

# How can your business win with Cloud?

Estelle De Beer

Head of Pre-Sales – SAP Africa

THE BEST RUN





What are we  
eating  
tonight ?!





## Eat Ethically

Our organic, pasture reared and seasonal ingredients help you to eat well and live better

### FOOD PHILOSOPHY

#### LOCAL

We support small-batch farmers and upskilling projects so that we can give back to the local community.

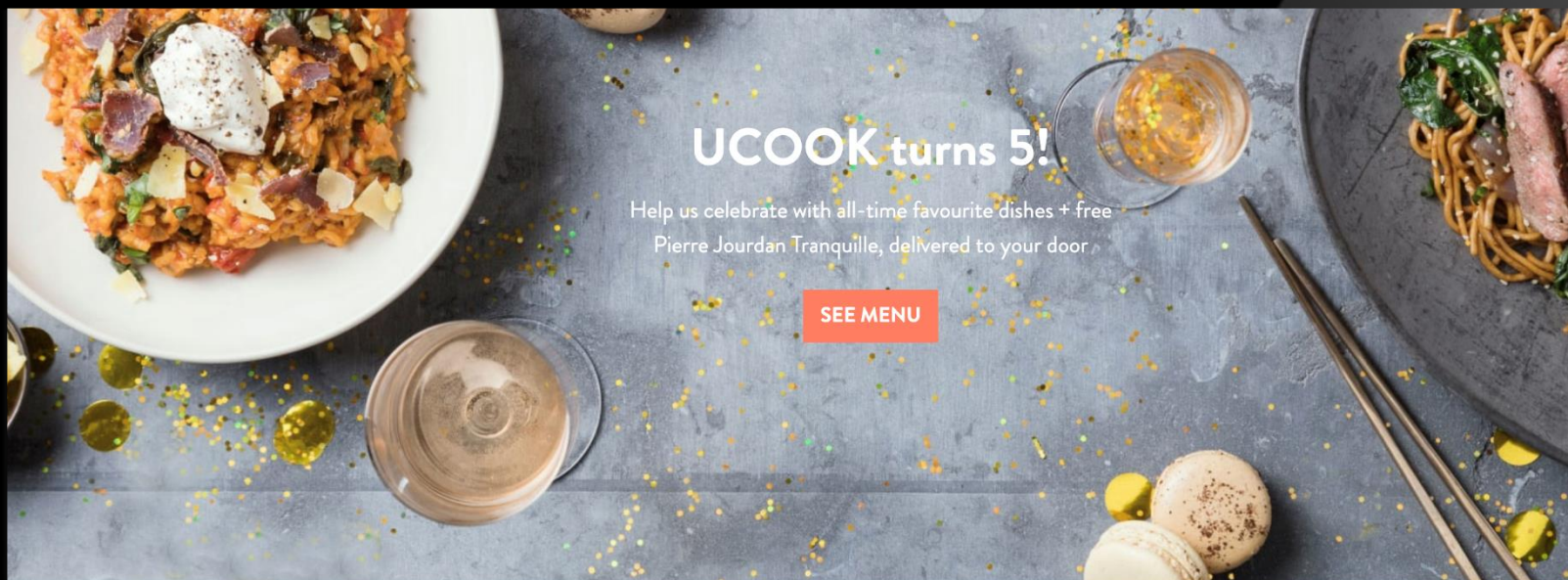
#### ORGANIC

We aim to source organic ingredients wherever possible – they taste better and they're so much better for you.

#### SEASONAL

Our produce is sourced with the seasons and environment in mind to ensure that sustainability standards are adhered to.





# UCOOK turns 5!

Help us celebrate with all-time favourite dishes + free  
Pierre Jourdan Tranquille, delivered to your door

[SEE MENU](#)

## HOW IT WORKS

### YOU CHOOSE

Choose from 12 seasonally inspired  
recipes every week

### WE DELIVER

All the ingredients you need to cook  
the recipes you choose

### UCOOK

Restaurant quality meals in the comfort  
of your own home



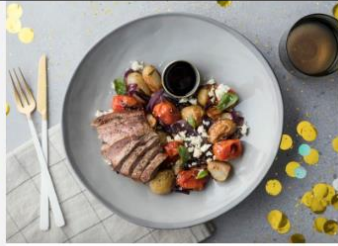
### QUICK BUTTER CHICKEN

with bulgur wheat, cucumber sambal & zucchini roti  
[FULL DETAILS](#)

Health Nut

ADD TO BOX

QUICK FACTS



### GREEK LAMB

with roasted potatoes & tomatoes  
[FULL DETAILS](#)

Easy Peasy

ADD TO BOX

QUICK FACTS



### HAPPY POTSTICKER NOODLES

with edamame beans & peanuts  
[FULL DETAILS](#)

Vegetarian

ADD TO BOX

QUICK FACTS



### CREAMY MUSHROOM STEAK

with classic roast carrot & leek  
[FULL DETAILS](#)

Health Nut

ADD TO BOX

QUICK FACTS



### YELLOWTAIL & AVO HUMMUS

with chickpeas & Moroccan flavours  
[FULL DETAILS](#)

Health Nut

ADD TO BOX

QUICK FACTS



### PIQUANTÉ BILTONG RISOTTO

with piquanté peppers, Gruberg cheese & basil  
[FULL DETAILS](#)

Easy Peasy

ADD TO BOX

QUICK FACTS









*Reduced costs*

*Reduced wastage*

*Decreased time to value*

*Differentiate from my competition*

*Personalised Innovation*

*Increased Customer Loyalty*

*An Experience, not a Process*

*Reduced time on RUNNING the business*

*New skills development*

# What the ... “Dinner as a Service”?



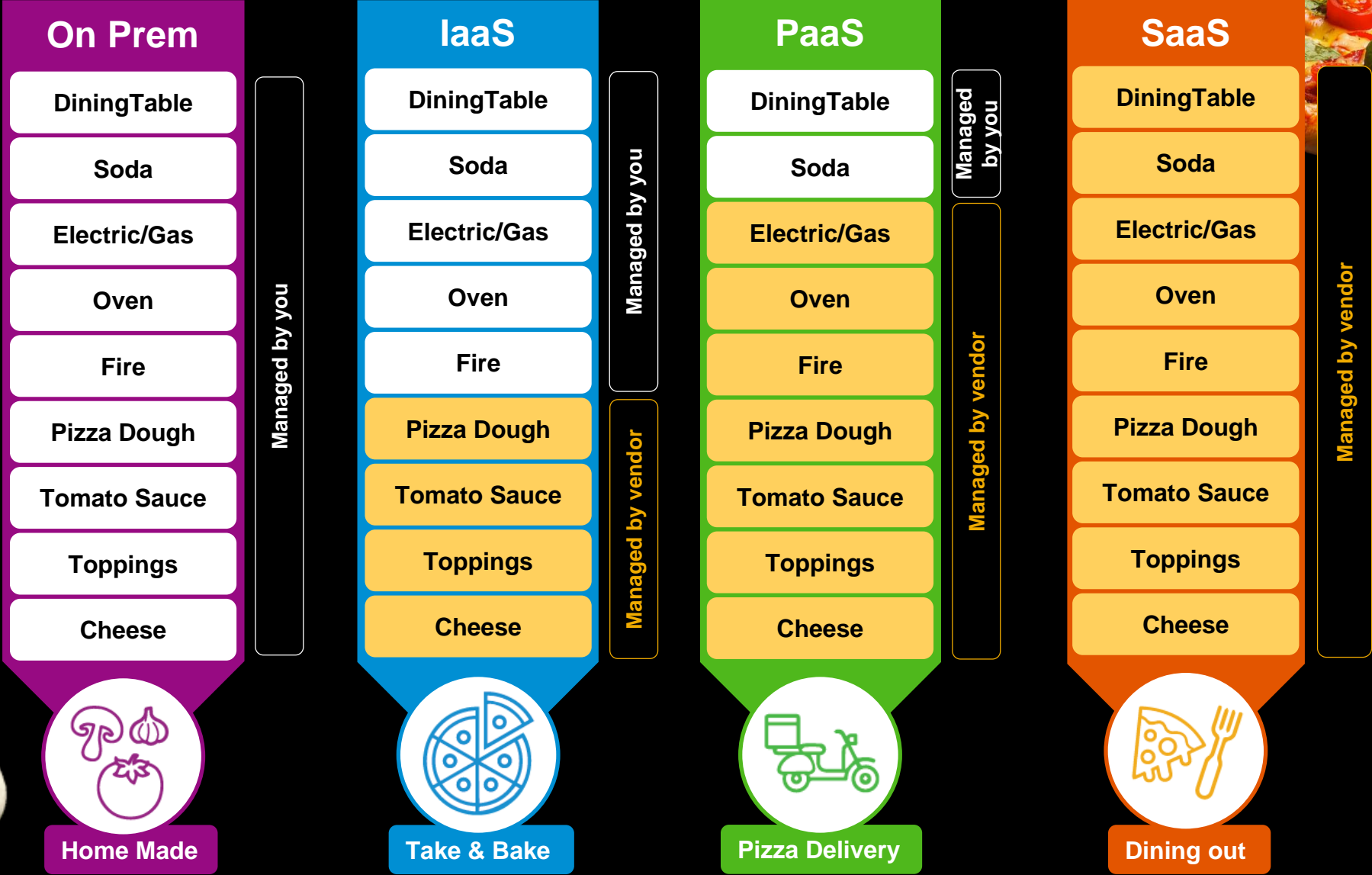
Public Cloud ?

Private Cloud ?

Hybrid Cloud ?

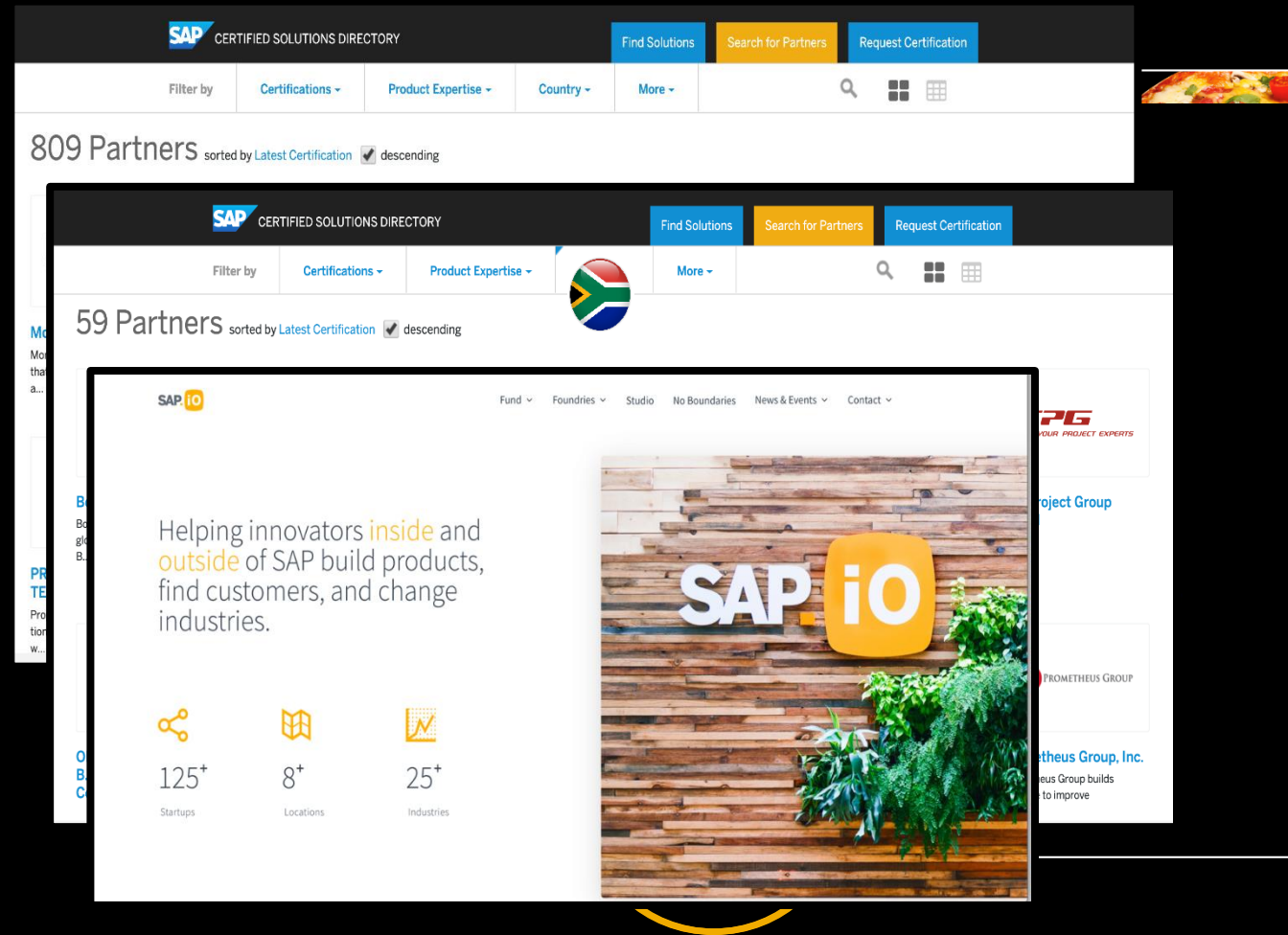
XaaS ?

# The Pizza Model





# What makes a Cloud Business Successful ? The Intelligent Enterprise



Flexible, agile business model

Robust and secure core platform

Scalable deployment model

Intelligent technologies

Vibrant and local eco-system

Customer experience

Ease of use

Company vision, ethos & brand value



# : The **Fastest Growing** Enterprise Cloud Company at Scale ?



## 80M+

**Industry's largest base of Cloud users**

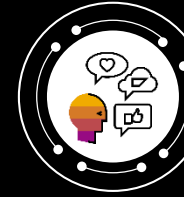
More business professionals use Cloud solutions from SAP than from any other vendor on the planet.



## 30+

**Industry's most comprehensive Cloud portfolio**

Market-leading public apps (#1 in HCM, Procurement, Business Networks and Social Collaboration) covering all lines of business.



## 17.5M

**The leading social business platform**

More users than any other platform, period.



## \$800B+

**The largest, most global and comprehensive business network**

1.9 million connected companies in 190 countries transacting over \$800b in commerce annually



## ~2M

**Largest business Cloud deployments**

Some with about 2 million users. Public, private and managed service offerings



## \$2B+

**Annualized run rate in SAP Cloud business**

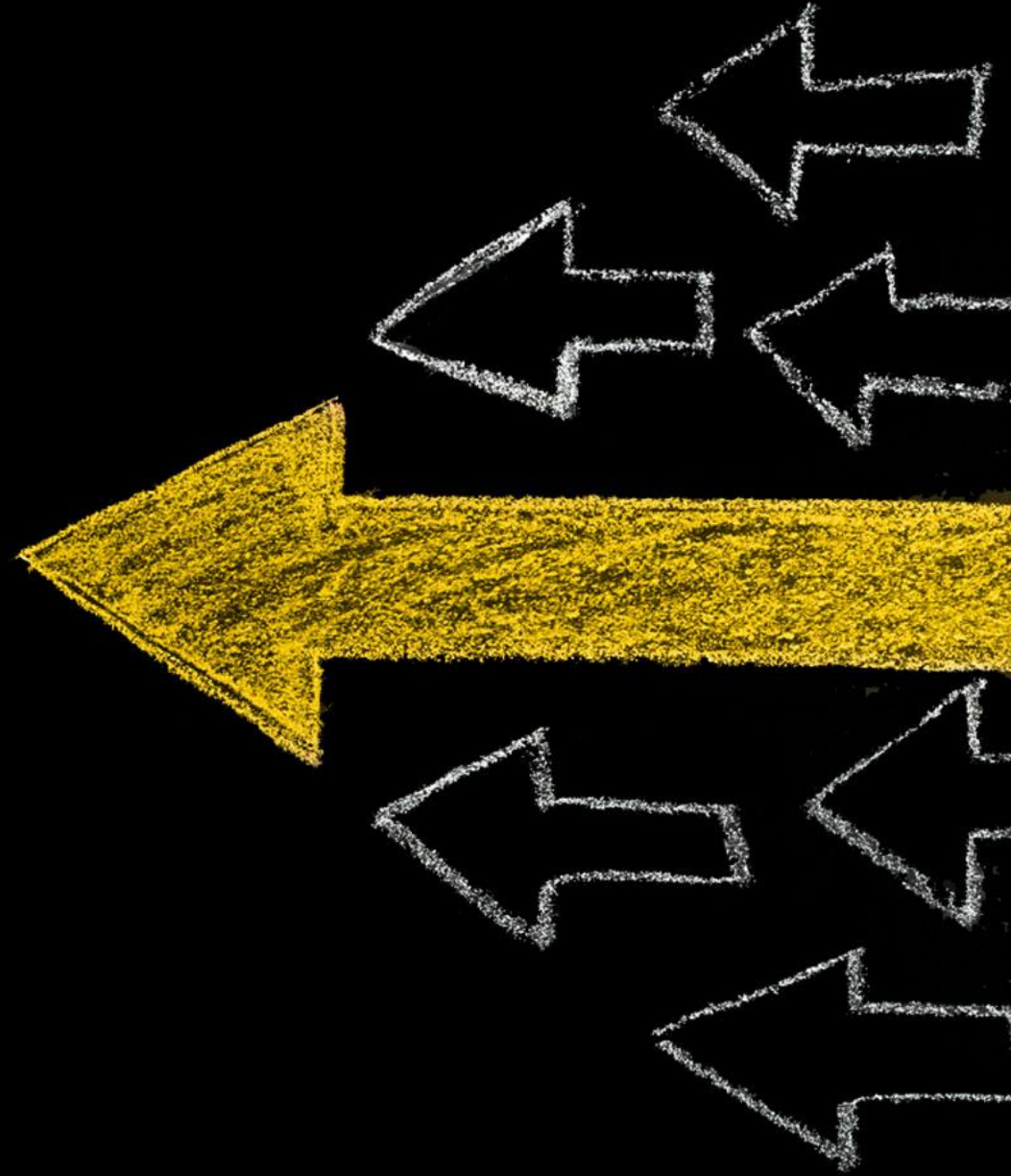
Over 40% year-over-year growth in the cloud

The core technology and partner decisions you make today will affect the way you grow your business over the next 5 years





# Thank You

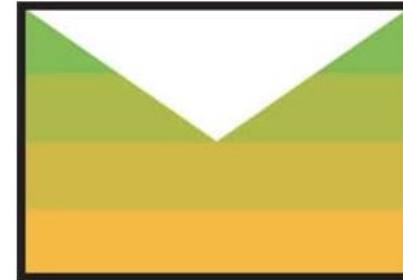




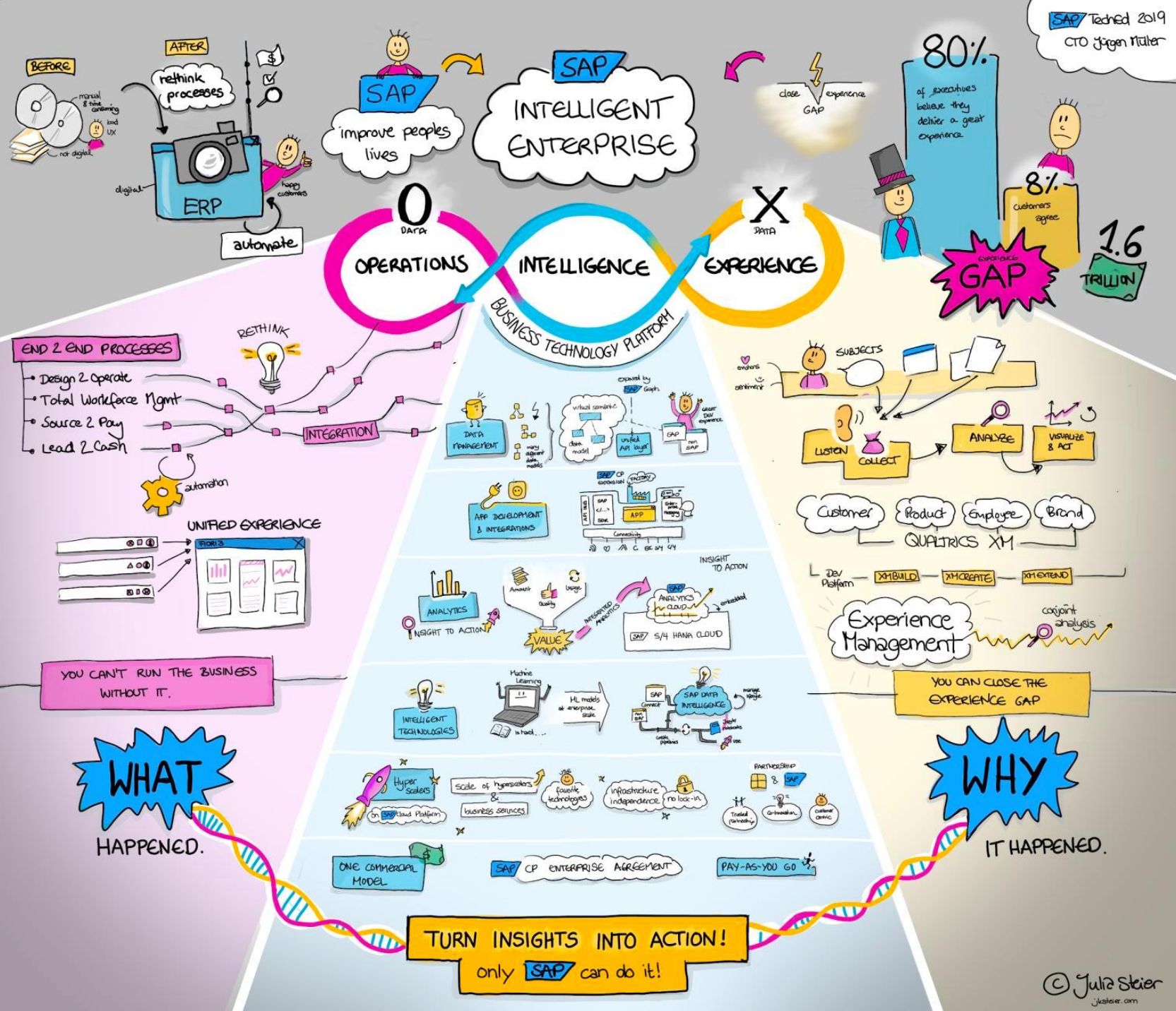




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# AFRICA CODE WEEEEEEEEEEK!

5<sup>th</sup> edition kicks off  
across 37 countries!

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📍 Africa

🌐 [africacodeweek.org](http://africacodeweek.org)

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En direct de la table ronde sue le rôle central des femmes dans le monde du travail de demain @ilhamlaaziz @AfricaCodeWeek @MarocEducation @SAPAfrica



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