

[REDACTED]

To: [REDACTED]
Subject: RE: SAP Meeting request [Our ref. Ares(2020)275200] - 10 FEB at 2pm
Attachments: visitors-template.xlsx

Dear [REDACTED]

I confirm the meeting on 10 February at 2pm.

Please complete the visitor form attached for all attendees, so that I can raise a security pass to present on arrival at the Berlaymont reception.

Looking forward to hearing from you,

From: [REDACTED]
Sent: Friday, January 17, 2020 4:31 PM
To: [REDACTED] (CAB-VESTAGER)
Cc: [REDACTED]
Subject: RE: SAP Meeting request [Our ref. Ares(2020)275200]

Dear [REDACTED],

Thank you for your prompt reply and help.

February 10 (Monday) at 2pm will work for [REDACTED] and I will update his agenda accordingly.

If you could provide an excel sheet for the e-pass that would be helpful.

Thank you.
Kind regards,
[REDACTED]

From: [REDACTED] <[\[REDACTED\]@ec.europa.eu](mailto:[REDACTED]@ec.europa.eu)>
Sent: Friday, 17 January 2020 12:40
To: [REDACTED] <[\[REDACTED\]@sap.com](mailto:[REDACTED]@sap.com)>
Cc: [REDACTED] <[\[REDACTED\]@sap.com](mailto:[REDACTED]@sap.com)>
Subject: RE: SAP Meeting request [Our ref. Ares(2020)275200]

Dear [REDACTED],

I can confirm Mr Stengg's availability on the following time slots:

- Monday 10 FEB at 2pm
- Tuesday 11 FEB at 11am
- Wednesday 12 FEB at 3pm
- Thursday 13 FEB at 10am – 11am – 2pm or 3pm

Looking forward to hearing from you,

From: [REDACTED] <[REDACTED]@sap.com>
Sent: Friday, January 17, 2020 10:53 AM
To: [REDACTED] (CAB-VESTAGER) <[REDACTED]@ec.europa.eu>
Cc: [REDACTED] <[REDACTED]@sap.com>
Subject: RE: SAP Meeting request [Our ref. Ares(2020)275200]

Dear [REDACTED],

On behalf of [REDACTED], I would like to thank you for the prompt reply and confirmation for the meeting.

I would suggest the following dates in line with [REDACTED] availability:

- February 3 (Monday): morning
- February 5 (Wednesday): both morning and afternoon
- February 6 (Thursday): anytime before 15.00pm
- February 7 (Friday): both morning and afternoon
- February 10 (Monday): both morning and afternoon
- February 11 (Tuesday): both morning and afternoon
- February 12 (Wednesday): afternoon
- February 13 (Thursday): both morning and afternoon

Could you please let me know whether one of the dates are suitable for Mr. Stengg? Also if you could suggest a timeslot that would be helpful.

Thank you for your kind help.

Yours sincerely,

[REDACTED]

[REDACTED]

SAP SE, Rond-point Schuman 2-4, Level 6, 1040 Brussels

[REDACTED]

From: [REDACTED] <[REDACTED]@ec.europa.eu>
Sent: Thursday, 16 January 2020 12:24
To: [REDACTED] <[REDACTED]@sap.com>
Cc: [REDACTED] <[REDACTED]@sap.com>
Subject: RE: SAP Meeting request [Our ref. Ares(2020)275200]

Dear [REDACTED]

Thank you for your email below, addressed to Mr Stengg.

Mr Stengg would be available to meet with you later in February.

I would be grateful if you could give me a few dates that would be convenient for you and I'll offer possible time-slots.

Looking forward to hearing from you,



European Commission

Cabinet of Executive Vice-President Margrethe Vestager
for A Europe fit for Digital Age and Commissioner for Competition
BERL 12/100



From: [REDACTED] <[REDACTED]@sap.com>
Sent: Thursday, January 16, 2020 11:11 AM
To: STENGG Werner (CAB-VESTAGER) <Werner.Stengg@ec.europa.eu>
Cc: [REDACTED] <[REDACTED]@sap.com>
Subject: SAP Meeting

Dear Mr. Stengg,

I am writing this email in English, as you might want to share it with other members of the Cabinet.

First of all, congratulations to your new assignment. You must be extremely busy these days.

I am now [REDACTED] based in Brussels. We at SAP - with the support of the Centre for European Policy in Freiburg, Germany - have developed strong views on six digital policy issues that we believe should be high on the agenda of policy-makers to achieve **European Leadership in the Digital Economy**:

1. We have developed a comprehensive concept for an **EU Framework for Secure and Trusted Cloud Computing** that should address business user concerns and foster cloud adoption. The framework should also help to overcome current market fragmentation so that cloud providers can scale their business in Europe. The concept consists of proposed horizontal measures (incl. certification schemes based on the Cyber Act) for data security, data sovereignty, GDPR compliance and data portability plus vertical cloud security certification schemes for public administrations and providers of essential services as defined by the NIS Directive. We are also actively engaged in the **GAIA-X** project, which I believe will depend on such an EU Framework to succeed.
2. We have also developed a concept for a **Single Market for Data** so that digital business models can scale in Europe. The concept consist of a) review and elimination of all disproportional data localization requirements (incl. those related to personal data) in the EU and b) facilitation of access to personal data (GDPR review), public sector data and business data. Note that I chair a new ERT Task Force, which will prepare a report in Q1 on how to foster B2B data sharing in Europe.
3. **Artificial Intelligence**: SAP has made significant investment in AI and we have clear views on core policy challenges: AI and GDPR, liability and how to transform the AI Ethical Guidelines of the EU HLG (SAP is a member) into a recognized European (or global?) industry standard.
4. We have developed strong views on how to ensure **Fair Competition in the Digital Economy**. While the competition issues around B2C platforms are well understood, the B2B market analysis is lacking. We have focused our analysis on the evolving cloud market (SaaS, PaaS, IaaS), incl. potential (vertical and horizontal) competition issues raised by the dominance of hyper-scalers.
5. We believe there is a need for a comprehensive **EU International Digital Strategy** that should effectively align EU trade, development and regulatory policy.
6. Finally, SAP just launched a major investment program into what we call the **Green ERP**. The Green ERP will allow companies, incl. SMEs, to use standard business software to easily track and manage

their CO2 footprint and climate targets across the supply chain. We believe the Green ERP could be instrumental to realize the objectives of the EU Green Deal. We have developed ideas how EU policy can support a Green ERP (research, standardization, etc.).

In the coming weeks I will present those views to decision-makers in Berlin (in light of the upcoming EU presidency), Paris and Brussels.

I would very much welcome the opportunity to present and discuss those ideas with you as well.

I copy [REDACTED] who can help to find a timeslot for us.

Best regards,

[REDACTED]