



Extending SAP Public Cloud, By Design

— NTIC and Mindset Consulting: SAP Connect Days for Data and AI Leaders

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MINDSET

Agenda

- 01 Where NTIC stands
- 02 Clean core, and why we chose it
- 03 The foundation we built once
- 04 Data and analytics first, 2025
- 05 Automation: one real example
- 06 AI, and what comes next

The core is current. Everything else is ours to build.

2 yrs

LIVE ON S/4HANA
PUBLIC CLOUD

1

EXTENSION PATH
BTP, BY DESIGN

2025

FIRST BUILD ON BTP
ANALYTICS ENABLEMENT

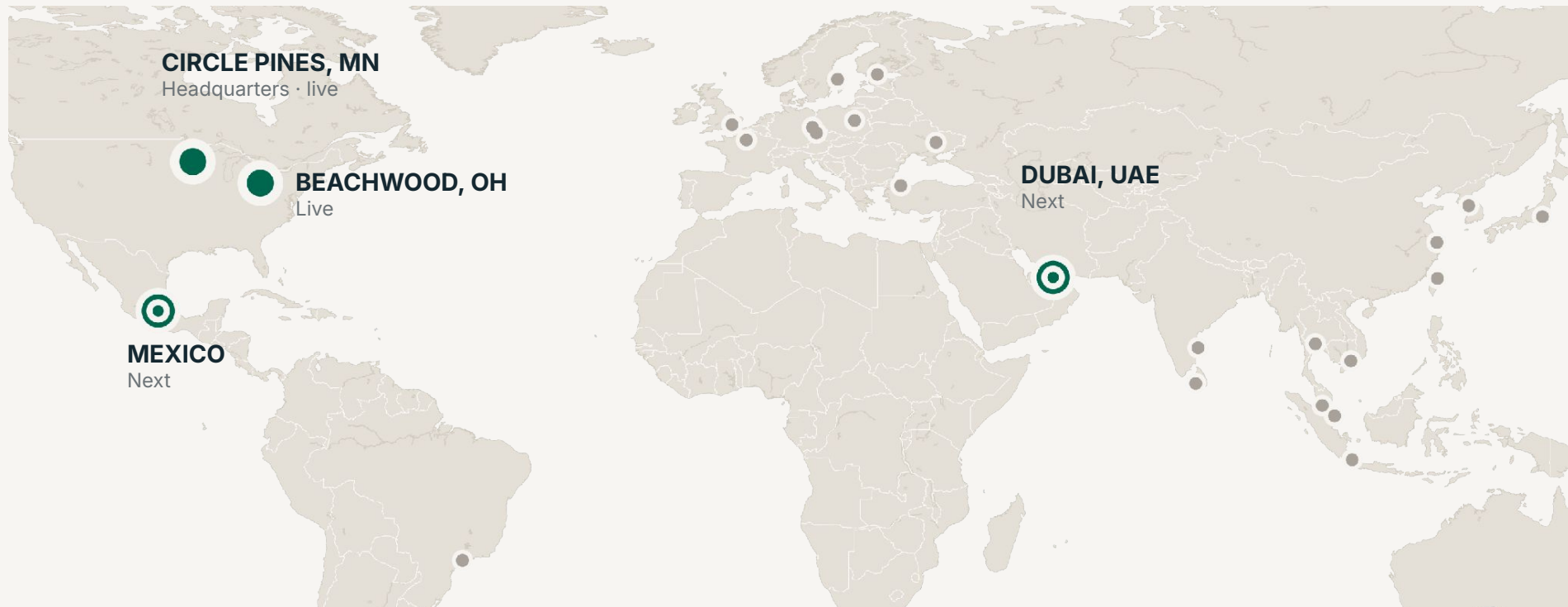
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PREPAYMENT WORK
IN FLIGHT NOW

Public Cloud keeps the core current and puts it off limits. Everything since — reporting, automation, and now AI — runs on the platform we built with Mindset, because that is the only place it can run.



Same core, next country



● Live on S/4HANA Public Cloud ● Next ● Joint ventures and subsidiaries · roadmap



Circle Pines and Beachwood run it today. Mexico and Dubai are next. Everything beyond that is roadmap, not committed work.



Public Cloud took the core off the table. We stopped arguing about customization and started building on top of it.

One path into a core we do not modify



WHAT WE DO NOT DO • CHANGE THE CORE

Everything we have built since 2025 has landed on this path, with Mindset. Reporting, then automation, and now AI. The cost of the path was paid once.

2025

Reporting and analytics enablement was the first thing we built on the foundation

The data layer came before automation and before AI. That order was deliberate, and it is the reason everything since has been cheaper than the thing before it.



We did not learn Public Cloud from documentation; we learned it by building the first thing with people who had already done it.

We started with seeing, not automating

01

Sit with the work

Design thinking sessions
Mindset ran with the people
who run the orders. Not a
requirements document.

02

Build the
reporting first

Reporting and analytics
enablement on BTP in
2025, built with Mindset.
The first thing we ever put
on the platform.

03

Rank what hurts

The business stopped
debating what was possible
and ranked what was worth
doing.

04

Pick the obvious
one

Prepayment order
processing came off the
top of that list.

The platform came before the use case, which mattered the most and was our difference maker.



Four manual steps before anything ships

THE CSR

Holds the order

Prepayment terms mean nothing ships until the money lands. The only lever is a manual block.

ACCOUNTING

Builds the invoice

A proforma invoice created by hand, so the customer has something to pay against.

THE HANDOFF

An email, then a wait

Payment applied. A notification goes back to the CSR, who returns to release the order.

THE CUSTOMER

Calls to ask why

The final output shows the full amount, not the balance owed.



Prepayment order processing, automated end to end

Orders on 50 percent prepayment terms block automatically at completion. The system generates the first invoice. Accounting applies payment and releases the order the same way a credit block is released, and it flows to shipping. The second invoice generates on shipment, for the balance owed.

2

WORKSTREAMS IN SCOPE

0

MANUAL PROFORMA INVOICES • TARGET

In flight



What changes when the system waits

THE CSR

Out of the loop

No manual block to set, and no return trip to release it.

ACCOUNTING

Releases directly

Applies the payment and releases the order. One person, not two.

THE HANDOFF

Gone

No notification, no wait. The order moves when the money lands.

THE CUSTOMER

Gets a correct invoice

Half up front, the balance on shipment. Both documents correct.



Joule is in our TEST environment now

SALES

Where is this order

Status of a sales order without opening five screens to find it.

CUSTOMER SERVICE

What is at risk

Which orders are going to be late, before the customer calls to ask.

SUPPLY CHAIN

What is waiting

Outbound deliveries and purchase orders sitting unmoved, surfaced on request.

MANAGEMENT

Just answer the question

Visibility for people who will never learn SAP navigation, and should not have to.

Our priority list, in order

01

Material creation

Approvals and data in one place, without SAP licenses for everyone.

02

Invoice automation

Improving on what runs today. We know what good looks like now.

03

Joule in production

Out of test, once we know which questions the business wants answered and what an agent may touch.

04

Whatever comes after

The foundation does not care what it is. That is the point.

These are NTIC priorities under evaluation, not committed work.



Lessons learned, two years in

ONE

Constraints are useful

Public Cloud took the core off the table. That ended arguments we would otherwise still be having.

TWO

Build the foundation early

Identity, access and integration are invisible. You will not get budget for them later. Bring in someone who has built them before.

THREE

Pick a loud first problem

Prepayment orders were something the business already complained about.

FOUR

AI needs a foundation and a problem

Give it a data layer that already works and one measurable thing to fix. We are not deploying Joule because it is on every agenda this week.

Q&A



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