**Partner Opportunity in a Changing World**

How Partner Opportunity Expands as the SAP Ecosystem Transforms

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**Technology Enables Transformation to Next Normal**

The Five Stages to Enterprise Recovery

1. Continuity
2. Optimization
3. Resiliency
4. Investment
5. Business Focus

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**The SAP Partner Economy Expansion**

- SAP Partner opportunity will EXPAND TO $260 BILLION.
- 49% CLOUD

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**SAP Ecosystem Expansion Impact on Jobs**

- Over 280,000 NET NEW CONSULTANT ROLES will be created from 2020-2024.
- SAP’s investments will generate a total of 1 MILLION WORKERS
- SAP’s growth of 51% on premise but 68% of the total $ opportunity 2020–2024.

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**IDC’s COVID Industry Impact Index**

Impact 1–10, where 1 = least impacted and 10 = most impacted

- Financial services: 1
- Professional services: 2
- Telecommunications: 3
- Media: 4
- Retail: 5
- Consumer: 6
- Travel: 7
- Utilities: 8
- Banking: 9
- Construction: 10

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**Partner Opportunity Expands as the SAP Ecosystem Transforms**

- More than 1 billion
- More than 1 trillion
- More than 1 quadrillion

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**IDC’s vision of the Future Enterprise is an organization that is completely digitally transformed.**

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**The Five Stages to Enterprise Recovery**

1. Continuity
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**Worldwide Total Information and Communications Technology (ICT) 5-year CAGR (2019–2024)**

- 2019: $141,453M
- 2020: $56,259M
- 2021: $127,772M
- 2022: $260,258M
- 2023: $300,786M
- 2024: $338,876M

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**Sources:**

- IDC SAP Partner Ecosystem Opportunity & Jobs Impact Model, 2020
- IDC Worldwide Black Book, May 2020 (growth in constant currency)
- IDC Customer Insights and Analysis, June 2020
- IDC's COVID Industry Impact Index

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**For existing partners**

- To learn more, visit sap.com/partner

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**For new partners**

- To learn more about partnering with SAP, visit our SAP Partners site.