



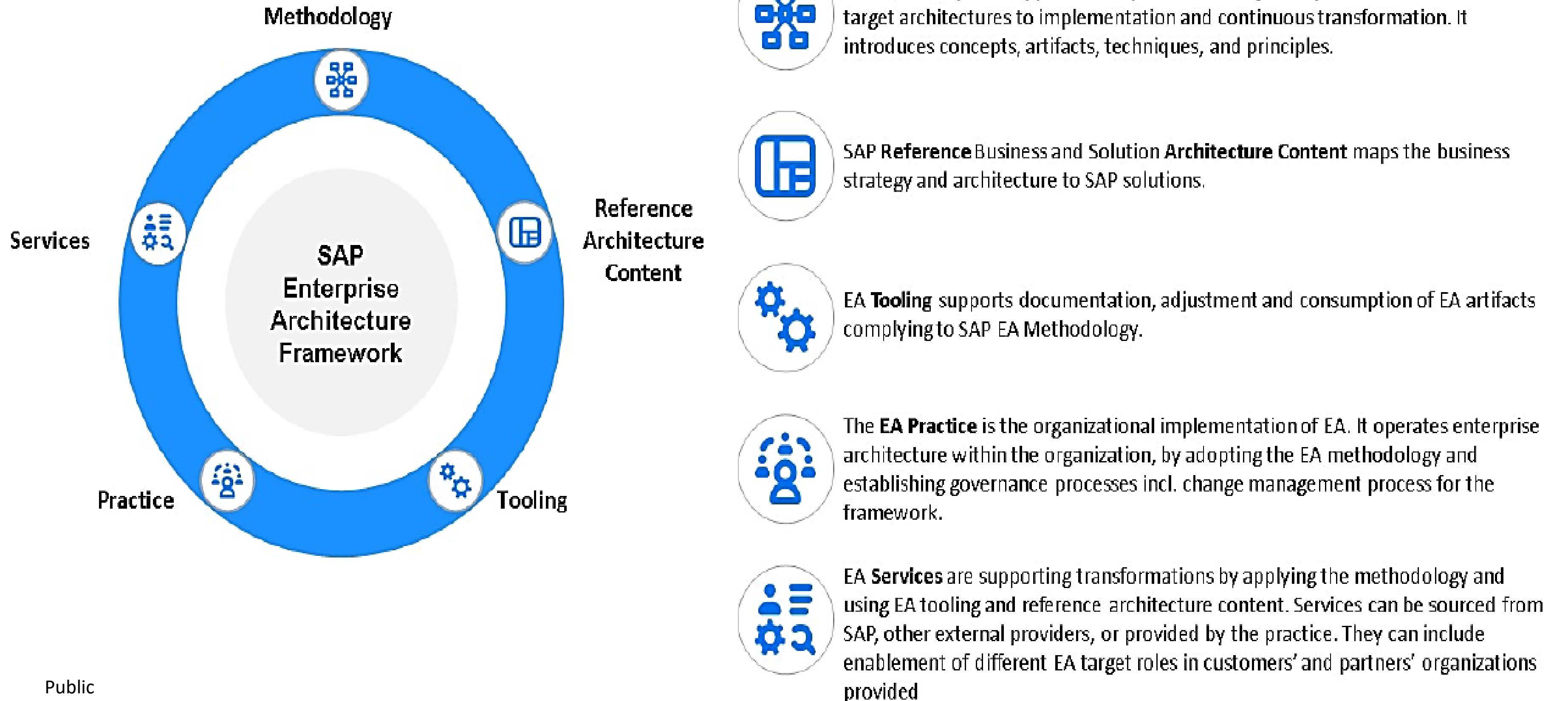
Apply the SAP Enterprise Architecture Framework Along an Architecture Development Cycle

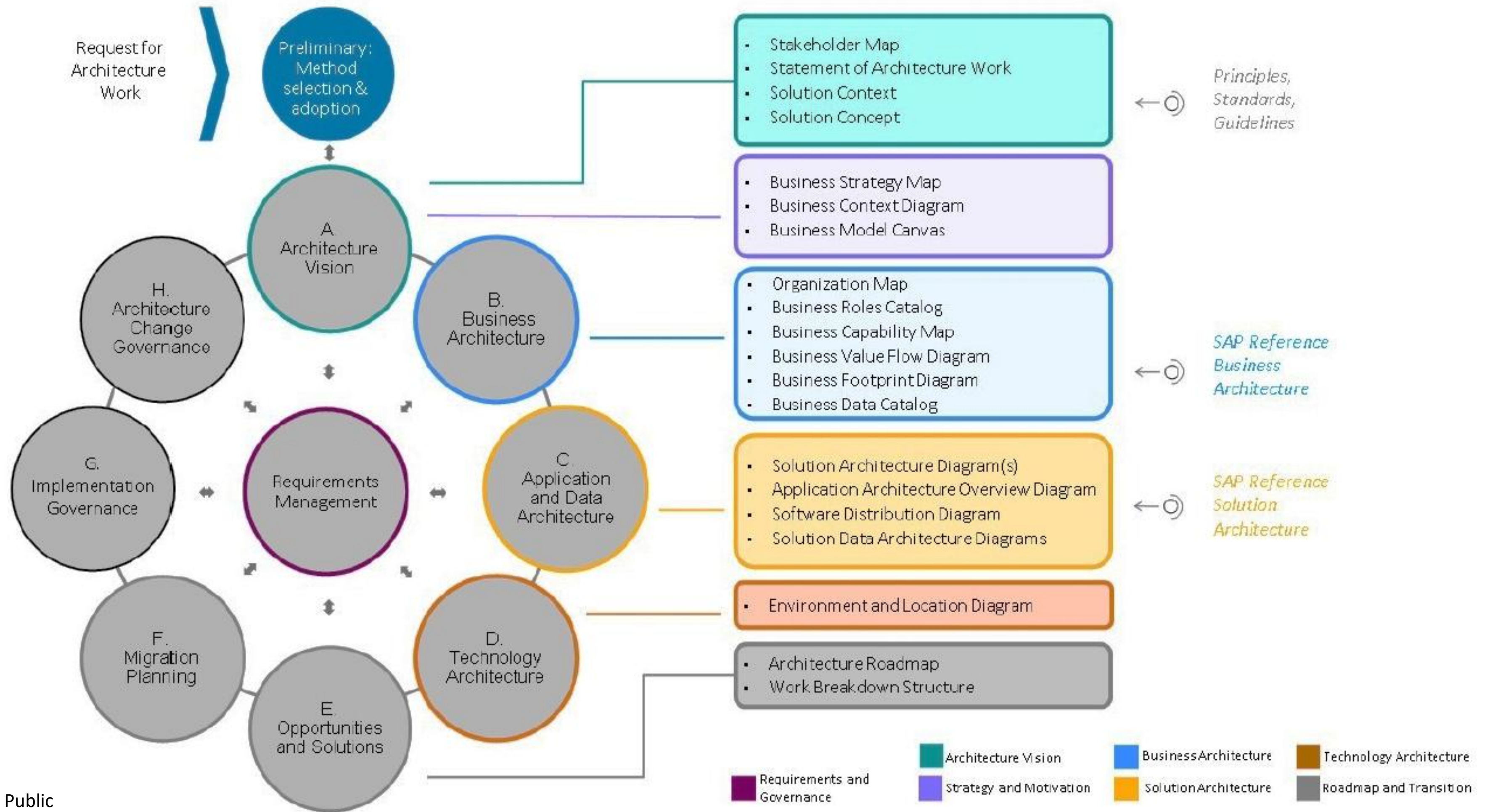
SAP
Oct 2025

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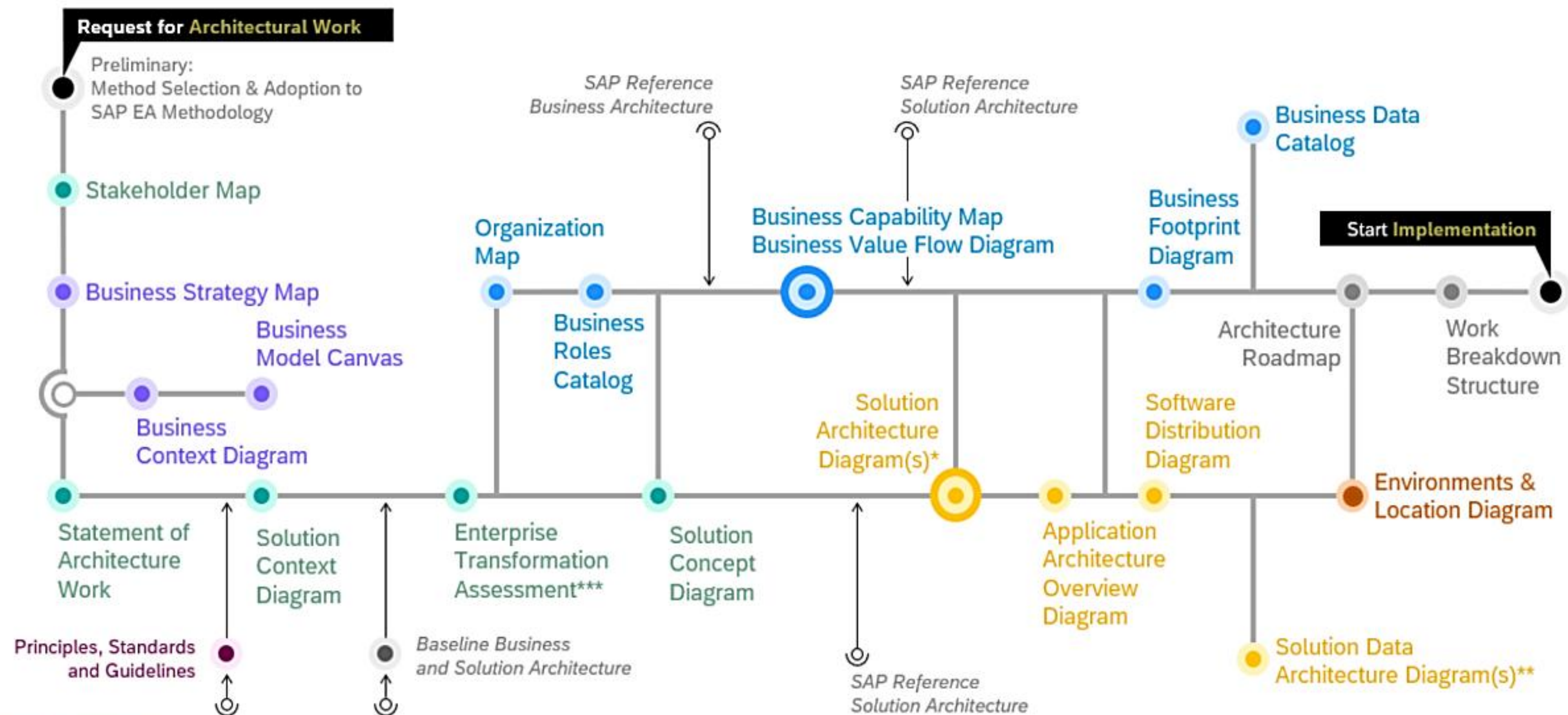


SAP Enterprise Architecture Framework





SAP EA Methodology – Metro Map



Requirements Management
Architectural Decisions
Risk Analysis
Executive Summary

SAP Public

Requirements & Governance

Architecture Vision

Strategy and Motivation

Business Architecture

Solution Architecture

Technology Architecture

Roadmap & Transition

* Generic placeholder for selected artifacts like:

- Product Map
- Solution Component Diagram
- Solution Value Flow Diagram
- Solution Process Flow Diagram

** Generic placeholder for selected artifacts like:

- Solution Data Flow Diagram
- Conceptual Data Diagram

*** Enterprise Transformation Assessment

- EA Practice Capability Assessment
- Preliminary Business and Technology Capability Assessment
- Business and Technology Transformation Readiness Assessment

SAP Intelligent Enterprise Architecture (IEA10) - Training

V2.0

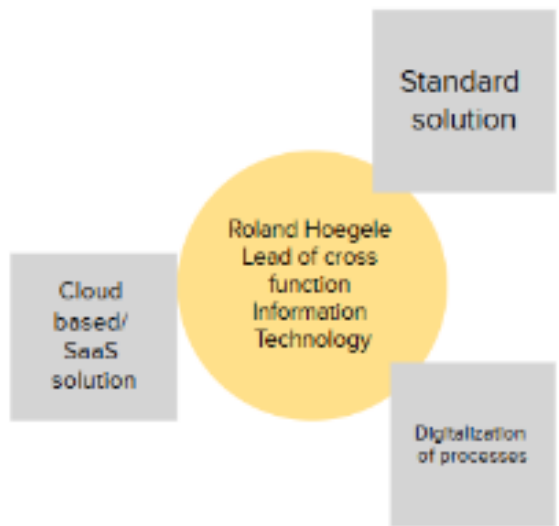
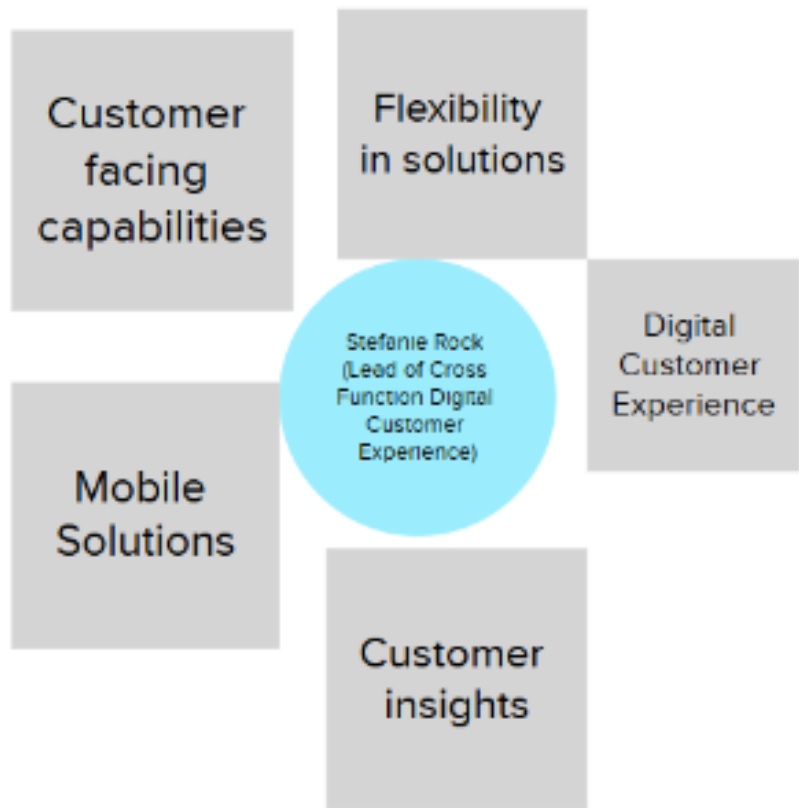
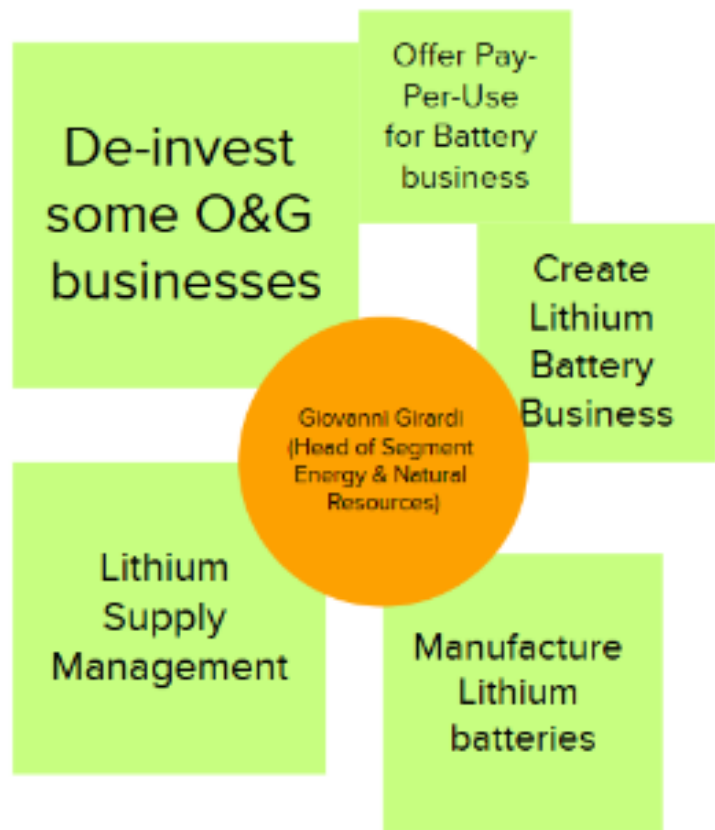
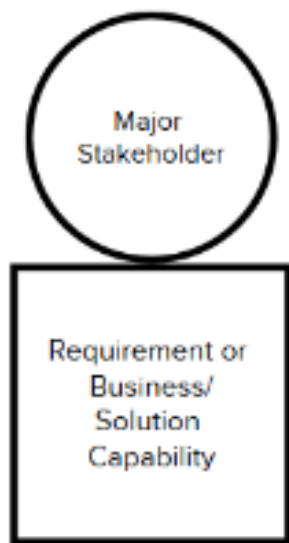
Customer Case Study: N3C

INTERNAL



Public

Functional & Non-Functional

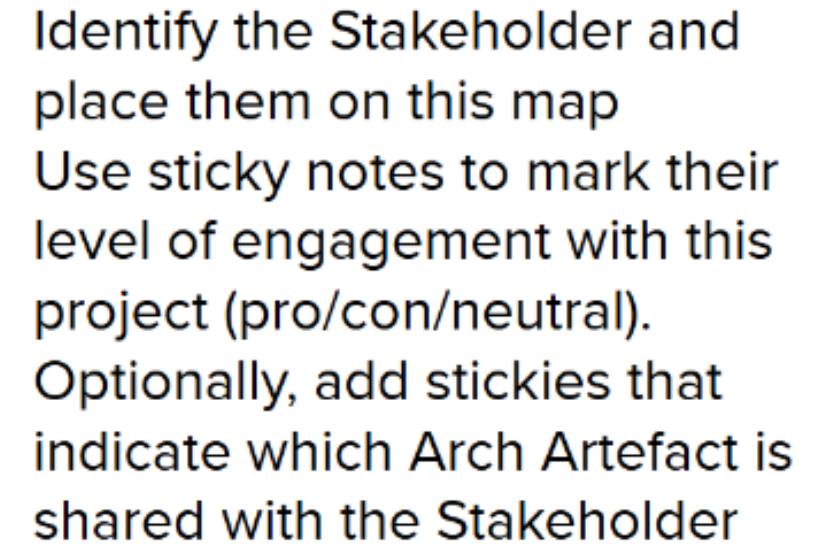


Ricardo Pereira (Head of division Crop Protection)

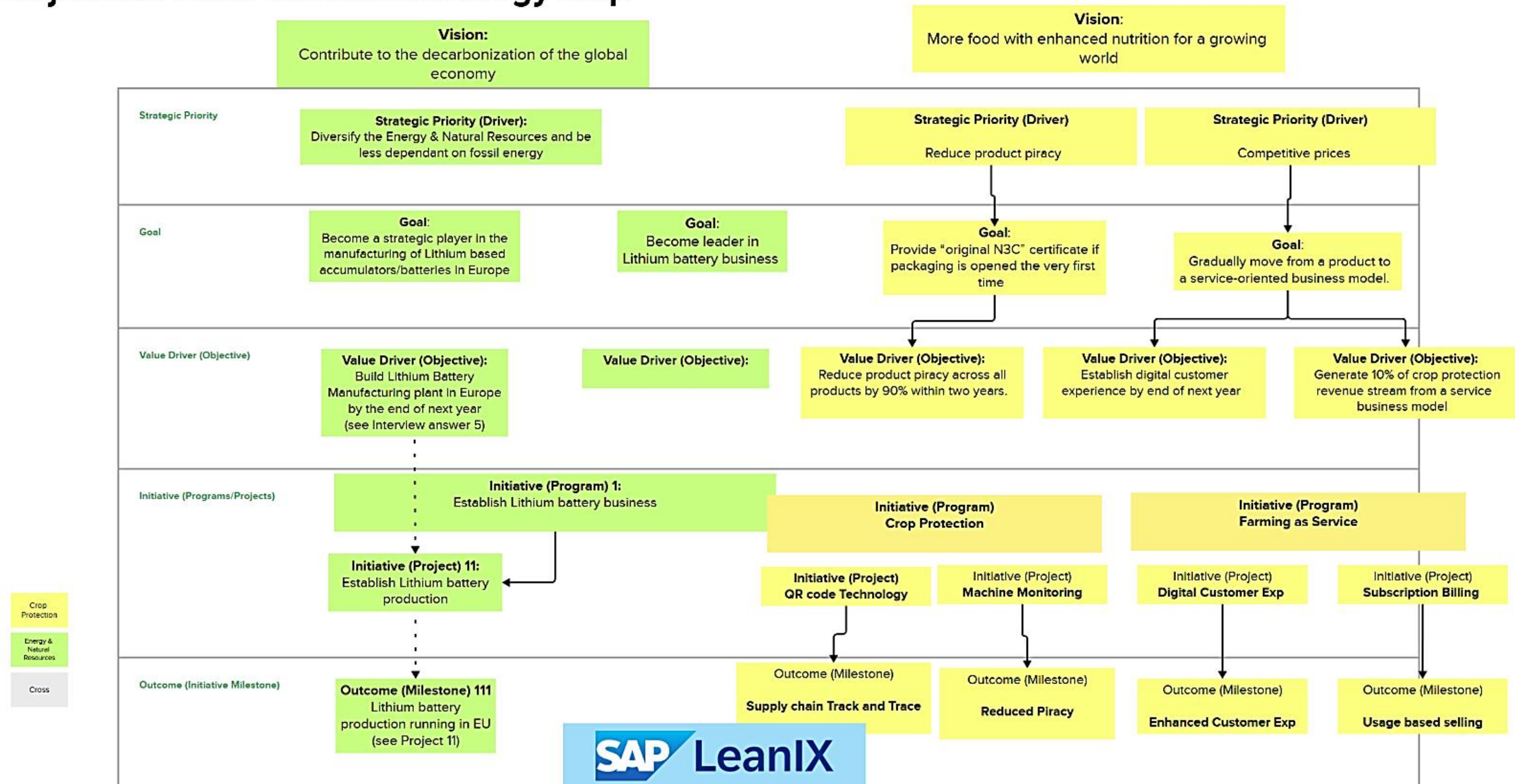
Stefanie Rock (Lead of Cross Function Digital Customer Experience)

Roland Hoegele (Lead of cross function Information Technology)

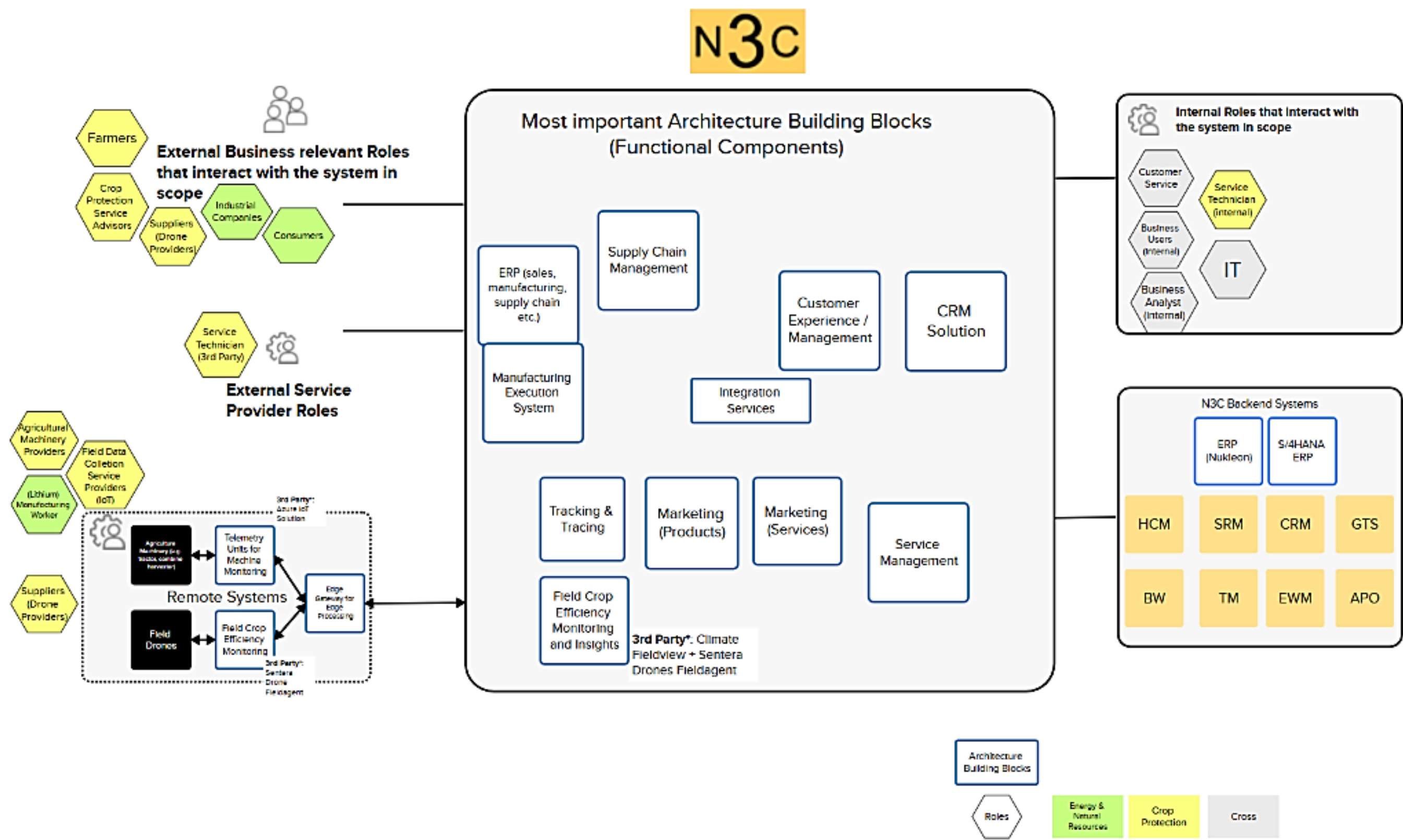
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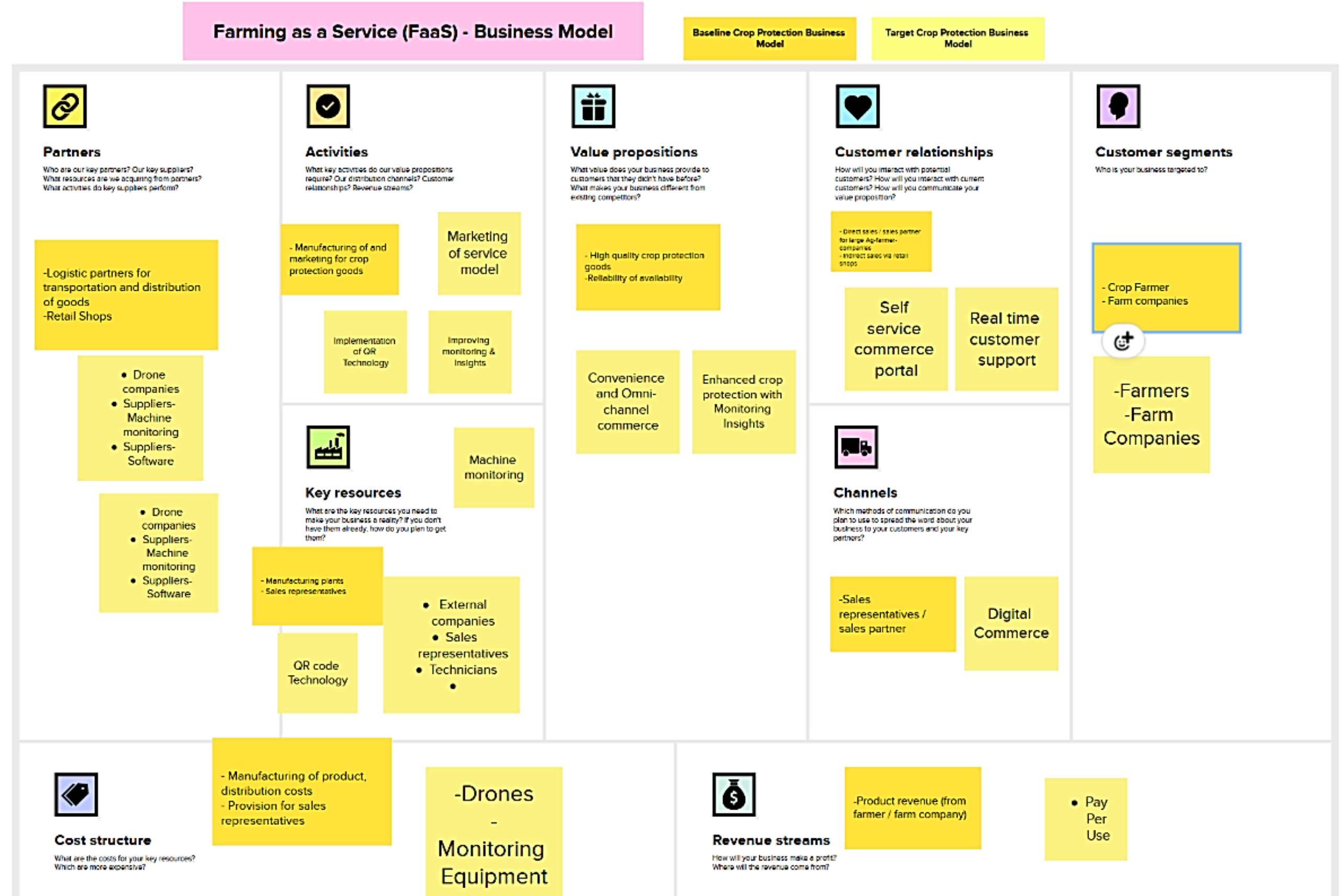
Objective: Build Business Strategy Map



Objective: Build Solution Concept



Objective: Build Business Model Canvas



Lithium Battery - Business Model

Baseline Oil & Gas Business Model

Target Lithium Battery Business Model



Partners

Who are our key partners? Our key suppliers?
What resources are we acquiring from partners?
What activities do key suppliers perform?

- License partner for crude oilfields
- Partner in exploration for O&G fields
- Countries (gas, pipeline, oilfields)



Activities

What key activities do our value propositions require? Our distribution channels? Customer relationships? Revenue streams?

- Exploration and production (upstream) of O&G
- Transportation of Gas
- Creation of olefins and aromatics (start of petrochemical value chain)

- Exploration of lithium
- Production of batteries
- Providing battery services



Key resources

What are the key resources you need to make your business a reality? If you don't have them already, how do you plan to get them?

- Knowledge for exploration and production of O&G; Ownership (License) of crude oilfields
- Gas pipelines
- Refineries

- Knowledge for exploration
- Service Platform

(Lithium) Manufacturing Worker



Value propositions

What value does your business provide to customers that they didn't have before?
What makes your business different from existing competitors?

- World class expertise knowledge in exploration, development, production of O&G fields
- Availability of gas transport capacities (scarcity of capacities)
- Refinery production capabilities for competitive prices - at sites where the refinery products can be directly leveraged in the petrochemical value chain (-> low logistics costs)

- Provide Lithium Batteries in a Pay per use model

- Leverage experience in exploration to find lithium and extract it in an efficient way



Customer relationships

How will you interact with potential customers? How will you interact with current customers? How will you communicate your value proposition?

- direct contacts of C-level with country's governance representatives and other partner's board members



Channels

Which methods of communication do you plan to use to spread the word about your business to your customers and your key partners?

- Long lasting license contracts - agreed on top management level

- Sales representatives / sales partner
- Digital channels



Customer segments

Who is your business targeted to?

- Refineries (O&G)
- Gas producer / Gas Distribution companies
- NCF Internal (results of petrochemical value chain)
- Other chemical companies

- Industrial
- Consumer Electronics
- Energy Storage
- Medical
- Automotive
- Other End-user Industries

Industrial Companies

- Consumers

Consumers



Cost structure

What are the costs for your key resources? Which are more expensive?

- License costs for oilfields, costs for exploration and production
- Maintenance for O&G plants, pipelines and refineries
- Cost of production and distribution (O&G)
- Salaries for high-end experts in exploration and production (O&G)

- License costs for lithium mines, costs for exploration
- Production of lithium batteries
- Salaries for high-end experts in exploration and production (Lithium)



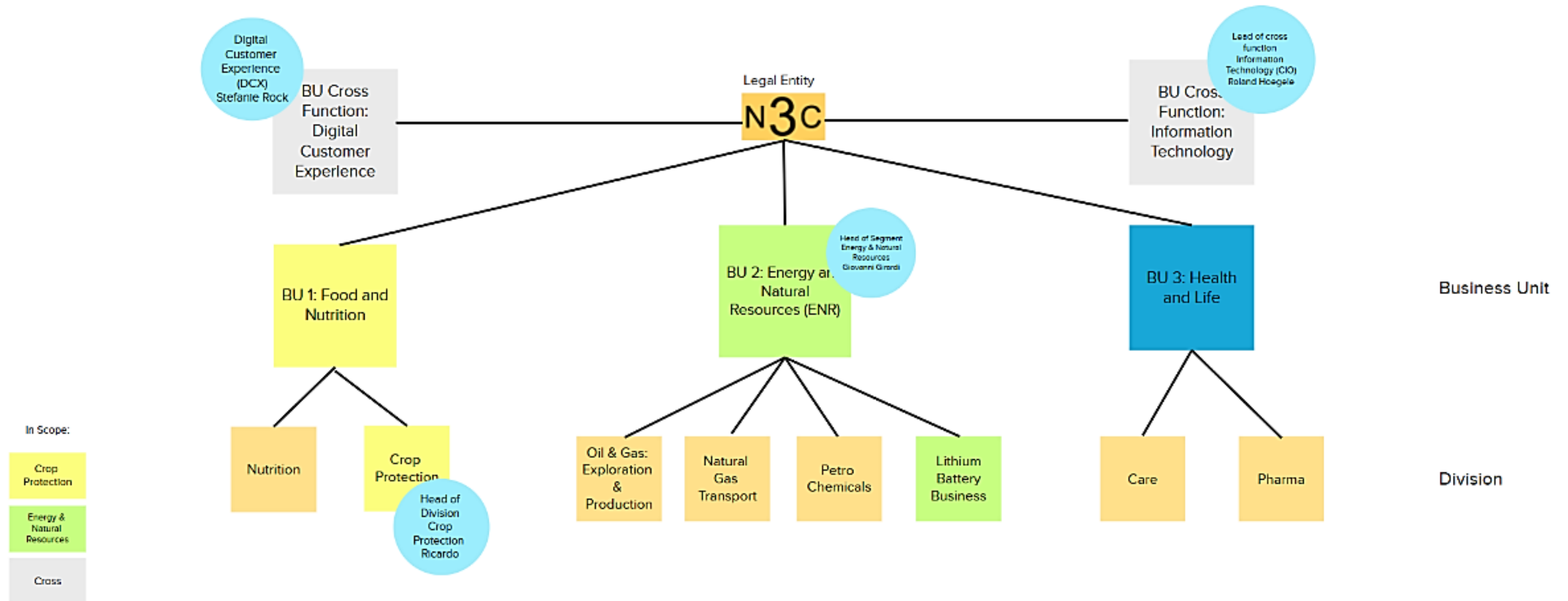
Revenue streams

How will your business make a profit? Where will the revenue come from?

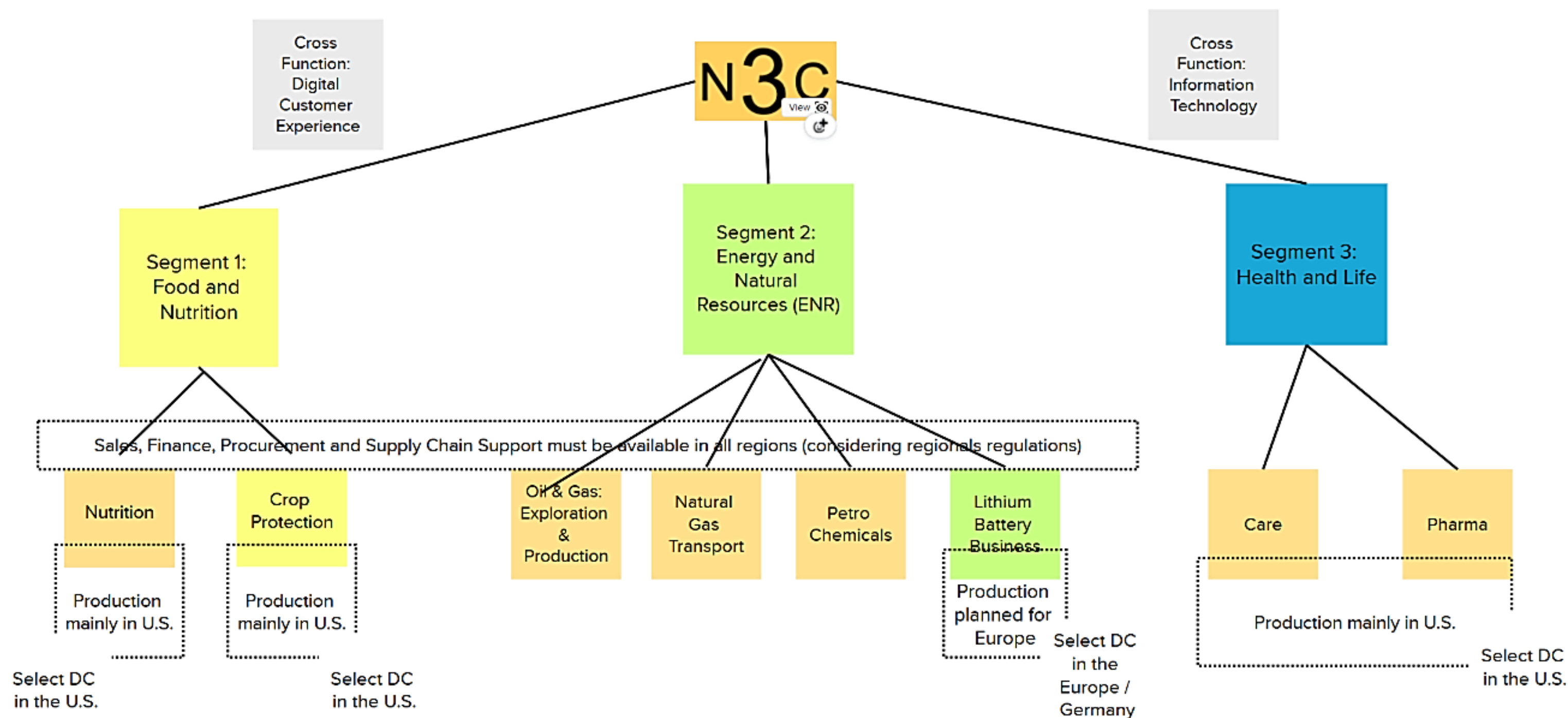
- Sale of O&G
- License revenue for gas pipeline use
- Sale for refinery products (NCF Internal and other chemical companies)

- Sales of batteries
- Service revenue (pay-per-use)

Objective: Build Organization Map



Objective: Re-use Organization Map for Location Identification



Links to Resources

TOGAF Standard:

<https://pubs.opengroup.org/togaf-standard/>

Signavio Process Explorer:

<https://url.sap/wyuh7q>

SAP Business Accelerator Hub:

<https://api.sap.com/>

SAP Trust Center:

<https://www.sap.com/about/trust-center/cloud-service-status.html>

SAP Discovery Center:

<https://discovery-center.cloud.sap/index.html>

ISA-M:

<https://community.sap.com/t5/technology-blogs-by-sap/integration-solution-advisory-methodology-isa-m-define-integration/ba-p/13397214>

Exam Preparation

Clean Core for SAP S/4HANA Cloud:

<https://learning.sap.com/courses/sap-enterprise-architects>

Exam Guide:

https://cdn.training.sap.com/cdn/pdf/P_SAPEA_2023_Exam_Guide.pdf

Schedule your Exam:

<https://learning.sap.com/certifications/sap-certified-professional-sap-enterprise-architect>

- Continue reading and understand the learning journey
- Read the case study

Contact@Renotron.co

Oct, 2025

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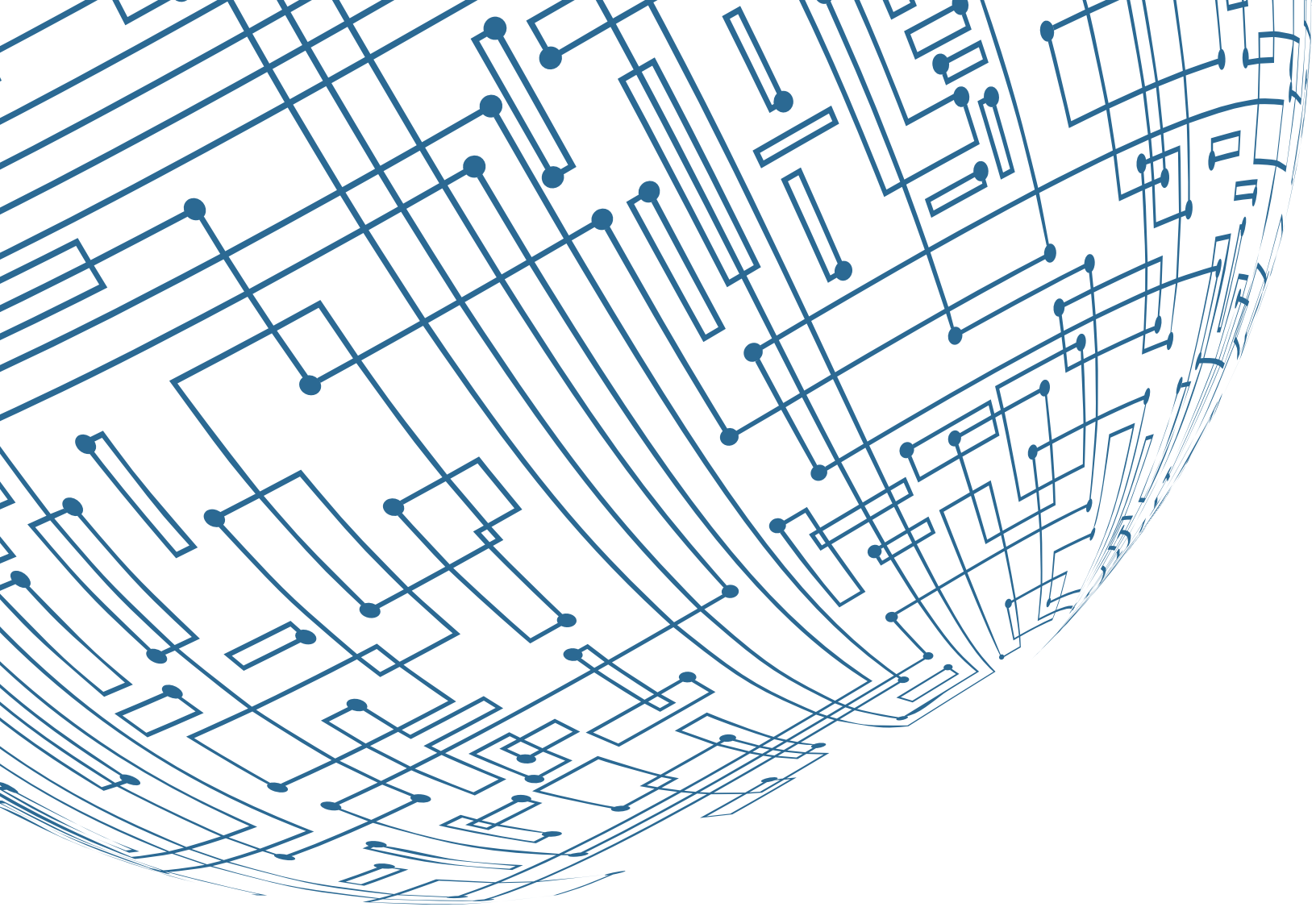
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