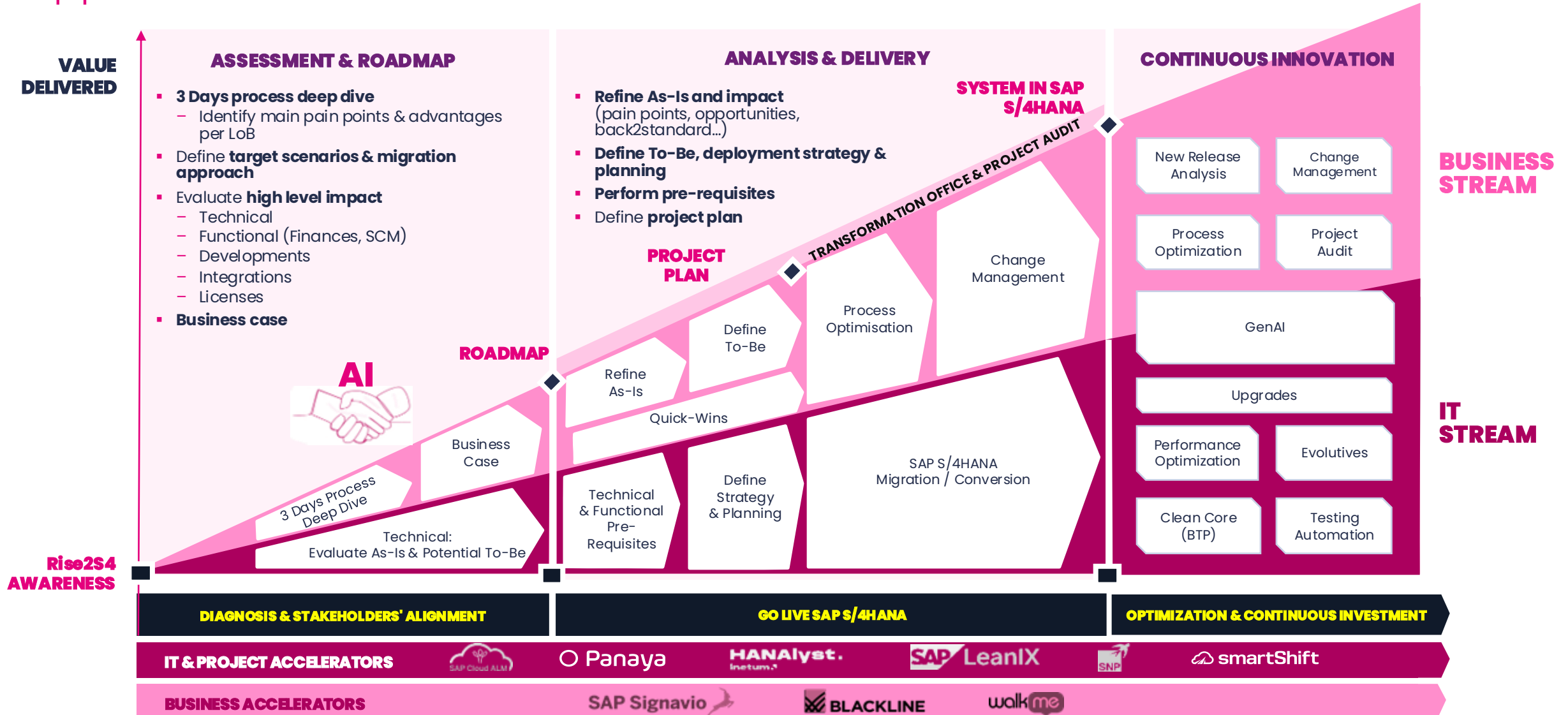
Adopt2win | Our pre-packaged SAP Cloud ERP Public solution empowers customers to **simplify, accelerate, and scale their transformation**

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Rise2S4 | Our 360° SAP Cloud ERP Private migration approach

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Inetum provides tools and accelerators to enable **faster migration and speed to value**

1

SAP LeanIX

IT architecture
Transformation
and risk
Management

2

Panaya

Reference platform
for testing and
Intelligent change
management

3

HANAlyst

Inetum's cloud
platform for code
correction
estimation

4

SAP Signavio

Process mining
suite to spot
business process
improvement

5

BlackLine

SAP S/4HANA
migration enabler
for Gold Standard
Record-to-Report

6

Walkme

Supporting
platform to
facilitate change
management

7

SNP

Manage complex
SAP transformation
scenarios
(data)

8

smartShift

Manage complex
SAP transformation
scenarios
(data)



Rise2S4
**THE MOST ROBUST AND
COMPLETE BUSINESS
TRANSFORMATION
OFFERING ON THE MARKET**

KEY BENEFITS



**EFFICIENCY
INCREASE**



**RISK
MITIGATION**

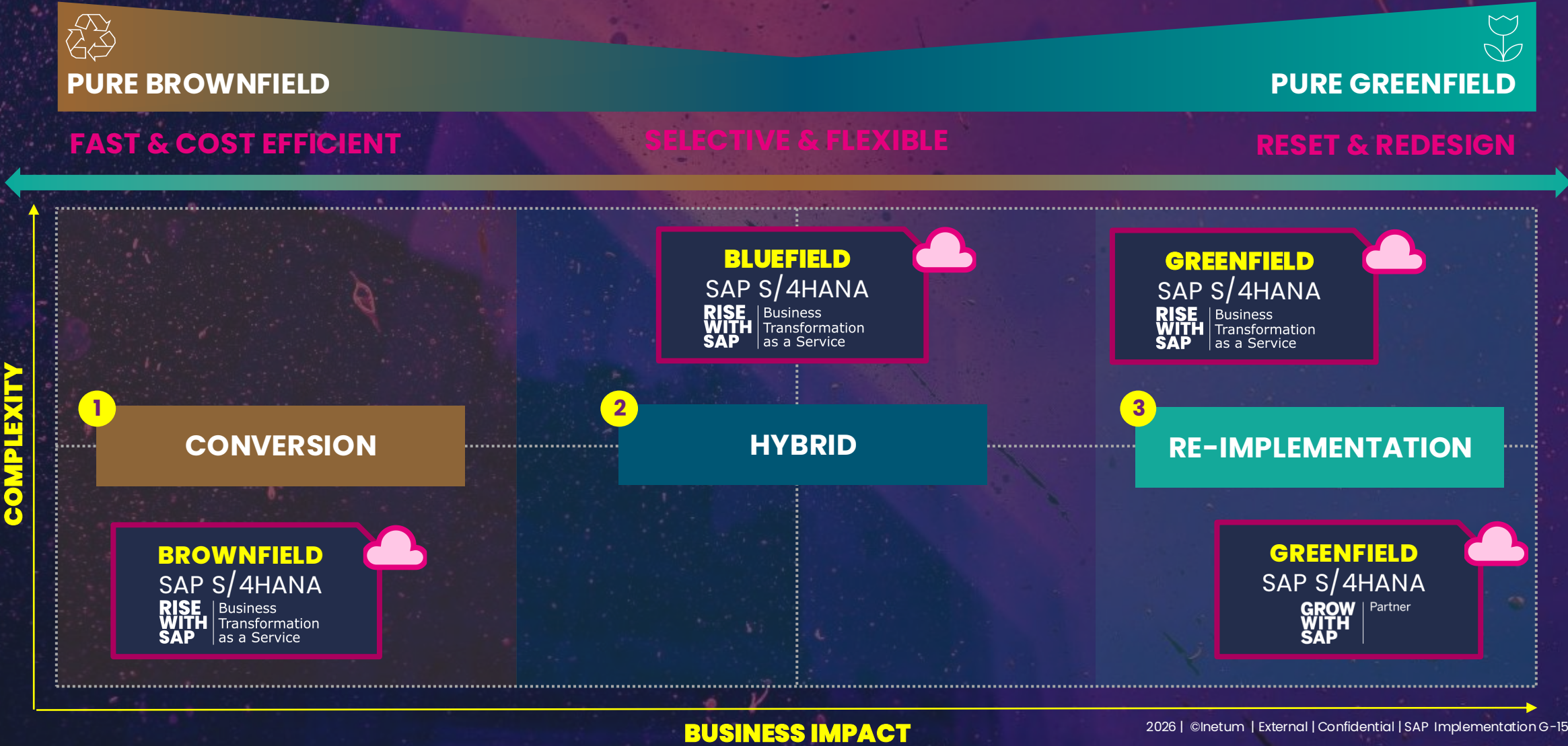


**BUSINESS
TRANSFORMATION**



**COST
SAVINGS**

Inetum guides customers to the **optimal SAP migration path** based on their unique requirements

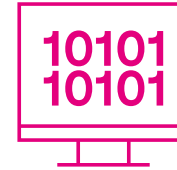


Additionally, we can deploy **tailored SAP AI solutions** to complement your SAP RISE environment



CFO: Turn data into financial foresight

- Predict cash flow with AI
- Automate closing and audits
- Detect anomalies in spend
- Simulate financial scenarios



CIO: Modernize with intelligent automation

- AI-based ticket resolution
- Intelligent process monitoring
- Scalable API-first architecture
- Embedded governance controls



COO: Optimise operations with business intelligence

- AI-driven demand forecasting
- Predictive maintenance insights
- Smart exception handling
- Real-time supply chain alerts



CHRO: Empower talent with AI

- Predict attrition risks
- AI-matched learning paths
- Smart recruiting recommendations
- Workforce sentiment analysis



CPO: Procure smarter, not harder

- AI-based supplier scoring
- Predictive risk in sourcing
- Automated contract insights
- Spend classification intelligence



CRO: Accelerate growth with intelligence

- AI-driven sales forecasting
- Dynamic pricing optimization
- Personalized customer insights
- Churn risk prediction

What's unique about **Rise2S4**?

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1

QUICK WINS

Deliver value from Day One with quick, tangible outcomes.

Measurable Impact & ROI

Data-driven approach to optimize resources and maximize returns.

2

FASTER RESULTS

Achieve measurable impact in weeks—not months.

Accelerators

Proven tools and methods to fast-track migration and reduce risk.

3

FUTURE-READY VALUE

Create a scalable foundation aligned with sustainable growth.

AI & COBORG™

Harness AI and collaborative automation for smarter processes and new business models.

SIMPLICITY.

SPEED.

SCALE.

Why choose Inetum for your transformation journey?

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Pioneer and leader in SAP S/4HANA

~10 years experience in SAP S/4HANA (completed one of **First 5** migrations globally)



Proven delivery track record

~100 SAP S/4HANA implementations for various customers, with **on-time delivery**



Broad-ranging SAP Expertise

Gold SAP partner with over ~2700 certified consultants & **8** SAP competencies (across modules)



Partner-recognized delivery excellence

Recognized at **EMEA level** for Delivery Excellence in Cloud Solutions and Talent Management (**2 awards**) by SAP in 2025



AI and GenAI Centre

~30 functional AI use cases on **SAP BTP** and **SAP Business AI** capabilities across functions

03

About the Inetum & SAP Partnership



Our credentials

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19
countries

28,000
consultants

7
FabLabs

**GLOBAL
PRESENCE**

**STRONG
TECH PARTNER
ECOSYSTEM**

**STRONG
CLIENT
BASE**

**DNA
IN DATA + AI**
(co-creation)

**RECOGNISED BY
SAP, GARTNER,
ISG...**
& more

COBORG™
*The Cognitive Brain of
Your Organisation*
Inetum's Proprietary,
Integrated AI Framework

Our GenAI Portfolio

An end-to-end offer portfolio based on a proven methodology supported by a full-stack partnership model and our "in-house" GenAI Factory

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GenAI-assisted redesign of specific workflows and processes:

- Convert legacy IT code
- Ease complex document and knowledge management
- Imagine new offerings and services for citizens
- Reinvent customer and employee 360 experience with conversational agents
- Embark and empower employees with GenAI copilots
- Capture P&L impact from GenAI

Methodology

to capture the value of GenAI at scale:

Advisory & Readiness

Qualification & Decision support

Experiment

Scale up & transformation



Assets to accelerate in the right way:

Do you speak GenAI?
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GenAI Hub
inetum.™

Solid alliances



Microsoft

Google

IBM

SAP



servicenow



04

Customer Success Stories



Adopt2win | We've delivered real impact for our SAP customers on public cloud transformation

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67%

Reduction in time spent on administrative tasks

REFRACTORY MATERIALS



80%

Automation achieved of former manual activities

CONSTRUCTION AND WASTE MANAGEMENT



30%

Reduction in manual billing errors

INDUSTRIAL LAUNDRY SERVICES



20%

Efficiency increase across manual activities

QUANTUM COMPUTING SOFTWARE



50%

Reduction in project delivery times

PORT OPERATIONS AND LOGISTICS



20%

Improvement in accuracy of stock information

HOTEL & HOSPITALITY

Some of our top SAP customers, across different verticals and countries:



Rise2S4 | We have delivered real impact for our SAP customers' private cloud transformations

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85%

Homogenisation of business processes across different lines of business

FACILITIES
MANAGEMENT &
SOCIAL SERVICES



70%

Project efficiency increase due to refinement of scope

DIGITAL
ENTERTAINMENT
& GAMING



68%

Reduction of manual tasks in the project

INSURANCE



50%

Custom code adjustments done automatically

DIGITAL
ENTERTAINMENT
& GAMING



50%

Reduction in project rework, thanks to the right testing strategy

PUBLIC
TRANSPORTATION



30%

Increase in decision making speed, with embedded analytics

FACILITIES
MANAGEMENT &
SOCIAL SERVICES

Some of our top SAP customers, across different verticals and countries:



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FRANCE | SPAIN | PORTUGAL | BELGIUM | SWITZERLAND | LUXEMBOURG | UNITED KINGDOM |
IRELAND | POLAND | ROMANIA | BULGARIA | MOROCCO | TUNISIA | USA | BRAZIL | COLOMBIA |
MEXICO | PERU | INDIA



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