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Accelerating Cloud Transformation Through Strategic Collaboration and Intelligent Innovation

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Artificial Intelligence Can Be Transformative—But Only If It's Done Right

To truly drive business transformation, AI must be deployed with care and precision—ethically, securely, transparently, and aligned with business goals. When implemented correctly, AI enhances decision-making, boosts efficiency, and fosters innovation. But poorly executed AI can lead to biased outcomes, security risks, and loss of trust, undermining its value and, sometimes, doing more harm than good.

As companies embrace artificial intelligence (AI) in order to drive true digital transformation, they must remember that a collaborative ecosystem empowers organizations to achieve faster time-to-value, enhanced productivity, and enterprise-grade reliability, the foundation for scalable innovation and long-term success.

Critically, business leaders should **take a cloud-forward approach** to this new model, one that prioritizes data security and seamless integrations. As they do, they can benefit from **partnering with a team of vendors that already work well together** to deliver best-in-class capabilities, expertise, and industry experience.

Top Reasons for Deploying AI

- Improving operational efficiencies
- Enabling data-centric decision-making
- Improving customer experience
- Boosting creativity and innovation
- Improving talent management and employee experience
- Creating new revenue streams

68% of companies have adopted a cloud-first approach for all new applications, and more than three-quarters have implemented AI.

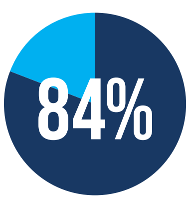
Source: Frost & Sullivan

When Deploying AI, Systems Integrators Can Be the Difference Between Success and Failure

Systems integrators (SIs) play a critical role in deploying AI by bridging technology and business needs. They offer industry-specific expertise, are able to manage complex integrations, and ensure scalable, secure deployments.

Frost & Sullivan research shows that organizations rely heavily on IT service providers for AI technology procurement, especially when it comes to new technology. By working closely with business clients, SIs can build solutions that meet key business needs. These partners have deep industry knowledge, which helps them not only offer much-needed software and services, but also critical guidance on implementation strategies and goals.

SIs also benefit from partnering with cloud providers to accelerate digital transformation for their clients while expanding their own service capabilities. Done right, these strategic partnerships deliver access to scalable infrastructure, advanced tools, and continuous innovation, enabling SIs to deliver faster, more flexible solutions to clients, reduce operational costs, and improve service reliability. And with the right vendors, cloud alliances enhance SIs' competitive advantage via co-selling opportunities, technical support, and joint marketing efforts.



of organizations have engaged or plan to engage a third-party provider to implement AI software and services. Top reasons: their ability to integrate new technologies, offer robust security and compliance reporting, quickly deliver managed workload functionality, optimize performance, provide better service to internal and external customers

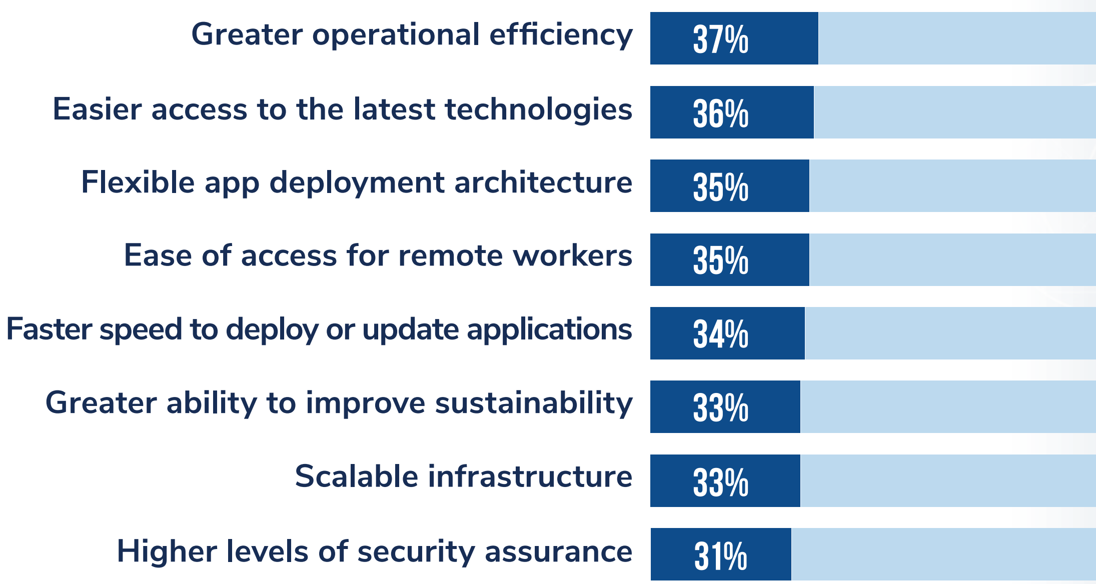
IT decision-makers rank partners as their top choice when it comes to procuring new technology solutions.

Source: Frost & Sullivan

Business Transformation Requires Strategic Partnerships for Success

Cloud-forward strategies for modern businesses are critical to enabling transformation—and they are best achieved through partnerships that leverage best-in-class experience and capabilities, pre-integrated to deliver a seamless experience to IT and end users alike.

Top Reasons Companies Leverage Public Cloud



69% of IT decision makers say public cloud is the most critical part of their IT decision-making process.

Source: Frost & Sullivan

Spotlight on SAP Business Suite Acceleration with Microsoft Cloud

The SAP Business Suite Acceleration with Microsoft Cloud takes a “Better Together” approach by combining SAP’s robust ERP capabilities with Microsoft’s strengths in AI, data security, and the Intel-powered Azure for SAP platform. Tailored for cloud-forward enterprises, the program accelerates digital transformation across key lines of business, including finance and supply chain. Integration with tools like Microsoft 365 Copilot and Azure AI enables intelligent, secure, and connected operations, while third-party system integrators bring deep industry expertise, ensuring rapid deployment and sustained value.

- Designed for cloud-forward, digitally ambitious companies
- Emphasis on smooth transition to next-gen SAP Cloud ERP
- Global partner ecosystem
- Integration of services and tools from SAP and Microsoft

Faster Time-to-Value

- **Seamless integration across platforms:** Joule, Microsoft Copilot, Azure AI, M365, Microsoft Teams, and SAP Business Technology Platform
- **Partner Expertise:** Deep involvement of partners at every step, plus industry-specific knowledge and experience
- **Built-in AI Innovations:** AI-powered insights and automation to drive productivity, driving collaboration and decision-making across business functions
- **Reliability and Support:** SAP Cloud ERP on Azure includes 99.95% SLA for enterprise-grade reliability

Source: Microsoft and SAP

Finance Case Study

Using AI in finance and accounting can significantly enhance a company's efficiency, accuracy, and strategic decision-making.

AUTOMATION: AI can handle repetitive, time-consuming tasks such as data entry, invoice processing, and even payments, reducing errors and freeing up finance employees to focus on higher-value activities.

FRAUD DETECTION: AI can analyze vast volumes of data in real time to identify anomalies, flagging potential fraudulent transactions and accounting inconsistencies.

FORECASTING AND FINANCIAL PLANNING: By processing historical and real-time data, AI models can more precisely predict cash flow trends, budget requirements, and investment opportunities, supporting informed, data-driven decisions that enable long-term business growth.

CONTINUOUS AUDITING AND REAL-TIME REPORTING: Instead of periodic reviews, companies can leverage AI to monitor financial health on an ongoing basis, ensuring greater transparency and responsiveness.

CUSTOMIZED FINANCIAL INSIGHTS: AI lets users tailor reports to meet the specific needs of different departments and stakeholders, enhancing benefits throughout the organization.

36% of organizations have deployed AI in finance and accounting, and another **42%** plan to do so in the near future.

Source: Microsoft and SAP

Supply Chain Case Study

AI is revolutionizing supply chain management by improving visibility, optimizing operations, and enabling faster, more informed decision-making.

- **Demand forecasting:** AI can analyze historical sales data, market trends, weather patterns, and even social media sentiment to predict future demand, leading to better inventory planning, reduced waste, and improved customer satisfaction.
- **Warehouse management:** Automated systems streamline warehouse operations and reduce downtime by optimizing storage layouts, guiding robotic systems for picking and packing, and predicting maintenance needs.
- **Logistics and transportation:** AI enhances route optimization by analyzing traffic conditions, weather, and delivery windows in real time, reducing fuel consumption and costs, and improving delivery accuracy and speed. AI can also enable dynamic pricing models for shipping based on demand fluctuations.
- **Supplier relationship management:** By analyzing supplier performance, market data, and risk indicators, AI helps businesses assess and select reliable suppliers, mitigate disruptions, and negotiate better terms.
- **Quality control:** Image recognition and machine learning can identify defects in products on the production line, ensuring consistency and reducing returns and recalls.
- **End-to-end supply chain visibility:** By integrating data across systems, companies can respond quickly to disruptions and maintain operational resilience.

36% of organizations have deployed AI in the supply chain, and another 45% plan to do so in the coming year.

Source: Microsoft and SAP

Companies Must Act Now to Stay Competitive on AI

When it's time to deploy AI for across-the-board business transformation, companies should focus on strong partnerships, security and reliability, deep industry knowledge, and the value of cloud-based ERP.

Systems integrators must recognize that AI offers enormous opportunities for growth—and the best way to achieve success is to leverage deep partnerships between best-in-class providers. In a recent Frost & Sullivan survey, 97% of respondents said AI/ML is important in achieving business priorities—and the majority report that they will leverage IT services from third-party partners to get the best results.

Microsoft and SAP are clear leaders in their own markets. Now, in teaming up to deliver leading AI software and systems based on their own core competencies and deep industry knowledge, they are enabling SIs to offer the secure, scalable products and services client companies trust.

24% of IT decision-makers report that AI is already ubiquitous in their organization. Companies that don't leverage the technology right now will be left behind.

Syskoplan Reply: S/4HANA SAP Solution | Syskoplan Reply SAP Consulting.

YOUR TRANSFORMATIONAL GROWTH JOURNEY STARTS HERE

Frost & Sullivan's Growth Pipeline Engine, transformational strategies and best-practice models drive the generation, evaluation, and implementation of powerful growth opportunities.

Is your company prepared to survive and thrive through the coming transformation?

Join the journey.

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