AVO TECHS™

www.avotechs.com

How Companies Are Using SAP BTP to Drive Real Business Value

Everyone's talking about SAP BTP. But few can clearly explain why they're using it or what real business impact it's driving.

Is it innovation? Cost savings? Simplified integrations?

The truth is, it's a mix of all three, and we're seeing more companies reframe BTP not as a "tech tool," but as a business enabler.

Let's look at what real SAP teams are doing with it, and why it matters.

AVO TECHS™

www.avotechs.com

The Big Shift

SAP BTP has quietly gone from optional to essential.

A few years ago, most companies treated it as an experiment. Now? It's becoming the central hub for innovation and integration.

- It lets you innovate without touching the core ERP
- It connects cloud, on-prem, and third-party systems seamlessly
- It's the foundation for clean-core and composable enterprise strategies

If S/4HANA is your engine, BTP is the turbocharger.

AVO TECHS™

www.avotechs.com

The Top 3 Motivators

From hundreds of enterprise projects and community discussions, there are three clear drivers that keep showing up.

#1: Innovation without disruption

Companies use BTP to test small, high-impact ideas, like AI-driven invoice matching, chatbots, or predictive maintenance, without breaking ECC/S/4.

#2: Simplified integration

Event Mesh, APIs, and Integration Suite help unify everything (from Salesforce to MES) faster than legacy middleware ever could.

#3: Lower cost, cleaner core

By shifting custom code to BTP extensions, teams save 20–30% in maintenance and make future upgrades far smoother.

AVO TECHS™

www.avotechs.com

How Teams Are Actually Using It

Different business functions are finding their own “sweet spot” with BTP.

Finance: Extending Fiori apps to automate approvals, reconciliations, and analytics.
Manufacturing: Building IoT dashboards and integrating shop-floor systems for live visibility.
Procurement: Extending Ariba workflows for faster vendor collaboration.
HR: Creating self-service employee tools by combining SuccessFactors + BTP extensions.

The beauty? BTP helps each function innovate without waiting for an upgrade cycle.

AVO TECHS™

www.avotechs.com

A Developer's Perspective

Developers love BTP because it finally feels modern. You're no longer stuck inside SE80 or decades-old ABAP transactions.

On BTP, you can:

- Build apps with Node.js, CAP, CDS, and APIs
- Use GitHub pipelines and CI/CD workflows
- Deliver lightweight, scalable extensions faster than ever

As one SAP dev put it on Reddit:
"For the first time, I feel like I'm building apps, not transactions."

AVO TECHS™

www.avotechs.com

The Business Perspective

From a business leader's view, BTP is less about "tech stack" and more about speed, agility, and value. Projects that once took 6 months now roll out in 6 weeks.

What they care about:

- Time-to-value and ROI, not runtime and APIs
- Integrations that don't break every upgrade
- A platform where IT and business can co-innovate safely

When done right, BTP becomes the fastest route to real digital transformation.

AVO TECHS™

www.avotechs.com

The Hidden ROI

Companies that adopt BTP strategically report measurable wins:

- 15–25% faster innovation cycles
- 20–30% lower maintenance costs
- Up to 40% reduction in custom-code debt
- Higher user satisfaction with modern Fiori UX apps

AVO TECHS™

www.avotechs.com

How to Get It Right

After working with dozens of SAP customers, here's what we've learned:

1. Start small, deliver fast. Pick one pain point, fix it, prove value.
2. Get business buy-in early. BTP success needs co-ownership.
3. Don't overengineer governance. Simplicity scales better.
4. Make BTP your innovation lab. Experiment, measure, repeat.

SAP BTP isn't just another cloud platform; it's where SAP innovation actually happens.

If you're still using ECC and wondering whether BTP fits your roadmap, it's the perfect time.

Let's talk about how to use BTP to simplify your architecture, unlock agility, and build real business value.

support@avotechs.com

+353 83 353 0839