Partner Opportunity in a Changing World

How Partner Opportunity Expands as the SAP Ecosystem Transforms

Technology Enables Transformation to Next Normal
The New Stage in Ecosystem Evolution

- **Scenario A**: The SAP ecosystem opportunity will EXPAND TO $260 BILLION.
- **Scenario B**: The SAP ecosystem opportunity will EXPAND TO $300 BILLION.

The SAP Partner Economy Expansion

- Total ecosystem Cloud-related revenue growth of $141,453M by 2024.
- SAP-related cloud-based revenues will be more than $400,000M by 2024.
- Overall ecosystem revenue will grow to $1.6 billion by 2024.

SAP Ecosystem Expansion Impact on Jobs

- 1 MILLION WORKERS will be created from 2020-2024.
- OVER 280,000 NET NEW CONSULTANT ROLES will be created from 2020-2024.
- GROW TO 1.6 MILLION consulting roles by 2024.

For existing partners, the SAP ecosystem opportunity will equate to OVER 280,000 NET NEW CONSULTANT ROLES between now and 2024.

For new partners to learn more partner with SAP, visit sap.com/partner

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1 MILLION WORKERS will be created from 2020-2024.

- **2020**: $56,259M
- **2024**: $260,258M

Based on IDC forecast models, Extrapolating total worker roles into hours worked, 50% CLOUD will be created from 2020-2024.

- **NEW CONSULTANT ROLES**
  - **OVER 280,000 NET**
  - **GROW TO 1.6 MILLION**

Accelerated workforce growth will be with consultants, driven by SAP Cloud growth. This growth is underpinned and endorsed by SAP's products/or strategies. For SAP Cloud software, SAP's endorsement of SAP's products/or strategies.

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Recovery: Worldwide IT Spending 2019–2024
Technology Enables Flattening the Curve of Economic Slowdown

- **ECONOMIC SITUATION**
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  - **ECONOMIC SITUATION**

- **COVID-19**
  - **COVID-19**
  - **COVID-19**

The Five Stages to Enterprise Recovery

- **Slowdown**
  - **Slowdown**
  - **Slowdown**

- **Crisis Recession**
  - **Crisis Recession**
  - **Crisis Recession**

- **The Next Normal**
  - **The Next Normal**
  - **The Next Normal**

- **ECONOMIC SITUATION**
  - **ECONOMIC SITUATION**
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  - **COVID-19**
  - **COVID-19**

To learn more about partnering with SAP, visit sap.com/partner

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**Total ecosystem Cloud-related revenue growth**

- **$141,453M**
- **$300,786M**

The SAP Partner Economy Expansion

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**SAP Ecosystem Expansion Impact on Jobs**

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