

NS2[®]

 NATIONAL SECURITY SERVICES

Innovative Business Solutions Overview

About SAP NS2

Size

- » Independent U.S. Subsidiary
- » \$650 M in Annual Revenue
- » 600 US Citizen Employees, majority cleared
- » Innovation delivering SAP products
- » Veteran training through “NS2 Serves”

Focus

- » Exclusively focused on U.S. national security & critical infrastructure to support the mission

Distinguished leadership team:

- » Mark Testoni (CEO)
- » Vice Admiral Joe Kernan (retired)
- » Frank Townsend (Chair)



Innovative Solutions Across Multiple Use Cases

- » Extend and build upon all SAP solutions including HANA, Mobility, Cloud, Visual Enterprise, PIO, CAMS, and all Core
- » When code is written outside of core development, it is done by CDP with strong value—“built and maintained” by your OEM
- » We set the precedent to provide CDP Solution through our SI partners
 - » Opens a new Go-To Market approach for SAP NA
 - » Co-Innovation streamlines new ideas
 - » Design Thinking sessions with customers
- » We can address legacy and retiring workforce knowledge and expertise



Innovative Business Solutions Capabilities

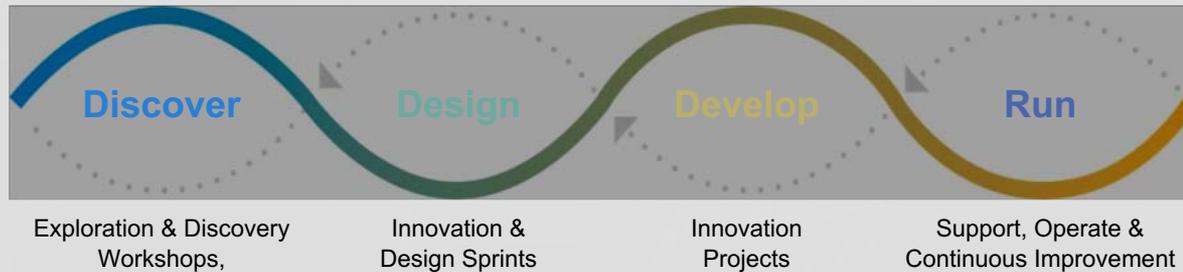
- » Innovate with SAP for next generation project work and service to provide the highest unique value:
 - » Leading-edge technology
 - » prioritize fast innovation potential
 - » Safely implement innovation projects
 - » Secure investment and fast ROI
- » Identify and execute continuous improvements
- » Drive down the total cost of ownership (TCO)
- » Revolutionize agency processes with the latest, new, and highly sophisticated SAP software
- » Focus on strategic or tactical improvements
- » Reduce risks when re-stabilizing existing platforms



- » Extend capability and lifecycle of your existing agency systems
- » Innovate to address unique agency needs and requirements
- » SAP Maintenance for your custom solution and long-term peace of mind

About NS2 Innovative Business Solutions (IBS)

Your trusted partner for building end-to-end, leading-edge software innovations to solve your most complex mission challenges, find new answers to hard problems, and bring your technical vision to life.



Envision a bold future
with new and targeted innovations that address your specific mission needs

Bring your concepts to life
with high-value solutions built by SAP experts

Operate with confidence
assured that your mission-critical software is backed by the power of SAP

Our Platforms

SAP[®] Business ByDesign

SAP S/4HANA

SAP SuccessFactors



SAP Hybris



SAP Cloud Platform

SAP Ariba

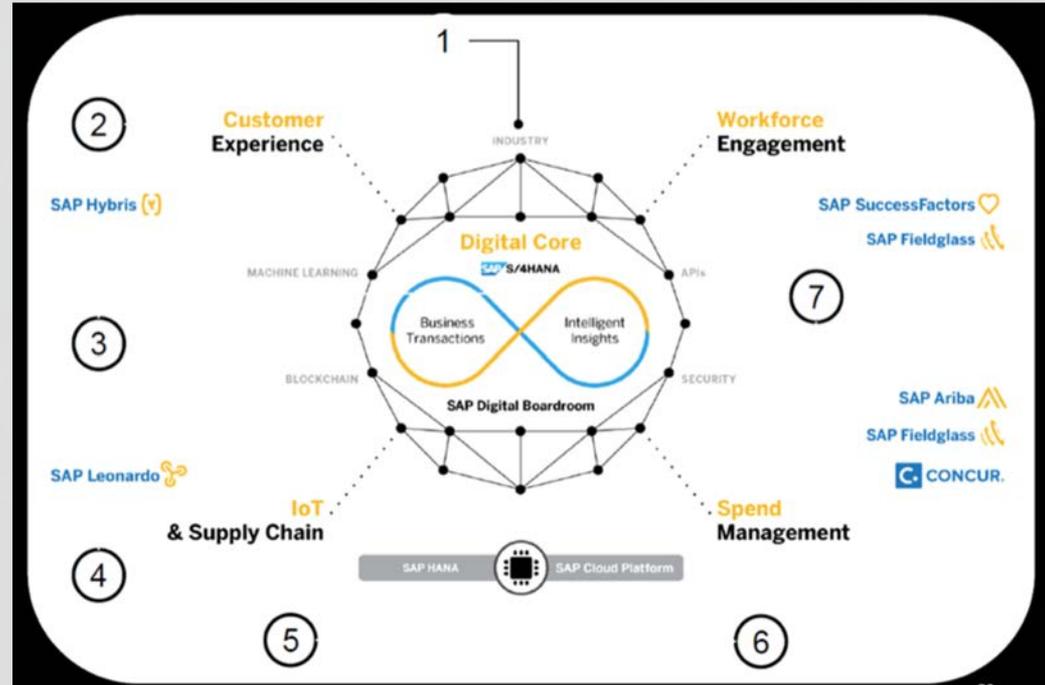


SAP Analytics

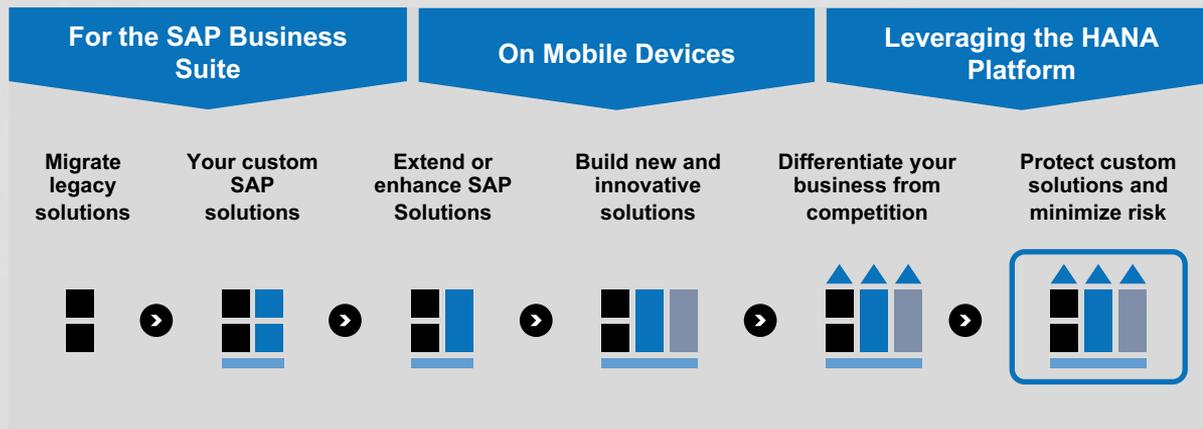
IBS Fully Aligned with Overall SAP Strategy

Maximum value: **Delivered**

1. IBS has a proven track record of successful projects and products in government and industry
2. IBS Hybris implementations qualify as software-based projects and revenue
3. IBS delivers tailor-made solutions based on S/4 HANA and the Digital Core
4. IBS enhances Leonardo products to make tailored IoT solutions
5. IBS builds S/4 enabled custom solutions based on SAP Business Suite
6. IBS builds and enhances custom cloud applications based on SAP Cloud Platform



IBS Innovates Solutions Across SAP Platforms



SAP Innovative Business Solutions development was awesome ... (they) helped us be both agile and innovative

Jennifer Ceran, "eBay Breaks New Ground in Vendor Payments" SAP Spectrum

Market leaders can retain their positions by establishing a technological advantage. This is what we wanted to do, and we achieved it successfully.

Adi Shroff, CIO & Sr. VP of Corporate Hr, Eureka Forbes

12,000
developers in SAP standard software developer network

1,300
employees in the global SAP Innovative Business Solutions organization

1,200
successful, happy customers

10
development hubs around the world

1
million development days delivered

Focused Expertise on Agency Needs

Value

Maximize your software investment and generate faster time to value to reduce the services-to-software ratio

Innovation

Implement innovations from SAP more quickly and easily from the company that created them

Expertise

Obtain the business and technical insights you need from the best minds in the industry

Access

Get the answers your need from a single source whenever and wherever you need them

Quality

Drive organizational quality and reduce risk with tools, methodologies and a truly global support organization



We deliver innovation while focused on
AGENCY Mission Success

Structure of Innovative Business Solutions

“Classical” Extension
of the Business Suite

Analytical Apps
leveraging PIO,
BOBJ, HANA

Mobile Solutions
with SAP Mobility
Design Center

User Experience
Development services



**Software
Development**

100% solution fit with customer-specific solutions to address your unique and competitive business needs.



**Repeatable Custom
Solutions**

Fast time-to-value with previously developed and proven solutions that can be used as a starting point in addressing unique business requirements.



**Focused Business
Solutions**

Out of the box standard solutions that address highly specialized business priorities of targeted customer segments.



Support

Protect your long-term solution investment with tailored support options.

How We Can Help You

Tailored Software Solutions for **Today** and **Tomorrow**

- » Swiftly customize and adjust solutions to changing mission requirements
- » Create desired outcomes by increasing your speed to insight, eliminating stovepipes, and powering informed decisions
- » Leverage any existing solutions to rapidly deliver new capabilities that meet stakeholder expectations with lower maintenance footprint
- » Realize greater levels of efficiency by rethinking processes and simplifying workflows
- » Expand your capabilities to deliver the functionality your agency needs, on your timeline
- » Deploy in the cloud, on-premises, or in hybrid environments



We bring more than 45 years of SAP enterprise application development experience, along with an in-depth knowledge of the national security issues to solve mission-critical needs.