



Partner-Ready Intelligence for SAP Modernization™

Industry AI Partner Readiness Assessment™

Assessing partner readiness to turn Industry AI opportunity into SAP relevance, customer adoption, consumption, and growth

PRISM INDUSTRY AI INTELLIGENCE

ALIGN
STRATEGY

ENGAGE
ECOSYSTEM

ACCELERATE
GROWTH

OCTOBER 2026

EXPERIENCE. ACCESS. EXECUTION.

01 WHY READINESS MATTERS

AI capability alone does not create **market impact**.

SAP ecosystem direction is increasingly connecting AI innovation with partner IP, customer adoption, consumption, and scalable growth.

For partners, the opportunity extends beyond building an AI use case. Success requires the ability to connect industry need, SAP processes, data and AI, a differentiated solution, commercial motion, and SAP ecosystem activation.

PRISM INTELLIGENCE

Industry AI readiness is not defined by whether a partner can build AI. It is defined by whether the partner can turn AI capability into **an industry-relevant, SAP-aligned, commercially executable** customer motion.

THE OPPORTUNITY IS REAL - AND SO ARE THE CHALLENGES



LARGE MARKET OPPORTUNITY

Industry AI is a key growth priority for SAP and its ecosystem, with increasing demand for industry-specific solutions and outcomes.



EXECUTION GAP

Many partners have strong technical AI capability but lack the commercial, industry, or ecosystem readiness to drive adoption at scale.



CUSTOMER EXPECTATIONS

Customers are looking for industry expertise, proven outcomes, and trusted partners who can help them accelerate business value with AI and SAP.



SAP ECOSYSTEM PRIORITIES

SAP is prioritizing AI innovation and IP, adoption and consumption, and deeper co-innovation with partners who can deliver real customer impact.

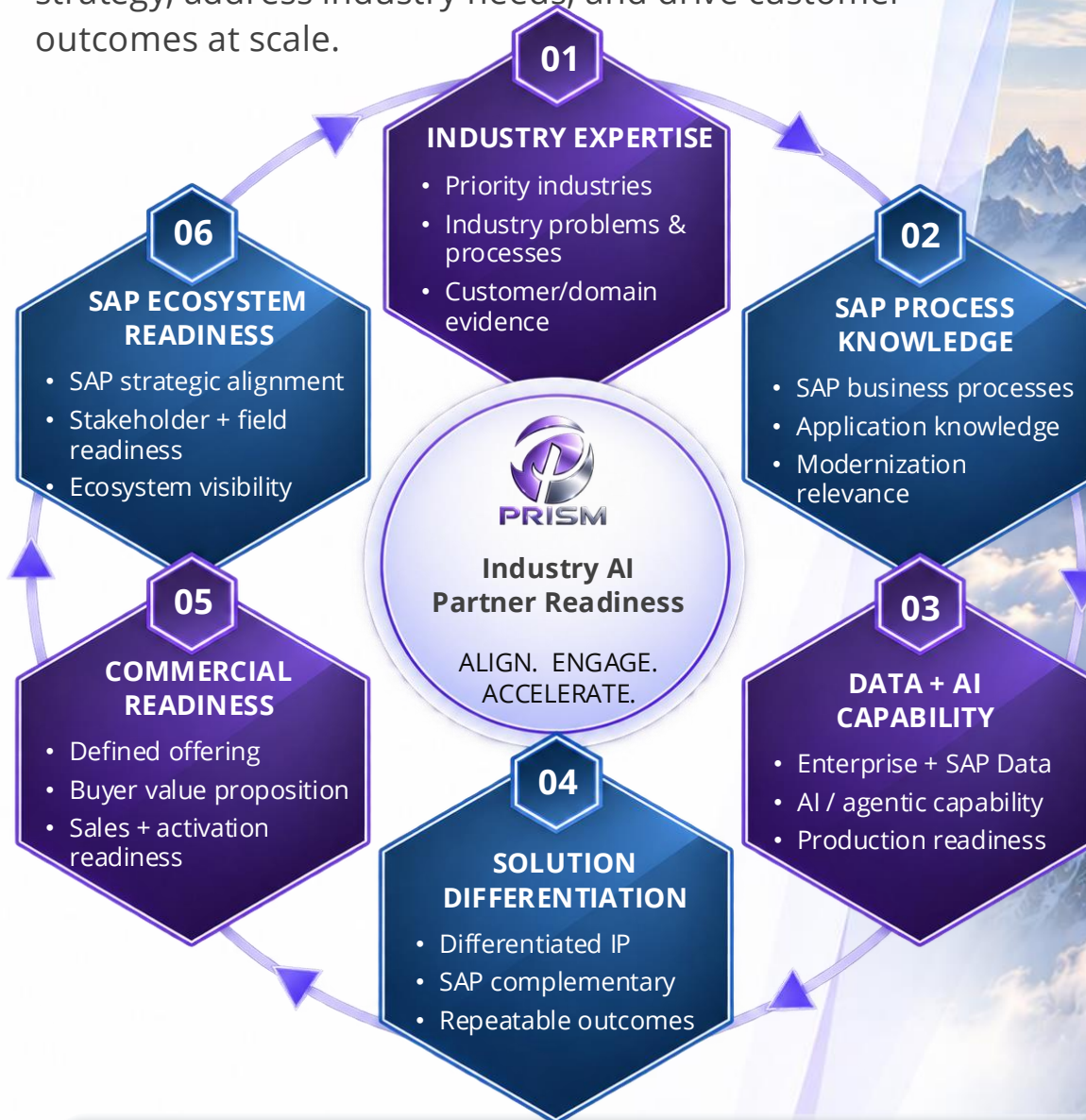
PARTNER READINESS TURNS **OPPORTUNITY INTO IMPACT.**

02 THE READINESS FRAMEWORK

Six Dimensions. Greater Impact.

Partner readiness for Industry AI requires more than technology.

It takes a connected set of capabilities that align to SAP's strategy, address industry needs, and drive customer outcomes at scale.



FROM
READINESS
TO RESULTS



Customer
Adoption



Productive
Usage



AI
Consumption

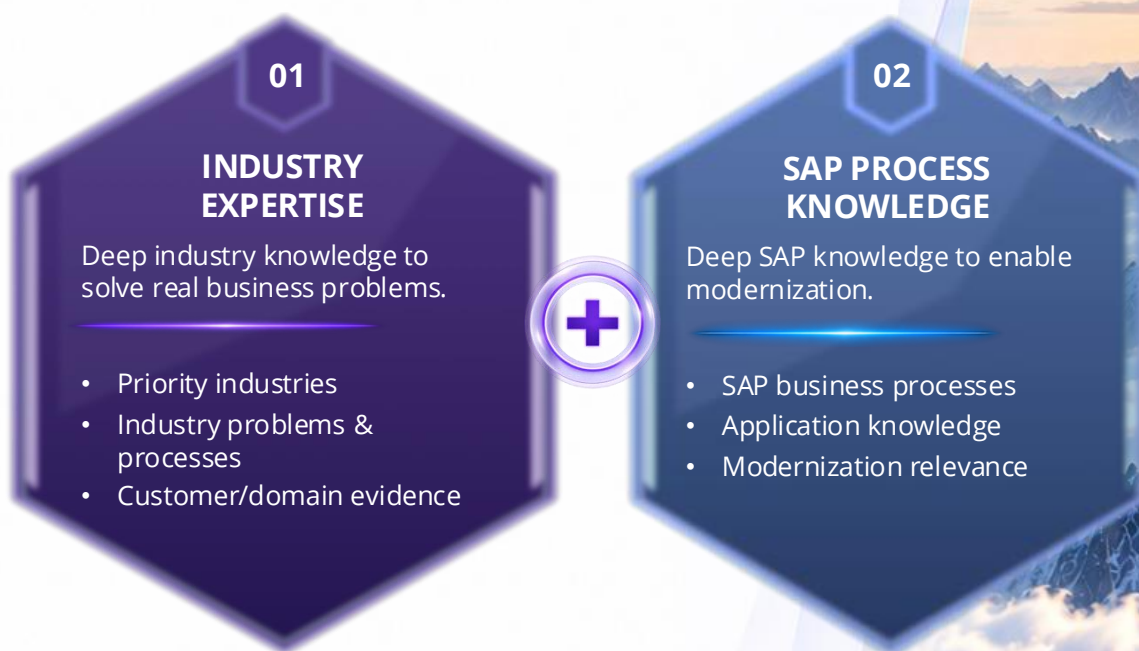


Growth

03 DIMENSION DETAILS

Dimensions 01 and 02. Building the foundations for Industry AI Success.

Industry expertise and SAP process knowledge establish relevance, credibility, and a clear path to industry outcomes.



KEY READINESS QUESTIONS

01 INDUSTRY EXPERTISE

- Are our target industries clearly defined?
- Do we understand the key business problems and processes?
- Do we have referenceable customer evidence in the industry?

02 SAP PROCESS KNOWLEDGE

- Do we have deep knowledge of relevant SAP business processes?
- Can we articulate how SAP capabilities address industry needs?
- Are we positioned for S/4HANA and industry AI modernization motions?



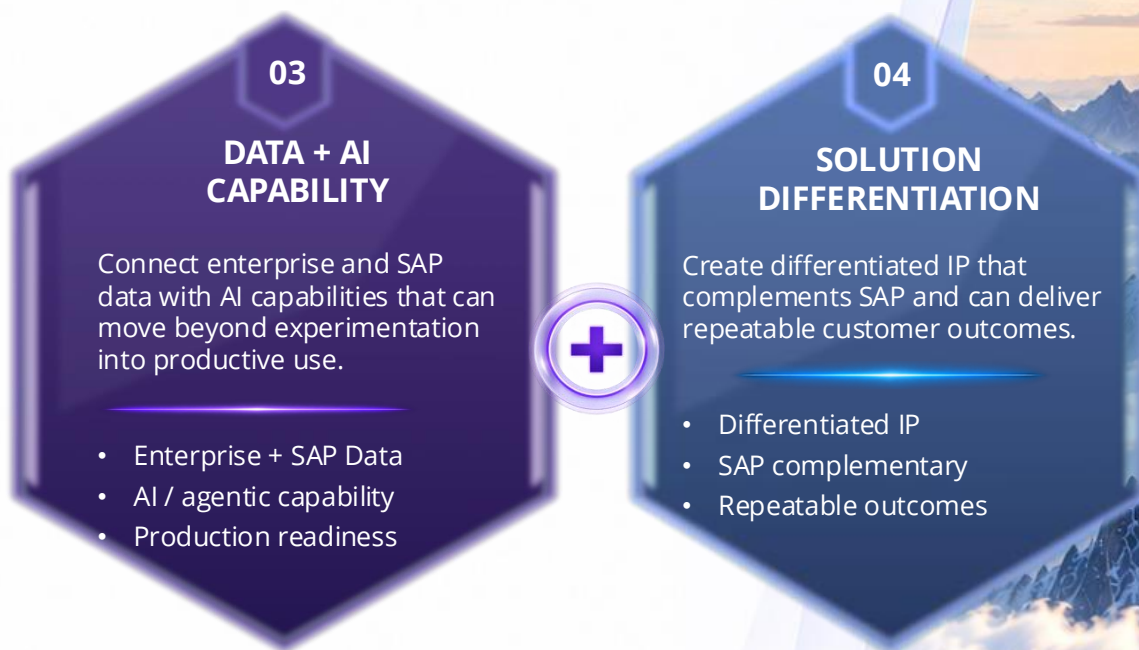
TOGETHER, THESE TWO DIMENSIONS

**Create the context for differentiated solutions
and measurable customer outcomes.**

03 DIMENSION DETAILS

Dimensions 03 and 04. Turning AI capability into Differentiated Solution.

Data + AI capability and solution differentiation turn technical capability into SAP-relevant solutions designed for productive customer use.



KEY READINESS QUESTIONS

03 DATA + AI CAPABILITY

- Can we securely connect the enterprise and SAP data required for the use case?
- Do we have the AI and agentic capabilities needed to deliver the intended outcome?
- Is the solution ready to move from prototype to productive customer use?

04 SOLUTION DIFFERENTIATION

- Is our solution clearly differentiated from SAP capabilities and competing alternatives?
- Does our IP complement SAP rather than duplicate what SAP already provides?
- Can we demonstrate a repeatable solution with measurable customer outcomes?



TOGETHER, THESE TWO DIMENSIONS

Turn AI capability into differentiated, SAP-relevant solutions ready for productive customer use.

03 DIMENSION DETAILS

Dimensions 05 and 06. Taking the solution to market and Activating the SAP ecosystem.

Commercial readiness and SAP ecosystem alignment turn a differentiated solution into a credible market motion that SAP teams and customers can activate.



KEY READINESS QUESTIONS

05 COMMERCIAL READINESS

- Is our offering clearly defined and easy for customers and sellers to understand?
- Can we articulate the buyer value proposition and measurable business outcome?
- Are our sales assets, proof points, and activation motion ready to support customer conversations?

06 SAP ECOSYSTEM READINESS

- Is our solution clearly aligned to SAP's strategic and Industry AI priorities?
- Do the right SAP stakeholders and field teams understand where and how we add value?
- Are we positioned for appropriate ecosystem visibility and customer activation?



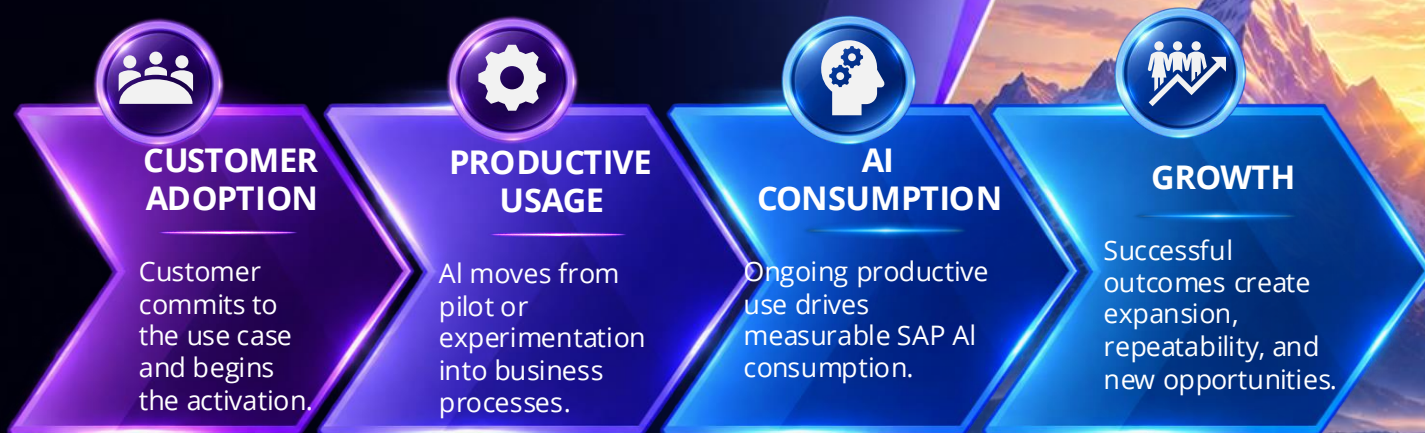
TOGETHER, THESE TWO DIMENSIONS

Turn solution readiness into SAP ecosystem activation and commercial opportunity.

04 FROM READINESS TO RESULTS

Readiness Creates the Foundation. Execution Creates the Impact.

Industry AI readiness becomes valuable when partners can translate capability into customer activation, productive usage, AI consumption, and scalable growth.



BUILT ON THE SIX DIMENSIONS OF INDUSTRY AI PARTNER READINESS



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AI consumption is an outcome of **successful adoption and productive usage** — not simply AI availability.



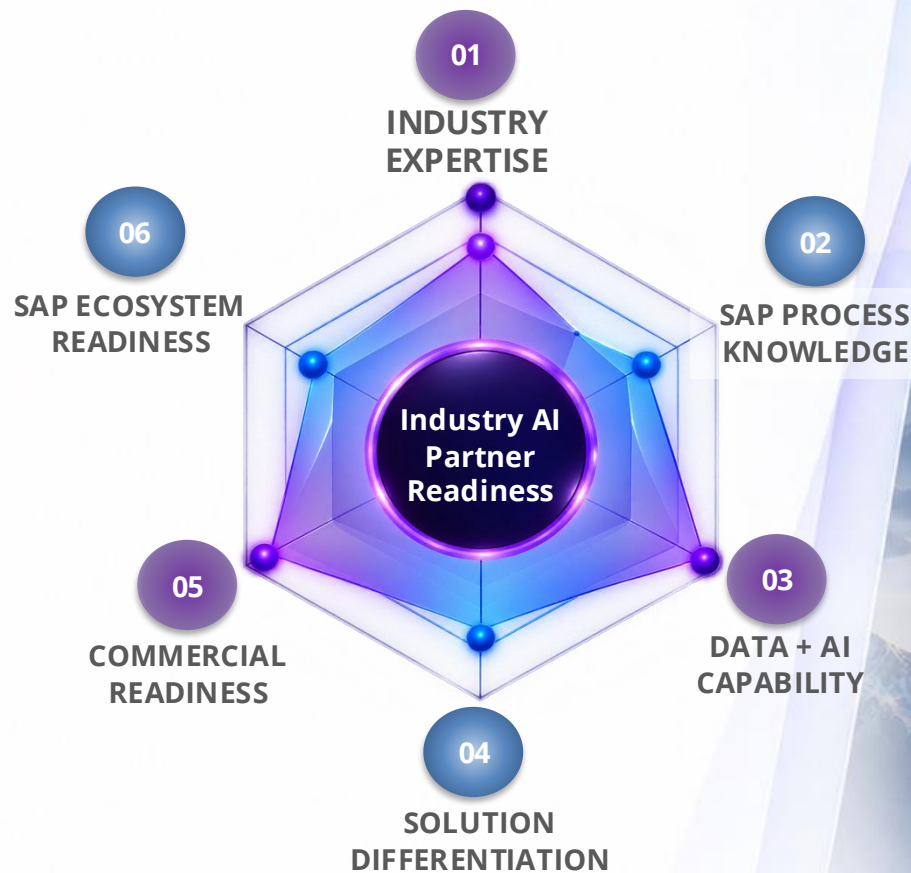
THE BOTTOM LINE

The objective is not AI capability.
It is sustained customer value that drives consumption and growth.

05 READINESS PROFILE

Know Where You're Ready. Know Where to Focus.

The six dimensions create a practical view of Industry AI partner readiness—showing where capabilities are strong, where gaps may limit execution, and where focused action can improve market impact.



STRENGTHS

Capabilities already supporting differentiation and execution.

GAPS

Readiness issues that may slow adoption, activation, or scale.

PRIORITIES

Capabilities requiring focused action to improve market readiness.

PRISM INTELLIGENCE

The objective is not to be equally strong in every dimension.

It is to identify the capabilities most critical to the partner's Industry AI growth motion.

ASSESS

PRIORITIZE

ACTIVATE

Turn readiness insight into a focused action plan for SAP ecosystem and market execution.

06 FROM READINESS TO ACTION

Turn Readiness Priorities into Focused Market Action.

The assessment creates a focused action path based on the capabilities that matter most to the partner's Industry AI growth motion.



The assessment identifies where to focus.

The PRISM Partner Growth System™ turns those priorities into action.



PRISM INTELLIGENCE

Readiness gaps do not all carry the same business impact.
Focus first on the gaps that constrain the growth motion.

07 WHAT COMES NEXT

Industry AI Readiness is the Starting Point. Market Impact is the Goal.

The opportunity for SAP partners is not simply to build AI capability. It is to connect industry expertise, SAP knowledge, differentiated solutions, commercial readiness, and ecosystem execution to create measurable customer value.

The partners positioned to lead in Industry AI will be those that can turn readiness into **customer adoption, productive usage, consumption, and sustainable growth.**

PRISM helps SAP-aligned partners understand where they are ready, where to focus, and how to move forward.

Ready to assess your Industry AI partner readiness?
Start the conversation.



Michelle Huang

Founder & CEO | PRISM Partner Advisors Inc.
Former SAP Global VP • 27 Years



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