

DEBCOR ENGINEERING

QUALIFICATION CHECKLIST

SAP Business AI Partner-Led Adoption Incentive Program

*A one-page self-assessment to pressure-test your AI initiative
against SAP's published program criteria.*

How to use this checklist. Work through Section A on your own or with your team. If more boxes are checked than not, the initiative may be a plausible fit for SAP's published criteria. Section B lists what to prepare next; Section C explains how the program actually works.

This document is informational only. SAP determines eligibility, tier placement, and program nominations. DEBCOR is an approved partner in SAP's partner pool — eligible to be selected, not guaranteed to be.

Prepared by DEBCOR Engineering · debcor.com · gareth@debcor.com

Section A · Is your initiative a plausible fit?

Check each statement that applies to your organization and the initiative you are considering. Every question traces to SAP's published program materials, sourced at the end of this document.

- Your organization is an active SAP customer with an existing or planned Business AI initiative.
- The initiative involves one or more of: SAP Joule activation, custom agents built via Joule Studio, SAP Business AI use cases (finance, procurement, supply chain, HR, customer experience), or BTP-hosted agentic workloads grounded in SAP data.
- The initiative maps to at least one program tier — **Adoption** (deploying existing SAP AI assistants), **Launch** (building at least one custom agent via Joule Studio), **Performance** (measurable business outcomes from deployed agents), or **Enterprise** (comprehensive AI strategy delivery).
- There is executive sponsorship — a named business owner and a named IT sponsor.
- A measurable business outcome or defined P&L target has been identified for the initiative.
- RISE, GROW, or BTP entitlements are in place — or a plan to procure them exists — that support the initiative's technical scope.
- Master-data foundations are in a state where the initiative can begin without a full remediation program blocking start.
- A target go-live window has been discussed at leadership level.
- Decision-makers are aligned on the initiative before any nomination is pursued with SAP.
- Partner-led delivery would accelerate the outcome relative to self-delivery.

Section B · What to prepare if you pursue a nomination

- **Business case.** Quantified outcome and timeline. A one-page summary is enough for a first conversation.
- **SAP contract details.** RISE / GROW status, existing entitlements, BTP subaccount setup, RISE renewal timeline.
- **Landscape map.** Source systems in scope, integrations already in place, master-data quality by domain.
- **Sponsor and decision-maker list.** Names and roles for the business owner, IT sponsor, and final approver.
- **Target go-live window.** Realistic dates, not aspirational ones — SAP program tier placement can hinge on this.
- **Prior AI context.** Any earlier AI pilots, agents, or vendor engagements — helpful context, not a prerequisite.
- **Preferred partner.** If your initiative is nominated and approved, you select the partner from SAP's approved pool.

Section C · How the program actually works

SAP reviews and nominates customer opportunities into the program based on SAP's own criteria. For approved opportunities, the customer selects their preferred partner from SAP's approved partner pool. DEBCOR is **eligible to be selected, not guaranteed to be**. This document renders an opinion about fit; SAP renders the decisions.

What DEBCOR can do

- Help you understand whether your initiative looks like a plausible fit for SAP's published program criteria — and if not, what would change the picture.
- Help you prepare the business case, scope, and supporting materials that strengthen a nomination.
- Deliver the engagement if you are approved into the program and you choose DEBCOR from the partner pool.
- Deliver the engagement on a direct commercial basis if the program is not the right vehicle.

What DEBCOR does not do

- Decide which customers qualify for the program — SAP decides.
- Guarantee approval, nomination, funding, or partner selection.
- Represent SAP or issue offers on SAP's behalf.

Sources — SAP's published program materials

→ SAP News · **Partner Summit at SAP Sapphire — Autonomous Enterprise Era**
<https://news.sap.com/2026/05/partner-summit-sap-sapphire-autonomous-enterprise-era/>

→ SAP Community · **SAP Business AI Platform partner-led adoption incentive**
<https://community.sap.com/t5/technology-blog-posts-by-sap/sap-business-ai-platform-partner-led-adoption-incentive/ba-p/14414637>

SAP and other SAP products and services mentioned are trademarks or registered trademarks of SAP SE in Germany and other countries. This document is provided for information only. It does not constitute an offer, agreement, or commitment. Program eligibility, tier placement, and partner selection are determined solely by SAP and its customers. Nothing in this document guarantees any customer will qualify for SAP incentive funding or that DEBCOR will be selected for any specific engagement.

DEBCOR ENGINEERING® and the deBCor Engineering logo® are registered trademarks of deBCor Industries, Ltd. (U.S. Reg. Nos. 8,274,726; 8,274,727; 7,684,106).