

SAP CLOUD SOLUTIONS

DXC COMPLETE

ONE PARTNER. ONE MODEL. OUTCOME ACCOUNTABILITY

COMPANIES ARE DEALING WITH TWO FUNDAMENTAL CHALLENGES

Realizing new opportunities in rapidly changing markets



vs.



Risking disruption to existing core operations

Therefore, digital leaders need to consider ...



End-to-end business processes



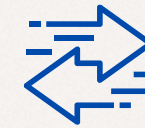
Platform for innovation



Integration of systems



Continuous innovation



Business process optimization



As-a-service nature of digital

DXC mitigates these challenges

1

A more iterative approach that supports rapid experimentation and reconfiguration of capabilities needs to be taken

2

For SAP customers, this means moving significant and highly complex ERP workloads to digital platforms while reengineering their business operations

THE SAP TRANSFORMATION IMPERATIVE

Companies are navigating two competing priorities — seizing new digital opportunities while protecting complex, mission-critical ERP operations.



Opportunity

Cloud-first, AI-ready platforms

Subscription economics

Real-time analytics & BTP innovation



Risk

Complex customized ECC landscapes

Multi-vendor fragmentation

2027 deadline pressure*

61%

of SAP customers plan to
move to S/4HANA by 2027 ¹

5–7

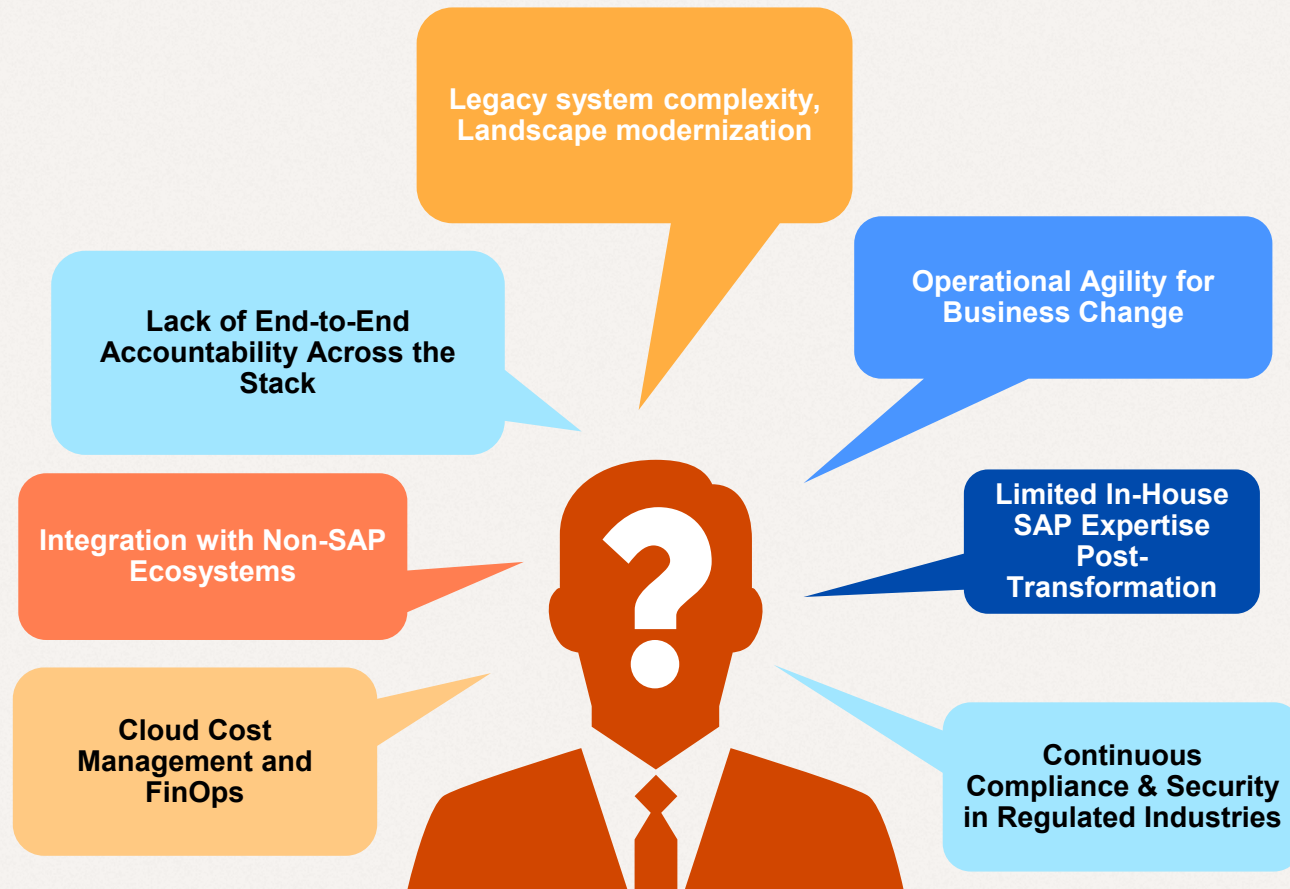
vendors typically involved
in SAP transformation

49%

of completed migrations
exceed original budget ²

DXC COMPLETE

CHALLENGES



Challenges are both technical and strategic in nature

CUSTOMER CHALLENGES

Challenges are both technical and strategic in nature



Legacy Landscape Complexity

Heavily customized ECC environments across hybrid infrastructure



Lack of End-to-End Accountability

Fragmented support across infra, Basis, apps, security, and innovation



Cloud Cost Management

Unpredictable costs, overspend, limited visibility into consumption



Continuous Compliance

Maintaining audit-readiness in regulated industries



Limited In-House SAP Expertise

Talent scarcity post-transformation creates operational gaps



Integration with Non-SAP Systems

Salesforce, Workday, ServiceNow, legacy — must work seamlessly

THE TRADITIONAL MODEL IS BROKEN

TRADITIONAL MODEL

Contract with SAP separately

Contract with hyperscaler separately

Contract with SI separately

Contract with AMS provider separately

Multiple SLAs to manage

Fragmented accountability

Complex, unpredictable cost structure

DXC COMPLETE

Single contract with DXC

DXC manages hyperscaler relationship

Bundled managed services

Application management included

One SLA, one accountable partner

Outcome-based accountability

Subscription or consumption pricing

WHAT IS DXC COMPLETE?

A commercial model. An operating model. A lifecycle services model.

DXC Complete allows customers to consume SAP, cloud, infrastructure, and managed services through a single commercial and operating model — with DXC accountable for outcomes.



Commercial Model

MSP, resale, customer-owned licenses, or hybrid



Hyperscaler Agnostic

Private Cloud: Azure, AWS, GCP
Public Cloud: SAP selects



Lifecycle Coverage

Advise → Implement → Operate → Innovate



Outcome Focused

SLA-driven with measurable business outcomes



SAP Journey Flexible

Cloud ERP Private, Public, ECC, S/4HANA — any path



Single Accountability

One partner, one contract, one point of responsibility

HOW YOU ENGAGE WITH DXC COMPLETE

Choose the commercial model that fits your organization — DXC delivers the same services across all three

DXC Manages Everything

Single subscription — one partner, one contract

DXC provides access to SAP software, cloud, and managed services in one subscription

You pay DXC — no separate SAP or hyperscaler contracts to manage

Outcome-based accountability with predictable subscription pricing

Best for organizations seeking full outsourcing and single accountability

DXC Licenses SAP on Your Behalf

DXC handles SAP licensing — you focus on your business

DXC procures and resells SAP licenses to you as part of the engagement

DXC holistically manages the customer lifecycle from licensing through operations

Simplified vendor management with DXC as your primary commercial partner

Best for organizations wanting simplified vendor management with flexibility

You Contract with SAP Directly

Keep your SAP relationship — DXC wraps the services

You maintain your direct SAP commercial relationship and negotiated terms

DXC delivers advisory, implementation, operations, and innovation around your SAP estate

Full flexibility to leverage existing SAP agreements and pricing

Best for organizations with existing SAP investments and commercial control requirements

MODULAR SERVICES & CAPABILITIES



DXC Advise

Advisory, roadmap, business case, assessment, TCO analysis, SAP BOM optimization



DXC Implement

Implementation, migration, deployment (Fast RISE, Fast GROW, SAP Factory)



DXC Operate

Application managed services (AMS), functional support, enhancements



DXC Core Ops

Basis, infrastructure monitoring, patching, platform-layer operations — customer-side RACI items below the application layer



DXC Assure

TMS assurance — governance oversight, SLA monitoring, ensuring SAP delivers ECS commitments on time



DXC Innovate

BTP, AI/ML, analytics, DXC IP, process optimization (Signavio)

DXC COMPLETE LIFECYCLE SERVICES



DXC COMPLETE VALUE PROPOSITION



End-to-End Transformation

Full suite from advisory to run-and-maintain under one DXC contract — consolidating multiple vendor relationships



Predictable Costs

Subscription or consumption-driven pricing lowers upfront CAPEX and provides predictable OPEX



Optimized Operations

24/7 managed services with automated monitoring, AI-driven operations, and centralized ITSM



Faster Innovation

SAP BTP, AI/ML, and advanced analytics for continuous innovation and new business models



Resilience & Security

SLA-driven high availability, disaster recovery, and cybersecurity best practices



Hyperscaler Flexibility

Azure, AWS, GCP — deploy where it makes sense with DXC managing the complexity

WHY DXC



BROADEST EXPERIENCE

35+ years SAP partnership

300+ S/4HANA migrations

1,000+ assessments & rollouts

5M+ SAP users supported

25+ industry & LOB offerings



STRONG PARTNERSHIPS

SAP Global Strategic Services Partner

RISE with SAP Validated Partner

2025 SAP Pinnacle Award Winner

#1 SAP Business Suite certified learners

Certified excellence delivery (SAP audit)



HYPERSCALER REACH

Microsoft Gold Partner (SAP on Azure)

Google Cloud Premier Partner (SAP)

AWS, Azure, GCP resale capability

Full-stack managed SAP on cloud

Extreme reliability, hybrid experience

NEXT STEPS

01

Schedule

a discovery meeting to share your organization's unique SAP solution challenges and objectives.

02

Talk to us

about an evaluation of your existing SAP systems and processes to determine the best path forward

03

Collaborate

on strategy, timelines, resources and budget to support your business outcomes and ambitions



Learn more: dxc.com | [DXC Practice for SAP](#) | SAPSolutions@dxc.com



IMPOSSIBLE. DELIVERED.