

# Hyperconnecting SAP with Next-Gen Technologies

# Prepackaged Business Innovation Solutions



## Market Opportunity: The AI-Powered, Hyperconnected Enterprise

**Gartner Top 10 Strategic Technology Trends for 2026:**

"This year's trends reflect the realities of an AI-powered, hyperconnected world"

### The Onibex Solution

**Today** **Hyperconnected Data Products**



**One Connect for SAP:** Prepackaged hyperconnected and governed data products for companies running on SAP, delivering immediate business value.

**Tomorrow** **AI-First SAP Integration**



- **Foundational AI Models** trained on SAP business processes and data
- **Prepackaged Agentic AI Solutions** purpose-built for SAP environments

### Why Onibex Wins

The real world interacts with SAP through transactional and master data. Every enterprise integrating cutting-edge technologies requires hyperconnected and governed data products to generate digital business value. **Onibex One Connect hyperconnects SAP business processes** with cutting-edge technologies for AI, real-time experiences, insights, and automation.

#### Proprietary Validated Technology

**SAP-Verified Real-Time Kafka Connectors**  

**One Connect for SAP** is the **only solution** fully verified by SAP to move **data and metadata in real-time** to **Kafka**, the world's leading platform for data streaming.



#### One Connect Data Market

A comprehensive suite of prepackaged hyperconnected and governed SAP data products:

- Digital Supermarket of Data Products** Where each aisle represents a SAP business process such as Sales, Production, Procurement, and more.
- Foundational Data Products** Are building blocks for Business Data Products. E.g. Order, Product, Customer, Invoice.
- Business Data Products** Drive Business Outcomes that generate Business Value. E.g. Supply & Demand Inventory Situation, Production Monitoring.

# Go-to-Market Strategy: Partner Multiplier Model

## The 15-Hour Business Value Challenge

Our GTM strategy is built to scale through partners from day one. Confluent, Databricks, Snowflake, and ClickHouse all bring us into their SAP accounts because the **15-Hour Business Value Challenge** provides Tech Execs with real business outcomes and immediate value.

**Result:** Onibex becomes the fastest way for these platforms to win SAP workloads.

## What the 15-Hour Challenge Delivers

Pre-built SAP business data products that provide companies using SAP with:

Immediate operational visibility for sales, production, inventory

Foundation for AI-ready use cases

Real-Time Experiences & Predictive insights capabilities

Agentic AI readiness

### Strategic Partnerships

Onibex's partner-first approach creates a force-multiplier effect across the enterprise technology ecosystem:



### These partnerships provide:

- Co-selling opportunities into their SAP customer bases
- Technical validation and certified integrations
- Joint marketing and thought leadership
- Accelerated sales cycles through partner trust and relationships

## About Onibex

Self-Funded via SAP Services: Shifted focus to Product Innovation in 2022

**2015**  
Founded

**45**  
Employees

**\$2M**  
Annual  
Revenue

**\$1.5M**  
2024 Investment  
from Confluent

## Competitive Advantages

### Technical Moats

- Only SAP-verified real-time Kafka connector
- Premium verified connectors for major platforms
- Pre-built, governed data products

### Business Moats

- Partner-multiplied GTM model
- 15-hour time-to-value vs. months
- Strategic investments from partners

## The Opportunity Ahead

As enterprises race to adopt AI and real-time analytics, SAP systems-housing critical business processes and data-become the bottleneck.

**Onibex eliminates this bottleneck, positioning itself as the essential bridge between SAP's installed base and the next generation of enterprise technology.**