

Beyond AI PoC: How Use Cases Finally Go Live

sovanta, 02.03.2026

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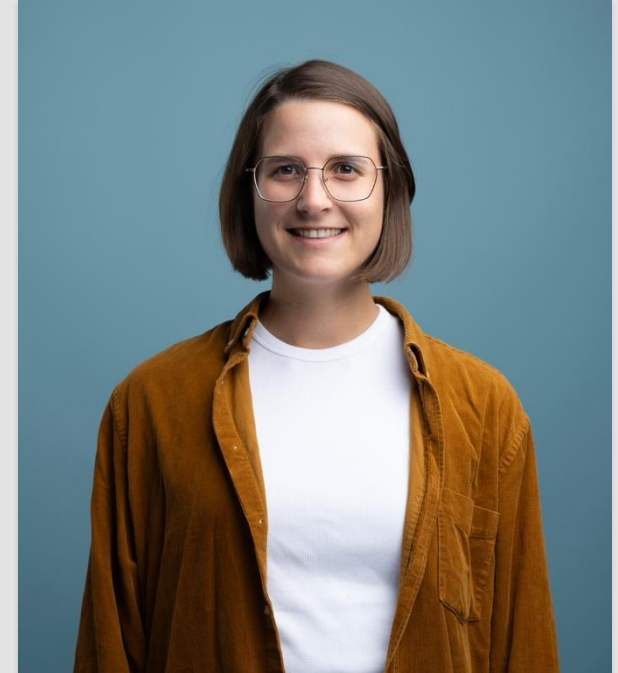
Thank you for
joining our
webinar today
– we're glad
you're here.

Our Speakers:



Christian Heinrich

Chief Solutions Officer



Larissa Haas

AI Squad Lead



This Is Us. sovanta.

At sovanta, we believe
innovation is only valuable
**when it creates real
impact.**





The reality of Scaling AI

≥50%

of GenAI projects are
abandoned after
proof of concept

Gartner

42%

of companies
reported abandoning
most AI initiatives

S&P Global

26%

Of companies move
beyond PoCs

BCG

>80%

of AI projects fail

NBER Survey

89%

of executives
reported no
significant impact
over 3 years

McKinsey

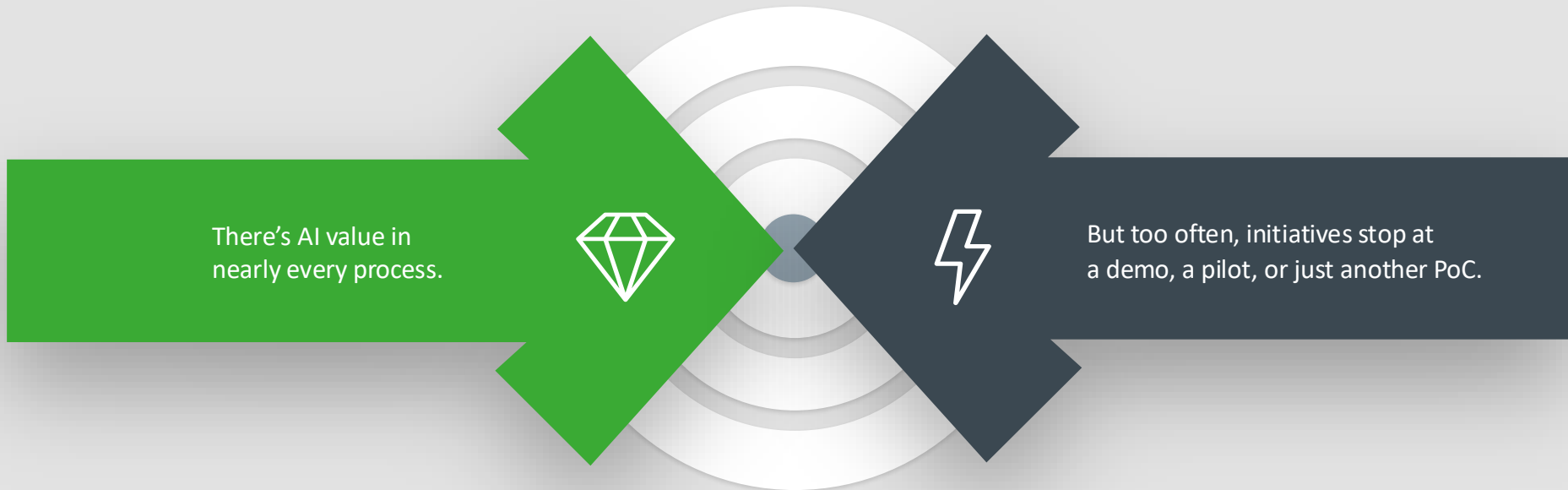
25%

of CEOs reporting AI
delivering expected
ROI

IBM

Sound familiar? The AI paradox.

AI is everywhere. Nearly every process can be enhanced with it. But when it comes to scaling — and delivering real business impact — most organizations are still falling short.





Why AI initiatives **stall**?



AI Demands

Plenty of ideas with real business impact



Wrong Focus

No prioritization based on feasibility and business value



Unclear Scope

“Old” ways of thinking don’t work for AI use cases



Unclear Ownership

Too many parallel AI initiatives



Uncertainty

Standard vs. custom — what’s the right path?



Hype-Driven AI

Technology choices are pushed through



Tech Selection

Decisions are based on existing know-how — not best fit



Lack of Efficiency

How do you properly implement new technologies?



AI Speed

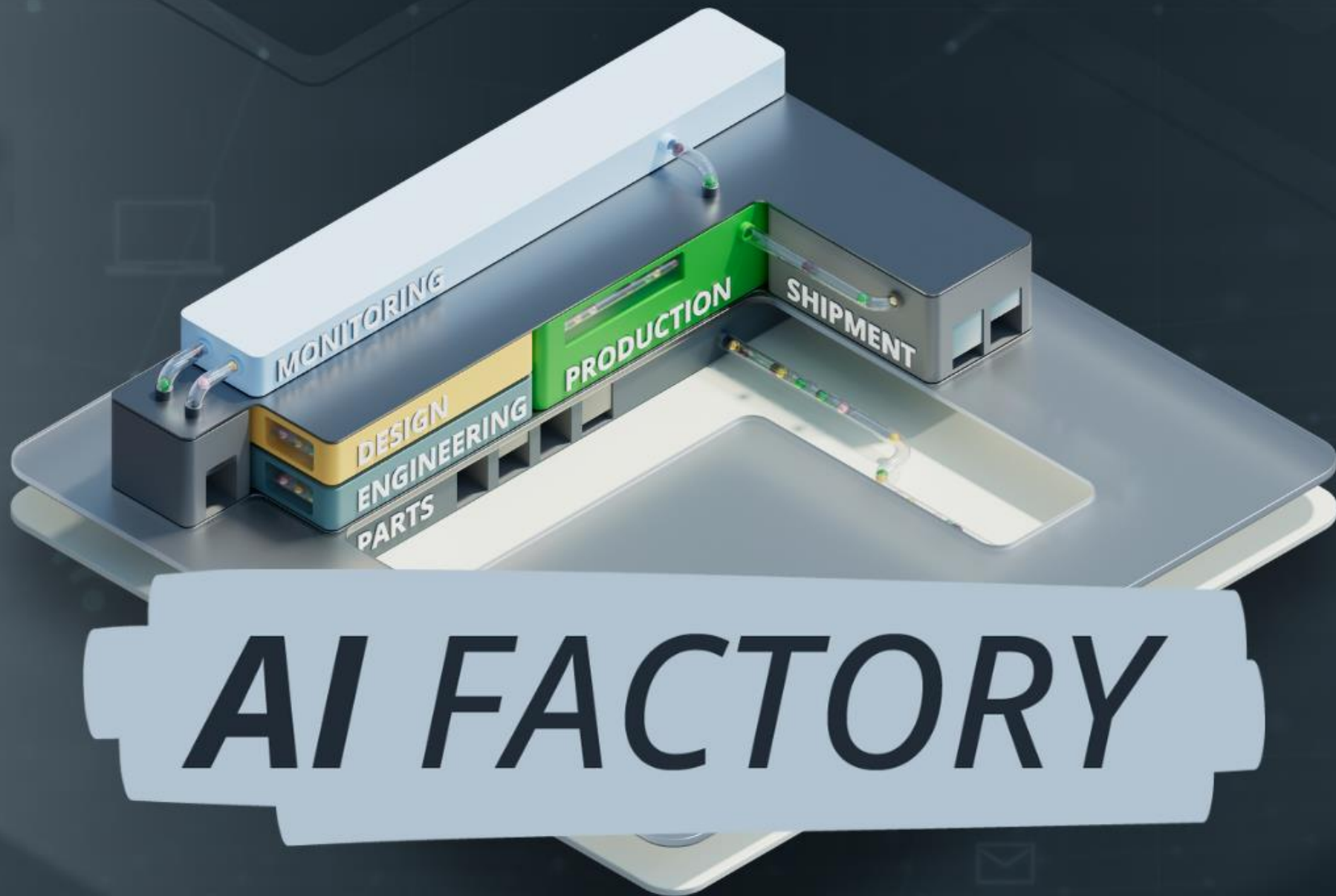
When is the right time to adopt? What’s the right model?

One Central Platform

The **sovanta Innovation Factory for SAP BTP** is our end-to-end lifecycle platform for SAP innovation – and the foundation of everything we do at sovanta. It connects ideas with execution: from the structured intake of requirements and the successful delivery of projects to the monitoring and continuous optimization of all running applications.

#CleanCore #Extensions #AI #Integration #YourFactory





AI FACTORY

Get to know the Modules of the AI Factory

A modular setup to turn ideas into scalable, production-ready outcomes.

Demand Management

Filter the noise.

By focusing exclusively on use cases with a proven ROI, the Factory ensures that your resources are invested where they generate the most value.

Project Workbench

Accelerate delivery.

Using our AI-powered workbench and best-practice patterns, the Factory reduces time-to-value by up to 70%.

Solution Repository

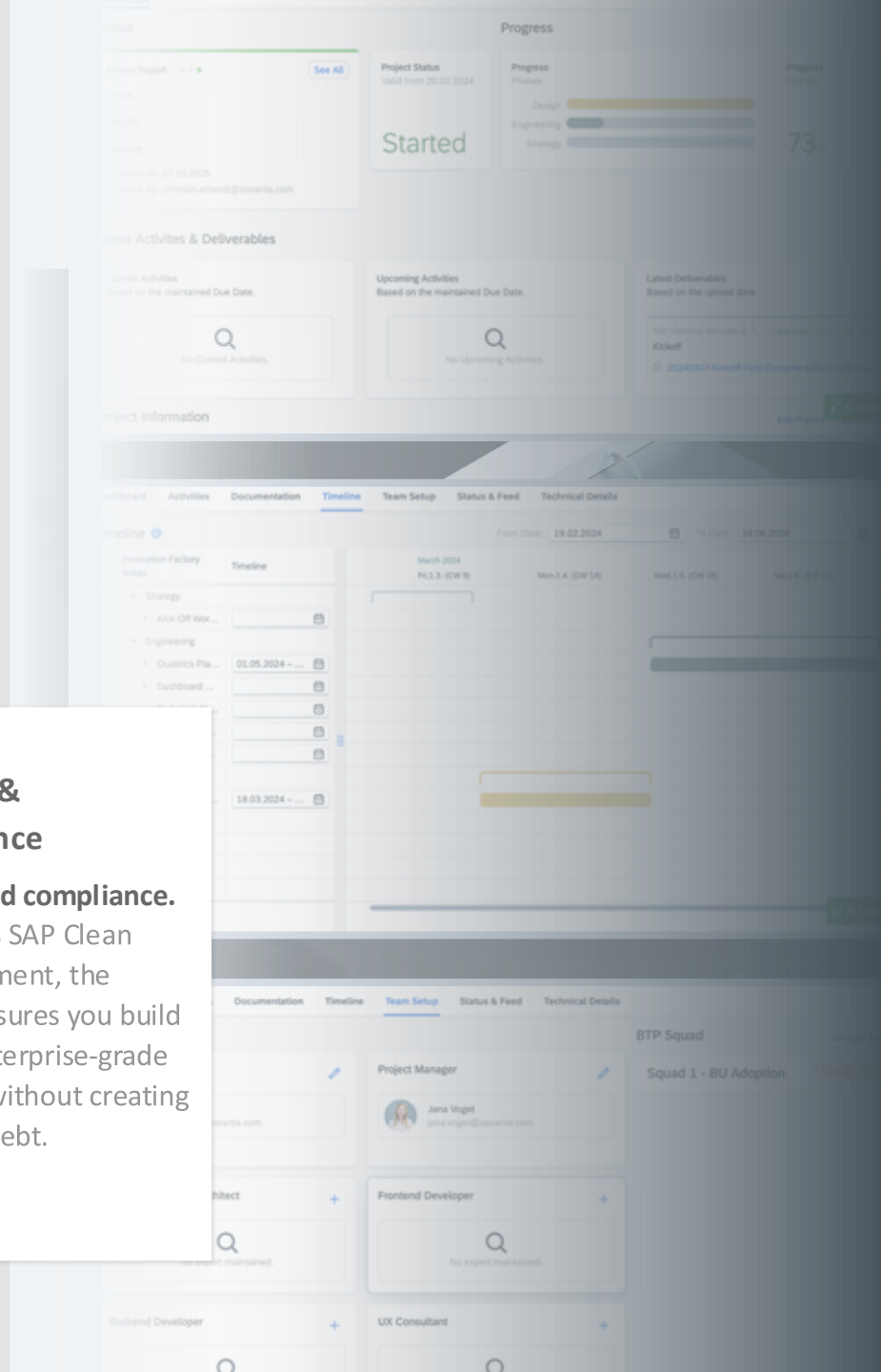
Build for the future.

Every solution becomes a reusable asset. Your efficiency increases with every project as you build on existing intelligence.

Strategy & Governance

Guaranteed compliance.

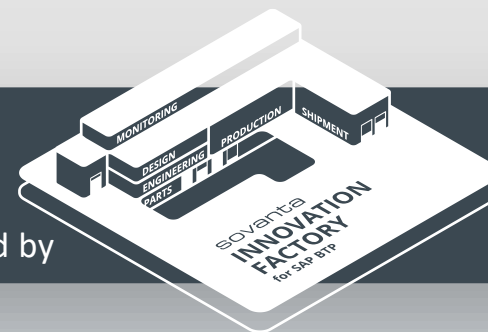
With 100% SAP Clean Core alignment, the Factory ensures you build secure, enterprise-grade solutions without creating technical debt.



Use Cases: Turning AI Technology into Real Business Value

AI FACTORY

powered by



STRATEGY & GOVERNANCE

AI CoE Starter

Foundation for projects

AI Expert as a Service

Access to Experts

DEMAND MANAGEMENT

AI Discovery

Use Case Exploration

AI Demand Clarification

Define the Use Case

PROJECT WORKBENCH

AI Solution

Fix Price

AI Squad

Solution Team

SOLUTION REPOSITORY

AI Operations

Support & Maintenance for AI Solutions

PARTS | Reusable Components

HR Assistant

Purchase Requisition Approval

Inbound Delivery

Document Automation Add-On

Sales Order Automation

...

TEMPLATES | Solution Blueprints

GenAI

Pro-Code Agent

Low-Code Agent (Joule Studio)

Joule Skill

DocumentChat

Custom AI Model

...

KNOWLEDGE | Best Practices

BTP AI Setup

Roadmap to Joule

BDC Setup

GenAI Hub

Embedded AI Discovery

Agent Builder

...

2 Ways to Engage with the Factory

Some customers begin with one concrete use case. Others establish standards first with the Platform. And if demand is continuous, the **Subscription** turns your delivery into a scalable, repeatable engine.

Project Pass

End-to-End Use Case Delivery

Single-use delivery. We bring the factory to you for one specific project with the innovation credit volume you need.

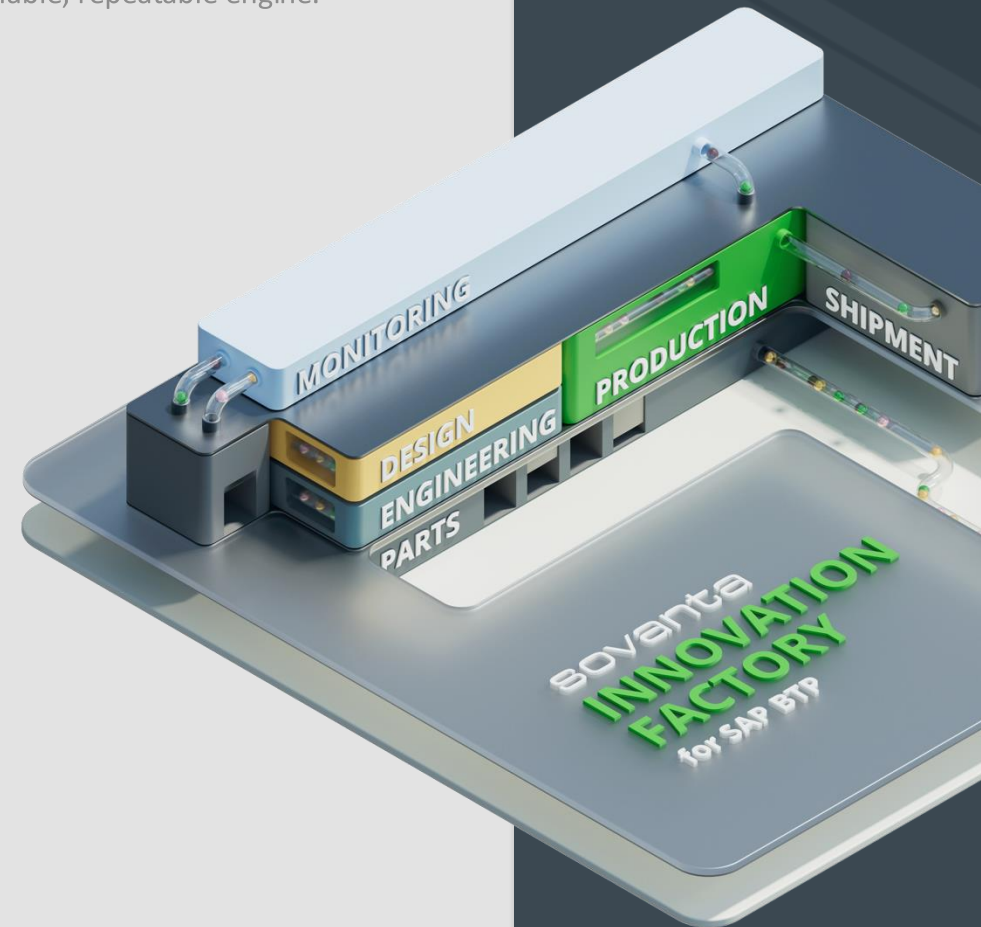
Start Innovation

Innovation Subscription

Monthly Subscription

Continuous Engine. Platform Access plus Monthly Innovation Credits for an ongoing Innovation pipeline.

Scale Innovation



The Path to Scalable Innovation: Subscription Model & Pricing

Transparent Pricing, Strategic Scaling,
and a Best-Price Guarantee.

RISK-FREE

\$ 0

FIRST MONTH

The Pilot Month (Risk-Free)



- Investment: \$ 0
- Credits: 100 (Free)
- Focus: Proof of Value & Onboarding
- Cancel anytime within 30 days

Monthly Subscriptions (Commit & Save)



Package	Investment/ Month	Innovation Credits	Bonus	Effective Price/Credit
Starter	\$ 10,000	100	–	\$ 100
Professional	\$ 20,000	220	+10%	\$ ~91
Enterprise	\$ 50,000	625	+25%	\$ 80

Volume discounts are built into the credit amount.

RETROACTIVE BEST-PRICE GUARANTEE

The Best-Price True-Up (Flexibility)



- Annual Aggregation:** Pilot, Subscriptions, & Top-ups count.
- Retroactive Guarantee:** If total volume crosses a threshold (e.g., >6,000 credits p.a.), the entire volume is re-calculated at the Enterprise price (\$ 80/Credit).
- Bonus Credit:** Difference is credited for future use.

Key Takeaway: The subscription secures your discount immediately. The True-Up ensures you never overpay if you scale up later. No double discounts, just fair pricing based on total output.

4 Factories Ready-to-use

We have already pre-designed four powerful solutions on our platform to tackle the most pressing SAP BTP challenges. Looking for something else? We've got you covered.



Making Clean Core real,
and keep it real over time.

[#CodeAnalysis](#) [#CustomCode](#)



Delivering Clean Core extensions
faster, better, and predictably.

[#CAP](#) [#RAP](#) [#VibeFactory](#)



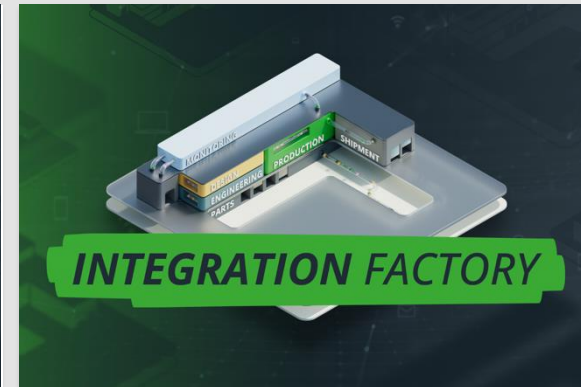
The orchestration layer for your
end-to-end Innovation lifecycle

[#MakeItYours](#)



Turning AI initiatives into scalable,
production-ready business value.

[#JouleStudio](#) [#Automation](#)



Ensuring smooth migration
and reliable operations.

[#PI/POMigration](#) [#IntegrationSuite](#)



1 Innovation
Credit = \$ 100

How to Use the Innovation Factory?

Innovation Credits to pay for different services.
Goodbye blackbox, hello cost transparency.

CLEAN CORE FACTORY

	Credits
Clean Core Strategy	300
Clean Core Expert as a Service (S)	70
Clean Core Expert as a Service (M)	130
Clean Core Expert as a Service (L)	230
Clean Core Transformation Program	665
Custom Code Innovation	Pending Scope
Custom Code Cleanup (Starting at...)	70
Clean Core Operations (Starting at...)	240

AI FACTORY

	Credits
AI Strategy	825
AI Expert as a Service (S)	70
AI Expert as a Service (M)	130
AI Expert as a Service (L)	230
AI Discovery	75
AI Demand Clarification	40
AI Realization (S)	350
AI Realization (M)	500
AI Realization (L)	900
AI Realization (Custom)	Pending scope
AI Squad (Starting from...)	500
AI Operations (Starting at...)	240

EXTENSION FACTORY

	Credits
BTP CoE Starter	825
BTP Expert as a Service (S)	70
BTP Expert as a Service (M)	130
BTP Expert as a Service (L)	230
Extension Discovery	75
Extension Demand Clarification	75
Extension Realization (S)	500
Extension Realization (M)	950
Extension Realization (L)	1500
Extension Realization (Custom)	Pending scope
BTP Squad	500
Extension Operations (Starting at...)	240

INTEGRATION FACTORY

	Credits
Integration Strategy (Greenfield)	450
Integration Strategy (Brownfield)	820
Integration Expert as a Service (S)	70
Integration Expert as a Service (M)	130
Integration Expert as a Service (L)	230
PI/PO Migration Kickstart (S)	360
PI/PO Migration Kickstart (M)	475
Integration PI/PO Migration	Pending scope
Integration Realization	Pending scope
Integration Squad	500
Integration Operations (Starting at...)	240

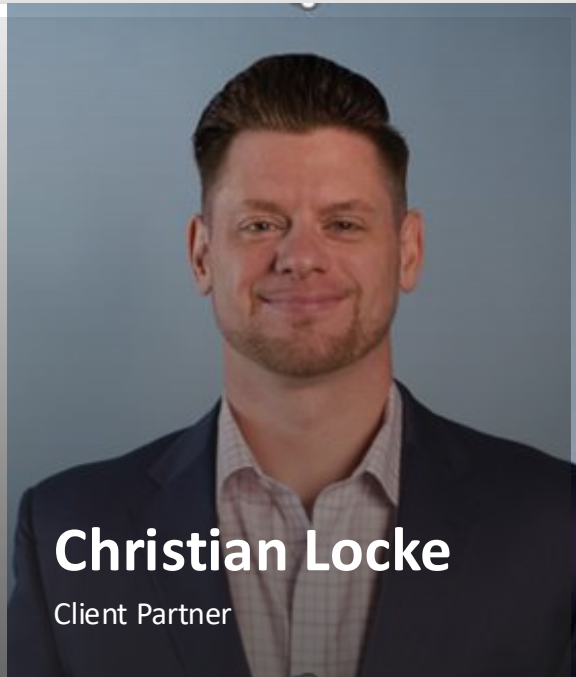
Upcoming Events

Let's keep the conversation going!



Event	Date	Time	Location
ASUG Chapter Meeting: Upstate NY	March 4	9:00 AM-5:00 PM (EST)	Buffalo, NY
ASUG Chapter Meeting: Philadelphia Spring Meeting	March 12	9:00 AM-5:00 PM (EST)	Philadelphia PA
SAP Connect Days for Data and IT leaders	March 24 & 25	9:00 AM-5:00 PM (EST)	Newtown Square
Detroit BTP, BDC, & AI Workshop(s)	March 25 & 26	9:00 AM-5:00 PM (EST)	Detroit Michigan

Thank you for joining us today. **Let's connect!**

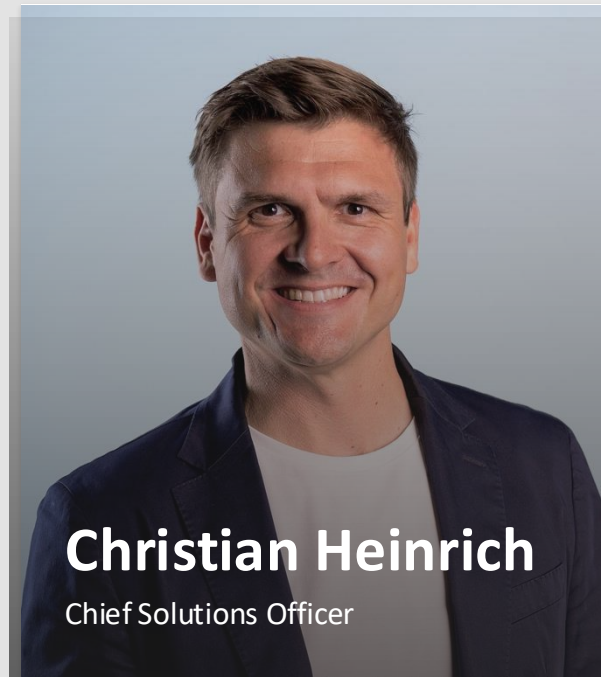


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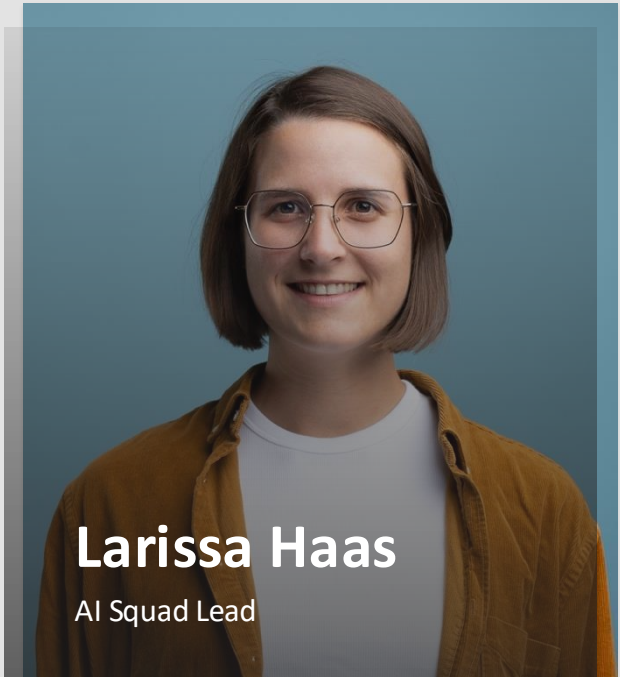


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Q&A