

EXECUTIVE SUMMARY

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# **TAKING CONTROL OF SAP DECISIONS**

How executives are reclaiming control  
over cost, risk and timing



## **SAP roadmap decisions have become business decisions**

What was once treated as an IT roadmap discussion has become a business-wide strategic choice — one that directly affects cost, risk, capital allocation and operational continuity.

Executives are weighing four interconnected pressures:

- 1 **Vendor-driven end-of-maintenance deadlines**
- 2 **TCO control and cost predictability**
- 3 **Access to AI innovation without disruption**
- 4 **Operational complexity and execution risk**

What matters isn't that these pressures exist, but how leading organizations are responding — by exercising better cost discipline and taking control of their SAP roadmaps.



**37% of finance leaders [paused] some capital spending in 2025<sup>1</sup>**

– GARTNER

## **Shift in how executives evaluate SAP investments**

SAP roadmap strategy is no longer a binary choice between migrating or staying. Executives are considering timing, economics and execution risk alongside broader business priorities.

While ERP vendors continue to push cloud-based subscription models with deadlines and gated AI access, many organizations still rely on stable, perpetual-licensed ERP systems to run operations — and are actively seeking faster, lower-risk ways to access AI innovation.



**29% of ECC-only customers no longer look to SAP for innovation<sup>2</sup>**

– FREEFORM DYNAMICS REPORT

## What the research shows

Independent SAP user group research confirms a change in how SAP investments are being evaluated at the executive level.

The “DSAG Investment Report 2026” shows that while overall IT budgets continue to grow, SAP spending is becoming more selective and economically critical.<sup>2</sup>

### SAP investment decisions increasingly prioritize:




**Cost-effectiveness**



**Feasibility and timing**



**Licensing and contract risk**



**70%** identify SAP license and contract complexity as a major hurdle, particularly across cloud models

**79%**  
cite cost effectiveness as the primary driver of SAP investment decisions

The research points to a clear **pattern**: SAP customers are becoming more calculated in how they evaluate investment timing, contractual risk and economic trade-offs — especially in environments where budgets are constrained and delivery risk is material.



## Why executives prefer a hybrid strategy

Many organizations are choosing to stabilize what works while sequencing change more intentionally. Initiatives must justify near-term cost and continuity impacts, not just long-term potential.

From an executive perspective, ECC and S/4HANA perpetual licenses are proven assets — not liabilities. Existing SAP ERP systems continue to run core enterprise functions and are stable, fully paid for and deeply embedded in daily operations.

SAP ERP Cloud introduces subscription-based models that alter cost structures, contracts and long-term financial commitments. As a result, organizations are carefully evaluating if and when to migrate to cloud contracts with SAP.

At the same time, organizations are layering vendor-agnostic cloud applications around the ERP core to support specific capabilities such as HR, procurement, travel, planning and analytics — enabling targeted modernization without destabilizing systems that already work.

**97% of C-suites say their current ERP systems meet their business requirements for the most part**

Joint research from SAP user groups shows that hybrid environments are the norm. Most organizations operate combinations of on-premises ERP, hosted environments, SAP cloud applications and non-SAP systems.<sup>3</sup>



This matters because hybrid environments fundamentally change modernization strategy.

- **Transformation** becomes incremental rather than binary
- **Innovation** can occur around the existing ERP core
- **Risk** can be managed through timing, not urgency

Maintaining existing SAP systems doesn't equal stagnation. In practice, modernization is already underway — just not always where the vendor expects it to start.

## Navigating SAP ERP choices with confidence

Much of today's SAP anxiety stems from compressed end-of-support timelines and a vendor-driven narrative that positions SAP Cloud ERP, Private or Public, as the sole route to future innovation.

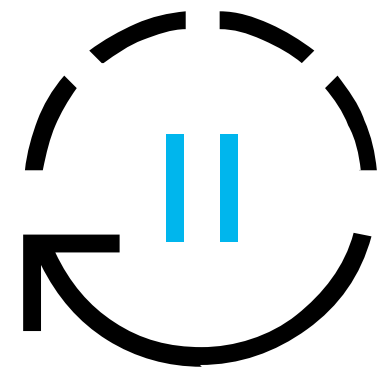
For many leadership teams, this creates a false narrative: **Move the ERP core now — or fall behind.** Yet, an [IDC research survey of IT leaders](#) found that 47% have been forced to delay innovation due to upgrade requirements.

As composable architectures gain traction, wholesale ERP migration is no longer seen as necessary for progress. Enterprises are integrating new capabilities and innovating incrementally — without forcing disruptive core transformations.

For some leaders, the question isn't why migrate now, but whether to migrate at all — particularly as the future role of ERP continues to evolve. Why invest in something now, when the future of that investment isn't clear today?

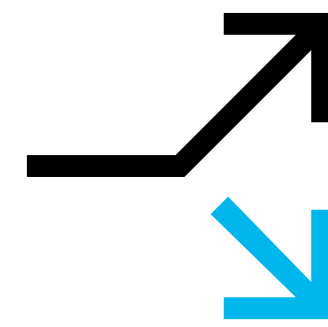


# How SAP customers should move forward



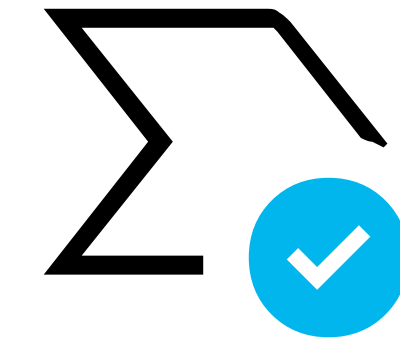
## Pause

**Create control by disregarding vendor-driven urgency.** A pause is a risk management move that helps protect costs, independence and decision quality while the facts are assessed.



## Consider options

**Evaluate paths with experienced partners who do this for a living.** Compare savings, contract risk and execution risk across all scenarios (i.e., stay, go hybrid, migrate) using real benchmarks, not assumptions.



## Decide

**Commit to the roadmap that aligns with cost discipline, risk tolerance and business goals.** The right decision is one that the CFO, board and operating leaders can defend and execute on your timeline.



## **A business-driven roadmap, not a vendor-dictated one**

Rimini Street offers a business-driven approach to SAP roadmap strategy, one centered on:

- **Structured decision-making**
- **Measurable ROI**
- **Deliberate sequencing**

Rather than prescribing a destination, Rimini Street provides a practical framework that helps organizations evaluate their options based on key factors, including compliance, business value, TCO, risk and timing.

## Proven at enterprise scale

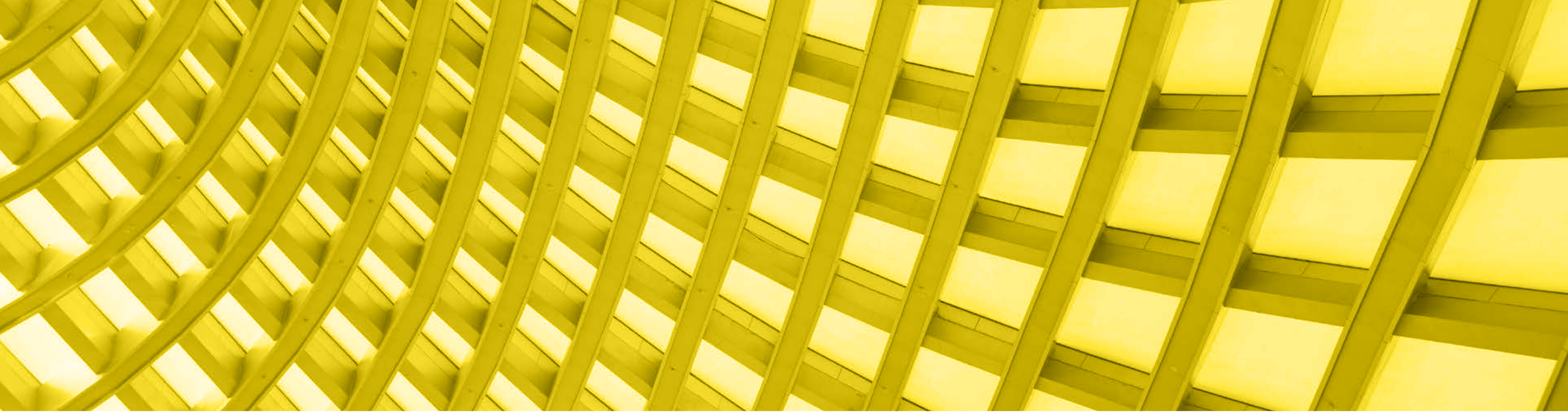
Organizations across industries and geographies rely on Rimini Street services for their mission-critical SAP environments — not only because the ERP support extension beyond 2040 gives them the opportunity to pause, but also because Rimini Street works with them through their complex decisions and helps them get to the destination most valuable for their business, on their timeline.

In addition, the Rimini Support™ model delivers measurable cost savings to self-fund immediate AI initiatives. This isn't a theoretical alternative — it's a proven model used by enterprises that prioritize stability, financial discipline and optionality.

**1,000+**  
SAP clients worldwide

Guaranteed  
support through  
**2040**  
and beyond

Up to  
**50%**  
reduction in annual  
maintenance fees



## **A practical framework for SAP decisions — not just support**

**Rimini Street helps leadership teams evaluate SAP choices through a structured, business-driven framework based on unique needs and priorities — not vendor-driven urgency.**

**The framework enables executives to:**

- Make objective, ROI-based decisions
- Build defensible business cases for CFOs and boards
- Model scenarios across hybrid and composable environments

# The Rimini Smart Path™: A smarter path forward

The Rimini Smart Path™ separates running the business from changing the business through a proven methodology:



Through this three-step approach, Rimini Street enables organizations to modernize continuously — without forced disruption or vendor-driven timelines. The result is a clearer, more defensible SAP strategy: one where SAP remains a stable part of a broader, composable enterprise architecture; decisions are based on evidence rather than pressure; and leaders have the confidence to act, defer or transform at the right time.

**RIMINI STREET OPTIONS — DESIGNED FOR EXECUTIVE DECISION-MAKING**



At Rimini Street, we believe organizations running SAP ERP deserve more choice. You can extend the lifespan of your existing systems, lower total cost and avoid vendor lock-in, and introduce new innovation—without forced upgrades, risky migrations, or disruption to the business.”

— **Seth Ravin**

CEO, President & Chairman of the Board  
Rimini Street, Inc.



**Rimini Street**<sup>®</sup>

**As an SAP customer, you have options.  
Let Rimini Street help you explore them.**

[Learn more](#)

- 1 Gartner Press Release, “Gartner Survey Shows 37% of Finance Leaders Have Already Paused Some Capital Spending, Yet AI Investments Remain a Top Priority for 2H25,” published 17 July 2025, retrieved 10 April 2026 from <https://www.gartner.com/en/newsroom/press-releases/2025-07-17-gartner-survey-shows-37-percent-of-finance-leaders-have-already-paused-some-capital-spending-yet-ai-investments-remain-a-top-priority-for-2h25>
- 2 “Companies are investing more selectively – AI is becoming established, cloud computing is being put to the test,” impulsant, retrieved 10 April 2026 from <https://impulsant.dsag.de/formate/pressemeldung/dsag-investment-report-2026-companies-are-investing-more-selectively-ai-is-becoming-established-cloud-computing-is-being-put-to-the-test/>
- 3 Jens Hungershausen, “Cloud solutions on the rise, but hybrid scenarios dominate the picture,” impulsant, retrieved 10 April 2026 from <https://impulsant.dsag.de/formate/pressemeldung/cloud-solutions-on-the-rise/>

## About Rimini Street

Rimini Street, Inc. (Nasdaq: RMNI) is a global provider of enterprise software products and services, the leading third-party support provider for Oracle and SAP software products and a Salesforce® partner. The company offers premium, ultra-responsive and integrated application management and support services that enable enterprise software licensees to save significant costs, free up resources for innovation and achieve better business outcomes. Global Fortune 500, midmarket, public sector and other organizations from a broad range of industries rely on Rimini Street as their trusted enterprise software products and services provider.

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