Why delaware's Ignite Program Matters?

For Business Executives & Functional Leaders
SAP Cloud ERP is more than just a system – it's a faster, smarter path to transformation.

- **Start with industry best practices**
  no need to reinvent the wheel
- **Accelerate time-to-value**
  avoid months of requirement gathering
- **Gain process confidence**
  pre-validated by thousands of similar businesses
- **Build an auditable, investor-ready core**
  critical for grants, tenders, and IPOs
- **Stay future-ready**
  with automatic quarterly updates

You're building on a proven foundation, not starting from zero.

For CIOs & IT Domain Experts
With a clean core, IT becomes a driver of innovation, not just a system caretaker.

- **Leverage SAP's global best practices**
  robust and reliable
- **Avoid over-customisation**
  reduce technical debt and future rework
- **Ensure seamless, SAP-managed upgrades**
  with zero disruption
- **Extend smartly**
  adapt features without compromising system integrity

Your ERP remains modern, stable, and innovation-ready – freeing IT to focus on what matters: AI pilots, analytics, and business integration.

Your Trusted Partner in Digital Transformation
delaware combines global ICT, consulting, and digital expertise with a fit-to-standard delivery model based on SAP best practices. We bring SAP Cloud ERP to life through fast, proven, and grant-aligned delivery in Singapore – led by certified experts with deep SME experience, local grant knowledge, and end-to-end support from scoping to optimisation. Because transformation isn't about reinventing – it's about adopting what works and adapting where it counts.

Want to learn more about how Ignite can accelerate your SAP Cloud ERP journey?

We're here to help you transform with confidence.

Scan the QR code or visit **delaware.pro** to learn more.

Get in touch with us at **info.sg@delaware.pro** to learn more.

delaware

SAP Platinum Partner

SAP Cloud ERP
Delivered with confidence through **ignite** by delaware.

Ignite is how we help you adopt SAP's proven cloud ERP with a clean core, structured speed, and grant-aligned delivery.

we commit. we deliver.

SAP Cloud ERP – Delivered with confidence through Ignite by delaware

What is Ignite?
SAP Cloud ERP is SAP's global program to help SMEs adopt **SAP Best Practice** with speed and confidence.

In Singapore, delaware brings this to life through **Ignite** – a localised delivery model offering enterprise-grade transformation with right-sized scope, SAP best practices, and alignment with government grants.

Why Ignite?
Ignite is delaware's fast-track approach to clean core transformation. We help SMEs modernise without disruption – using proven processes, a scalable ERP foundation, and a grant-ready roadmap that accelerates time-to-value.

A Trusted SAP Partner
With deep experience in leading cloud ERP platforms, delaware helps organisations modernise with structure, speed, and sustained value.

Whether you're a business leader planning for growth or a CIO modernising outdated systems, transformation doesn't have to mean disruption — and it doesn't have to start from scratch.

Unlocking value
the 5-point compass of your Ignite journey

1 **Predictable Cost, Right-Sized to Your Business**
With Ignite, your ERP is tailored to your needs – no overbuilding, no overspending. Just the right fit for your business today, with room to grow.

2 **Speed to Value with Rapid Deployment**
Time is money. Ignite accelerates your go-live with SAP Best Practice-based packages – helping you realise business value, faster.

3 **Scalability Without Rebuilding**
Start lean and grow smart. As your business evolves, your ERP scales with you – without the need for costly re-implementation.

4 **Continuous Innovation, Always Compliant**
Quarterly SAP updates deliver the latest innovations while keeping your system audit-ready. SMEs gain structured processes, strong internal controls, and global expansion readiness.

5 **delaware – More Than a System Integrator**
We're your long-term transformation partner – not just for go-live, but beyond. We work with you to uncover continuous improvement opportunities and, where relevant, explore potential government funding to support your ongoing journey.

The 5 myths holding SMEs back and how we change that

Myths ⊗	Reality ☺
SAP is for MNCs only.	**1** Now right-sized for modern businesses – simple, fast, and cloud-native.
Our processes aren't standard? Will there be a lot of customisation?	**2** 80% of SME needs covered with fit-to-standard scope.
Other software is cheaper?	**3** Lower upfront cost doesn't mean lower total cost – with SAP, you avoid patchwork upgrades and integration fees late.
Initiate cost too high? Too hard to get grants.	**4** delaware understands the Singapore Government Grant strategy; we work toward reduction of your initiation cost whenever possible.
We're afraid it will fail.	**5** We bring templates, certified teams, and proven go-live discipline.