

Navigating Your Next-Generation SAP Relationship Cohosted by UpperEdge and Canadian National

Agenda

Time	Topic	Session Facilitator
12:00 - 12:15	Welcome & Opening Discussions	Erwann Couesbot
12:15 - 12:30	Current State of the UpperEdge Journey	David Blake
Lunch is Served		
12:30 - 1:00	SAP State of the Market This session will provide an overview of the SAP ecosystem, including key trends, challenges, and opportunities facing SAP customers.	Len Riley
1:00 - 1:45	Evaluating Your Potential Journey to SAP RISE This session will provide an update on SAP's RISE go-to-market strategy, product and pricing strategy, commercial agreements constructs, and critical RISE evaluation considerations.	Len Riley
1:45 - 2:00	Break	
2:00 - 2:45	Impact of Generative AI on SAP Implementations This session explores how Generative AI impacts SI business models. We'll analyze its effect on SI delivery methods, identify key differentiators for SIs, and forecast revenue recovery strategies. We'll conclude with actionable recommendations to maximize value from SI partnerships in the Generative AI era.	John Belden
2:45 - 3:30	The Changing Risk Profile of ERP Implementations This session dissects how new risks can disrupt Generative AI value flows. We'll pinpoint areas where Generative AI reduces packaged software implementation risks and then shift gears to explore new risks introduced by packaged software's use of Generative AI. Finally, we'll discuss strategies to mitigate these risks and potentially transfer them to the SI.	John Belden
3:30 - 3:45	Break	
3:45 - 4:15	Open Discussion We'll leverage this time to address any additional questions the group would like to discuss.	All
4:15 - 4:30	Closing Remarks & Wrap Up	David Blake
6:00 - 8:00	UpperEdge Sponsored Networking Dinner at Osteria MKT	