

Edgar Martinez

SAP BTP Solution Architect

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SUMMARY

SAP BTP architecture and delivery, for teams that need it in production. 17+ years in enterprise software and 15+ systems live since 2008, as architect and, when the project needs it, as the developer: CAP, Fiori, SAP Build and integration with S/4HANA and ECC. On a project I am usually the architect, the person the client calls and, when needed, the developer. Current focus: agents on SAP.

EXPERIENCE

Associate Director, Digital Transformation

Jul 2022 to present

Cogent IBS · US company, remote. Architecture and delivery lead on client programs on SAP BTP.

- Architect, the client's main contact and project manager on each engagement, and developer when the project needs one. Distributed team across India, the US, Mexico and Argentina.
- Spare-parts catalog solution for a global automaker: machine learning (Keras, EasyOCR, Amazon Textract) reads callouts and part positions in the drawings; post-processing converts each catalog from the European standard to the American one. A catalog now takes one week instead of six. Delivered in about three months against the six planned. Live since 2025.
- Supplier portal for a retail chain in Mexico on SAP CAP and SAP Build Work Zone, with Cloud Connector to the SAP backend and Identity Authentication. 500K invoices a month from 1,000+ suppliers, at as little as a fifth of what Ariba would have cost to implement and run.
- Early-phase design of custom Joule agents for news verification.

Freelance Architect and Developer

2023

Code10 IT Consultants · Spain, remote

- Designed and built version 1 of CI Accelerator, an SAP-certified add-on with governance apps for SAP Integration Suite.

Senior Cloud Consultant

Mar to Jun 2022

SPOSEA Group · Netherlands, contract

- Extended BrightPrice Build, an SAP-certified pricing solution, on SAP CAP and HANA HDI containers. Task time about 25% lower.

Senior AWS Full-Stack Engineer

Jun 2021 to Mar 2022

Ivaldi Group · US, contract

- Moved logistics operations to event-driven AWS (Lambda, API Gateway, CloudFormation) and built the CI/CD pipelines for the front-end and back-end services. Manual operations about 60% lower.

SAP Cloud Platform Specialist and Fiori Consultant

Nov 2020 to Jun 2021

Deloitte · Mexico

- Solution architecture and Fiori apps for procurement digitalization at a Latin American telecom: supplier-facing apps on SAP Work Zone with principal propagation, and the program's first mobile approvals app.

SAP Fiori and Cloud Platform Developer

Apr 2019 to Apr 2020

Delivery Hero SE · Berlin, Germany, contracted directly

- Business Rules on SAP Cloud Platform, so the functional teams own approval steps, assignment and thresholds without a ticket to IT; then the project-approval and CAPEX workflows. All in production.
- Part of the Finance Systems team that won the SAP Innovation Award 2019 (Process Innovator) for its capital-approval framework. Team result: approvals from 20+ days to 2.

Technical Team Lead

Jan 2017 to Mar 2019

Cogent IBS · US company, remote

- Dealer portal in React and Node.js for a US window manufacturer, connected to SAP over RFC through SAP's own Node.js connector, before CAP existed. Live since 2017, still in use.

- Led a finance-planning suite on S/4HANA and SAPUI5; SAP-certified and published on SAP Store, since retired.

Earlier career

Nov 2008 to Dec 2016

- Nubaj Consulting, Sr. Mobile Platform Consultant (Oct 2015 to Dec 2016): offline-first SAPUI5 credit-origination app for Gentera, in production on the fourth attempt after three earlier ones, used by 14,000+ field agents.
- Neoris, SAP PI Consultant (Dec 2014 to Oct 2015): SAP PI interfaces and a program of mass interface changes for CEMEX, all in production.
- Indra, software architect, team lead and SAP PI consultant (Jan 2010 to Oct 2014): the accounts-payable flow for Grupo Bimbo, 4,000+ users in three regions, licensing cost about 80% below the tool it replaced; POS-to-SAP integration on 180 terminals for Taco Holding; ABAP in WM, MM, FI, SD and HR; import interfaces for Chedraui; enterprise-link re-architecture for Santander.
- Qualitas, developer (Nov 2008 to Dec 2009): OCR pipeline for IMPI, Mexico's industrial property office, integrated with Oracle UCM; indexed 80M+ records for public access. Team result.

SKILLS

- **SAP BTP:** CAP (Node.js), Fiori and SAPUI5, SAP Build Work Zone, Integration Suite, Cloud Connector, Identity Authentication and principal propagation, SAP HANA Cloud and HDI, Cloud Foundry, Workflow and Business Rules.
- **Working with coding agents professionally:** Claude Code and Codex write most of the code and the first version of the tests. I write the spec, hold the architecture and check the behavior. One session per task, a navigable agents.md, unit tests on every change.
- **Agents on SAP:** Joule agent design, A2A, eval sets from real cases, run logs with token cost, sign-off gates; SAP AI Core, Generative AI Hub; LangGraph.js.
- **Machine-learning delivery:** led the program that put a Keras, EasyOCR and Amazon Textract solution in production, as architect and client contact; the models were the team's work.
- **Cloud and code:** Node.js, JavaScript, React, Java, C#; AWS Lambda, API Gateway, CloudFormation; CI/CD.
- **Data and integration:** SAP PI/PO, ABAP, SAP HANA, OData, REST, GraphQL, SOAP, PostgreSQL, SQL Server, MySQL, Oracle.

TALKS, TEACHING AND COMMUNITY

- SAP TechEd Berlin 2026: CT1106, "Zero token architecture for Joule Agents", community talk, 27 Oct 2026. Open-source agent inspired by the talk: github.com/eamarce/zero-token-joule-agents.
- ASUG chapter meetings 2024: SAP BTP and AI sessions for Cogent IBS, with Alfonso Monroy. Houston, Dallas-Fort Worth, Denver and Chicago.
- Co-instructor, with Alfonso Monroy, of Cogent's paid SAP BTP bootcamps: Oct 2023, and the SAP BTP Cloud Bootcamp, Mar to Apr 2025.
- Co-organizer of the SAP Community Mexico group, since Feb 2026. Open source: principalpropagationsapcf (2021), zero-token-joule-agents (2026).

CERTIFICATIONS

- SAP Certified Development Associate: SAP Extension Suite; SAP HANA Cloud 1.0; SAP Fiori Application Developer (2022). SAP Certified Citizen Developer Associate: SAP Build Low-code/No-code Applications and Automations (2022).
- Earlier: SAP HANA SPS12 Application Associate (2018); SAP Fiori Implementation and Configuration, Technology Associate (2016); SAP Process Integration 7.31 Development Associate (2014); Microsoft Certified Technology Specialist, Web Applications Development (2014); Oracle SOA Infrastructure Implementation Certified Expert (2011).
- Courses on agents, Maven 2026: Become an Agent-Native Operator; Harness Engineering: Designing the Operating Layer for Reliable Agents; Beyond Evals: Designing Improvement Flywheels for AI Products; Building Agentic AI Applications with a Problem-First Approach (in progress, to Nov 2026).

EDUCATION AND LANGUAGES

- Bachelor's degree in Informatics Sciences, Instituto Politécnico Nacional, Mexico, 2007. Spanish (native), English (C1), German (B1).