

# Reimagining SAP: A Candid Conversation on Agility, Intelligence & Innovation

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I recently sat down with **John Young, VP of Industry Solutions at Databricks**, to talk about a challenge every CIO is wrestling with:

**How do you bring agility, intelligence, and innovation into SAP—without disrupting the core systems that keep the business running?**

The short answer: **Koantek and Databricks can supercharge your SAP data to unlock real, measurable innovation.**

In our conversation, we explored three key topics that are top of mind for CIOs today:

1. **Rethinking AI:** Getting answers before questions are asked
2. **Reverse-engineering business processes with AI**
3. **The future of enterprise AI with SAP**

## The SAP Dilemma: A Goldmine That's Hard to Access

CIOs often tell me: *"We're sitting on gold in SAP, but we can't mine it fast enough."*

SAP is mission-critical, it standardizes processes, enforces governance, and runs the business. But today's executives want more: faster insights, AI-driven decisions, and systems that can adapt and learn.

As John put it:

"SAP is brilliant at what it was built to do—process standardization, operational control, governance. But it wasn't designed for what CIOs are demanding today: real-time insights, AI-driven decisions, and adaptive systems. That's where Databricks comes in."

## Respecting the SAP Foundation

At Koantek, our customers don't want to rip and replace SAP—they want to build on it. And that's smart, because SAP excels in:

- **Process Standardization & Data Consistency** – Unified processes and reliable data at scale
- **Business Process Monitoring** – Real-time visibility to detect and resolve bottlenecks
- **Extensibility** – APIs and adapters for rapid integration and customization
- **Cloud-Based Agility** – Flexibility to pivot quickly with SAP's cloud offerings
- **Robust Security** – Encryption, access controls, and compliance baked in

### The challenge?

- 80% of enterprise data sits in SAP, making AI innovation hard without moving large volumes of data
- Master data management remains a global headache—AI could help unify and clean data across instances
- SAP and non-SAP data must integrate seamlessly, ideally through an API-led, governed architecture

We're not here to disrupt this foundation—we're here to **unlock it**.

## The Databricks Superpowers for SAP

Databricks' **Data Intelligence Platform** delivers the capabilities SAP needs to evolve into an AI-powered system of the future:

- **Holistic Lakehouse** – Bring together structured, semi-structured, and unstructured data in one secure, performant, and cost-effective platform
- **Agentic AI** – Build and deploy AI agents that can automate complex processes using both open-source and commercial AI models
- **Open & Extensible** – Reduce operational costs by avoiding unnecessary pipelines and data duplication, enabling rapid iteration
- **Cloud Agnostic** – Feature parity across all major hyperscalers and emerging sovereign clouds
- **Unified Governance** – Unity Catalog ensures fine-grained, industry-specific security for data, models, and AI agents

With Databricks, SAP data can drive **real-time, intelligent action** across the enterprise.

# Koantek + Databricks: Building the Future of SAP

Koantek brings deep SAP expertise, from ECC to S/4HANA, and a pragmatic approach: don't replace what works, **augment it with intelligence**. Together with Databricks, we help CIOs modernize and future-proof SAP in three ways:

## 1. Accelerating SAP Data Activation

We help enterprises:

- Ingest and unify SAP and non-SAP data into a single lakehouse while preserving business context
- Reduce data movement for faster, more efficient decision-making  
Use pre-built connectors, metadata pipelines, and governance accelerators to cut time-to-value

## 2. Applying AI to Reverse-Engineer Business Processes

By combining Koantek's SAP domain expertise with Databricks' AI capabilities, we:

- Model and simulate process variants for agility
- Identify and fix master data gaps across SAP instances  
Deploy intelligent agents that proactively recommend optimizations, from purchase order exceptions to supply chain reroutes

## 3. Engineering for the Agentic Future

We're enabling autonomous ERP capabilities, including:

- LLM-powered copilots for business users
- Automated decision workflows in SAP
- Closed-loop systems that learn, adapt, and act in real time

The future ERP is **autonomous**, and we're building it today.

Whether you're exploring a proof of concept or rethinking your SAP data foundation entirely, Koantek and Databricks have the **strategy, tools, and execution muscle** to get you there.

We're already driving transformation in **manufacturing, healthcare, CPG, and beyond**, and we'd love to help you do the same.

**Let's Build Something Intelligent Together**

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