

First Take: Deloitte Launches 'RACE' to Enhance Competitiveness in the Midsize Enterprise SAP Cloud ERP Market

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Initiatives: Strategy, Risks and Opportunities; AI Requires a Holistic Transformation of Services

Tech service leaders face a new threat: Deloitte's RapidAuto ConfigEngine (RACE), which enables automatic configuration of SAP Cloud ERP. This offering enables Deloitte to deliver ERP implementations faster and more efficiently, making Deloitte more competitive in the midsize enterprise market.

Note: *This is our first take on the announcement. Gartner will update this research as the product evolves and more information becomes available. This update follows fact review feedback from Deloitte and SAP.*

Want to learn more and discuss the implications? [Book](#) an analyst consultation with Fabio Di Capua, Ted Chamberlin, and Allan Wilkins.

Analysis

Deloitte's Seeks to Reach Midmarket Customers by Speeding Up Implementation of SAP Cloud ERP

On 21 July 2026, Deloitte announced the release of RACE, an agentic-AI-driven autoconfiguration engine for SAP Cloud ERP (the public cloud version of SAP S/4HANA). ¹

As part of Deloitte's INTEGRATE — a suite of preconfigured, industry-specific solutions for SAP Cloud ERP — **RACE is designed to significantly reduce both manual effort and configuration time.** According to Deloitte, RACE can cut system configuration time by up to 70%.

This launch is happening in the wake of the “SaaSocalypse,” as service providers explore new revenue streams to offset potential losses (see [How AI Is Changing SAP Application Services](#)). RACE should enable Deloitte to expand its reach in the midmarket segment, challenging smaller service providers who depend on manual, billable-hour setups. We anticipate that other service providers will follow Deloitte’s lead and develop their own automated tools.

Deloitte’s RACE can be enticing for midmarket organizations, as it can significantly speed up SAP Cloud ERP implementations. However, it remains to be seen if SAP and Deloitte can jointly deliver it at a price that appeals to these midsize enterprises.

How RACE Accelerates SAP Cloud ERP Configuration

RACE features specialized AI agents that collaborate to manage the entire configuration life cycle:

- **Design Agent:** Translates business requirements directly into SAP configurations
- **Execution Agent:** Applies these configurations in alignment with SAP Public Cloud standards
- **Validation Agent:** Performs strict rule-based and compliance checks
- **Optimization Agent:** Continuously improves configurations using insights from the key data structure (KDS)

The configuration process begins with client surveys outlining business objectives, scope, and key functionalities. A GenAI component in RACE converts these into detailed user stories and process blueprints, which the client approves and SAP consultants review. The AI agents execute the configuration plan using a KDS to house configuration data, as well as a Knowledge Graph that allows the agents to contextually query SAP data for accurate automation.

Deloitte’s best practices are natively embedded into the user stories, **large language models (LLMs)**, and multiagent framework, ensuring that the system is audit-ready and aligns with business requirements.

The initial launch of RACE covers order to cash with other key processes (procure to pay, record to report). Further functionality is planned for release by 1Q 2027.

The intelligence layer is driven by Deloitte's proprietary large language model and knowledge graph capabilities, while SAP Cloud ERP configuration is executed through SAP Public Cloud tooling and configuration frameworks.

Will RACE Increase Adoption of SAP Cloud ERP?

While RACE can significantly speed up implementations, similar efforts by other major service providers to boost the adoption of SAP Cloud ERP have had up to now limited success. Gartner estimates that the percentage of clients using SAP Cloud ERP is less than 10% of the total SAP S/4HANA installed base.

Implementation time is not the only blocker to adoption, as clients also cite challenges around the software acquisition costs, application functionality, application standardization and enforced regular updates. AI-driven configuration does little to address these issues, nor does it increase functional fitness for organizations with more complex scope.

How RACE Compares to GROW Fast

Deloitte's RACE and SAP GROW ² Fast address different aspects of SAP Cloud ERP adoption and can be used together. SAP GROW Fast provides implementation methodology, predefined scope, accelerators, predictable pricing, and partner-led delivery, while Deloitte's RACE has capability to automate and accelerate configuration and implementation activities. Deloitte's industry IP and tools build upon the broader SAP ecosystem approach rather than replacing it – helping Deloitte to further differentiate in the market.

For organizations in more complex industries requiring specific extensions in SAP BTP or other SAP platforms, Deloitte has an advantage over SAP GROW Fast, given Deloitte's deeper expertise, its industry assets, and broader capabilities in delivering tailored solutions.

During SAPPHIRE 2026, SAP also announced the launch of new migration assistants and agents to support client migration and modernization activities. This announcement includes an SAP Cloud ERP configuration assistant that will be available in August or September 2026. At this point, it is not clear how deep this assistant will be and how it will compete with the Deloitte RACE offering.

What TSL Leaders Should Do Now

Tech service leaders need to:

- **Strategically integrate AI in SAP ERP services.** Assess, pilot, and integrate AI-driven solutions into your SAP Cloud ERP implementation offering. If you don't have these assets, prioritize partnerships with vendors offering proven AI capabilities.
- **Regularly review AI advancements.** For the RACE technology, Gartner sees a possible future evolution to extend its capabilities to SAP Private Cloud systems. These environments are far more complex and present greater automation challenges.

Evidence

¹ [RACE – RapidAuto ConfigEngine for INTEGRATE](#), Deloitte.

² [Launching SAP Grow Fast – Helping SAP Partners drive success in mid-Market with SAP Cloud ERP](#), SAP Community.

Evolving Insights History

Table 1: Evolving Insights History

<i>Published Date</i> ↓	<i>Update</i> ↓
31 July 2026	Minor updates made from vendor feedback.
21 July 2026	Initial Publish

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