

An aerial photograph of a city is shown in the upper left, partially obscured by a large, blue, geometric shape that resembles a stylized 'N' or a series of overlapping triangles. This shape contains the main text. The background of the entire image is a light, desaturated blue with a subtle pattern of white dots and lines, suggesting a globe or a network.

**Providing
Innovative,
Cost-effective
Solutions.**

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In the areas of SAP maintenance and support, we have launched an innovative program called the Enterprise Support Trust (EST). As companies try to evaluate what, when, where and how to transform their business, they still must continue to maintain their current systems until ready to migrate, which may be months to years. The question becomes how much to spend today for enhancements and innovations on legacy technologies vs. investing in digitally transformative technologies for a greater business impact.

At its core, EST minimizes our customer's maintenance/support costs which enables a better use of funds for supporting current systems and saving for future technology investments. The EST level of maintenance is certified with SAP on the back end.

EST allows our customers to better prepare for a migration to HANA and S/4 HANA while considering all options. The program offers an automated assessment that analyzes the current "As-Is" system vs. what the future digital transformation process will include.

EST is a multi-level plan for cost savings on current SAP maintenance, which provides proactive advisory services for business and digital transformation. EST provides our customers with significant savings and several plans to choose from on how to reinvest those funds. As an example, if a customer pays \$X on maintenance today, they may only pay 65 to 70% of that through EST. The savings are securely managed using blockchain technologies and redirected into additional SAP products, licenses, or our SAP services - whatever our customers need for the future.

EST provides the ROI for a successful digital and business transformation!



SAP® PartnerEdge®

Understand the Value of the Enterprise Support Trust

“EST®”

Presentation for SAP Customers
January 2019

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Confidential to SAP Customers ONLY

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SOLUTIONS
THE BEST RUN **SAP**

What and Why?



What is the Enterprise Support Trust?

1. At the core is a partnership between Neotech Solutions and the Customer.
2. A mechanism where Neotech provides a better use of funds in providing SAP maintenance, investing back into the Customer.
3. A secure long term maintenance program managed by dedicated bank accounts and smart network contracts on the Neotech blockchain.
4. Provides Customer with funding for SAP licenses and digital transformation.
5. Complete visibility to funds 24x7.
6. Secure audit trails and accountability.

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Why - Trusted Enterprise Support?

1. Because SAP Customers want more value from their maintenance spend.
2. Because SAP Customers need funding for SAP HANA and SAP S/4HANA licenses and migrations.
3. Because with EST funds the Customer can accelerate their decisions to “Move” to digital transformation.



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Objectives



Right size current SAP licenses
Minimize maintenance costs
Calculate EST value



Execute EST Contract
Establish EST Bank
Access EST Portal



Increase
IT effectiveness



Decrease
Maintenance cost



Gain
Migration time to Value

Reduce maintenance fees:

✓ Value begins day one

Establish EST funds account:

✓ Smart Network Contract

Apply EST funds to software & services:

✓ Do what you do best, even better

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