

G-Cloud 15

Service Definition Document

SAP Business Technology Platform
(BTP) – Design, Integration,
Implementation, Innovation

January 2026



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1. Service detail

1.1. Best-in-Class Delivery Approach

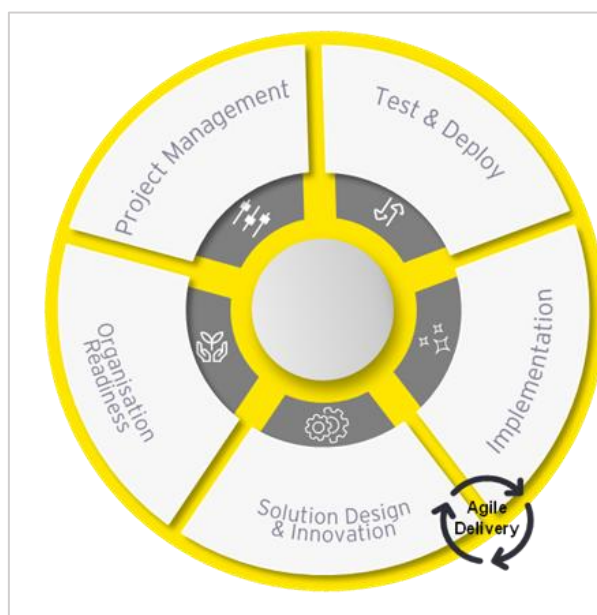


Figure 1 – Our Delivery Approach

Organisation Readiness: Focus on Transformation, Not Just Implementation

We bring end-to-end business transformation experience to design the right business processes and add focus on change management to ensure successful adoption. We recognise that any change has its challenges, and we partner with our customers every step of the way to ensure success.

Project Management: Proactive Hands-on Project Coordination

EY's proactive approach to project management prioritises structured governance and hands-on coordination of stakeholders. Our programme management team will provide high-visibility project management metrics and a laser-focus on progress tracking to drive towards the overall timeline, cost, quality and risk goals.

Solution Design: Innovative and Expert Technology Practise

We have a depth of experience delivering innovative solutions with SAP BTP technology across organisations in all industries and have pre-built content and accelerators to increase your speed to value. We understand that our customers often have complex data and interface landscapes, and we will minimise risk by taking an approach that enables controlled delivery and seeks to avoid regret spend and change fatigue.

Implementation: Lean Delivery Methodology, Focused on Delivering Value

EY have created a lean hybrid-Agile delivery methodology that is tailored to customer requirements. We aim to prove design concepts early through MVPs and pilot releases for key processes, functions, or business area. Beyond that, we will focus functionality releases based on their value, by aligning to customers' business priorities.

Test & Deploy: Delivering Technology at Speed

EY's approach to testing is pro-active and continuous. Successful test completion forms a key exit criteria for every programme phase, to assure the build quality of all deliverables and to drive the adoption of sustainable change.

Our approach to Hypercare focuses on reducing business disruptions after a major implementation/go-live. We work collaboratively with customers through clearly defined Hypercare transition activities.

1.2. EY's SAP Business Technology Platform (BTP) Capability

SAP's Business Technology Platform (SAP BTP) is a platform which gives businesses the ability to extend and personalise SAP applications, integrate and connect landscapes, automate processes, make decisions with confidence, and drive business innovation. EY has in-depth technical expertise in all aspects of SAP BTP.



Figure 2 – SAP BTP Capabilities

1.3. Innovating with SAP Business Technology Platform (BTP)

SAP BTP empowers customers to deliver rapid value through:

Process Excellence: The application of process management, automation, low/no-code app's and innovative extensions to enable value and simplify processes. SAP BTP allows organisations to automate or digitise multi-step processes to provide repetition, efficiency & consistency, and to further streamline processes that run across systems, across business units, or across company boundaries with third parties.

Transformation: Complete transformation of Line of Business solutions, providing everything that enables a move to modern ERP landscapes and ensures that customers can balance standardisation with differentiation. By keeping a “core clean” and innovating in SAP BTP, customers can streamline their IT landscape, reduce TCO and simplify maintenance activities, whilst still enabling value and differentiation.

Digital Engineering: Leverage the right combination of Design Thinking, User Experience Research, and Agile methodologies to deliver differentiated value across the SAP landscape.

Advanced Technologies: Integrating cutting-edge technology, such as generative AI, blockchain, IoT services, or mobile applications allows SAP BTP customers to embed

intelligence into business processes and extend their SAP and non-SAP applications with custom functionality.

1.4. EY's Differentiators

- ▶ EY's proven User Experience and Design Thinking-focused design approach, augmented by rapid, agile-light delivery, delivers the right solution and reduced time to value
- ▶ EY utilise an MVP-based approach to deliver value early, reinforce business buy-in and unlock further roadmap/backlog
- ▶ EY have a track record of successful delivery, with multiple industry awards across BTP

2. Key contacts

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