

RISE with SAP journey on IBM Power Virtual Server



Availability

Availability is non-negotiable

Your core business operations cannot pause

Finance and Controlling

Manufacturing and Asset Operations

Order, Supply Chain, and Procurement



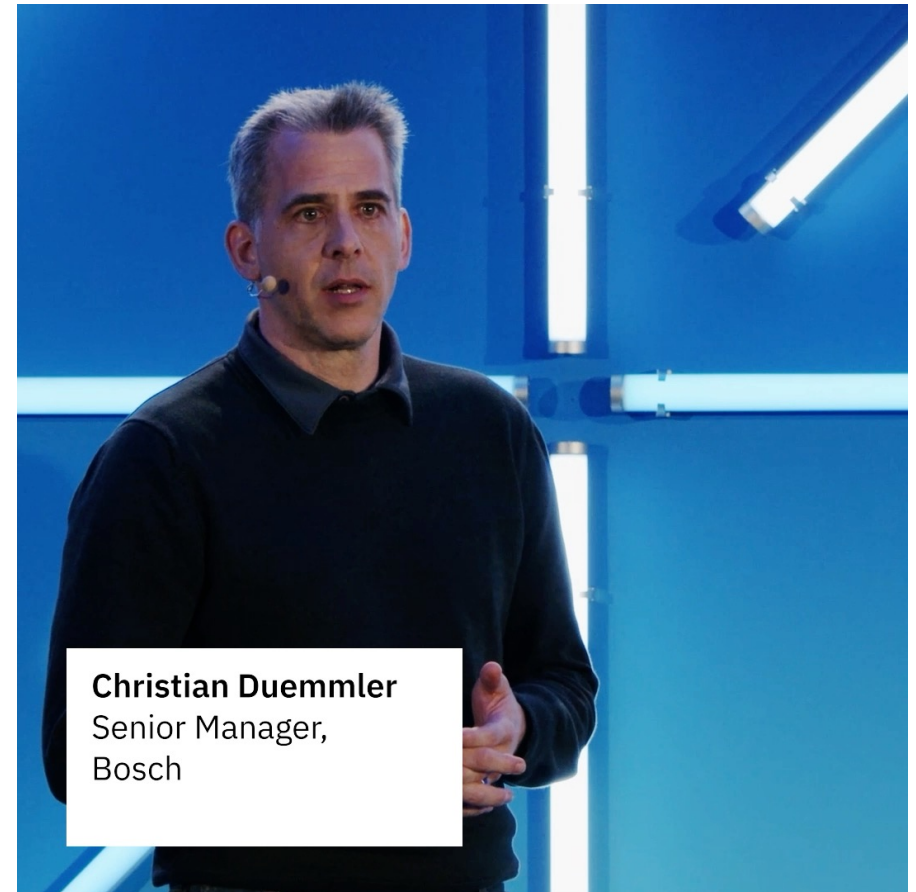
Source	Scope	Reported Impact
Fluke (2025)	U.S. Manufacturing	\$207M per week
Yahoo Finance (2025)	Global Manufacturing	\$852M per week
IDC (ERP) (2025)	ERP systems	\$300K per hour
Siemens (2024)	Global Fortune 500	\$1.4T annually
ITIC (2024)	Enterprise IT, ERP and other business apps	\$1-5M per hour

Not all server infrastructure is built the same

Availability*	Server platform	Downtime per year
99.9999999%	IBM Z	31.56 milliseconds
99.999999%	IBM Power10 Lenovo ThinkSystem	315 milliseconds
99.99999%		
99.9999%	Cisco UCS HPE Superdome	1.2 minutes 1.25 minutes
99.999%	Fujitsu Primergy Dell Power Edge HPE Proliant	5 minutes 20 minutes 30 minutes
99.99%		

*Source: [ITIC's 2024 Global Server Hardware, Server OS Reliability Survey](#)

Power is/ trust



Strategic Partnership

Strategic partnership between SAP and IBM

A new chapter with IBM as SAP hyperscaler to accelerate the SAP RISE journey

<p>53yr Partnership between IBM & SAP across infrastructure and consulting, making us their longest running partner.</p>	<p>10,000+ Customers run SAP landscape on IBM Power servers</p>	<p>40+ SAP Pinnacle awards</p>	<p>100 IBM developed SAP Business AI solutions across Line of Business, Industry and project delivery</p>	<p>Best run SAP IBM's SAP landscape on IBM Cloud is one of industry's largest SAP Cloud ERP Private deployments</p>
---	--	---	--	--

IBM Power Virtual Server: Hyperscaler for SAP Cloud ERP Private and SAP BW on BDC

SAP Cloud ERP Private and SAP BW on BDC



IBM Power Virtual Server IBM Cloud

IBM Cloud is the **only SAP-certified IaaS** to offer resilient Power servers

Transition to Cloud ERP on the platform that delivered highest levels of availability and security among SAP-certified servers

Reduce risks, complexity and accelerate SAP transformation

The Power advantage – Efficient, disruption-free SAP Cloud ERP and SAP BW on BDC operations

Trust

228X

less unplanned server downtime vs. typical x86 enterprise servers¹

Efficiency

Lower TCO

With flexible and granular profile scaling that matches business demand

Innovation

Collaborative agents

Automate workflows across enterprise applications with collaborative AI agents²

Investment program

For SIs, Partners and Clients

Supporting early-stage technical assessments, migration execution and moving non-RISE workloads to the cloud

IBM Power Buyback Offer

Buyback offer for eligible Power servers running SAP landscapes

1. Based on [TTC's 2024 Global Server Hardware Server OS Reliability Survey](#), Power10 w/ Linux is at least 228X less downtime compared to all x86 servers listed in the report other than Lenovo ThinkSystem w/Linux

2. Agent to Agent interoperability between SAP Joule Agents and IBM watsonx Orchestrate is expected to be generally available in 2026

Client success in action



“With over 3,500 branches worldwide, it was clear to us that the migration to SAP S/4HANA had to be secure, scalable, and future-proof. IBM Power Virtual Server as a RISE hyperscaler convinced us – with **high performance, resilient infrastructure, and a strong investment package** that supports our business transformation.”

Thomas Jensen, Director SAP & IT Development, JYSK



“As a pharmaceutical manufacturing company, Difare required a robust, secure, and scalable infrastructure to modernize our SAP landscape and support our critical business operations. Having been long-term users of IBM Power servers, **we've come to trust the platform's reliability and robust security features for our mission-critical applications.** As we embark on modernizing to SAP Cloud ERP, IBM Power Virtual Server is the natural infrastructure choice for our RISE journey.”

John Calderon Carrillo, Corporate Technology Manager, Grupo DIFARE



“GBM is focused on improving agility, scalability, and real-time insight to better support our customers. Modernizing our SAP landscape required a secure, resilient platform for our mission-critical operations. With RISE with SAP on IBM Power Virtual Server, **we gain the reliability, security, and high performance we value**—while creating a strong foundation to adopt SAP innovations and drive continuous transformation across the organization.”

Douglas Gimenez, General Manager, GBM Consulting



“Plastilene Group has long trusted the platform’s **reliability, scalability, and performance for our mission-critical operations.** Guided by innovation, continuous improvement, and strong ethical principles, we chose RISE with SAP on IBM Power Virtual Server to modernize our SAP landscape on a secure, trusted foundation. This solution delivers **better TCO and supports our strategic focus on permanent growth and regional diversification**—helping us continue to position ourselves in the market while contributing to the well-being of our employees, clients, and society. With IBM, we helped shape a solution that truly fits our business and accelerates our transformation.”

Jorge Hernan Moreno, Vice President of Logistic & IT, Plastilene Group

Trust

Power platform has delivered highest levels of availability and security among SAP-certified servers¹



Resilient infrastructure

142 year Mean Time Between Failures (MTBF)



Zero planned downtime

- Extreme automation for end-to-end maintenance
- Up to 16X faster SAP HANA restarts with Virtual Persistent Memory



Uptime leadership

228X less downtime vs. typical x86 enterprise servers³



Secured infrastructure

14X fewer critical vulnerabilities and exposures in hypervisor compared to other SAP-certified clouds⁴



Quantum Safe protection

- Firmware integrity protected with Quantum safe firmware signing
- VM migration traffic protected during planned maintenance with Quantum Safe encryption



Full stack integration

Vertical integration of processor, system, firmware and operating system leading to greater stability and serviceability

1. Source: [ITIC's 2024 Global Server Hardware, Server OS Reliability Survey](#)

2. Based upon estimated average entire-system unplanned downtime for Power E1180 systems as calculated in the Power11 Processor-Based Systems RAS (see section: Enterprise Single Server Availability Standard)

3. Based on [ITIC's 2024 Global Server Hardware, Server OS Reliability Survey](#), Power10 w/ Linux is at least 228X less downtime compared to all x86 servers listed in the report other than Lenovo ThinkSystem w/Linux

4. 14X fewer CVEs in PowerVM compared to hypervisors in other SAP-certified clouds based on NIST vulnerability database records for PowerVM, Hyper-V, KVM.. Data as of 06/06/25

IBM Cloud is based on industry standards

IBM Cloud Security Policy

Based on ISO 27001

NIST

NIST SP800-53

..with demonstrated compliance through certifications and attestations

 SOC1, SOC2, SOC3	 (Germany)	 DoD DISA IL-2 (USA)	 Categoría ALTA RD 311/2022	Esquema Nacional de Seguridad (Spain) ENS	 European Commission	 HIGH (USA)		
 Hébergeurs de Données de Santé (HDS) Health Data Hosting (France)(2.0)	 Health Information Trust Alliance (USA)	 MTCS T3 (Singapore)	 PROTECTED (Australia)	 PCI DSS (v4.0.1)	 Australian Government SCEC (Australia)	 TISAX/ENX Assessment Level 2 (Germany / Automotive)		
 ISO 9001	 ISO/IEC 20000-1	 ISO/IEC 20243	 ISO 31000	 ISO/IEC 27001	 ISO/IEC 27017	 ISO/IEC 27701	 ISO/IEC 27018	 ISO 22301

...enabling workloads governed by global and industry regulations, standards and frameworks

 STAR L1 and L2	 Center for Internet Security Benchmark	 (USA)	 EUROPEAN BANKING AUTHORITY (EU)	 NIS Directive (EU)	 (USA)	 V8 Self Assessment (Japan)	
 Federal Information Security Modernization Act FISMA (USA)	 GDPR (EU)	 HIPAA (USA)	 (Japan)	 (India)	 (USA)	 (EU-US)	 SEC 17a-4 (USA)

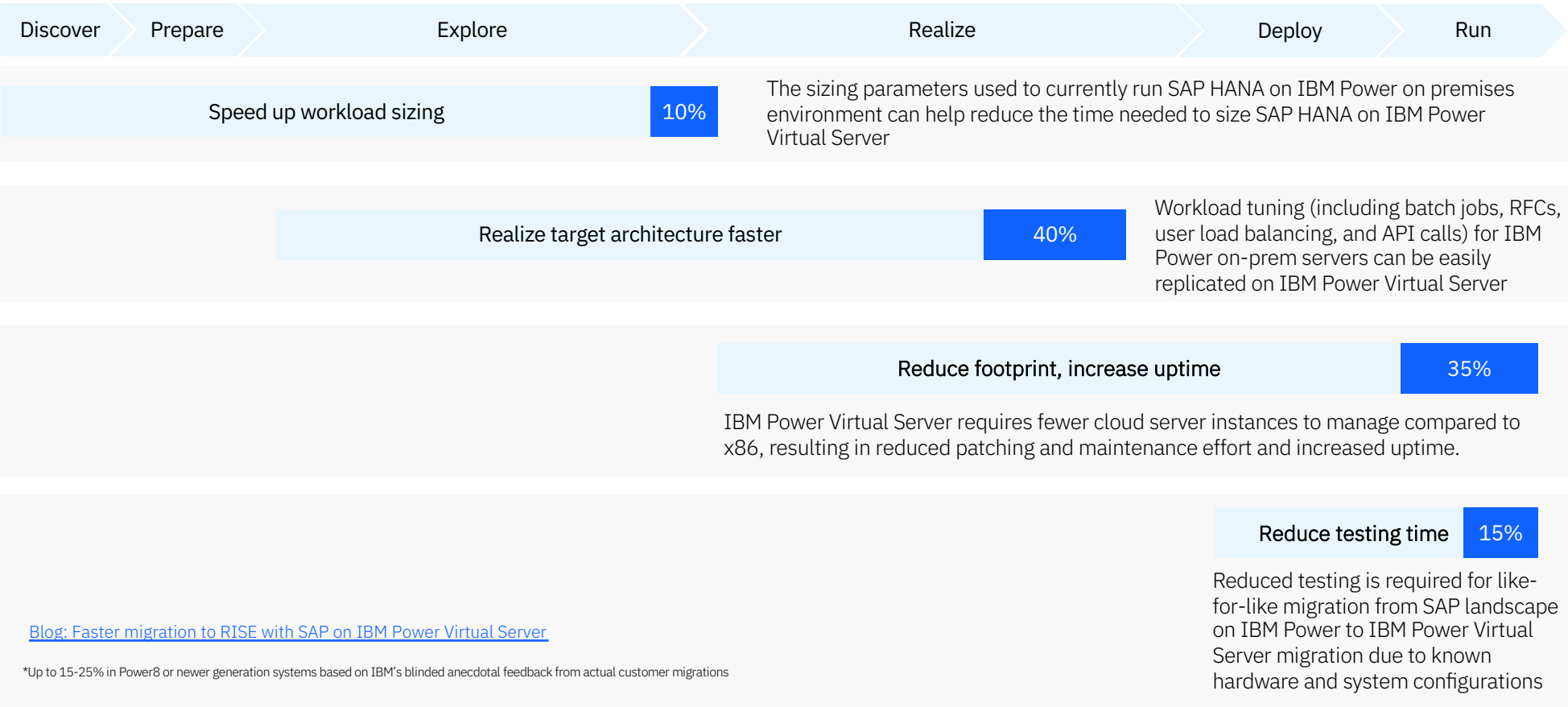
(*) Data centers are added to the IBM Cloud audit/review cycle in the next available cycle after DC goes live. Because each (commercial) data center is managed to the same standards and procedures, we assert that we will achieve compliance certifications for each new data center as it is added to the IBM Cloud audit cycle.
 (**) FedRAMP is for dedicated, special purpose FedRAMP data centers (IBM Cloud for Government) located in USA

The client is responsible for ensuring compliance with all applicable laws and regulations applicable to it. IBM does not provide legal advice or represent or warrant that its services or products will ensure that the client is in compliance with any law or regulation.
 All certifications, attestations, and standards adherence listed above do not apply to all IBM cloud services and/or all Data Centers; contact IBM for service-specific compliance listings.

Efficiency

Accelerate the move to SAP S/4HANA Cloud and reduce risk profile with architecture consistency between IBM Power on-premises and IBM Power Virtual Server

15 - 25% Faster Migration*



Lower TCO and improve ROI

Predictable costs with flexible scaling that matches business demand

Two examples where IBM's flexible server sizing is a major advantage...

Customer A requires 16.5TiB capacity

→ *Other clouds: provision 23 or 24TiB*

→ *IBM Power Virtual Server: provision 18TiB*

→ *Net benefit: Save costs and time*

Customer B requires 15.5TiB

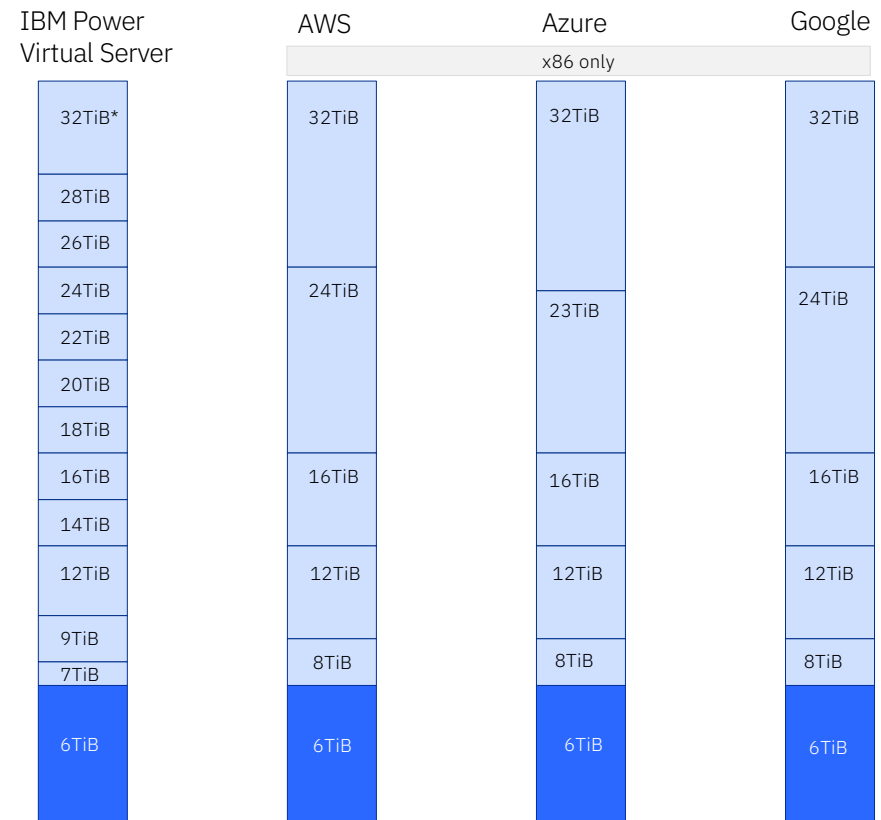
→ *Other clouds: Decide to either squeeze into 16TiB or incur additional costs for 23 or 24TiB*

→ *IBM Power Virtual Server: provision 16 or 18TiB*

→ *Net benefit: Save costs and time*

With IBM, customers can grow RAM for SAP HANA in average **2TiB increments**, so [no wasted spend](#)

Memory Increments and IaaS PayGo Cost/Month*



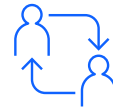
SAP HANA OLTP Power10 and Intel Sapphire Rapids Profiles Greater than 6TiB for hyperscalers

* IBM Power Virtual Server usable capacity is 30.5TiB since 1.5TiB will be used for infrastructure and communication resources

Source: [Certified and Supported SAP HANA® Hardware](#), Profiles data is as on April 15th, 2026 and may change over time

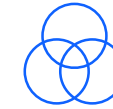
Modernize while protecting the Power on-premise investments

IBM investment program	Assess	Migrate	Expand
SI and other partners	Partner	Partner	Partner
Surround non-RISE and non-SAP workloads			Partner or Client
IBM Power buyback program			Client



SI and Resell partners

IBM investments to support technical assessment, migration execution to RISE on Power Virtual Server and moving the surround non-RISE (SAP and non-SAP) workloads to cloud



Surround non-RISE and non-SAP workloads

Financial support to accelerate cloud adoption for non-RISE and non-SAP workloads and build new surround workloads around SAP (IBM Cloud credits)

Home



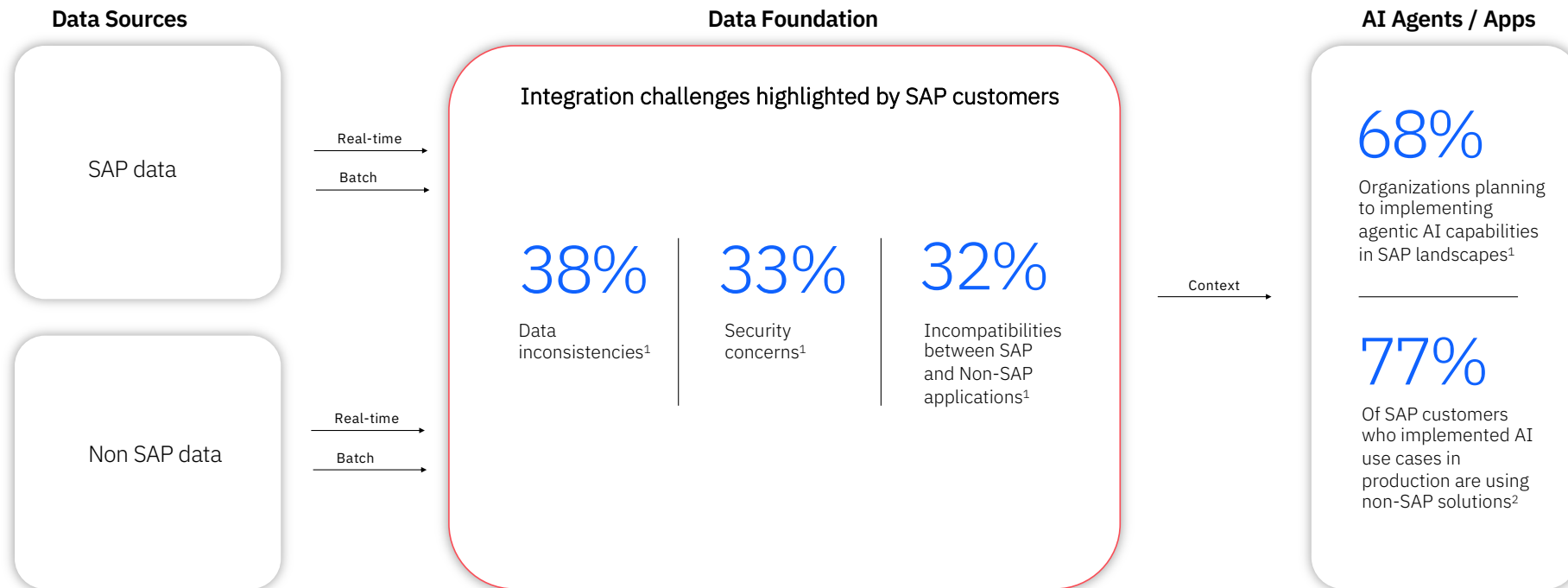
IBM Power buyback program

Buyback program for Power servers running SAP landscape on-premises

Innovation

State of Data and AI in SAP landscapes





AI systems require accessible, real-time, context-rich, and governed data






1. [ASUG Research: 2026 Integration Research: How SAP Customers Simplify Integration Priorities and Prepare for AI](#)
2. [DSAG Investment Report 2026](#)

Many solutions deliver value

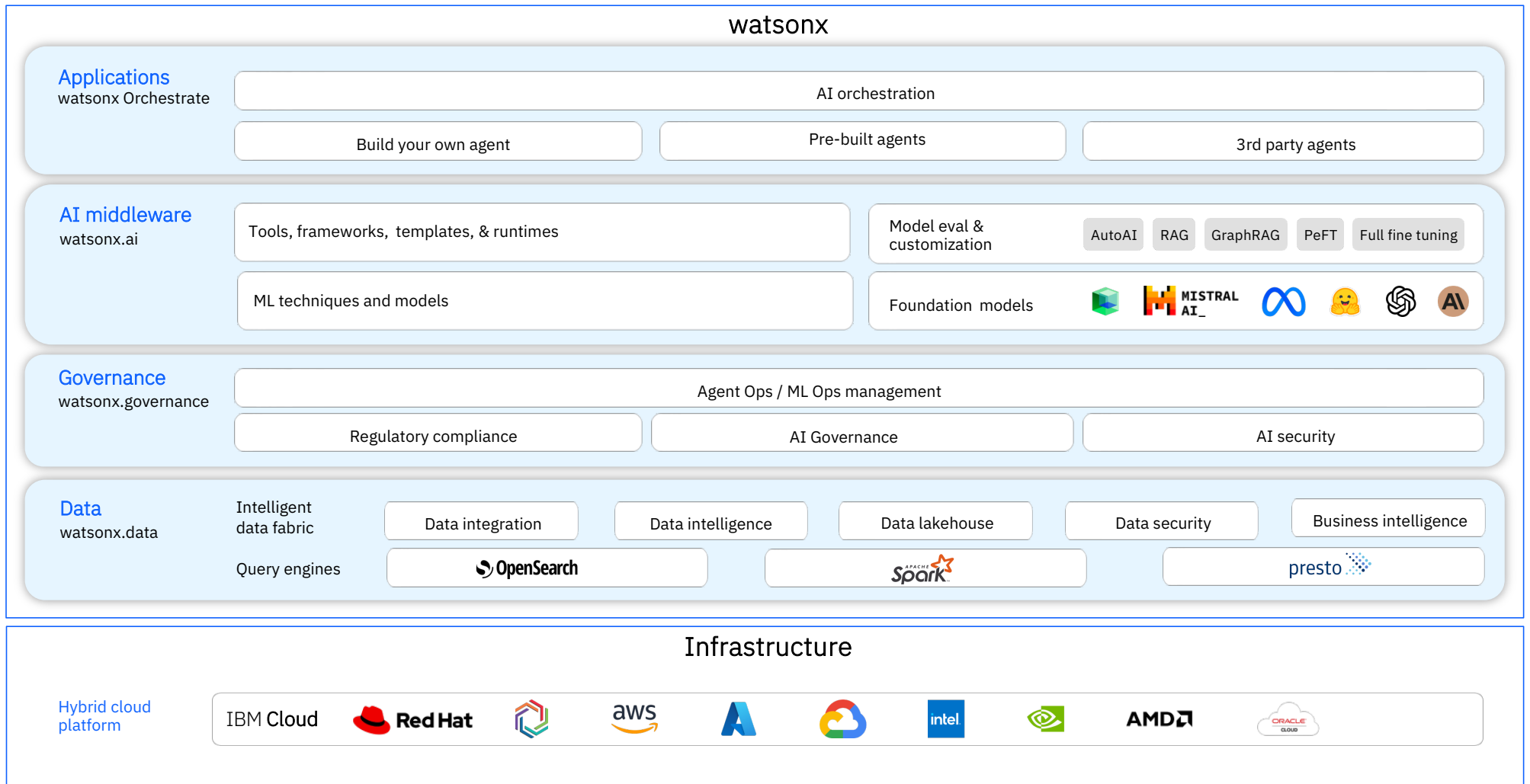
All work on their own, but you still need to make data, apps, agents, and clouds work together

IBM Partner	Other hyperscalers	Platforms	Model providers	Open source
				
Goal	Run everything in their cloud and solutions	Specialize in a domain and expand	Model and API usage at scale	Rapid innovation and community; independence
Missing	Cross-cloud orchestration and cost efficiency	Integration across domains	Governance and enterprise control	Enterprise security, scalability, support

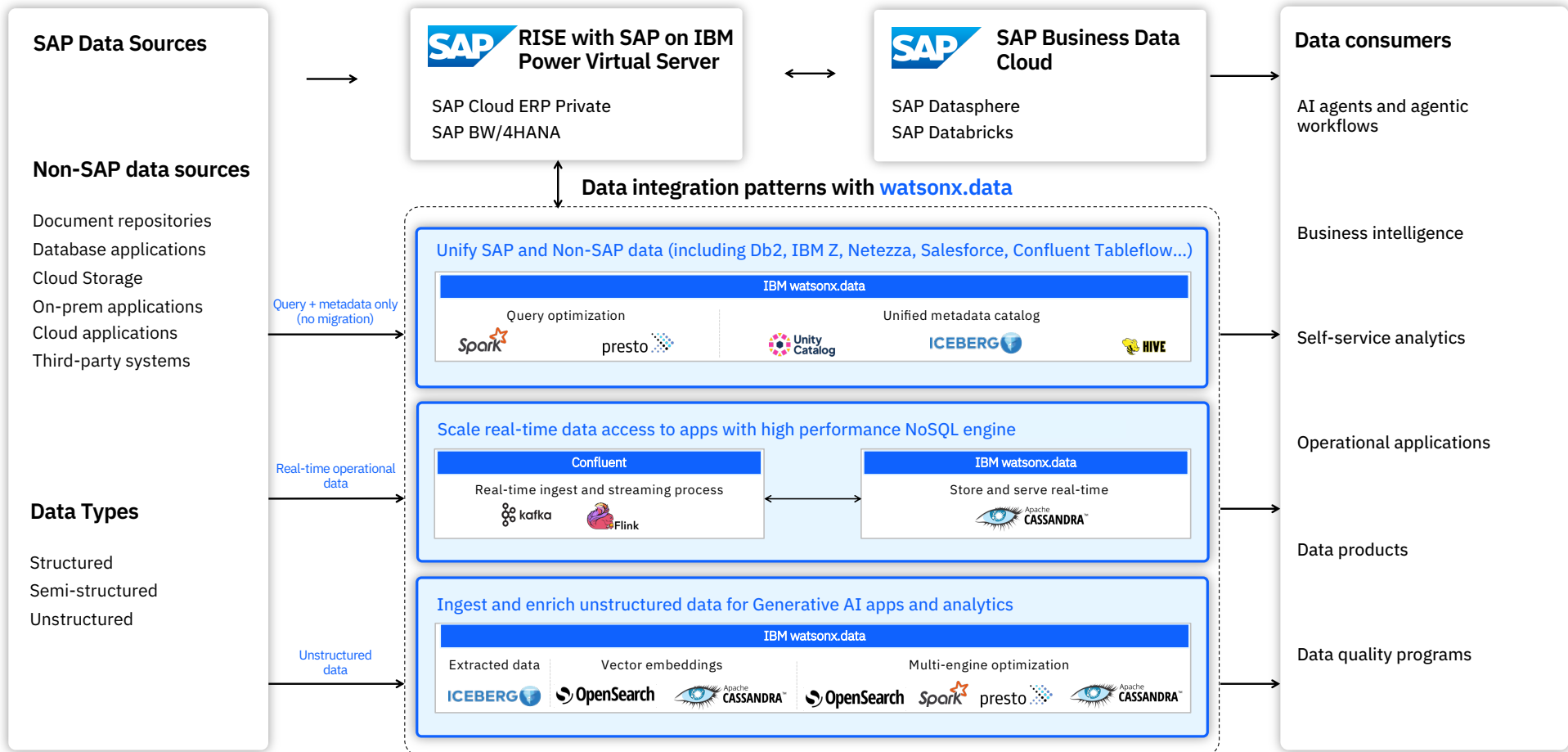
How to connect and create value

Challenge	 <p>Enterprise assets are siloed</p>	 <p>AI lacks data and context</p>	 <p>Unchecked costs and governance</p>
Ideal solution	<p>Hybrid-first</p> <p>Runs and connects SAP Cloud ERP Private, SAP BW in BDC and non-SAP apps across cloud and on-premises</p>	<p>Open</p> <p>Improves insights unifying SAP and non-SAP data</p>	<p>Responsible</p> <p>Accelerates innovation with security, governance and cost control from the start</p>
	<p>Enterprise-ready Domain expertise and support</p>		

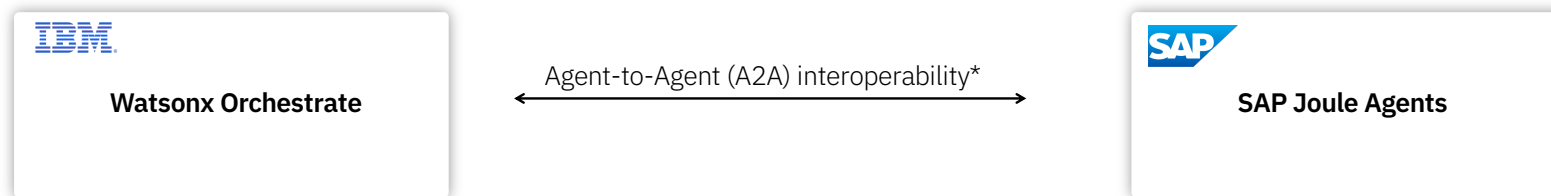
IBM's open, integrated and hybrid portfolio addresses enterprise AI needs with watsonx



Optimize the price performance of diverse SAP and Non-SAP data workloads with fit-for-purpose engines in watsonx.data



















Orchestrate agentic AI workflows across SAP and non-SAP systems
with agent-to-agent (A2A) interoperability



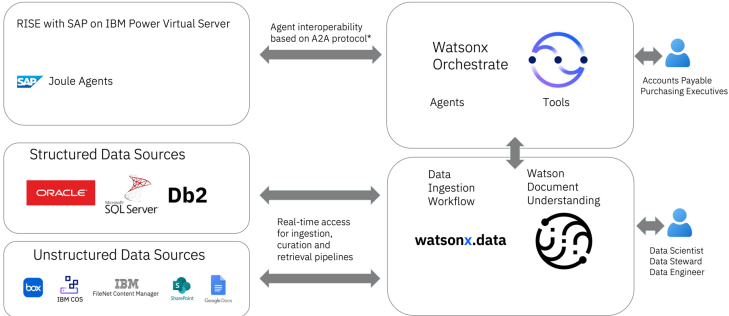
* This capability is expected to be generally available in 2026

Start smart, move fast with over 100 prebuilt agents that are designed to work in a multi app platform environment

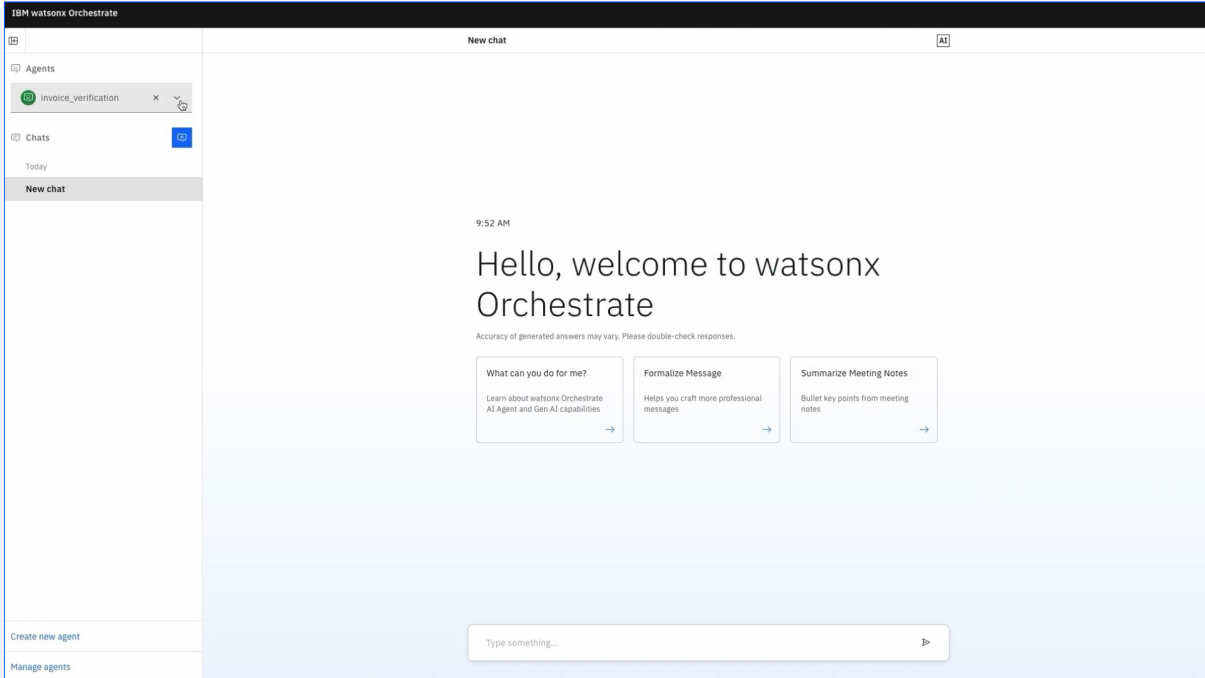
	Use cases	Business impact	Integrations
Supply chain [Full List]	Sourcing support Supplier management Sustainability Inventory management	Cost per order Lead times Order cycle time	   
Procurement [Full List]	Procure to pay Contractor requisitions PO management Supplier assessment	Improved onboarding Reduced external spend Improved sourcing	  
Sales [Full List]	Digital prospecting Lead management Opportunity management Seller support	Higher conversion rate Increased order size Improved upselling Customer retention	     
HR [Full List]	Talent recruitment Onboarding Payroll Compensation Employee support Inventory management	Time to offer Cost per hire Reducet support cost 1-click resolution rates	  

Demo: Agentic AI Orchestration for 4-way invoice matching

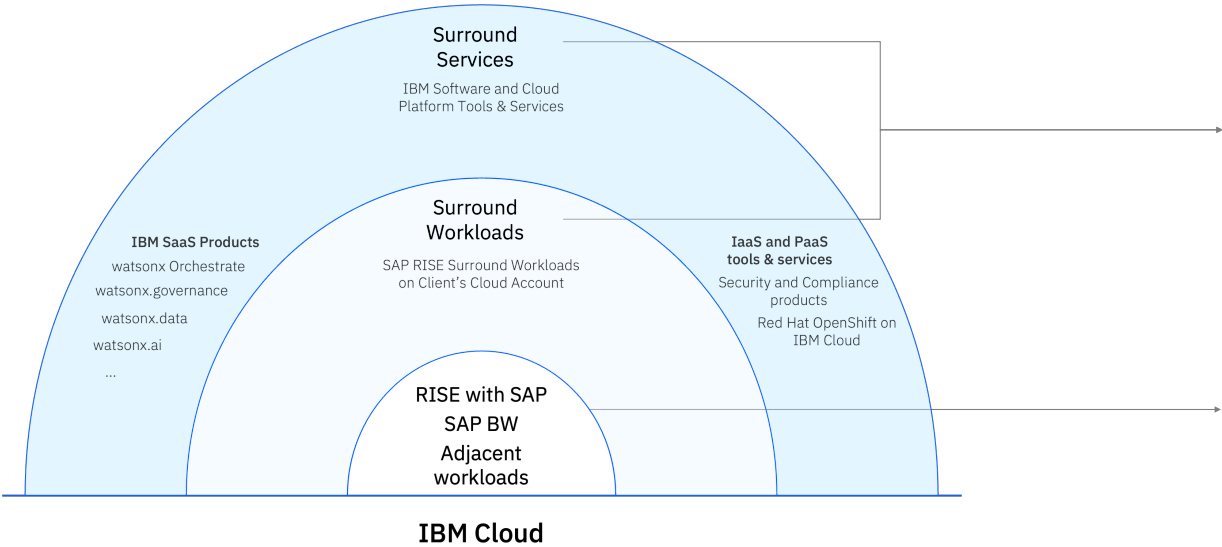
Tap into any available systems and data to take action, drive better insights, and improve outcomes



*This capability is expected to be generally available in 2026



Accelerate development of AI-powered applications with IBM Cloud credits



Up to
\$1M

IBM Cloud credits to accelerate cloud adoption for non-RISE and non-SAP workloads and build new surround workloads around SAP

Up to
\$1M

IBM investment in Partner resource funding to help in the migration efforts to RISE with SAP and SAP BW on IBM Power Virtual Server – applicable to System Integrators certified for RISE migration

Market Recognition

We are a recognized leader by **Gartner**.

AI Productivity

2025 Magic Quadrant for Data Science and Machine Learning
2025 Magic Quadrant for Cloud Financial Management Tools

Data Management and Integration

2025 Magic Quadrant for Cloud Database Management Systems
2025 Magic Quadrant for Data Integration Tools
2025 Magic Quadrant for Metadata Management Solutions

Security and Governance

2025 Magic Quadrant for Data and Analytics Governance Platforms
2024 Magic Quadrant for Access Management

App Integration and Resilience

2025 Magic Quadrant for API Management
2025 Magic Quadrant for Container Management (Red Hat)
2025 Magic Quadrant for Observability Platforms

Hybrid Infrastructure Management

2025 Magic Quadrant for Service Orchestration and Automation Platforms
2025 Magic Quadrant for Process Mining Platforms
2025 Magic Quadrant Cloud Native Application Platforms (Red Hat)

Gartner® Magic Quadrant™ for Metadata Management Solutions




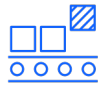


Figure 1: Magic Quadrant for Metadata Management Solutions



Gartner

Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research & advisory organization and should not be construed as statements of fact. Gartner disclaims and warrants, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

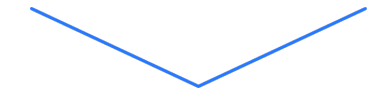
Multiple levers for sustained productivity and efficiency in IBM's own operations transformation

 Automating workflows with our market-leading AI	 Leveraging technology in digitization
 Creating value through procurement	 Streamlining our supply chain
 Optimizing service delivery	 Enhancing talent and pyramid structures

Initial goal:

\$2B

Productivity savings
2024 exit run rate



Impact:

\$4.5B

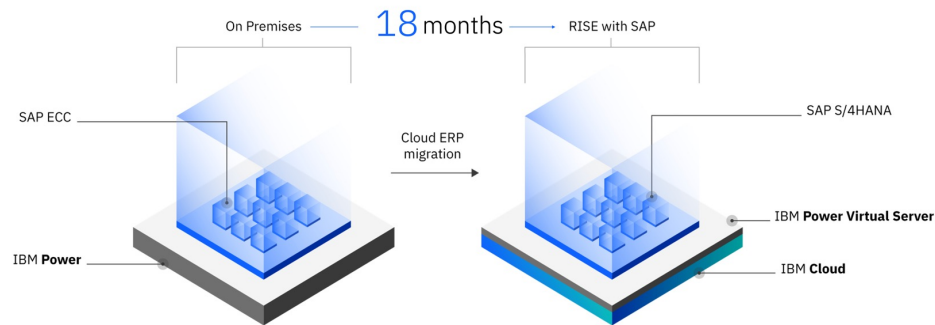
Productivity savings
2025 exit run rate

IBM's move to SAP Cloud ERP Private

One of industry's largest RISE-enabled cloud modernization of quote-to-cash, record-to-report and manufacturing operations

150K Users

175 Countries



30%

infrastructure operations cost savings

82%

cycle time reduction in invoice generation

40%

cycle time reduction in contract registration

72%

auto payment matching of account receivables

IBM