SAP University Alliances Program

Southwest DSI – New Orleans, LA

March 2012

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- Gail Corbitt, Program Manager, Western U.S. and Canada
- John Baxter, Program Manager, Eastern U.S.
- Alex McLeod, Program Manager, Central U.S.

Agenda

Overview of SAP

SAP University Alliances in North America

Curriculum Library

Next Steps

SAP University Alliances

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Overview of SAP: Company, Customers, Strategy, and Solutions

SAP University Alliances

SAP – the Global Leader in Software for Enterprise Resource Planning and Business Intelligence

With SAP, organizations reduce costs, drive growth, and improve the customer experience

- Bring critical information onto a single, integrated software platform
- Run standard, back-end processes using best practices for their industry
- Configure their unique processes to execute a differentiated strategy

Global leadership

- $17 Billion annual revenue
- 53,000 employees
- 100,000 companies run SAP
- 65% of the world's transactions touch an SAP system

Since SAP is so broadly adopted, students with SAP exposure in their college programs have the best opportunity to leverage their education for rewarding careers.

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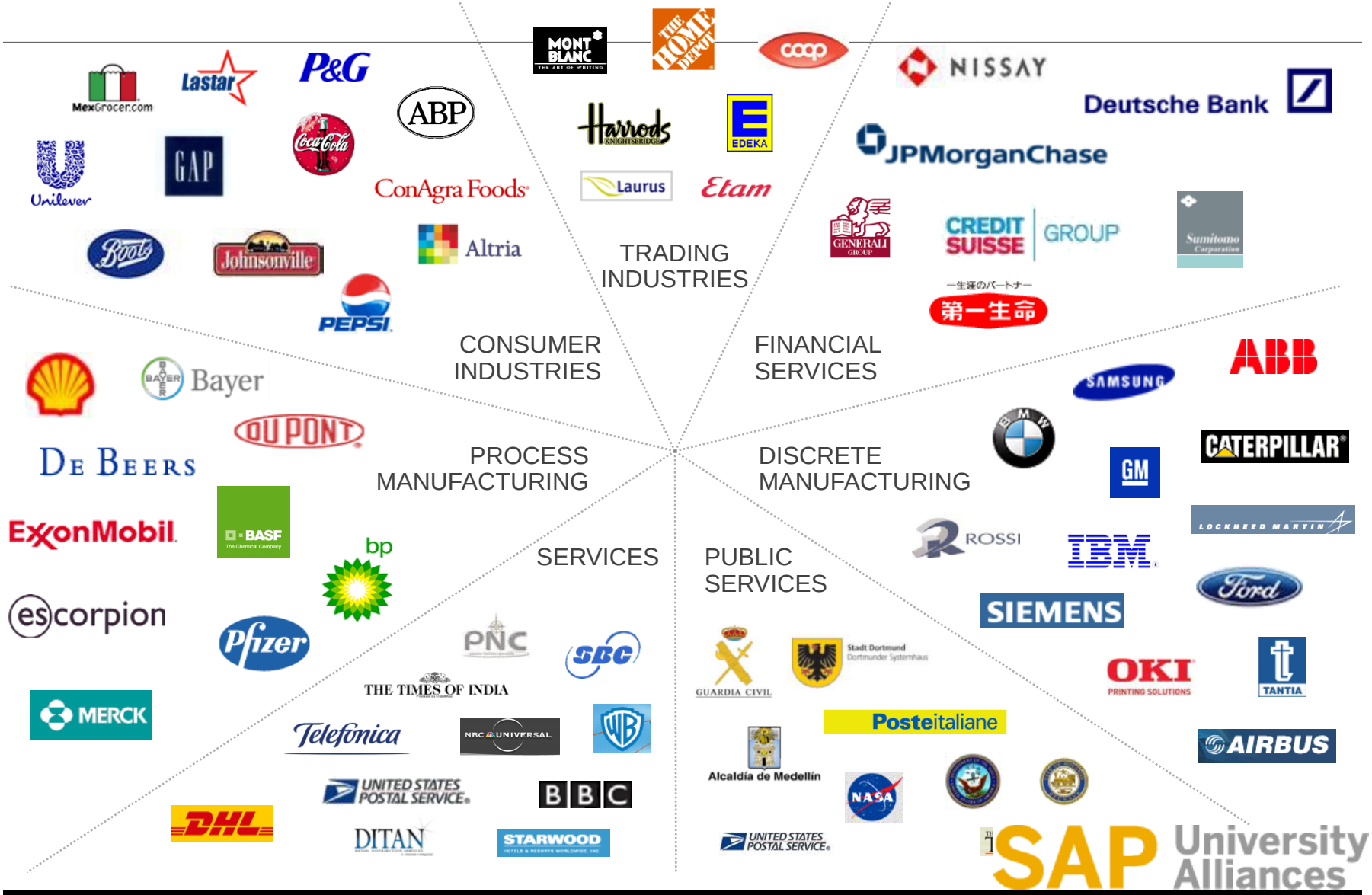
Organizations in 24 industries "Run Better" with SAP



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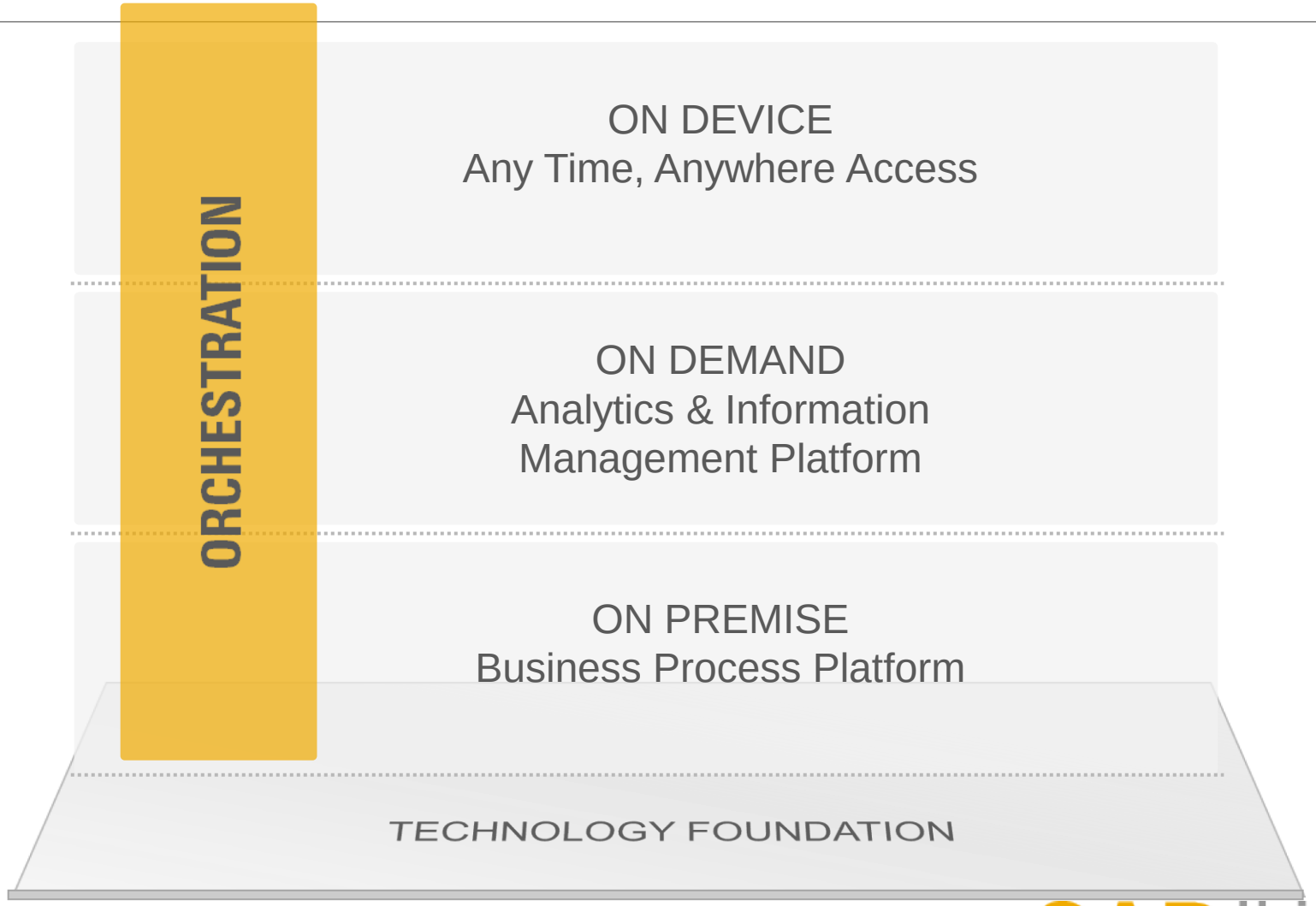
Customers use SAP on any device, anytime, anywhere



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SAP University Alliances in North America

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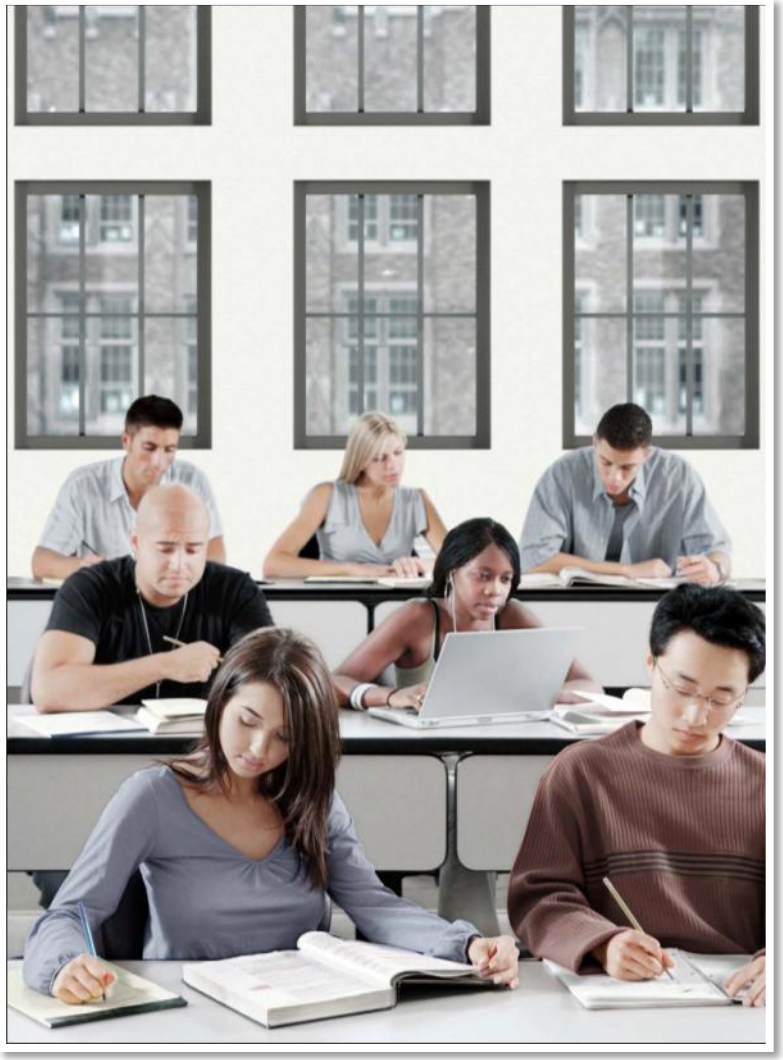
SAP provides University Alliances members with



- **Software licensing** for teaching and other academic purposes. SAP donates the software.
- A **peer hosted software and support platform model** at not-for-profit University Competence Centers for a nominal fee.
- A portfolio of **curriculum materials** and aids.
- Faculty **workshops**, to learn best practices in teaching with SAP software and curricula.
- Academic collaboration and exchange **events.**
- Full **University Alliances Community portal access** including exclusive members-only content.

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SAP University Alliances Community
One site for: Contacts, Collaboration, Curriculum

uac.sap.com

- Part of SAP Community Network
- 300,000+ registered users and growing daily
- First on-line global academic networking community of its kind
- Rich repository of open academic content for all faculty and students at any institute of higher education globally
- Private collaboration workspace for University Alliances program members
- Sustainable collaborative engagement model for expanding the SAP ecosystem
- Job board connects SAP customers with students

… it's a great place to learn more about University Alliances and connect with members as well as the University Alliances Team

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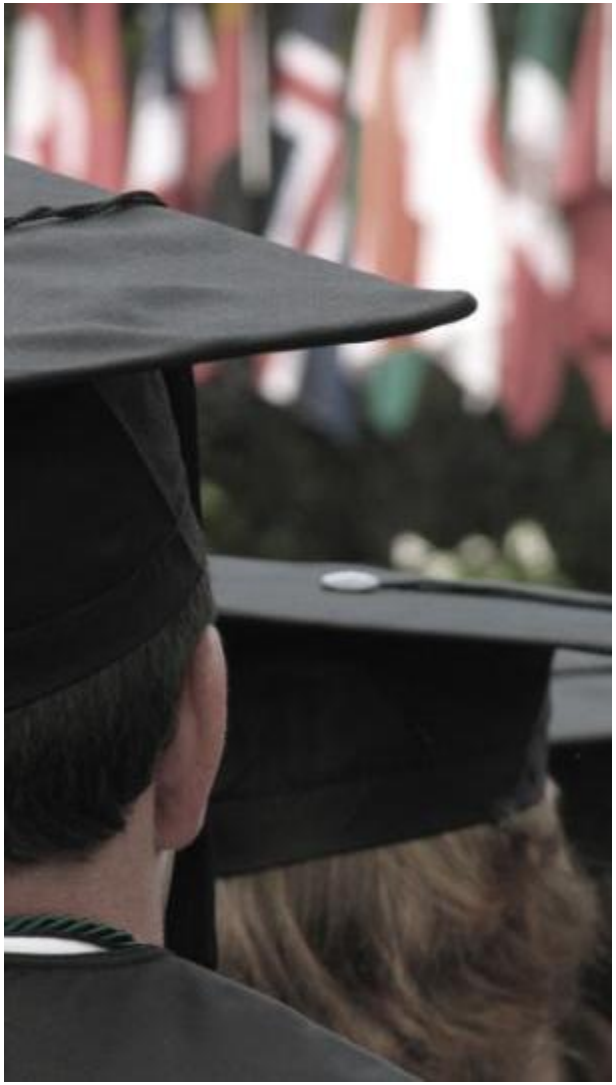
How other schools use SAP software and curriculum



- California State University, Chico
- University of Wisconsin-Milwaukee
- Grand Valley State University
- HEC Montreal
- Indiana University-Bloomington
- Saint Joseph's University
- University of Arkansas
- University of Southern California
- Widener University

SAP supports and encourages academic freedom – faculty use the software where and how it makes sense for them!

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University Faculty – What's in it for me?

Faculty

- Access to world class enterprise applications to use in college courses and programs with no systems administration overhead
- Access to free faculty training and networking opportunities
- Knowledgeable technical and curriculum support
- Ability to integrate curriculum silos through integrated business processes and datasets

Administrators

- Keeps faculty on leading edge of enterprise technology with shortened learning curve
- Offer students competitive advantage in the job market
- Opportunities to build strong corporate relationships

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SAP Customers – What's in it for me?

"The SAP University Alliances program is of great value to Chevron. It provides us with a pool of applicants that already have fundamental knowledge in areas where Chevron needs those skills. In the SAP support area, this has been very valuable in that it allows us to put new hires into meaningful roles much more quickly than they would if they started without the specific functional knowledge that the SAP University Alliances program brings."

Mike Reddy, general manager, Enterprise Business Solutions, Chevron Information Technology

"In our quest for top talent, the SAP University Alliances program provides IBM a deep and experienced pool of SAP practitioners to continue to grow our consulting practice."

Ken Englund, partner, IBM Global Business Services

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Students – What's in it for me?

Gain skills that employers seek

- "Process Thinkers"
- "Information Literate"
- "Collaborative" - know how to work in teams

Help students prepare for good careers

- Blend IT with business specialties such as accounting, production planning, marketing and supply chain
- Student Certification Academy – recognized credential in the SAP ecosystem
- Career Center on the online University Alliances Community

Scholarships and internship opportunities

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Curriculum

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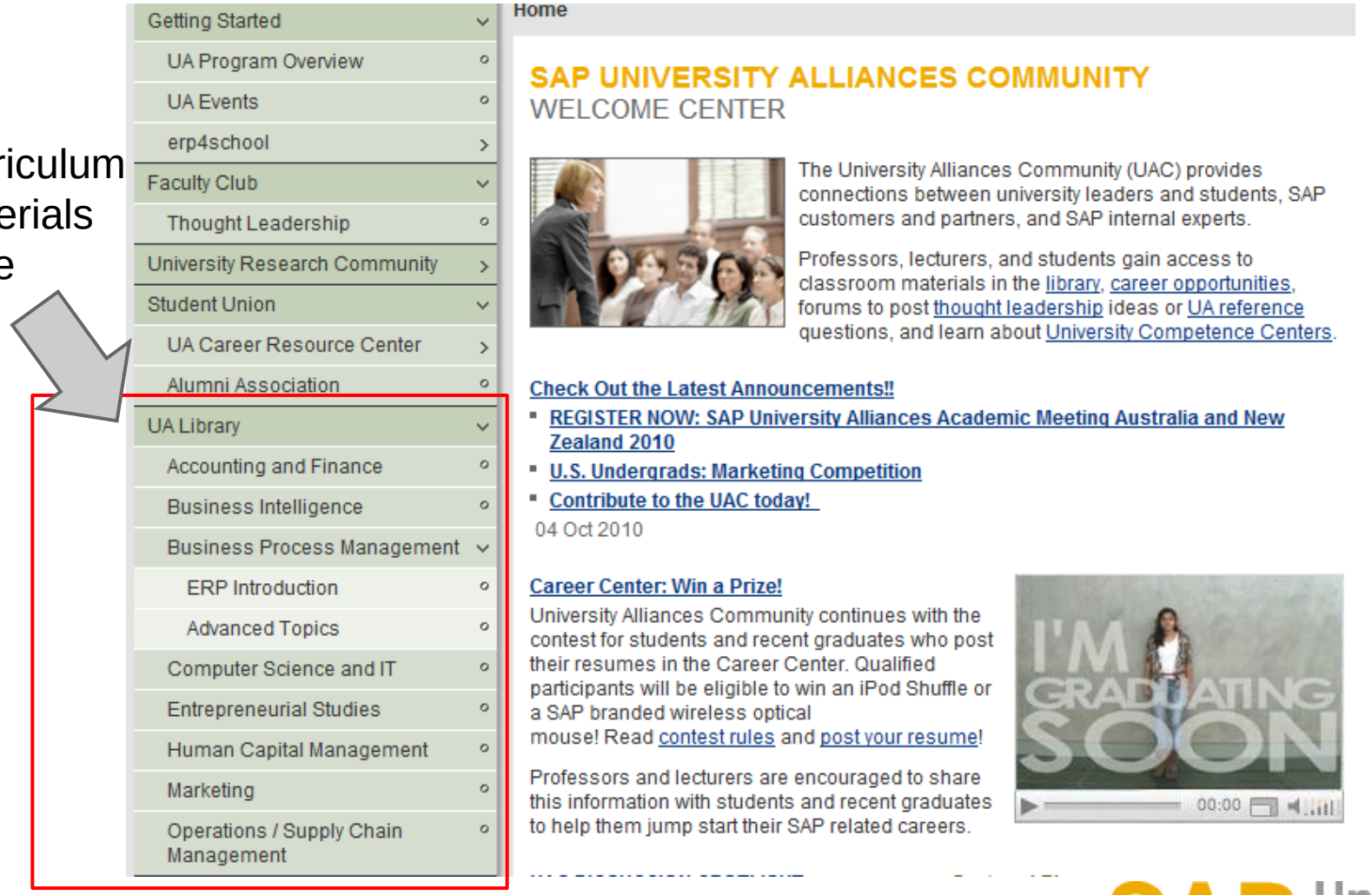
SAP University Alliances Library at uac.sap.com

Curriculum Materials Here



* See UAC webinar series for periodic curriculum overviews

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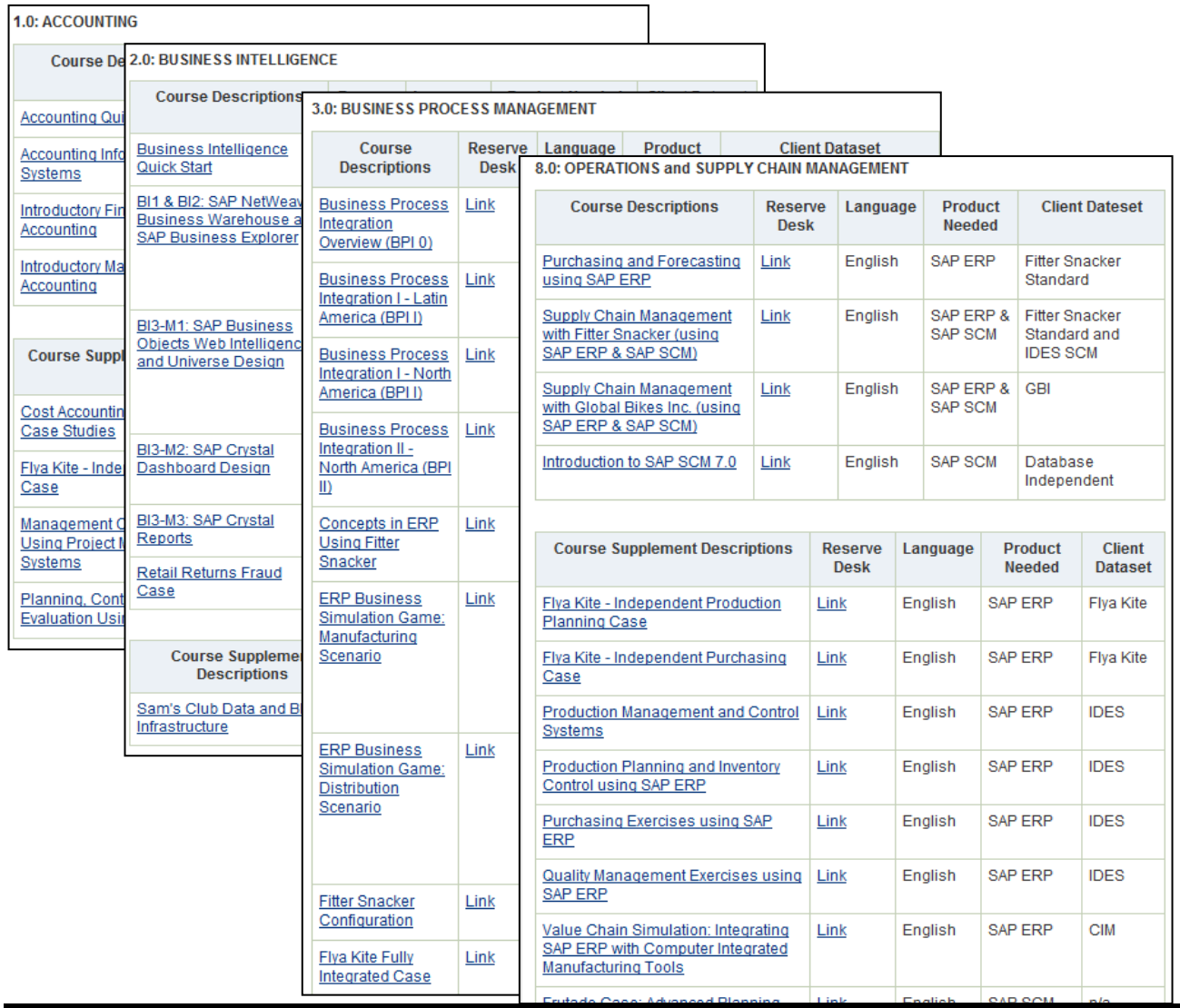
SAP University Alliances Course Offerings – examples



1.0: ACCOUNTING

Course De
Accounting Qui
Accounting Info Systems
Introductory Fin Accounting
Introductory Ma Accounting
Course Suppl
Cost Accountin Case Studies
Flya Kite - Inde Case
Management C Using Project M Systems
Planning, Cont Evaluation Usi

2.0: BUSINESS INTELLIGENCE

Course Descriptions
Business Intelligence Quick Start
BI1 & BI2: SAP NetWeav Business Warehouse a SAP Business Explorer
BI3-M1: SAP Business Objects Web Intelligenc and Universe Design
BI3-M2: SAP Crystal Dashboard Design
BI3-M3: SAP Crystal Reports
Retail Returns Fraud Case
Course Suppleme Descriptions
Sam's Club Data and B Infrastructure

3.0: BUSINESS PROCESS MANAGEMENT

Course Descriptions	Reserve Desk	Language	Product	Client Dataset
Business Process Integration Overview (BPI 0)	Link			
Business Process Integration I - Latin America (BPI I)	Link			
Business Process Integration I - North America (BPI I)	Link			
Business Process Integration II - North America (BPI II)	Link			
Concepts in ERP Using Fitter Snacker	Link			
ERP Business Simulation Game: Manufacturing Scenario	Link			
ERP Business Simulation Game: Distribution Scenario	Link			
Fitter Snacker Configuration	Link			
Flya Kite Fully Integrated Case	Link			

8.0: OPERATIONS and SUPPLY CHAIN MANAGEMENT

Course Descriptions	Reserve Desk	Language	Product Needed	Client Dateset
Purchasing and Forecasting using SAP ERP	Link	English	SAP ERP	Fitter Snacker Standard
Supply Chain Management with Fitter Snacker (using SAP ERP & SAP SCM)	Link	English	SAP ERP & SAP SCM	Fitter Snacker Standard and IDES SCM
Supply Chain Management with Global Bikes Inc. (using SAP ERP & SAP SCM)	Link	English	SAP ERP & SAP SCM	GBI
Introduction to SAP SCM 7.0	Link	English	SAP SCM	Database Independent

Course Supplement Descriptions	Reserve Desk	Language	Product Needed	Client Dataset
Flya Kite - Independent Production Planning Case	Link	English	SAP ERP	Flya Kite
Flya Kite - Independent Purchasing Case	Link	English	SAP ERP	Flya Kite
Production Management and Control Systems	Link	English	SAP ERP	IDES
Production Planning and Inventory Control using SAP ERP	Link	English	SAP ERP	IDES
Purchasing Exercises using SAP ERP	Link	English	SAP ERP	IDES
Quality Management Exercises using SAP ERP	Link	English	SAP ERP	IDES
Value Chain Simulation: Integrating SAP ERP with Computer Integrated Manufacturing Tools	Link	English	SAP ERP	CIM

C**ourse** - used in semester to support a class including slides, exercises and other supporting materials.

Supplement - a smaller set of content and may or may not include all resources.

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ERP Simulation Game: a fun, engaging, and powerful

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SAP Business ByDesign Pilot Curriculum

Owner/Executive

Procurement

Project Management

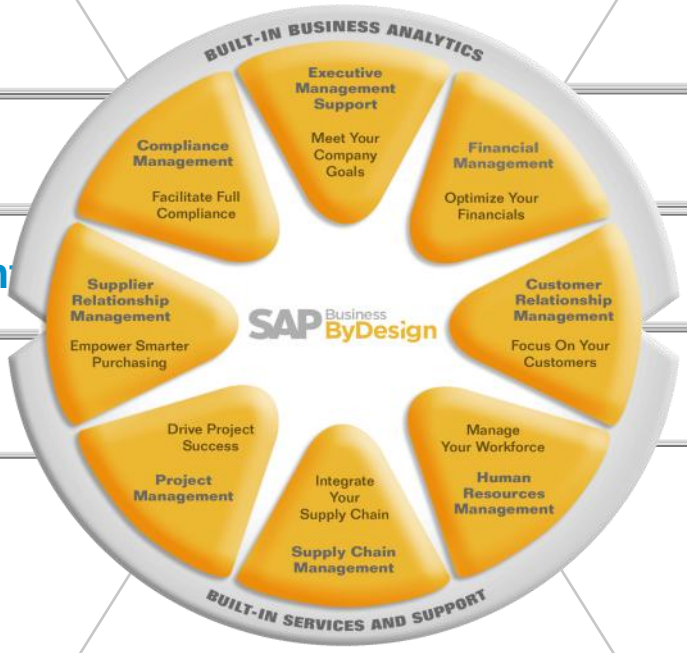
Manufacturing

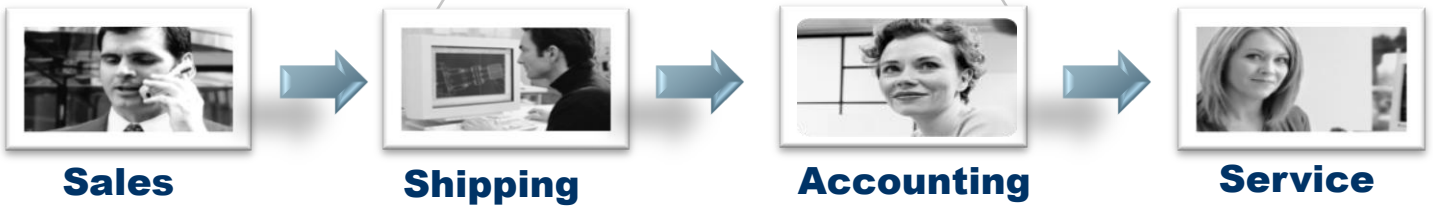
Accounting/Finance

Sales & Marketing

Service & Support

Human Resources





Sales → Shipping → Accounting → Service

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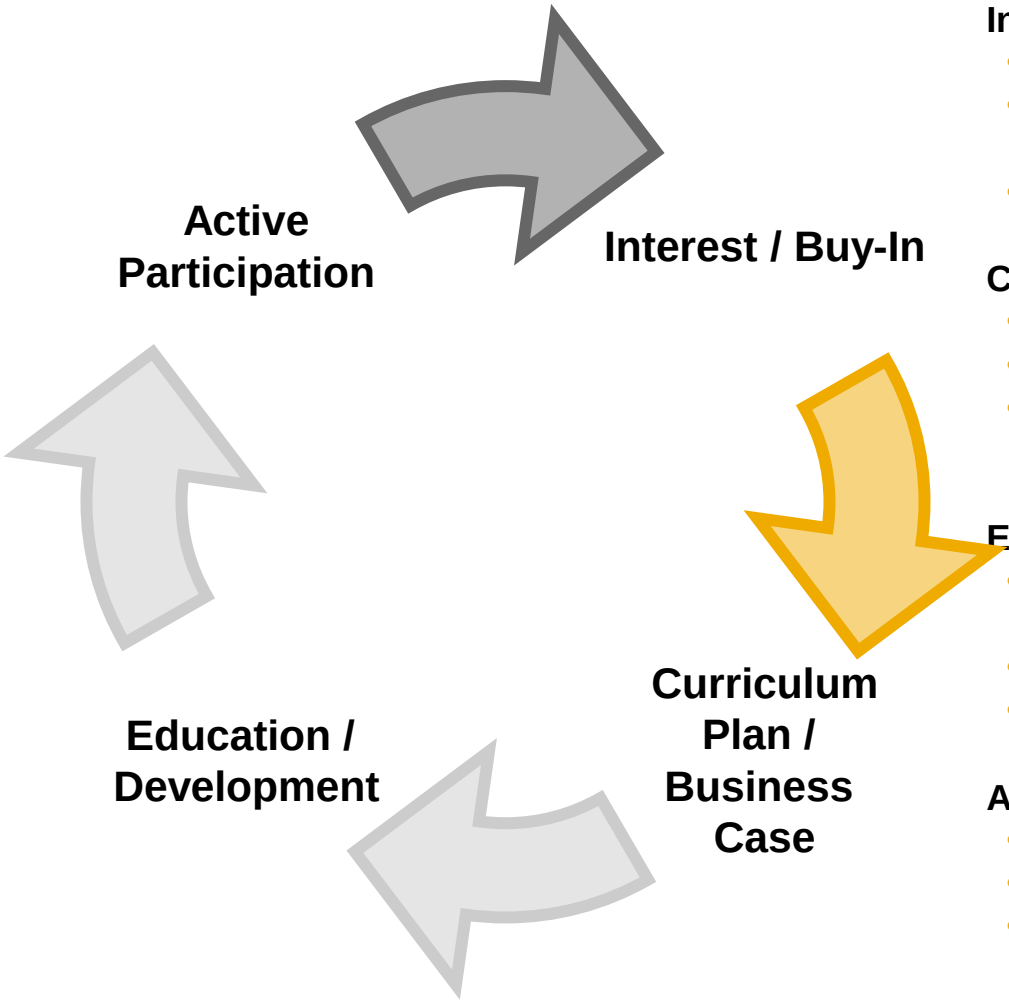
From Interest to Active Member



Interest/Buy-in
- Top down support of administration
- Bottom up commitment from 3-5 faculty (some tenured, some adjunct OK); cross dept. team
- Advisory board/business community

Curriculum Plan/Business Case
- Goals/objectives
- Faculty/administration/industry support
- License agreement w/SAP and services agreement w/UCC site

Education/Development
- Attend faculty workshops and academic conferences
- Evaluate curriculum materials
- Begin integrating ERP into courses

Active Participation
- Use software in courses
- Feedback loop w/core faculty team
- Close working relationship w/SAP ecosystem for jobs & internships, advisory boards

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Develop Curriculum Plan

A simple document used to accomplish 2 goals:

Determine scope of SAP software license

Determine presence of Critical Success Factors

Answer 5 questions:

- What program(s) do you want to use the software in and how do they fit within the department, college, university, etc.?
- What are the specific courses you have in mind as a starting place and then maybe longer term (although this is harder to pin down) -- just want to see your vision.
- Who are the faculty who want to get involved and what is their relationship to the university? (discipline, tenured vs adjunct, rank, etc.)
- What are the funding sources for this? (Realistically you'll need $8K per year plus some travel money to be an active, trained member of the community)
- What is your link back to the SAP customer/partner base? (Where will the students get jobs? Who is on your industry advisory board, etc.?)

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What is my Total Cost?

University Competency Center Hosting

- Prorated the first year, then $8K per year
- Paid to the University Competency Center (UCC) assigned to you (not to SAP)
- Billed and paid on a calendar year basis

Travel Costs for Faculty

- To attend the SAP Academic Conference each year
- To attend free faculty workshops

No Other Costs including no Hardware or System Software Costs

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Contacts

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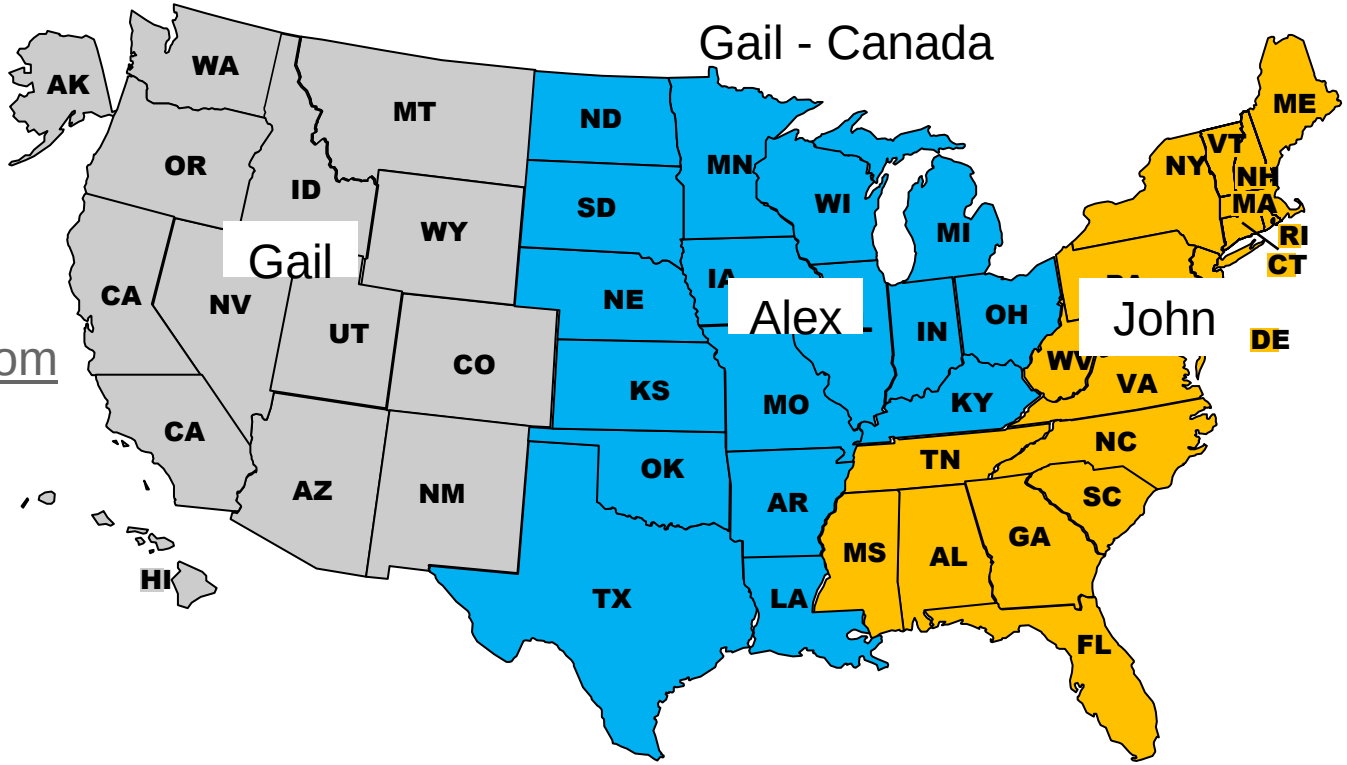

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Thank You!

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